



THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

15th November, 1968



**HONG KONG
GENERAL CHAMBER
OF COMMERCE**

(Established 1861)

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THE BULLETIN

Nov. 15th

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

Vice-Chairman:

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Secretary:

J. B. KITE

Assistant Secretary:

R. T. GRIFFITHS

Business Promotion:

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Membership Executive:

P. M. LAM

Office Supervisor:

Miss C. W. LI

THIS ISSUE

Our cover picture for this issue shows a specimen of the Chamber Christmas Card offered to members. Dressed in traditional Chinese gown and surrounded with dolls, the little girl sits under a large Chinese character meaning fortune and prosperity. The card is in colour and available at 50 cents each, including overprinting of members' names.

3. Losing the "Copy-Cat" Image. Summary of the talk on "Trade with Europe" given by Mr. Albert Furrer at City Hall.
4. and 5. People and Places. A digest of Chamber news and visitors.
6. Losing the "Copy-Cat" Image. Contd.
7. Round About. Sales to Britain up. Explanatory Booklet on Export Credit Insurance. Anniversary Show. HKMA Lecture. I.L.O. Conference. Buildings (Amendment) Bill.
8. Round About. New Air Link. Alterations to C. of O. Warning! Best Year for Trade. Market Summaries. Tourist Workshop.
9. and 10. News from D.C. & I.
11. Tenders, Trade Fairs and Membership information.
12. Summary of news in Chinese.

Members are reminded that the contents of the Bulletin are confidential and not for publication.

Losing the "Copy-Cat" Image

Speaking before more than 200 Chamber members at the City Hall, Mr. Albert Furrer, the Deputy Representative of the Trade Development Council's office in Brussels, told of the latest aspects in Hong Kong's trade with Europe.

The need to invest money in research so that Hong Kong could become more creative in product design, was among the many points stressed by Mr. Albert Furrer, the T.D.C.'s Brussels' office, when he made a periodic visit to Hong Kong this month.

Said Mr. Furrer: "Just to copy other designs and styles is no longer good enough — we have to come up with patterns of our own. And we can do it — the proof has already been given.

"In addition it is, however, just as important that we should look around for other industrial developments, completely divorced from textiles. Here again, we have made most encouraging progress during the last few years. Let me mention only wigs, electronics and toys. But again, if Hong Kong can come up with new processes and articles, it can reap much better benefits than if we wait for new developments from overseas to copy.

Inevitable Recourse

"Obviously, in our early development stages it was inevitable that we should have taken recourse to copying, in order to gain experience and international acceptance of our products.

"This period is now over" said Mr. Furrer "and Hong Kong manufacturers should go out to sell what they themselves have thought out. Hong Kong has, in the past, suffered from its reputation as a "copy-cat", but this is now definitely changing and we find that we are being taken seriously as creators of our own styles.

"We find in some European countries that we are being displaced from the bottom of the quality scale by other Far Eastern producers. Hand in hand with this development, our

reputation for better qualities is gradually being acknowledged, so much so, that in certain — as yet isolated — cases, it is actually considered an asset to label the goods 'Hong Kong Made'.

"It is, essential that this trend continues and on this theme I can only impress upon all Hong



Mr. Albert Furrer

Kong suppliers how important it also is to live up to contractual obligations, however much this may hurt the seller in certain cases. In other words, strictly adhere to shipping dates, make doubly sure that quality requirements are scrupulously met and — as in the case of last year's devaluation — live by internationally accepted usances.

Liberal Policy

"Most European countries treat imports from Hong Kong as liberally as possible, however, in the course of the years, Hong Kong's successful inroads, mainly in the textile lines, have led to the conclusion of a number of bilateral agreements between Hong Kong on the one hand and Germany, Sweden, Norway and the Benelux countries on the other, regulating the flow of — originally — only certain cotton made-up goods which have, however, in the course of the years, been extended to include also woollen knitwear and, just recently, even some man-made fibres.

"Whilst these agreements are, no doubt, annoying both to the supplier in Hong Kong and the buyer abroad, they do, on the other hand, regulate the flow of goods and more drastic restrictions can, thus, be avoided.

"Spain operates a global quota system, whereby Hong Kong goods can apply for such quotas in competition with other countries.

"In Austria we find a local dumping law which, in effect, restricts certain Hong Kong imports, but no quota restrictions as such.

"At present no restrictions of any sort are applied by countries such as Switzerland, Denmark and Italy."

Diversification

Turning to diversification, Mr. Furrer said this should be thought of not only in the qualitative sense, but also geographically.

"By this I do not want to say that you should now not try to sell any textiles to, say Germany. But it does mean that we have to look for new products — rather than all of us trying to

—Contd. on P.6

PEOPLE AND PLACES

A digest of Chamber news and visitors.



Mr. Clement S. K. Tsang, Executive Assistant of the Chamber, has left for Singapore on a study trip concerning the possible establishment of a Credit Information Bureau in Hong Kong.

Sydney and London Displays

The Sydney and London offices of the Trade Development Council are each holding a limited permanent exhibition of Hong Kong products.

The Council proposes to show the following items at both displays: piecegoods, yarn, made-up textile articles, industrial gloves, dress gloves, garments, carpets

and rugs, dolls and toys, torches, hand lamps, batteries, automobile accessories, cameras, binoculars, slide viewers, plastic householdware, stainless steel hollow ware, polythene bags, buttons, travel goods, books, and stationery, basket-ware, wigs, artificial flowers, foliage and fruits, and household decorative items.

Members interested in offering their products for display overseas please contact the Trade Adviser concerned (Tel: K-670151 Ext. 42) for further information.

Samples for final selection will be accepted up to 5.00 p.m. on Nov. 29, 1968.

Simpler Export Documents

Members will have already received the brief explanatory pamphlet on the new simplified trade document scheme.

The Working Party, which planned the scheme, under the Chairmanship of Mr. Ian Tomlin, Chairman of the Exporters' Association, would be grateful for any comments members may have on the proposed documents.

The explanatory leaflet, which was based on the text of the speech made by Mr. Tomlin, is to be followed by a bi-lingual booklet detailing the complete subject.

This booklet will be available to members shortly.

H.K. Trade Statistics

Hong Kong trade statistics for the period of January-September, 1968 analysed from the published figures of the Census and Statistics Department are now available to members. These include H.K. Overall Trade, H.K. trade with U.K., U.S.A., Canada, West Germany, Sweden, Norway, Denmark, Switzerland, Belgium/Luxemburg, Italy, China, Japan, Australia, Netherlands, New Zealand, South Africa, France, Austria, Portugal, Finland, Spain, Gibraltar, Greece, Irish Republic, Singapore, Indonesia, Taiwan, Philippines, Cambodia, Republic of Korea, India, Thailand, Pakistan and Malaysia.



A delegation from the Swedish Association for Metal Transforming, Mechanical and Electromechanical Engineering Industries accompanied by Mr. Carl C:son Kjellberg, Swedish Consul General in Hong Kong, called on the Chamber. They were received by Mr. J. B. Kite, Secretary of the Chamber, and Mr. S. L. Chung, Head of the Chamber's Business Promotion Department. Also present were Mr. K. T. Li of the Commerce and Industry Department and Mr. Francis Ng of the Hong Kong Trade Development Council.

Discussions ranged over the present economic situation in the Colony, current trends in trade between Hong Kong and Sweden and the possibility by Swedish interests in local industry either independently or in the form of joint ventures.



Mr. Waldo M. Skillings, Minister of Industrial Development, Trade and Commerce, Government of British Columbia, Victoria, accompanied by Mr. C. R. Gallow, Senior Trade Commissioner of Canada, made an official call on the Chamber where they were received by the Hon. Michael Herries, Chairman, and Mr. J. B. Kite, Secretary of the Chamber.

Brand Names & Trade Marks

At a recent meeting of the Certification Coordination Committee which consists of representatives of the Commerce and Industry Department, the Hong Kong General Chamber of Commerce, the Federation of Hong Kong Industries, the Indian Chamber of Commerce, Hong Kong and the Chinese Manufacturers' Association of Hong Kong, the Committee's attention was drawn to the fact that some manufacturers and exporters do not state the brand name or trade mark of transistor radios in applications for certificates of origin.

The Certification Coordination Committee would like to emphasise that brand names and trade marks must always be mentioned in application for certificates of origin for transistor radios and it is not sufficient to merely mention the transistor radio model number. If transistor radios have no brand name or trade mark, manufacturers and exporters are reminded that they should state "none" in the appropriate column on the application form.

Applications which are not completed in accordance with the above paragraph may in future be refused by the Certification Coordination Committee member organizations.

Export Opportunity

Established Hong Kong exporter visiting U.S.A. and Europe from the beginning of December 1968 to middle February 1969 willing to promote local products, invites manufacturers to contact him at P.O. Box 14337 Hong Kong or telephone K-672714-5.



Mr. J. B. Kite, Secretary of the Chamber is seen with Mr. Dennis A. C. Milligan, Managing Director of Pringle of Scotland in Hong Kong, and Mr. Otto Weisz Managing Director at a cocktail party held to mark the establishment of Pringle of Scotland (Far East) Ltd. in Hong Kong. Until recently, Pringle products for the local market were handled through Jardine Matheson & Co., Ltd.

Exporters' Promotions

The Hong Kong Exporters' Association will mount two selling missions to Japan towards the end of next year — one probably going to Tokyo, the other to Osaka.

Announcing this at a press conference at the Chamber, Mr. I.R. Tomlin, Chairman of the Association; and Mr. R.J.N. Sidney-Woollet, Past Chairman, said the Colony's exporters believed the time and climate were right for such an effort because the balance of trade was at a ratio of ten to one in Japan's favour.

It was intended to take a broad selection of products, restricted only to those commodities which the Association's marketing research showed had prospects for developing sales in Japan.

Mr. Tomlin said: "We believe Japan, with a population of 100m and a rapidly increasing standard of living, could well replace Britain as Hong Kong's second largest customer in the foreseeable future."

He said that because Japan, which was showing a greatly increased interest in Hong Kong, enjoyed a most favourable balance of trade with the Colony.

Losing the "Copy-Cat" Image Contd.

cash in on the same bulk lines, such as for instance shirts.

"Here again, good progress has already been made and we are just now showing Hong Kong's high fashion ladies' wear at the Düsseldorf Fashion Week. Here, obviously, we are offering high class materials, skillfully made up in Hong Kong which cannot, possibly, cause disruption in the respective European trades."

Overseas Trade

Tracing the origins of Hong Kong's overseas trade Mr. Furrer said: "thanks to Commonwealth links and preferential treatment, the first breakthrough in our overseas trade automatically came with Great Britain.

"Hong Kong's success, particularly in cheap textiles, however soon brought complaints of disruption of the Lancashire Cotton Industry and the first export restraint agreements with England in cottongoods were introduced — only to be followed in the course of the years by other, similar agreements, as Hong Kong's successful advance into sophisticated markets continued.

"However, this first setback did not deter Hong Kong exporters. New markets had to be opened up and, soon, the United States developed into Hong Kong's most important customer. Here we had the advantage of one huge, more or less uniform market, enabling manufacturers to calculate with long production runs.

"Yet Europe which has a population — excluding England and Eastern European countries — of approximately 240 millions, a figure which compares with just on 200 millions in the U.S.A. and with an equally high or even higher purchasing power only during the last few years, has been investigated more closely by Hong Kong manufacturers and exporters. Encouraging results have been recorded, but considerably more can still be done.

"The main reason for the slow progress made so far, is undoubtedly the diversity of this

European market. We are dealing here, not as with the U.S.A. with one market, but effectively with over a dozen different ones.

Tough Quota

"Obviously, you cannot expect in Europe the same volume of individual orders as for the U.S.A. Germany may be able to accept fairly high quantities, but then these are soon tailing off over intermediate quantities for the Scandinavian countries, Holland and Switzerland, to the minor orders from France, Belgium and Luxemburg.

"In France, we are up against a very tough quota system which is applied on most imported goods — not only against Hong Kong, but also against other low price countries.

"Although there is a certain growth factor with annual increases, the initial quantities had been set so low that — even today — no worthwhile quantities can be sold.

"Equally, Hong Kong must adapt to quality requirements. Switzerland and Sweden are the most exacting customers with others probably being satisfied with something just slightly lower down the scale for the same type of goods.

"What then are the items that Europe is most interested in?

"In the first place we have textiles — not so much piece-goods, although Italy, Sweden, Switzerland and Germany have been buying reasonable quantities in 1967, but more so all made-up goods. Well up on this list are shirts in various materials, but also woollen knitwear, slacks, jeans, skirts, blouses, coats and jackets in different materials. Here we now find Germany in leading position with strong sales also to the Nordic countries, Holland and Switzerland.

Other Products

"What else can we sell in Europe? Well, there are toys and dolls, mainly to Germany, Holland, Sweden, Italy and Belgium.

"Wigs which interest Germany, Sweden, Denmark and Switzerland, amongst others.

"Footwear, again going to Germany, Holland, Sweden and Denmark.

"Transistor radios to Germany, Spain, Holland, Portugal and Italy.

"Electric torches and lamps find good markets, again in Germany, Italy, Spain, Sweden and Holland.

"These are, obviously, only some of the major exports with, in each case, the most important European customers, but Europe can and does in fact buy practically all the goods that are produced in Hong Kong, but often in smallish quantities only up to now.

Overseas Visits

"Whilst such preliminaries investigations by mail are, no doubt, essential, it is my belief that, in order to operate successfully, the Hong Kong seller should go to visit his prospective customers. Only with such personal contacts is it possible to achieve a high degree of mutual respect, only by visual inspection in the country chosen will you be able to notice the particular requirements for your merchandise, be they quality, sizes, packing, or presentation. You will, no doubt, also get new ideas which you can develop when you get back home.

"I admit, such a trip is not cheap, but here again the T.D.C. can help. You all know that we officially participate at trade fairs or organise trade missions. These are the occasions when, with the help of the T.D.C., you can get your samples — and yourself — to Europe at specially cheap rates.

"We find that such participations in trade fairs or trade missions usually result in greatly increased business with the countries concerned.

"We are keeping extremely active in many other different ways and it is my belief that our promotional efforts, backed up by your deliveries, have firmly established Hong Kong in Europe as a reliable business partner."

ROUND ABOUT

Sales to Britain up

According to a news report from London, Hong Kong's sales to Britain have risen by 34 per cent compared with last year.

Between January and September this year they totalled £88,892,000 against £66,453,000 in 1967.

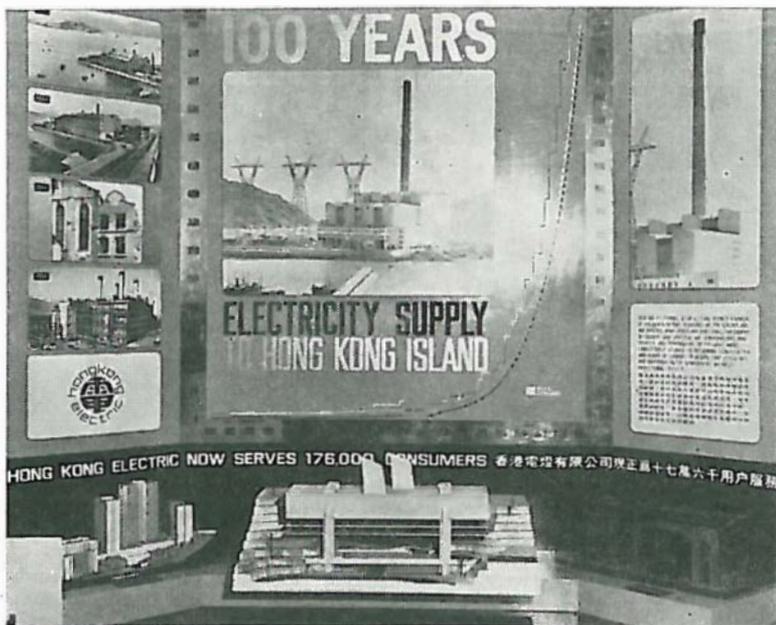
British exports to the Colony have also increased from £48,169,000 to £55,589,000. Two-way trade between the two countries in the first nine months of this year amounted to £144 million compared with £114 million in the same period last year.

Explanatory Booklet

What does Hong Kong Export Credit Insurance Corporation do and how does it work?

A booklet which explains in detail what export credit insurance is has been produced by the Hong Kong Export Credit Insurance Corporation. Copies of the booklet are available at the Chamber.

A Chinese version of the booklet is now being prepared and will be available to members soon.



Among the displays at the recent City Hall exhibition of the 150th Anniversary of The Institution of Civil Engineering was this stand of The Hong Kong Electric Company, Ltd. The graph shows the development of electricity supply to Hong Kong island from 1890 to the present and projects the supply to 1990. At the left are photographs of the company's installations in 1921, 1930, 1944 and 1951. The center panel shows the latest installation, the generating station at Ap Lei Chau. At the right the 400-foot chimney is pictured, with text explaining the exhaustive study which was done to assure that effluents are dispersed without objectionable effects.

HKMA Lectures

Salaries and Wage Administration is a systematic procedure for establishing a sound compensation structure. Mr. R. M. Filmer, Personnel Manager, The Shell Co. Of H.K. Ltd, will give a series of three lectures on this topic on November 27, 1968 at the lecture hall of the Hong Kong Management Association.

Buildings (Amendment) Bill

This Bill which was published in the Gazette on 1st November, 1968 provides for disputes arising out of the right to recover compensation for any damage caused by the erection, maintenance or dismantling of shoring to be determined by a tenancy tribunal. The existing law provides that such disputes shall be determined by arbitration. It is thought that claimants would be more ready to resort to a tenancy tribunal than to arbitration, because the tribunal will be able to deal with their cases informally, cheaply and quickly.

The new Bill provides that upon application being made to the Registrar of the Supreme Court, the Chief Justice would appoint a tenancy tribunal, in accordance with the procedure laid down in the Landlord and Tenant Ordinance, to hear and determine the dispute.



The Employers Group of I.L.O. Sixth Asian Regional Conference was held from September 2 to 14, 1968 in Tokyo. Representing Hong Kong Employers at the Conference was Mr. H. E. Aiers, Secretary of the Employers' Federation of Hong Kong (front row extreme right).

New Air Link



With the arrival of an East African Airways Super VC-10 from Nairobi, a new air link between Hong Kong and East Africa is established.

East African Airways, the airline of Kenya, Uganda and Tanzania, is one of fastest growing airlines and the first African Airline to inaugurate a service to the Far East. It is the only airline using Super VC-10 jets to Hong Kong. The extension of its services to the Colony follows significant increases in trade and tourism between East Africa and the Far East.

Alterations to Certificates of Origin

It has come to the notice of the Certification Co-ordination Committee which consists of representatives of the Commerce and Industry Department, Hong Kong General Chamber of Commerce, Federation of Hong Kong Industries, the Indian Chamber of Commerce, Hong Kong and the Chinese Manufacturers' Association of Hong Kong that unauthorized alterations have been made to Certificates of Origin after they have been issued by member organizations.

The Committee would like to point out to exporters and manufacturers that it is a serious offence under the Exportation (Certificates of Origin and Commonwealth Preference Certificates) Regulations and the Protection of Non-Government Certificates of Origin Ordinance for an unauthorized person to make any alteration to a certificate of origin after it has been issued. Regulation 11(1)(c) of the Exportation (Certificates of Origin and Commonwealth Preference Certificates) Regulations states:

"Any person who without lawful authority makes or causes to be made to any certificate issued under these re-

WARNING

A member firm has suggested that we pass on for information the fact that a bogus company with an accommodation address in London is acting as a confirming house/financier and dealer in Bills of Exchange and is issuing its own Letters of Credit. There may be other companies of this kind.

Members are strongly advised to obtain a bank report on any financier or exchange dealer with whom they have had no previous dealings.

gulations any alteration whether by addition, insertion, obliteration, erasure, removal or otherwise, shall be guilty of an offence and shall be liable on summary conviction to a fine of one hundred thousand dollars and to imprisonment for one year"

A similar penalty is provided under section 7 of the Protection of Non-Government Certificates of Origin Ordinance.

If an exporter or manufacturer requires any amendments or additional information to be stated on a certificate of origin he should contact the issuing organization in question.

Best Year for Trade

According to a report published in American newspapers by Fairchild News Service, 1968 is the biggest and best year Hong Kong has ever had in practically every field of business.

The year 1969 will be at least as good, the report predicts.

It was pointed out in the report that, "it is by far the biggest year since the Korean war for piecegoods. The sweet smell of success is everywhere in Hong Kong.

"The demand for Hong Kong knitwear is fantastic. Double knits are going big. The quality of sweaters has improved greatly and is approaching Italian standards while retailing in the United States at half the price of Italian merchandise."

The article stated that increased efficiency coupled with the wider use of modern, labour-saving machinery is enabling Hong Kong manufacturers to maintain a remarkably stable price structure for exports, despite wage increases averaging 15 per cent during the past year and a rise of nine points in the consumer index.

"It is also helping them to maintain their quality lead over cheaper wage countries like Taiwan and Korea," said the report.

Market Summaries

The T.D.C. has prepared a series of European country summaries designed for Hong Kong exporters. The summaries are based on reports made by the Economic Intelligence Unit and provide valuable information for members.

Countries covered in the summaries are: Germany, Netherlands, Italy, Belgium and Luxemburg, and France.

Members can read the reports in the Chamber or if they wish, obtain copies through the Chamber from the Trade Development Council. Applications must be made in writing.

Tourist Workshop

Eighteen British travel representatives will visit Hong Kong from November 23 to 25th. Members interested in travel and tourism in Britain can contact the group at the Hilton Hotel or through the Sales Department of BOAC.

NEWS FROM D. C. & I.

Singapore

The Department has received information concerning a number of amendments effected by the Singapore Government to its customs duties. Of the items affected by these changes the following are of interest to Hong Kong:—

Description	Old Rate (Ad Valorem)	New Rate	H.K.'s domestic exports to Singapore	
			1967 (HK\$ '000)	1968 (Jan.-June) (HK\$ '000)
Articles, other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel, not enamelled	10%	20%	392,644	88,397
Articles, of a kind commonly used for domestic purposes and parts of such articles of aluminium, not being tools	35%	20%	158,481	96,964
Builders' sanitary ware for indoor use and parts thereof, of aluminium	Nil	20%		
Clasps, frames with clasp for handbags and the like, buckleclasps, hooks, eyes, eyelets and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags or other textiles or leather goods and tubular rivets and bifurcated rivets of base metal	Nil	15%	631,433	300,361
Perfumery containing spirits			117,139	77,801
Perfumery not containing spirits, cosmetics and toilet preparations (except soap and products for dental hygiene), including shaving creams, shampoos and animal toilet preparations	Nil	20%		
Scent and similar sprays of a kind used for toilet purposes and mounts and heads therefor			Nil	Nil

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

Venezuela

The Government of Venezuela has announced increased duties on a number of items and the following are of interest to Hong Kong:—

Description	Rate of Duty (HK\$ per kilo gross)		H.K.'s domestic exports to Venezuela	
	Old	New	1967 (HK\$ '000)	1968 (Jan.-June) (HK\$ '000)
Travel goods, isothermic	0.14	10.88	199	170 (of all materials)
Artificial flowers, foliage and fruit, and parts of the same (except glass, metal or ceramic); articles made of artificial flowers, foliage or fruit ...	21.76	27.20	260	88

Description	Rate of Duty (HK\$ per kilo gross)		H.K.'s domestic exports To Venezuela	
	Old	New	1967 (HK\$ '000)	1968 (Jan.-June) (HK\$ '000)
Kitchenware and tableware, of plastic ..	1.63	102	146	47
Bags, packets, bottles and other contain- ers of cellophane or plastic	New heading	27.20	266	93
Dolls of all kinds	New heading	16.32	1,164	203
Games and toys, n.e.s.: Of textile mate- rials, rubber, plastic (other than clockwork or with any kind of motor)	New heading	16.32	9,005	3,203
Vacuum bottles, flasks and other con- tainers, complete; spare parts, except inners of glass:				
With plastic cases	New heading	27.20) 459) 278
Other	New heading	0.54		
Combs, other than of aluminium, or plated with precious metals	13.60	27.20	191	53

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

Sierra Leone

The Government of Sierra Leone has promulgated a list of items the importation of which into the country in 1969 is to be covered by specific import licences. Among these items, the following are of interest to Hong Kong:—

Sierra Leone Tariff Item No.	Description	Hongkong's domestic exports to Sierra Leone	
		1967 (HK\$ '000)	1968 (Jan.-June) (HK\$ '000)
652—040	Cotton woven fabrics (other than fents) grey or unbleached	84	—
652—050	Cotton woven fabrics (other than fents) white bleached	} 413 (all woven fabrics, cotton, other than grey)	—
652—060	Cotton woven fabrics (other than fents) printed		
652—079	Cotton woven fabrics (other than fents) piece dyed		
652—080	Cotton woven fabrics (other than fents) colour woven		
653—710	Cotton interlock fabrics		
841—060	Shirts of textile fabric not knitted or crocheted ..	356	562
841—431	Singlets, undervests, chemises and similar garments, knitted or crocheted including interlock, not elastic or rubberized	140	438

In a separate Notice, the Sierra Leone authorities have invited applications from importers for goods for which specific import licences are required. These have to be submitted before 31st October, 1968.

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

Malaysia

The Malaysian Government has amended, with effect from 19th September 1968, its import regulations by adding the following items to the schedule of goods subject to special licensing:—

Description	H.K.'s domestic exports to Malaysia	
	1967 HK\$	1968 (Jan.-June) HK\$
Bars and rods, including wire rods, of iron or steel and hollow mining drill steel	1,028,643	1,275,538

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

Switzerland

The Swiss Customs authorities have announced that in order to assist its officials in the calculation of Turnover Tax and for statistical purposes, the value of goods imported, *free Swiss border*, has to be stated on the customs declarations. As from 1st November, 1968 a copy of the supplier's invoice will be required for all consignments presented for clearance through customs. Such invoice copies will be retained by the customs office. Shippers may either attach a copy of the invoice to the shipping documents for consignments destined for Switzerland or to send a copy in good time to the clearing agent responsible for clearance.

Goods imported for individual uses may attract a lower turnover tax provided the invoice from the foreign supplier, being presented at the time of clearance, is made out in the name of the final recipient and that the declared value is genuine.

(Mr. J. K. H. Yue, Tel. H-451919).

Kenya, Tanzania and Uganda

The three East African countries, Kenya, Tanzania and Uganda, has made an official announcement to adopt, with effect from 1st January, 1969, the metric system of weights and measures in preference to the imperial system currently in use. Failure to use the new system in documentations could involve East African receivers in severe penal charges as well as causing delay in the turnround of vessels.

TENDERS

Hong Kong

Tenders are invited for the followings:—

Tender Reference	Subject
PT/116/68	Supply of stone ballast
PT/117/68	Supply of electric ceiling fans
PT/118/68	Supply of 6" tower bolts
PT/119/68	Supply of reciprocating water pumps for Sai Wan Pumping Station
PT/120/68	Supply of tyres and tubes
PT/121/68	Supply of bamboo and rattan raw materials
PT/122/68	Purchase from the Hong Kong Government of confiscated cigarette lighters and fountain pens
PT/123/68	Supply of traffic bollards
PT/124/68	Supply of stainless steel butt hinges
PT/125/68	Supply of bamboo baskets
PT/126/68	Supply of bamboo and rattan brooms
PT/127/68	Supply of aluminium sheets
PT/128/68	Supply of domestic refrigerators
PT/129/68	Supply of phosphor or manganese bronze propellers.
PT/130/68	Supply of gases
PT/131/68	Supply of rough blue serge
PT/132/68	Supply of sulphate of alumina

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

TRADE FAIRS

NEW YORK. The 1969 International Beauty Show will be held at New York Hilton Hotel, New York on March 15-19, 1969. Participation is open to all foreign and U.S. firms. Members interested please write to Conventions Exhibitions Inc., 16 West 46th Street, New York, N.Y. 10036, U.S.A.

NEW YORK. The 10th International Cycle Show will be held at New York Hilton Hotel, New York on March 9-12, 1969. Participation is open to all firms dealing in bicycle accessories, bicycles, motorcycles and related accessories. Members interested please contact the Chamber.

MEMBERSHIP

New members

Arrow Transport Agency Ltd. Alexandra House, Ground floor, Hong Kong.

Blue Box & Red Box (Distributors) Ltd. 12th floor, P. & O. Bldg. Hong Kong.

C. & N. Import & Export Ltd. 303B Hang Chong Bldg. 5 Queen's Road C. Hong Kong.

H. W. Ehrsam Inc. 57 Peking Road, 1404 Metropole Bldg. Kowloon.

J. & M. Enterprises Ltd. 803 Shui Hing House, Kowloon.

Man Hing Company 59-61 Des Voeux Road W, 10/F, Block B, Hong Kong.

Manning Trading (H.K.) Co. 503 China Underwriters Life Bldg. 51/57 Des Voeux Road C, Hong Kong.

Panamanian Shipping Co. (H.K.) Ltd. 24-26 Stanley Street, Shing Loong Bldg. Room 401, Hong Kong.

Paris Fashion Wig Mfg. (H.K.) Co., Ltd. 1405 Hang Seng Bank Bldg. 77 Des Voeux Road C, Hong Kong.

The Protective Gloves Manufacturing Ltd. 61 Wing Hong Street, 2/F, Kowloon.

Soma Traders Ltd. 417-418 J. Hotung House, 5-15 Hankow Road, Kowloon.

Trans-Eurasia Company, Room 407 Central Bldg. Hong Kong.

Wang Lee Cheung Co., Ltd. 1-3 Mercer Street, 4th floor, Hong Kong.

William Trading Company 1005 Yu Sung Boon Bldg. 107-111 Des Voeux Road C, Hong Kong.

The Wing Ming Mfg. Co. 13 San Shan Road, Kowloon.

香港總商會週刊



鄧律敦治

香港貿易發展局副主席鄧律敦治，在對倫敦商會會員演講時，將香港工業發展的好氣象告訴了各人。他說：「這種好氣象是前所未有的，同時在商場上亦充滿了信心。」

倫敦商會

由今年一月至九月，香港貨出口總值超過去年同期百分之廿六點四，而目前的趨勢更為顯著，在七月至九月之間的出口提高了百分之卅五點八。

雖然在本年初時，進展數為緩慢，但當最後的幾個月，却有了顯著的進展。在九個月中，入口較去年提高了百分之三十八點二，而七月至九月之間則提高了百分之五十一點一。他又指出：銀行存款遞增，更顯示了香港人的信心；此外旅遊業亦有增加，而工業建築亦被人珍視的。

挪威貿易人士

來港實地考察

由銀行家、股票經紀、保險人員、造船商及船東等組成的挪威代表團，最近來港展開非正式的考察訪問。

歐洲市場情況怎樣？

請閱本期特稿

最近來港的香港貿易發展局駐布魯塞爾辦事處副代表費爾里，日前在大會堂向香港總商會會員發表專題演講，以「與歐洲的貿易」為題，本著其本人對歐洲市場的專門認識，與會員們分享了詳盡而珍貴的資料。這一期，我們特意將費氏演講全文披載，讓大衆作為參攷。他們將作報告提交奧斯陸當局，會引致若干挪威人士參與此一地區的工業發展。

據悉，挪威所製的鋁及合金，僅次於美國及加拿大，佔世界第三位。

香港急需推行

市場推銷教育

「香港是急切需要給予推銷人員更多的教育，以擴充拓展市場的能力。」這是國際市場業務行政人員會代主席鮑奧維，指出的。

鮑氏說：「無論政府或協會人員，與廠商、出口商、貿易商等有貿易上聯繫的，都需要接受推銷及市場教育。」

出口商會計

明年派一赴一推一港

據香港出口商會透露：該會擬在明年底前，組織兩個赴日本推銷代表團——其一可能是東京、其二則是大阪。

該會主席唐義安及前主任薛胡禮，在記者招待會上宣佈此項消息時表示：出口商深信此項活動在時間上及氣候上都是正確的。因為日本與香港的貿易數字為十比一，日本方面偏惠。

唐義安說：「我們深信生活水準急速進展，人口達一億的日本，在不久將來，會取代英國而成爲香港的第二最大顧客。」

他又說：「由於日本顯示在香港有龐大增加的利益，又獲致貿易上的偏惠，此次組團赴日本推銷香港貨是不會有任何不良反應的。」

唐氏又指示：香港輸往日本的製品，在過去數年來均有增加的，雖然在事實上，香港一直並無組織任何此類推銷團。

短訊

★據德國駐港總領事透

：...：露：柏林ADB展覽服務中心...束心，定明年一月卅一日至二月九日在柏林舉辦一個「國際農務週」。各會員若有意參展，可直接去函該中心或德國駐港領事館接洽。

★第十屆國際單車展覽定明年三月九日至十二日在紐約希爾頓酒店舉行，各會員有意者可與本會接洽。

★香港出口信用保證公司已出版了一部小冊，詳細說明該公司工作情況。各會員有意者可與本會聯絡，至於中文譯本短期內可出版。

★瑞典五金鑿壓、機械及電子機械工程工業協會組織的一個代表團，在瑞典駐港總領事陪同下，曾訪問香港總商會，由秘書祈德、助理秘書鍾士良等款待。

★香港總商會行政助理曾錫權，日前飛往星加坡作考察性訪問，探詢有關在港設立「信用諮詢處」的可能性。

曼香建築原料展覽

總商會會員可申請參展

香港貿易發展局於明年三年在曼谷舉行的香港建築原料展覽會，將有場地供一般展覽；這場地基本上是爲那些商行不預期派代表團而設的。若各會員有意在此次展覽會中，展出建築原料或有關製品，可以書面或電話向香港貿易發展局索取所需表格。填妥後聯同樣本，須於明年一月一日前交到該局。

本年首三季

貿易統計發表

由本年一月至九月的貿易統計分析，已由統計署發表，各會員可以到會索閱。

此項統計分析，包括本港對外全部貿易，計：英國、美國、加拿大、西德、瑞典、挪威、丹麥、瑞士、比利時、盧森堡、義大利、中國大陸、日本、澳洲、荷蘭、紐西蘭、南非、法國、奧地利、葡萄牙、芬蘭、直布羅陀、希臘、愛爾蘭、星加坡、印尼、台灣、菲律賓、高棉、南韓、印度、泰國、巴基斯坦及馬來西亞等。