



THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

1st June, 1968

Partners for Progress: Berlin



HONG KONG
GENERAL CHAMBER
OF COMMERCE

(Established 1861)

9th Floor, Union House,
Hong Kong

Tel: 237177 Cables: Chambercom

THE BULLETIN

June 1st.

Chairman:

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

Vice-Chairman:

G. M. B. SALMON

Secretary:

J. B. KITE

Assistant Secretary:

R. T. GRIFFITHS

Business Promotion:

S. L. CHUNG

C. TSANG

Certification:

A. C. C. STEWART

Public Relations & Advertising:

R. P. WOOD

MISS B. CHIU

Membership Executive:

P. M. LAM

Office Supervisor:

MISS C. W. LI

THIS ISSUE

Forty delegates will now represent Hong Kong at the Partners for Progress, 1968 Import Exhibition at Berlin in the Autumn. Shown in our cover picture is the city centre of West Berlin.

3. Dr. S. Y. Chung, O.B.E., is the subject of our pen portrait in this issue. This now completes the series on personalities in the Chamber's General Committee.
4. Dr. S. Y. Chung — Contd.
5. People and places — a Chamber presentation in Brisbane, news of three missions and a student appeal.
6. The Special Relief Fund; certification and latest brand name requirements.
7. Round About — a new E.A.C. vessel, A.P.O. Seminar and Mexico's Consul General.
8. Mr. W. Dorward of the Commerce and Industry Department tells Chamber staff of Hong Kong's world trading role; Export Credit Insurance extends its facilities and an application for a new air service.
9. Dr. S. Y. Chung — Contd.
- 10 & 11. News from D.C. & I.
12. Joint Venture, Tenders and Membership news.

Members are reminded that the contents of the Bulletin are confidential and not for publication.

Pen Profile

S.Y. Chung

Among the latest members to join the Chamber's General Committee, is Dr. S. Y. Chung, Managing Director of Sonca and Chairman of the Federation of Hong Kong Industries. In this interview he talks not only of himself and Sonca but of the trade associations' role in Hong Kong.



Tai Yau Street, San Po Kong, pulsates to the beat of hidden pneumatic presses, an anvil chorus of trucks and coolies and a Valkyries roar of dust extractors. Number 36 occupies a corner site, possibly the most prominent in a row of conformist ten-storey buildings dedicated to pure industrialism.

It is here that Dr. S. Y. Chung has his office. The floor covering is plasticised, the desk bare except for a pen and a pencil in a marble stand and circulars from the Federation of Hong Kong Industries, Government and the Trade Development Council. The only relief is an ever green plant and a modernistic mural depicting Sonca, the company of which he is managing director.

A wall air conditioner buzzed noisily but even it failed to hide the noise from the street below.

"Why have I never moved to a suite of offices?" repeated Dr. Chung. He smiled in a surprised way, "there's no need, this is the best place to be."

S. Y. Chung is a paradox. A highly qualified engineer who once turned down a career in research and is now a successful businessman, yet makes the time to serve as Chairman of the Federation of Hong Kong Industries, a Legislative Councillor, a Council member of the Trade Development Council, Senior Vice-Chairman of the Asian Productivity Organisation, member of the Hong Kong Productivity Council, General Committee member of the Chamber and active on a host of other voluntary commercial and educational associations.

"I give the morning to Sonca and the afternoon to the rest, then I come back here in the evening for an hour and go through what is waiting for me."

He sprang to a cupboard and produced a sheaf of files. "This is how we work. There is a job description for every senior man and each head has an operational manual. Divisional heads are responsible to me. Everything is clearly laid down — even how to

set out a letter. Look at this one: no indenting for paragraphs, the date in a set style; makes it look much better if you get a uniform letter from every department of the company. See, here's an example in the operational manual.

"Then we have this to do for Union Carbide (Sonca is allied to Union Carbide) every month, and this, this and this. Then every quarter this and this. I've got three reports to make personally every quarter."

S. Y. punctuates his staccato sentences with a stabbing forefinger and looks for immediate comprehension. He swept his papers away. "We built up this system quite early on and now it has become essential to the smooth running of the entire operation."

The idea is that you can leave the factory for a week, perhaps a month and theoretically it should be running as if you were here?

S. Y. Chung smiled shrewdly. "There's always the big decisions to make,"

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S. Y. Chung —

contd

he replied briefly.

Brushing aside a suggestion that pre-Communist China was not a country renowned for producing engineers, Hong Kong born Dr. Chung explained his own background.

"As a young man I had seen China at war with the Japanese and I was sure that one day they would be defeated. When that day came the need would be for a vast reconstruction programme, and I wanted to take my part. My father was not against the idea of my becoming an engineer although he tried to persuade me to be a medical doctor. But I insisted and my parents let me have my way.

"I went to Hong Kong University, took a B. Sc with first class honours in 1941 then worked as an engineer in China and later accepted a part-time associate professorship at the Chiang Kai-Shek University. I also became works manager of an engineering concern employing 500 people building, among other things, power plant steam engines.

"We had to move the entire factory twice in four years from the Japanese. It was quite an operation for the workers and their families had to come with us as well. But those years taught me a great deal and in 1948 when I was awarded a British Council scholarship to Sheffield University for my Masters' Degree, my professor in Sheffield suggested I should take my doctorate instead. I had only a two-year scholarship, but it seemed a worthwhile chance."

S. Y. was not only granted his doctorate on the basis of his paper, "Deformation of Metals as Applied to Extrusion and Drawing," but wrote a further 10 papers, one of which won the noted Whitworth Prize. By this time Dr. Chung, who was working on research for the British Iron and Steel Research Association, had become known in Britain and was offered several research positions.

"It was a hard decision to make but I decided to return to Hong Kong and set up as a consulting engineer."

Dr. Chung sat back and sipped his coffee.

"Do I think there could be the same opportunities for a young man who could not afford to leave Hong Kong?" S. Y. was thoughtful. "On paper, yes, but not in experience."

And would he have the same career prospects?

"Why not," S. Y. snapped. "I was looking through the Sunday Times and noticed the average pay in Britain for an engineer was around £2,500; here it would be about \$36,000, possibly higher."

"Our problem is in training for industry — a point I raised in my Budget speech. At present we have a few Secondary Technical Schools, whose curriculum, I feel, is entirely inadequate. We also have an excellent Technical College which unfortunately caters for both a high level and low level of pupils and this I feel is an undesirable combination; it must be one or the other. This defect will be rectified by a Technical Institute to be built on Hong Kong Island whereas it should be in Kowloon, where the

majority of people who need technical training live. Let the teachers travel, not the pupils.

"We hear young people being urged into industry rather than offices but the fact is that the Hong Kong Technical College has not enough places. The quality of the people who emerge is good, it is only the quantity that is poor.

"What we need are more Technical Colleges and Institutes and more craftsmen training schools."

A thunderous crash from the street broke into the conversation and Dr. Chung reverted to his personal story.

"I worked as a consultant in Hong Kong on a part-time basis, supervising the early stages of new factories then being retained to see them through their production problems. The only snag was each factory owner stipulated I could not work a similar project for someone else.

"Well you could imagine the field was very definitely limited," he laughed sharply. "Then in 1954 with the late Mr. V. K. Song's backing, we started Sonca, and I stayed.

"I had this idea about impact extrusion which could be ideally applied to torch cases, so we decided to try. Our first, and only machine could produce 4,000 torch cases an hour — an enormous number. We settled upon a classical design, produced the cases and wrote to British Trade Commissions and Chambers of Commerce throughout the world asking for the names of suitable importers. To each one, something like a thousand, we sent a torch case. We expected maybe a

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PEOPLE AND PLACES

*A digest of Chamber news
and visitors.*

Hong Kong Goes to Vienna

The TDC will be participating in the forthcoming Vienna International Trade Fair to be held from September 8 to 15, 1968. The Council has decided to set aside an area for a prestige display of Hong Kong products such as wooden furniture; camping and sporting equipment, including diving gear, kerosene lamps and stoves, household decorative articles, including Chinese screens, wallpaper, carpets, furnishing fabric, lamps, artificial flowers, tableware, including tablecloths, place mats, napkins, cutlery; general household articles, including plastic, metal or wooden utensils, radios, electrical appliances and fittings; plastic and metal toys.

Members interested in having their products exhibited are requested to apply in writing direct to the Trade Development Council, Ocean Terminal, Deck 2, Lantao Gallery, Kowloon before June 15, 1968.

U.K. Missions for Hong Kong

As part of a stepped-up programme to boost the sale of British goods, four trade missions from England are coming to Hong Kong this year.

While there will be no dramatic change in the sales promotion programme of the British Trade Commission, it is working with the Asian Committee of the British National Export Council to encourage exporters to increase exports to Hong Kong.



In commemoration of the seventh biennial Queensland Industries' Fair held in May, the Chairman, Mr. M. A. R. Herries, sent a letter of greetings and a silver ash tray to Mr. W. A. Park, President of the Brisbane, Queensland, Chamber of Commerce. In the letter, Mr. Herries said: "We in Hong Kong have the liveliest appreciation of all trade promotional activities and we are confident that out of this Fair will come even greater opportunities for trade between Hong Kong and Queensland to the mutual benefit of both areas and particularly of the members of our respective Chambers."

The presentation was made by Mrs. Sue Kibble, Hong Kong's representative at the Fair, on behalf of Mr. Herries. In return, Mr. Park presented her with an Australian boomerang, for Mr. Herries.

Seen in the picture above are (from right to left) Mr. Park and Mrs. Kibble at the presentation. Others in the picture are Mrs. Eileen Wee, Miss Kammissah Binte Arshad, Miss Aree Mankosol and Mr. John McDougall of Besley and Pike Pty. Ltd.

Students ask for help

The International Association of Students of Economics and Commercial Sciences, Hong Kong National Committee, incorporated in the Economics Society of the University of Hong Kong, is asking for donations from industry to help them to take part in an international student exchange scheme.

Mr. G. Archer

For the information of all members the General Committee announces that Mr. G. T. V. Archer has for personal reasons resigned from the Staff of the Chamber with effect from 31st May 1968 and his resignation has been accepted with regret.

Mr. Archer has handed over his duties to the Secretary, Mr. J. B. Kite, who has assumed full responsibility for the running of the Chamber's office and services.

TDC-HK Exporters Mission

Hong Kong shippers will be invited to take part in a new type of overseas trade promotion — the first joint venture of the TDC and Hong Kong Exporters' Association and the first selling mission to London.

This mission which will be led by Mr. R. J. N. Sidney-Woollett, former Chairman of the Exporters' Association, will leave for London in October. It is expected that some 15 exporters and manufacturers will take part.

The basement of the TDC office in Pall Mall, London, will be divided into 15 separate offices which will be allocated to all participants.

Among the advantages to participants of the mission are reduced travel expenses, publicity and communication aids and the use of office space.

Special Relief Fund

Below is re-printed an open letter addressed to the Chairman, which was published in the March issue of the R.A.O.C. Gazette, the journal of the Royal Army Ordnance Corps and Army Ordnance Services.

OPEN LETTER

Michael Herries Esq.,
General Chamber of Commerce,
Hong Kong.

Dear Mr. Herries,

On 27th August, 1967, Sergeant Charles Workman met his death in Hong Kong. He died whilst disposing of a terrorist bomb under particularly hazardous circumstances, and we who knew him mourned his passing.

But you, Sir, did not know him: neither you, nor your associates, nor anyone in Hong Kong outside the circle of those with whom he lived and worked. Nevertheless, you and your fellow members demonstrated your sympathy by making to Sergeant Workman's widow a presentation the munificence of which was breath-taking. Since you made this gift so unostentatiously, I shall not embarrass you by mentioning the sum. But I know and you know and above all Maureen Workman knows and so, in time, will her children.

Nor did your generosity end here. Later you presented Mrs. Workman with a fully paid-up endowment policy, the income from which will enable her to see her two children through school up to their 18th birthdays.

As you may know, you were not alone in showing your sympathy in a tangible form. The Hong Kong Branch of the British Legion also made an extremely handsome and generous presentation to Mrs. Workman and they have, too

made several gifts to others who have been injured whilst going about their work in Hong Kong and we are most grateful. But your kindness surpasses all.

You may have preferred to hide your light under a bushel, but I cannot fail thus publicly to acknowledge your outstanding generosity and human kindness. On behalf of every Office and Soldier in the Royal Army Ordnance Corps, Sir, I thank you all.

In his reply, Mr. Herries said: "We in the Chamber together with all members of the Community in Hong Kong are deeply conscious of the debt we owe to the late Sergeant Workman and his gallant colleagues. Their courageous work in co-operation with our Police and the other forces of law and order succeeded as you know in nullifying the efforts of those who attempted to destroy the peaceful way of life in this British Colony.

Certification

Members are again reminded that applications must be made at least two clear days prior to the date of loading.

Applications which do not comply with this requirement are liable to be refused unless the circumstances are exceptional.

First Vice Chairmanship for Dr. the Hon. S. Y. Chung

Dr. the Hon. S. Y. Chung, A.P.O. Director for Hong Kong and Deputy Chairman of the Hong Kong Productivity Council, was unanimously elected First Vice-Chairman and Chairman-Designate for Asian Productivity Year, 1970 at the opening session of the ninth Governing Body Meeting of the Asian Productivity Organisation in Tokyo. This marked the first occasion on which Hong Kong was accorded such high honours in this regional body. It also demonstrated the recognition by member countries of Hong Kong's role in the productivity movement.

Brand Names and Trade Marks

The Certification Co-ordination Committee which consists of representatives of the Chamber, the Federation of Hong Kong Industries, the Indian Chamber of Commerce, the Chinese Manufacturers' Association of Hong Kong and the Commerce and Industry Department, has reviewed its certification procedures regarding the use of brand names and trade marks on Hong Kong products for export under approved Certificates of Origin.

To assist exporters and manufacturers in avoiding the use of brand names and trade marks which may not be acceptable for certification of origin purposes the Certification Co-ordination Committee has established the following rules for their guidance:—

Applications stating a geographical brand name which suggests an origin other than Hong Kong may mislead an intending purchaser as to the actual origin of the goods. In such cases, applications will normally be refused unless —

(i) The words "Made in Hong Kong" appear prominently on the same label; or

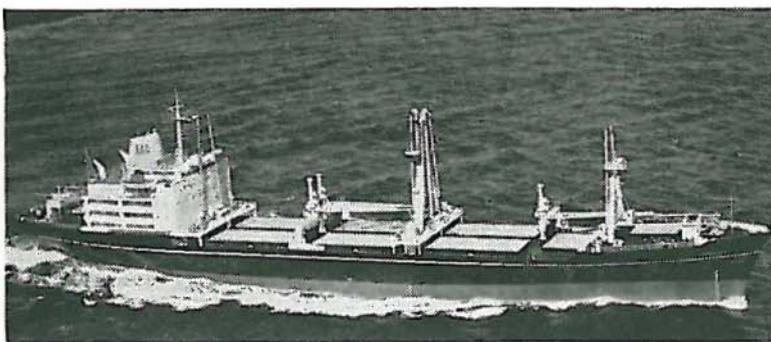
(ii) The trade mark or brand name is registered in Hong Kong by the Trade Marks Registry; or

(iii) The exporter produces a letter from an official agency in the importing country stating that the geographical trade mark does not infringe the regulations of the importing country.

Applications will also normally be refused where the trade mark or brand name is so closely similar to a world-known and registered trade mark, either in appearance or phonetically, as to be likely to deceive an intending purchaser; unless such trade mark or brand name is registered at the Hong Kong Trade Marks Registry.

If the trade mark or brand name used is identical to a world-known or registered brand, the application for a certificate will normally be refused unless the applicant can produce written proof from the owner of the mark that he is entitled to use the trade mark.

ROUND ABOUT



A.P.O. Seminar

An A.P.O. Seminar on Value Analysis will be sponsored by the Hong Kong Productivity Centre in conjunction with Asian Productivity Organisation. The course, to be held in Philippines will take one week, commencing on the 24th June 1968. Two local candidates will be selected to participate in this seminar.

Nominations from members are welcome. All nominations must, however, be accompanied by a letter signifying the employer's willingness to release the applicant for the relevant period. Further details are available at the Chamber.

New Jardine Appointment



Mr. T.T. Harley has been appointed Manager of Jardine, Matheson and Co. Ltd.'s Insurance Department and Manager of the Lombard Insurance Co. Ltd.

New E.A.C.-Liner

The East Asiatic Company Limited recently took delivery of their latest newbuilding, m.s. "ATREVIDA", from the Company's own shipyard in Nakskov, Denmark.

Although m.s. "ATREVIDA" in many ways is similar to the previous six modern cargo liners, which The E.A.C. Lines have built within the last three years, this latest addition to the fleet implies a major step forward towards meeting the rapidly changing pattern of international ocean transportation.

With a total of three tween-decks, running throughout the entire length of the vessel, the lower holds have been reduced in height to the equivalent of a tween-deck. The result is that nowhere in the entire vessel will general cargo be stowed to a height in excess of some 8 — 10 feet.

A 12 cylinder B & W main diesel engine with a total output of 19,800 BHP will give the "ATREVIDA" a service speed of 23 knots. Automation in the engine room and remote control is standard equipment in the E.A.C. fleet, and the vessel will be able to sail with an unmanned engine room during night time and over weekends.

Management Association

"Supply Management" is the title of a lecture and discussion arranged by the Hong Kong Management Association for June 4, 6, 11, 13, 18, 20, 25 and 27. The lecture will be in Chinese. The fee for this course is HK\$135.00 (special fee for members of the HKMA at HK\$67.50). The closing date for enrolment will be May 28, 1968.



Mr. Ramon Rodriguez Benson has been newly appointed Consul General of Mexico in Hong Kong.

TDC Representative's address

The postal address of Mr. G. J. Connington, Resident Representative for the Hong Kong Trade Development Council in Nairobi, has been changed to: P.O. Box 8994, Nairobi, Kenya.

Trade restrictions relaxed

It is learned that Kenya's Ministry of Commerce and Industry has relaxed trade restrictions against Japan imposed three years ago because of the imbalance of trade between the two countries. This would mean a much more keener competition against Hong Kong goods in Kenya from Japan. Hong Kong manufacturers and exporters are urged to re-double their efforts to maintain the trade secured when Japanese goods were subject to a trade embargo.

Talk of the Chamber



Mr. Dorward is seen giving a talk to staff members of the Chamber accompanied by Mr Kite.

Over 50 members of the Chamber staff attended a talk on "Overseas Commercial Relations and their effect on Hong Kong Businessmen" given by Mr. W. Dorward, Assistant Director, Department of Commerce and Industry.

In his talk, Mr. Dorward first explained what trade is. It is the exchange of goods for payment. Then he went on to explain international trade which is the same thing only that it is made complicated by rules and regulations maintained in each country to protect its domestic industry, to bring in revenue, for health and safety reasons, for political reasons and for balance of payment reasons.

Hong Kong is a free port. Free in that not only does Hong Kong have no customs duties imposed on goods but there is no protection. So the basic principle of the Commercial Relations department of D.C. & I. is to maintain free trade and seek fair treatment.

Hong Kong is a very successful export centre due to its rapid development of industry, improvement in quality and trade promotion by various organisations and the T.D.C. Success breeds problems. It is therefore the job of D.C. & I. to keep the trade lanes free, to remove all obstacles hindering trade.

The functions of D.C. & I. includes Government to Government negotiation, analysing and classifying data on tariffs and other regulations as so to be able to advise businessmen and also to protect Hong Kong interest, operating controls on textile exports and also work with international organisations such as GATT and UNCTAD.

It is assisted by four overseas offices: London which is responsible for Hong Kong's external relations; Brussels which is the headquarters of the E.E.C.; Washington, capital of our largest market where even small change in policy can have wide effect on Hong Kong; and Geneva, headquarters of all the major international trade associations, notable the GATT.

Mr. Dorward went on to explain what GATT is and gave some illustrations to elaborate his explanation. He then brought in South African Anti-Dumping Preferences.

In conclusion, he pointed out the Commercial Relations Section of D.C. & I. are "watchdogs and advisers" on the interests of Hong Kong businessmen and also "protectors and negotiators" when these interests are threatened.

"Therefore, the more successful Hong Kong is, the busier we are likely to be," said Mr. Dorward.

Credit Insurance Extension

The Hongkong Export Credit Insurance Corporation will in future consider offering coverage from the time contracts are signed — rather than from shipment, as at present, Mr. D.C.W. Hill, the Commissioner said.

He also said that the operations of the corporation were expanding at a satisfactory rate and about 12 new companies were taking out policies each month. In the 18 months the corporation had been in existence, 270 exporters and manufacturers had taken out policies. The maximum liability had increased from \$300m to \$500m.

One of the "side-effect benefits" to manufacturers and exporters in Hong Kong of taking out a policy was that the corporation carried out a check on the credit worthiness of the purchaser before issuing the policy. Premium rates varied, but averaged under half a per cent. By covering exports to 112 countries during its brief existence, the corporation had helped diversify Hong Kong's exports, Mr. Hill said.

New Air Service

An application to the Hong Kong Air Transport Licensing Authority for a scheduled air service between Hong Kong and Bermuda/Nassau has been submitted jointly by Eagle International (HK) Ltd and Eagle International Airlines (Bermuda) Ltd.

It is intended to operate a once-weekly scheduled passenger and freight service between Hong Kong and Bermuda/Nassau using Boeing 707 or Britannia aircraft, and with traffic rights at London as an intermediate point on the route.

Office Space Available

Over 1,000 square feet of office space is available in the Penthouse and approximately 1,200 square feet each on 2nd, 7th floors of The Bank of East Asia, Ltd., Mongkok Branch, 638-640 Nathan Road, Kowloon. Members interested may contact the Bank of East Asia Ltd. direct.

S. Y. Chung —

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10 per cent response, but in fact it was much more than that."

Dr. Chung laughed again. "We had a three storey building and one complete floor was packed with stock. But we weren't too worried, a good design and a good product will always sell. And our stock was appreciating in value.

"We knew our advantages. Low production cost, classical design and a product that would last. We even unleashed the machine for a few hours each day!"

Sonca's history has become a classic Hong Kong success story.

The company, which still produces the Sonca brand, allied itself to the world giant Union Carbide Company (Everready) and now its Flashlight Division turns out 15 million flashlight cases a year together with those advanced technology and precision products from the Electronics and Machinery Divisions. The total number of employees now reaches 1,700.

But perhaps more than anything Dr. Chung refers to himself as an engineer. "My passport says Chartered Engineer, and that is what I am. Research engineers usually do tend to work regardless of cost but fortunately my background also included the practical side.

"A weakness in a low wage community like ours is that the work of an engineer is not easily appreciated. In Britain or the United States he may design a machine which will replace two semi-skilled workers. The saving in wages after

only a short period is colossal and the engineer gets a nice financial pat on the back. But in Hong Kong there is not the same need to design a labour-saving machine and if the engineer does so, it's doubtful if he will get a pat on the back at all." Sonca however maintains its own research and development department, conducts a specially designed Operations Improvement Programme and makes cash awards regularly for the best suggestions.

With almost half of Sonca's Board comprised of engineers, the technical propensity is possibly higher than that of most Hong Kong companies and indeed the thought given to production techniques far in excess of most.

S. Y. Chung's reply to this was immediate: "First, Hong Kong factories employ an average of around 45 people; this has only increased slightly since 1956. Yet the productivity figure for these factories has gone up by almost 75 per cent. This proves that the smaller managements are paying attention to the advice given them on modern techniques. I know that the Productivity Centre is inundated with requests by small companies for assistance.

"But you must remember the small factory owner cannot always afford a high capital expenditure. Similarly appeals can be made to them to go out and find new markets, but who is going to be in charge when the boss is away. He is advised to improve his quality, but this means investing in new machinery and again, looking for new markets.

Our aim is to continue to

inform industrialists of new techniques in the belief that where they are applicable they will be adopted.

Dr. Chung considers the work of the trade and industrial associations vital to industrialists and shippers in Hong Kong. "I can see this from both points of view and I agree at times there is a certain amount of over-lapping, but sometimes this is not a bad thing. You are at least sure a subject is being well covered!

"I do think, however, there is a need by the associations for long term, say five year, planning. Sonca works on a five year projected plan, the associations may do the same instead of on their present *ad hoc* basis.

"The associations can also be compatible to one another through working in close co-operation. For example the Productivity Centre and the Federation. The Productivity Centre helped Christmas tree light manufacturers to improve their product and the Federation expanded their services to test and certify the final product. The Productivity Centre assist over production and the Federation play their part in creating the correct environment.

"Similarly with the Chamber and the Trade Development Council. The Chamber creates the local environment for successful exporting while the TDC projects the Hong Kong image overseas.

"What is needed planning ahead is closer co-operation between the associations and I believe we have come a long way to achieve the co-operation we all desire." ●

NEWS FROM D. C. & I.

Ivory Coast Republic

The Government of the Ivory Coast Republic has not published any global quotas for 1968. Importers there have been told that until 25th December, 1968 they can apply for import licences under the global quotas up to the same amount they were allowed in 1967. Of the global import quotas for 1967, the following items are of interest to Hong Kong:—

Commodity	Quota 1967 (HK\$)	H.K. Domestic Exports to Ivory Coast Republic in 1967 (HK\$)
Cotton fabrics, other than grey	12,152,770	718,030
Knitted goods	1,620,360	1,804,115
Clothing (including secondhand clothing)		(including woven garments)
Domestic wares, tools and cutlery	9,259,250	3,488,089

Should the previous amount proved insufficient an importer can apply for a supplementary allocation. New firms or established firms which have not previously imported a particular commodity can also apply for a quota. Importers must now place a firm order with a supplier within 30 days of receiving a licence.

Hong Kong's total domestic exports to the Ivory Coast Republic were valued at HK\$7.8 million in 1967.

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

Singapore

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

Singapore Tariff Item	Description	Rate of Duty per lb. (HK\$)		HK's Domestic Exports to Singapore in 1967 (HK\$)
		Old	New	
121.000	Tobacco, unmanufactured, including tobacco refuse	12.80 & 13.20	17.20	765,720
122.201	Cigarettes	22.00	23.00	442,332

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

Malaysia

The Malaysian Government has added the following item to the list of goods requiring specific licences for imports into the State of Malaya only:—

Bars and rods, except wire rods, of iron or steel and hollow mining drill steel.

Hong Kong's domestic exports of all bars of iron and steel to Malaysia were valued at HK\$1,028,633 in 1967.

A series of Public Inquiries will be conducted by the Malaysian Tariff Advisory Board to consider the appropriate rates of duty in Malaysia on the following items:—

Malaysia Tariff Code No.	Description
074.101	Tea, black, leaf
074.102	Tea, black, dust
074.103	Tea, green, leaf
074.104	Tea, green, dust

Hong Kong's total domestic exports of all kinds of tea to Malaysia in 1967 were valued at HK\$129,718.

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

U.S.A.

The United States Federal Trade Commission has recently carried out a review and has now announced details of mandatory regulations under the Fair Packaging and Labelling Act.

The new regulations establish requirements for the labelling of packaged consumer commodities with respect to the identity of the commodity; the name and place of business of the manufacturer, packer or distributor; the net quantity of contents; and net quantity of servings, uses or application. This set of new regulations is to be effective from (a) 1st January, 1969

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U.S.A. —

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for new packages, new label designs and labels being recorded and (b) 1st July 1969, for all packages introduced into interstate commerce.

A copy of the Act and its accompanying new Rules and Regulations is available for inspection at the Department's Commercial Relations (General) Registry, Room No. 14, Fire Brigade Building, second floor, Hong Kong.

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

Australia

Further to Commercial Information Circular No. 18/68 dated 7th March, 1968, the Australian Minister for Trade and Industry has now reduced the scope of his previous reference in regard to knitted or crocheted undergarments and has now asked the Tariff Board to enquire and report whether or not assistance should be accorded the production of **knitted shirts** only (Australian tariff item 60.04).

The Australian Tariff Board has issued a circular in respect of the amended reference asking intending witnesses and persons wishing to receive further Tariff Board circulars on the subject to notify the Board urgently by completing a form, copies of which are obtainable on request from the Commercial Relations Division of this Department.

No date has yet been announced for the Tariff Board public hearing relating to this reference. The Department will, however, report further developments as and when these occur.

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

Singapore

The Singapore Government has imposed in import duty of \$6 per piece on Wall Fans. Hong Kong's domestic exports of all types of electric fans to Singapore were valued at HK\$563,671 in 1967.

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

Malaysia

Further to paragraph 2 of Commercial Information Circular No. 32/68, the Malaysian Government has added the following item to the list of goods requiring specific licences:—

Description	States affected
Parts for fans, not elsewhere specified	States of Malaya; Sabah and Sarawak
Hong Kong domestic exports of all electric fans to Malaysia as a whole were valued at HK\$866,000 in 1967.	

The Malaysian Government has further amended the First Schedule to the Customs (Prohibition of Imports) Order, 1968 by deleting the following items:—

Malaysian Tariff

Code No.	Description
831.001	Boxes and trunks of or covered with leather, imitation leather or textiles.
831.002	Travel goods of or covered with leather, imitation leather or textiles.
831.003	Travel goods of or covered with vulcanized fibre, artificial plastic sheeting or paperboard.
831.005	Handbags, wallets, brief-cases, dressing cases, tool cases of or covered with leather, imitation leather or textiles.
831.006	Handbags, wallets, brief-cases, dressing cases, tool cases of or covered with vulcanized fibre, plastic sheeting or paperboard.

Hong Kong's domestic exports of the above items to Malaysia were valued at HK\$742,296 in 1967.

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

Malaysia

Further to paragraph 3 of O.T.R. Circular No. 14/68, the Malaysian Government has made the following amendment to the list of goods requiring specific licences:—

Description	States affected	
	Previously	Presently
Table Fans, pedestal fans and wall-bracket fans, other than ring-mounted exhaust fans	States of Malaya only.	States of Malaya; Sabah and Sarawak

Hong Kong's domestic exports of all electric fans to Malaysia as a whole were valued at HK\$866,000 in 1967.

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

Trinidad and Tobago

An amendment to the List of Exceptions to the Trinidad and Tobago Open General Licence has the effect of placing imports of the following items under specific licensing control:—

Description	Hong Kong Domestic Exports to Trinidad and Tobago in 1967
	HK\$
Mosquito coil	297,000
Knitted items of all materials: cardigans, sweaters, pullovers and T-shirts	433,000

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

Joint-venture

An enquiry has been received seeking local manufacturers in light industries to set up factories on joint venture basis in the Canary Islands. The Hong Kong party is requested to provide technical assistance and financial participation. The enquirer indicated that any type of durable consumer goods currently manufactured in Hong Kong could be introduced to the Canary Islands and articles for assembly would also be acceptable. The proposal has the support of the Spanish Minister of Commerce and the Madrid Chamber of Commerce. The products manufactured in the Islands have free access to the Spanish market. Manufacturers interested in this proposal are requested to contact the Trade Information Officer of the Hong Kong and Shanghai Banking Corporation, Hong Kong.

TENDERS

Hong Kong

Tenders are invited by the Government for the supply of the following:—

- PT/34/68 Woodfree printing paper and cover paper.
- PT/35/68 Sports equipment.
- PT/36/68 Chinese type toilet paper.
- PT/37/68 Wax floor polish.
- PT/38/68 Liquid floor polish.
- PT/39/68 Sodium hypochlorite solution.
- PT/41/68 Fire hydrant valves.
- PT/42/68 Tee hinges.
- PT/40/68 Purchase from the Hong Kong Government of Monosodium glutamate and handkerchiefs.

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

Hong Kong.

Tenders are invited for the:

- Cleaning of Government Offices — Hong Kong Group 'B'.
- Cleaning of Government Offices — Hong Kong Group 'C'.
- Supply of Swimming Pool Equipment.
- Supply of Chloride of Lime (Tropical Bleaching Powder).

Supply of Leather Boots and Shoes.

Supply of Submersible Drainage Dumps.

Supply of Toilet Soap and Soft Soap.

Supply of Flat Varnish Brushes.

Supply of Ring Mounted Propeller Fans.

Supply of powdered activated carbon, coconut fibre brooms, mop heads, wooden handles, P.V.C. ball/diaphragm valves, M.V. main switchboard for Murray Barracks Offices, cooking oil, printing paper, white terry towelling, medium voltage switchboard for Government low cost housing domestic blocks, mild steel bars and angles, blue cotton cellular shirting and grey cotton drill, office pins; Purchase from the Hong Kong Government of mixed firecrackers and fireworks, and used X-ray equipment and films; Making up of uniforms for the Police Force, and for the Commerce and Industry Department.

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

Kenya

Tenders are invited for the supply of microwave radio relay systems by the East African Posts and Telecommunications Corporation. Tender forms can be obtained from the Corporation's authorised agents—the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1 or from E.A.P. & T. Tender Board, Headquarters Building, Kenyatta Avenue, Nairobi. Closing date of bids — 3 July 1968.

MEMBERSHIP

New Members

Eric Beare (Far East) Ltd. 403-4 J. Hotung House, Hankow Road, Kowloon.

Glamour Enterprises 35 Pottinger Street, 2/F, Hong Kong.

Hoilee Hong Knitcraft Co. 30 Grampian Rd. G/F, Champion Court Block "D" Kowloon.

Kwong Yuen Leather & Plastic Goods Mfy. 13 Bonham Strand East, Hong Kong.

Sunrise Import & Export Co., Ltd. Rm. 205 Loke Yew Bldg. 50-52 Queen's Road C, Hong Kong.

World Wide Buying Services (HK) Ltd. 1025 Kowloon Commercial Centre, Kowloon.

Davie, Boag (Exports) Ltd. Union House, 14/F, West Entrance, Rms. 1414-18, H.K.

Hemcora Enterprises 37 Wyndham Street, 2/F, Hong Kong.

International Public Relations Co., Ltd. Room 51 Printing House, Duddell Street, Hong Kong.

Mintex & Co., Ltd. 2206 Realty Bldg. 71 Des Voeux Road C, Hong Kong.

Winning Trading Co. 79 Connaught Rd. C, G/F, Hong Kong.

Yet Wing Trading Co. Rm. 503 Canton House, 54-56 Queen's Rd. C.H.K.

General Cargo Trading Co. Rm. 901 Wong House, 26-30 Des Voeux Rd. W, Hong Kong.

Hip Hing Trading Co. Rm. 504 Yau Sing Bldg. 120-122 Wing Lok Street, Hong Kong.

Nee Cheng Watch Co., Ltd. 1603 H.K. Chinese Bank Bldg. Hong Kong.

Rejoined

Tong Seng Company 336 Wang Hing Bldg. 10 Queen's Road C, Hong Kong.

Change Of Name

Kwong Ming Hong Ltd. 523 Central Building, Hong Kong. (Formerly Kwong Ming & Co.)

Monita Custom Tailors & Clothiers Rooms 906-7 Universal Commercial Bldg. 9th floor, 69 Peking Road, Kowloon. (Formerly Hongkong Universal Export Co.)

Oriental Pacific (Export) Ltd. 20th floor, Prince's Bldg. Hong Kong. (Formerly Oriental Pacific (Import & Export) Ltd.)

Wah Luen Trading Co., Ltd. 166 Wing Lok Street, W, 1st floor, Hong Kong. (Formerly Overseas United Trading Co.)

Change Of Address

Chori Co., Ltd. (H.K.) Branch Rms. 501-2 Realty Bldg. 71 Des Voeux Road C, Hong Kong. (Formerly 201 Man Yee Bldg.)

Pan Africa Shippers Ltd. 817, Kowloon Commercial Centre, 3, Salisbury Road, Kowloon.