



THE HONG KONG GENERAL CHAMBER OF COMMERCE BULLETIN

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Secretary of State's Visit

MEETING WITH CHAMBER ANNOUNCED



Mr Frederick Lee, Secretary of State for the Colonies, who is making his first visit to Hong Kong.

Mr. Frederick Lee, Secretary of State for the Colonies, is at present visiting Hong Kong. During his stay here Mr. Lee will be entertained to a luncheon given by the Chamber, the Federation of Hong Kong Industries and the Chinese Manufacturers'

Association. The following is a resume of Mr. Lee's career.

Mr Frederick Lee was appointed Secretary of State for the Colonies in April 1966. He had previously been a member of Mr Wilson's Government since Labour took office in 1964, as Minister of Power, being created a Privy Councillor at the time of taking up this post. He is Labour Member of Parliament for the Newton Division of Lancashire, and was a member of the second postwar Labour Government (1950-51) as Parliamentary Secretary to the Ministry of Labour and National Service. From 1959 until the return of his Party to power in 1964 he was a member of the Shadow Cabinet, or Parliamentary Committee of the Parliamentary Labour Party. He first entered the House of Commons in 1945 as Labour M.P. for the Hulme Division of Manchester.

Mr Lee, who is an engineer, was born in 1906, and went to school in the industrial city of Salford, adjoining Manchester. He left school at 14 to begin work in Manchester with Metropolitan-Vickers, one of the largest electrical engineering works in the world, at their Trafford Park works. There he became chairman of the Works Committee, the advisory body which in many works handles negotiations between trade unions and management, and

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Members are reminded that the contents of the Bulletin are confidential.

Meet the Staff

The first in a series in which we introduce members to the Chamber's staff.



Mr. Patrick Mark Lam, the Chamber's new membership liaison executive.

Newly appointed as membership liaison executive, Patrick Mark Lam is faced with the job of a life-time. Indeed, if he is to fulfil the brief given to him — to meet all the Chamber's members — it could take him a life-time.

Fortunately he views the work with optimism and science: optimism in looking forward to meeting people and a science based on the simple logic of concentrating on one large office block at a time. Apart from this his prowess at football and swimming make him an ideal candidate for the many corridor miles he will have to cover.

Thirty-year-old Mark Lam was born in Hong Kong and educated at a Catholic school. Shortly after the Pacific war he was taken to Canton and returned to begin his first job in an insurance office.

By this time, however, Mark Lam's feelings began to be directed to the clouds and in 1959 he successfully applied for a position as a flight purser with Cathay Pacific Airways. Cathay covered not only South-East Asia, but Australia as well and P. M. Lam became a regular commuter on the Electra flights to Sydney.

Trade with Pakistan

Mr S. A. Akhtar, Managing Director of Nazar International Ltd., called at the Chamber with a letter of introduction from the Chamber of Commerce and Industry, Karachi.

Mr Akhtar, who visited Hongkong as part of a round the world tour, is interested in establishing a joint venture in Pakistan with a Hongkong manufacturer. He is also interested in importing Hongkong chemicals, plastic machinery, metal and wood working machines and building materials.

He would like to export Pakistan handcrafts and textile yarns.

Interested members should write direct to S. A. Akhtar, Managing Director Nazar International Ltd., 102, Morriot Road, P. O. Box 5336, Karachi-2, (West) Pakistan.

P. M. Lam left C.P.A. in 1962 to become manager of an import/export firm, but two years later decided to join the Chamber as an inspector. Since then he has become adept in certification matters and much of his time in his new position will be spent in visiting members who have certification problems.

His other task will be to find out members' views on the Chamber's trade enquiry procedure.

He was married in December last year.

JUST FANCY THAT

"It is not generally realised that in 1965 the United Kingdom had a favourable balance of trade with Hong Kong." Extract from the Journal of the Leeds Chamber of Commerce.)

Arrivals and Departures

More than 162,500 people of various nationalities arrived in Hong Kong by air, sea and land during the month of June. Departures in the same period totalled more than 163,280. These figures exclude members of the armed forces.

Mr. Fred Lee

deals with questions of general welfare.

He continued his education by study under the National Council of Labour Colleges, and later became a lecturer for that body. He also acted as Tutor for his union, the Amalgamated Engineering Union, on political affairs and workshop organisation. He became a member of the District Committee of the A.E.U., and sat on its National Committee for two years before he entered Parliament

Wide Experience

He has travelled widely. In 1964 he was a member of a Parliamentary delegation which visited Iran. In the autumn of 1947 he was one of a party of M.P.s who toured Russia, Czechoslovakia, Yugoslavia and Poland. He has also visited Belgium and Canada as a member of Parliamentary delegations. He was one of Britain's representatives to the first meeting of the Consultative Assembly of the Council of Europe at Strasbourg, and was elected to the Council's Standing and Economic Committees for the year 1949-50.

Mr. Lee has had wide experience in industrial, economic and financial questions. In March 1947 Mr. Marquand, then Paymaster-General, appointed him his Parliamentary Private Secretary. When the late Sir Stafford Cripps became Minister for Economic Affairs in the autumn of 1947, Mr. Lee took on the double task of being P.P.S. to him as well as to Mr. Marquand. He stayed with Sir Stafford when the latter became Chancellor of the Exchequer and accompanied him to Brussels in April 1948 for the meeting of the Finance Ministers of the five Brussels Treaty Powers.

During April and May 1949 Mr. Lee toured Canada from coast to coast speaking on Britain's economic position and the production drive, and during the time that he was Parliamentary Secretary to the Ministry of Labour and National Service he was particularly concerned with the promotion of industrial productivity. He continued for some time to specialise in industrial matters and labour problems as a member of the Opposition, and was later Labour's chief spokesman on aviation.

Report from Africa

Increased Share Of Market

Generally Hong Kong increased its exports to East and Central Africa during the first three months of this year compared with the similar period in 1965. This was stated in a report by Mr. G. J. Connington, the Trade Development Office resident representative in East and Central Africa.

In his report, Mr. Connington says that in East Africa the hopes of a Federation between the different states has rescinded with the establishment of separate currencies in Kenya, Tanzania and Uganda. Quoting from the President of Tanzania, Mr. Connington adds that, temporarily at least, the three countries will need to establish their national identities and develop their own resources in their own ways before they can contemplate an appropriate co-ordinate of their economic interests.

Referring to overseas investment in Kenya, the Hong Kong representative mentions that the two main investment categories were textiles and sugar at £10,000,000 each. A projected torch battery investment was valued at £250,000. Kenya, Mr. Connington added, still showed a considerable imbalance of trade and a 24-man export promotion council has been formed to promote and develop export markets for primary products and manufactured goods. Hong Kong exports to Kenya rose by HK\$1.27 million during the period reviewed.

Uganda

Here again, Hong Kong export figures rose by HK\$0.11 million for the first three months of the year compared to the same period in 1965. However, a promotion drive was being considered on behalf of Hong Kong in the last quarter of 1966. Among the new investments planned in Uganda is a £1,600,000 textile mill to be built on a 20-acre site some 120 miles from Mbale.

In their latest budget the Uganda Government has announced increased duty rates on made-up garments, grey and unbleached cotton, silk and

man-made fibres. As from June 15th, Mr. Connington reports, import licences were declared necessary for all imports into Uganda. All classes of goods from any country now require licences, he adds.

Zambia

Hong Kong exports to Zambia increased by HK\$0.71 million from January to April compared with the same period in 1965. This, says Mr. Connington, may be regarded as satisfactory when viewed against the growing problems of importation into Zambia during 1966.

There is, Mr. Connington continues, considerable potential for marketing Hong Kong goods in Zambia but until a satisfactory solution is found to enable Zambia to use Tanzanian ports and transport goods economically from that country, the outlook for trade expansion is not encouraging. Mr. Connington adds that during a recent visit to Zambia, a Government announcement cancelled all import licences except those for essential goods and raw materials for industry. This was said to be a temporary measure.

Tanzania

Tanzania's trade with Hong Kong increased by HK\$1.36 million during the first three months of the year compared with the same period in 1965. This, Mr. Connington, said, could be considered satisfactory when viewed against ever increasing competition from the Peoples' Republic of China. A sales promotion drive for Hong Kong products was also planned in early 1967.

In May 1966, the Tanzanian Government published a statement that it would continue

tacit arrangements by which firms trading with Japan would be allowed to import goods to only half the value of their exports to Japan, an arrangement which had been made to counter Tanzania's unfavourable trade balance with Japan. The Tanzanian Government denied that the arrangement was about to be terminated.

The Chinese Peoples' Republic had this year sent a trade delegation to Tanzania as the final stages of their trade promotion drive.

JETRO Plans H. K. Fair

The Japanese External Trade Organization (JETRO) will hold a Japan Light Machinery Exhibition in Hong Kong from October 3 to 8. The site will be the Hong Kong Machinery Show Room at Kowloon.

JETRO said it decided to stage the exhibition for meeting growing light machinery demand in Hong Kong, where industries manufacturing sundry goods for export are rapidly developing.

Strong Demand

The projected exhibition will also provide an opportunity for Japan to consolidate its trading position with other Southeast Asian countries.

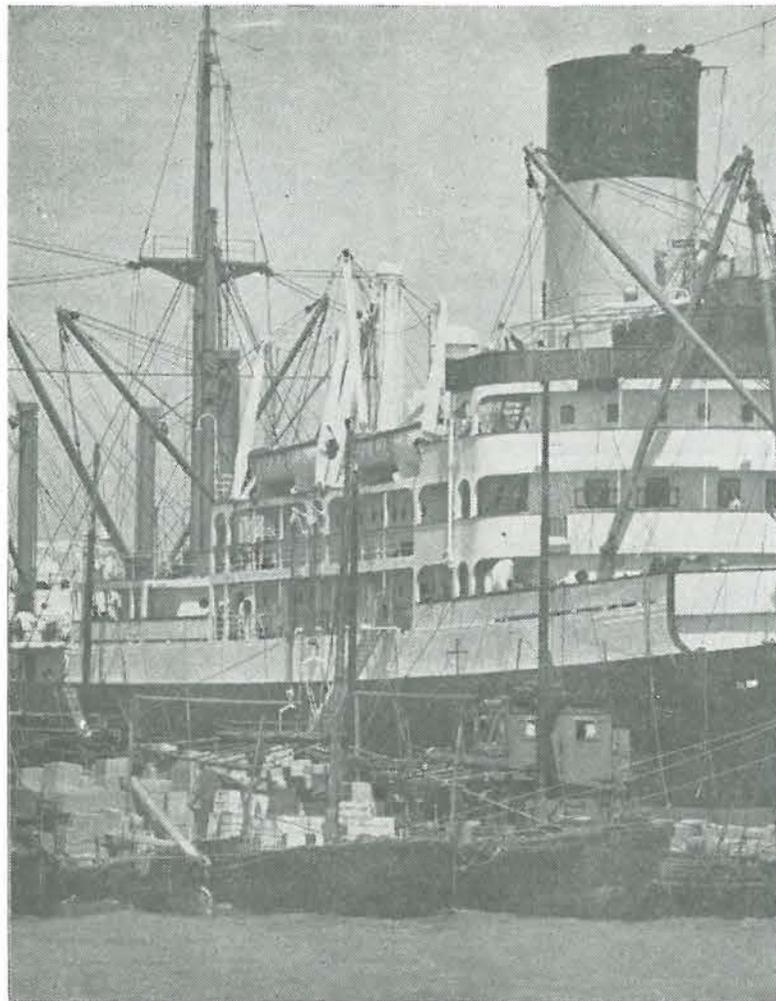
A previous survey by JETRO revealed that in Hong Kong, where the land is narrow and most factories are housed in high-storied buildings, there is strong demand for compact machinery free from noise and vibration. Also, due to the shortage of engineers or skilled workers, semi or fully-automated machinery is wanted.—*The Journal of Commerce.*

TAXATION

The Chamber has received from the Island Revenue Department copies of "synopsis of Taxation in Hong Kong".

Rolling Up

More than 20 applications to join the Chamber will be considered at the next meeting of the General Committee.



The world of cifs and fobs still remains a mystery to many members. Indeed the mystique behind many of the symbols and abbreviations used in trade becomes even more obscure when a shipper commences business with a new country. As the majority of Hong Kong exports are directed towards the United States, the following article may be of assistance, in particular to new members. This summary is taken from the recently published Port of New York Authority Trade Services Directory for Europe.

A typical Hong Kong port scene where a Blue Funnel Line steamer loads cargo in mid-harbour. At present more than 500 ships call at Hong Kong each month.

U.S. TRADE DEFINITIONS

These trade definitions are recommended for general use both by exporters and importers. These definitions have no status at law unless there is specific legislation providing for them, or unless they are confirmed by court decisions. Hence, it is suggested that sellers and buyers agree to their acceptance as part of the contract of sale. These definitions will then become legally binding upon all parties.

Point of Origin

'Ex Factory', 'Ex Mill', 'Ex Mine', 'Ex Plantation', 'Ex Warehouse', etc, are named

points of origin. Under this term the price quoted applies only at the point of origin, and the seller agrees to place the goods at the disposal of the buyer at the agreed place on the date or within the period fixed.

Under this quotation the seller must bear all costs and risks of the goods until such time as the buyer is obliged to take delivery; render the buyer, at the buyer's request and expense, assistance in obtaining the documents issued in the country of origin, or of shipment, or of both, which the buyer may require either for purposes of exportation or of importation at destination.

The buyer must take delivery

of the goods as soon as they have been placed at his disposal at the agreed place on the date or within the period fixed; pay export taxes, or other fees or charges, if any, levied because of exportation; bear all costs and risks of the goods from the time when he is obligated to take delivery; and pay all costs and charges incurred in obtaining the documents issued in the country of origin, or of shipment, or of both, which may be required.

Free On Board

'FOB'. Under this term the price quoted applies only at inland shipping point, and the

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seller arranges for loading of the goods on, or in, railway cars, lorries, lighters, barges, aircraft or other conveyance.

'FOB (named inland carrier at named inland point of departure) Freight Prepaid To (named point of exportation)'. Under this term the seller quotes a price, including transportation charges to the named point of exportation, and prepays freight to named point of exportation, without assuming responsibility for the goods after obtaining a clean bill of lading or other transportation receipt at named inland point of departure.

'FOB (named inland carrier at named inland point of departure) Freight Allowed To (named point)'. The seller quotes a price, including the transportation charges to the named point, shipping freight collect and deducting the cost of transportation, without assuming responsibility for the goods after obtaining a clean bill of lading or other transportation receipt.

'FOB (named inland carrier at named point of exportation)'. The seller quotes a price, including the cost of transportation of the goods to named point of exportation, bearing any loss or damage, or both, incurred up to that point.

'FOB Vessel (named port of shipment)'. The seller quotes a price covering all expenses up to, and including, delivery of the goods upon the overseas vessel provided by, or for, the buyer at the named port of shipment.

'FOB (named inland point in country of importation)'. The seller quotes a price, including the cost of the merchandise and all costs of transportation to the named inland point in the country of importation.

Free Along Side

'FAS (named port of shipment)'. The seller quotes a price including delivery of the goods alongside overseas vessel and within reach of its loading tackle.

Cost and Freight

'C and F (named point of destination)'. The seller quotes a price including the cost of transportation to the named point of destination.

Cost, Insurance, Freight

'CIF (named point of destination)'. The seller quotes a price including the cost of the goods, the marine insurance, and all transportation costs to the named point of destination.

Ex Dock

'Ex Dock (named port of importation)'. The seller quotes a price including the cost of the goods and all additional costs necessary to place the goods on the dock at the named port of importation, duty paid, if any.

Ex Dock is used principally in the United States import trade. It has various modifications, such as 'Ex Quay', 'Ex Pier', etc, but it is seldom, if ever, used in American export practice. Its use in quotations for export is not recommended.

In addition to the terms listed, there are other terms which are at times used—such as Free Harbor, CIF & C (Cost, Insurance, Freight, Commission), CIF C & I (Cost, Insurance, Freight, Commission and Interest), CIF Landed (Cost, Insurance, Freight, Landed). None of these should be used unless there has first been a definite understanding as to the exact meaning.

It is unwise to use abbreviations in quotations or contracts which might be subject to misunderstanding. It is far better to make certain by taking advantage of the definitions which the Americans have framed to help international trade.

The familiar terms 'hundred-weight' or 'ton' should be avoided in making quotations. A hundredweight can be 100 pounds of the short ton, or 112 pounds of the long ton. A ton can be a short ton of 2,000 pounds, or a metric ton of 2,240 pounds. The type of hundred-weight or ton should be clearly stated in quotations and in sales confirmations. All terms referring to quantity, weight, volume, length or surface should be clearly defined and agreed.

Dr. S. Y. Chung

Dr. S. Y. Chung, the Chairman of the Federation of Hong Kong Industries, has been appointed a member of the Working Committee on Export Promotion Organisation.

Progress At St. Erik's

Before the opening of the St. Erik's Fair, trade inquiries for Hong Kong products were already being received in Stockholm. Following reports that the Hong Kong Pavilion will be one of the largest in the Fair, a number of Swedish importers requested information about specific lines.

One of the inquiries came from one of the largest producers of radios in Sweden.

Mr. L. Dunning of the Trade Development Office, Project Manager of the Hong Kong Pavilion, said in Stockholm: "It is most unusual for importers to show interest so long before the start of a fair."

Plans are now well advanced to stimulate further commercial interest and to enable the manufacturers and exporters in the Hong Kong delegation to make the most profitable use of their time in Stockholm.

Business Talks

At two receptions to be given in the Hong Kong Pavilion by the British Charge d'Affaires, Mr. I. MacKenzie, the delegates will have an opportunity to meet some of Sweden's business leaders and top civil servants.

At the same time a direct mail campaign will be carried out to reach 2,000 Swedish importers, buyers and other outlets for consumer goods in all parts of Sweden.

They will be sent colour brochures in Swedish showing some of the products Hong Kong will have on display at the Fair. Each will also receive an invitation signed by Mr. Dunning to call at the Pavilion to talk business.

Hong Kong Day will be held on September 6 and with the assistance of the Swedish State Radio part of the ceremony will be relayed direct to Radio Hong Kong via the SEACOM cable.

The Hong Kong Delegation will be led by Mr. Daniel H. Lam, with Mr. Tang Wo as Deputy Leader.

Hong Kong last took part in

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St. Eriks

a fair in Stockholm in 1960 and since that time domestic exports to Sweden have shown a considerable increase. A close study of the Swedish market by the Trade Development Office has shown that there is now a potential for a further significant increase in our exports.

Sweden's relatively small population — now 7,700,000 — is offset by high individual purchasing power.

For every 1,000 people, Sweden has 423 telephones, 239 television licences and 204 private cars. One person in 30 owns a pleasure craft and expenditure on this form of leisure is expected to increase 150 per cent between 1960 and 1970. On family in nine owns a weekend cottage and new cottages are being built at the rate of 25,000 a year.

GOOD WISHES

The Chambers has sent a message of good wishes to Mr Daniel Lam, leader of the Hongkong delegation to the St. Erik's Trade Fair. Mr Lam left for Sweden on August 26th.

Transistor Radios

Members' attention is drawn to the present arrangement decided by the Certification Co-ordination Committee that the four issuing bodies will issue a Certificate of Origin verifying the declaration "Made in Hong Kong" for transistor radios of a particular model, the costing which has been prepared by an authorised accountant and approved D.C. & I.

Library

Among the new volumes received in the library is Meier's Directory of Exporters and Importers — 1965/66 edition. This was presented to the Chamber by the German Consulate General. The Consul's office also provided the Chamber with additional copies of the Far Eastern Economic Review containing the Germany and Asia supplement.

TRADE FAIRS

● **Italy.** The Milan Trade Fair will be held from 14th to 25th April 1967. Details available at Chamber's Trade Enquiry Section.

● **Germany.** The Hamburg Trade Centre, with an exhibition area of 360 qm., is available for display of goods at \$13 per qm for a period of 8 days. Interested members may read detailed information at Chamber.

● **U.S.A.** The 18th International Heating & Air-Conditioning Exposition will take place in Cobo Hall, Detroit, Mich. from 30th January to 2nd February 1967. Invitation tickets may be secured by writing now to the exposition management: International Exposition Co., 200 Park Avenue, New York, N.Y. 10017.

● **Yugoslavia.** The 1966 Zagreb International Autumn Fair will be held from 8th to 18th September. Two entrance cards available at the Chamber's Trade Enquiry Section.

● **France.** The Salon International de l'Equipement Laitier will take place in Paris from 13th to 21st November 1967. For details please write to: 3 Rue la Boetie, Paris VIII.

● **Malaysia.** The Festival of Penang, 1966 is scheduled for 3rd-17th December. Further information available at c/o City Secretariat, City Hall, Penang.

Trade Increase

The value of domestic exports, re-exports and imports for the first seven months of this year are estimated at \$3,001.45 million, \$950.91 million and \$5,325.32 million respectively, according to provisional figures released by the Director of Commerce and Industry today (Saturday).

These figures represent an increase of seven per cent for domestic exports, 11.8 per cent for re-exports and three per cent for imports over the value of trade recorded for the corresponding period of 1965.

For July, the provisional trade figures are as follows:

Domestic Exports	— \$436.83 million
Re-exports	— \$129.12 million
Imports	— \$742.46 million

The Netherlands

A Netherlands Royal Decree of 23rd June, 1966, and effective from 1st July, 1966, announces changes in Turnover Tax Surcharge payable on certain imported goods.

Changes applied to imports of fabrics and garments are increases of 0.5 to 3 per cent. Fabrics and garments which are likely to be affected by these changes had an export value of HK\$23 million in 1965 to the Netherlands.

Mr K. C. Tam, Tel. 442022

Antigua

The authorities in Antigua have issued a series of Orders placing a number of items under specific licensing control. Items which are of export interest to Hongkong include—

- (i) men's and boys' shirts;
- (ii) men's and boy's suits (including swim suits) and men's and boys' shorts;
- (iii) men's and boys' underwear and men's and boys' pyjamas;
- (iv) women's and girls' garments;
- (v) children's garments;
- (vi) mattresses and pillows.

Mr D. Sum, Tel. 431233

Air Fare Cut

From October 1 next, BOAC will introduce a new, low special inclusive tour group fare for parties of 10 or more U.K. residents travelling from Britain to Hong Kong of £218.8s (HK\$3,495.00). Tickets will be valid for not less than 10 and not more than 30 days.

Cost of a complete tour, including hotels, can be as low as £280, the price of the existing excursion fare between the U.K. and Hong Kong, a BOAC spokesman commented.

Quarantine Restrictions

Quarantine restrictions imposed against arrivals from Nhatrang (port and airport) in Vietnam on account of plague have been removed, the Port Health authorities announced today (Saturday).

MEMBERSHIP

New Members

J. Brent & Co., Ltd., 1201-1203 Prince's Bldg., Hong Kong.
Def. Co. (H.K.), 95 Wong-neichong Road, 7th floor, Flat "B", Hong Kong.

Domitas Far East Ltd., 616 Hong Kong Hilton, Hong Kong.
Fairy Industries Co., 606 Central House, Hong Kong.

Far East Products Co., 605 Regent House, Hong Kong.
Hongkong Industries Suppliers, 95 Hing Wai Building, Hong Kong.

International Impex Co., 524 Man Yee Bldg., Hong Kong.

Lachmi's Importers & Exporters, Milton Mansion, Suite "D", 10th floor, Kowloon.

Lung Tai Trading Co., 3 Bonham Strand West, 2nd floor, Hong Kong.

R. H. Macy & Co., Inc., 926-931 Union House, Hong Kong.

Olympia - Brunsviga (H.K.) Ltd., 2001-3 International Bldg., Hong Kong.

Oriental Fashion Garments Ltd., 1-5 Hing Yip St., 3-4th floors, Kun Tong, Kowloon.

Po Kwong Jewellery Ltd., 82 Queen's Road C., Hong Kong.

Shiu Yuen & Co., Ltd., 42, Wyndham Street, 3rd floor, Hong Kong.

Symons & Co., Ltd., 803 Shaw's Building, Kowloon.

United Enamelware Factory, 52 Sha Tsui Road, Tsuen Wan, N.T. Kowloon.

Wah Fung Company, 502A Bonham Building, Bonham Strand E, Hong Kong.

Western Trading Co., Ltd., Prince's Building, 25th floor, Hong Kong.

Yuen Fat & Co., 64A Bonham Strand W., 2nd floor, Hong Kong.

Change of Address

Amerisia & Company, 104 Connaught Road W., 1st floor, Hong Kong.

Carlton Enterprises, Room 501 Canton House, 5th floor, 54-56 Queen's Road C, Hong Kong.

Diaward Trading Company, 603 Manning House, 48 Queen's Road C, Hong Kong.

G. Doulatram & Sons (H.K.) Ltd., 201/203 Kayamally Bldg., 22 Queen's Road C, Hong Kong.

Garden Plastic Works, 503 Yau Yue Bank Bldg., Des Voeux Road C, Hong Kong.

Hong Kong Merchandise Corp., Room 1201 top floor, Hing Wai Bldg., 36 Queen's Road C, Hong Kong.

Spicers (Export) Ltd., Rooms 122-123 East Wing, Lee Gardens, Hysan Avenue, Causeway Bay, Hong Kong.

Richer Supply Corporation, 801 Loke Yew Building 50-52 Queen's Road C, Hong Kong.

Export Credit Insurance

There has been a heavy response to hear the talk by Mr K. D. Robertson, designate Commissioner of the Export Credit Insurance Corporation. Mr Robertson will now speak in the Concert Hall of the City Hall on Wednesday, September 7th., will answer members' questions on the new scheme.

TENDERS

Tenders are invited for the following:

Hong Kong

- Supply of caesa gammatron unit and accessories
- Supply of emulsified bitumen
- Purchase from the Hong Kong Government of vehicle spare parts.

Tender forms and further information may be obtained from the Stores Department, Oil Street, North Point.

Burma

Tenders are invited by the Trade Corporation No. 11, (Chemicals & Dyes), 73/75 Sule Pagoda Road, Rangoon, for the following:

Azoic dyestuffs, vat dyestuffs, acid dyestuffs and dyes N.E.S. (Closing date of bid — 10th September 1966)

Urea in prills, muriate of potash, superphosphate, ammonium phosphate, R.R.I. mixture 'b' and R.R.I. mixture 'm'. (Closing date of bid — 17th September 1966)

Details available at the Chamber.

Australian Customs Methods

The Federation of Commonwealth Chamber of Commerce, through their Papua, New Guinea office, has asked this Chamber to draw members attention that in many cases compilation of their certified Customs Invoices in goods exported to Australia, and Papua have been incomplete or incorrect.

The figure given as Current Domestic Value in the Country Origin appeared to give most trouble. Attention is therefore drawn to paragraph three on the reverse of the official Customs Invoice supplied to exporters. This paragraph reads:

"That the domestic values shown in the column headed 'Current Domestic Values in Currency of Exporting Country' are those at which the above-mentioned firm or company is supplying or would be prepared to supply to any and every purchaser for home consumption in the country of exportation identically similar goods in equal quantities, at (6) subject to per cent cash discount, and that such values include/exclude the cost of outside package, if any, in which the goods are sold in such country for domestic consumption."

In their letter the Federation add that at times another difficulty is to obtain an original Customs Invoice. Some copying processes produce numerous identical copies none of which appear to be an original. This can be overcome by the exporter stamping one of these "Original" as this will suffice for Customs purposes.

Market Research — 10 Day Seminar

A seminar on marketing policy and market research will be held in Taiwan from November 16th to November 26th. The seminar is open to one representative from each of the member countries of the Asian Productivity Organisation and a living allowance of US\$14 per day will be met by the host country. Other expenses will be borne by the nominee or his sponsor.

Self-financing participants are also welcome.

NEWS FROM D. C. & I.

SPAIN

Opening of Global Quotas

The Spanish List of Global quotas for 1966 was published in the Board of Trade Journal for March 11. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Applications to be presented between
		Million Pesetas	
1	Hops	14.520	Aug. 15 — Sept. 15
3	Fruit Preserves	11.000	Aug. 15 — Sept. 15
4	Preserves for children	3.300	Aug. 15 — Sept. 15
5	Miscellaneous food products	2.475	Aug. 15 — Sept. 15
6	Soup and soup preparations	4.950	Aug. 15 — Sept. 15
14	Varnishes, inks, pigments, and similar preparations	7.200	July 28 — Aug. 28
15	Perfumery, toilet and cosmetic preparations	4.500	July 28 — Aug. 28
23	Manufactures of artificial plastic materials of cellulose esters and of artificial resins	7.920	July 28 — Aug. 28

Minimum Age for Industrial Employment

Employers may mistakenly believe that the minimum age for industrial employment is 16 years. This is not so and members' attention is brought to the information below.

	YOUNG PERSONS (male or female)		WOMEN
	from 14 to 15 years	from 16 to 17 years	18 years and over
	(ALL AGES ARE ACCORDING TO ENGLISH RECKONING)		
Maximum working days per week	six days.		
Maximum working hours per day	8 hours		10 hours
Maximum period of employment	9 hours		12 hours
Maximum working hours per day including overtime	OVERTIME NOT ALLOWED		11 hours
Maximum period of employment including overtime	5 hours		13 hours
Maximum continuous period of work	5 hours		5 hours
	followed by an interval of not less than 1 hour for meal or rest		followed by an interval of not less than half an hour for meal or rest
Maximum working hours per week excluding overtime	48 hours		60 hours
Hours of Employment:			
(a) without overtime	(a) 6 a.m. till 7 p.m.		(a) 6 a.m. till 8 p.m.
(b) with overtime	(b) overtime not allowed		(b) 6 a.m. till 9 p.m.
Maximum overtime per year			100 hours
Maximum overtime per week	OVERTIME NOT ALLOWED		6 hours
Maximum number of weeks in which overtime is permitted per year			25 weeks

No young persons or women may be employed: in any underground work in a mine or in carrying any unreasonably heavy loads.

Except with written permission of the Commissioner of Labour, no female worker or male young person under 16 years may be employed in any dangerous trade.

All employers of young persons or women must keep registers of every young person or woman in their employment.

(No child under 14 years of age may be employed in any industry)