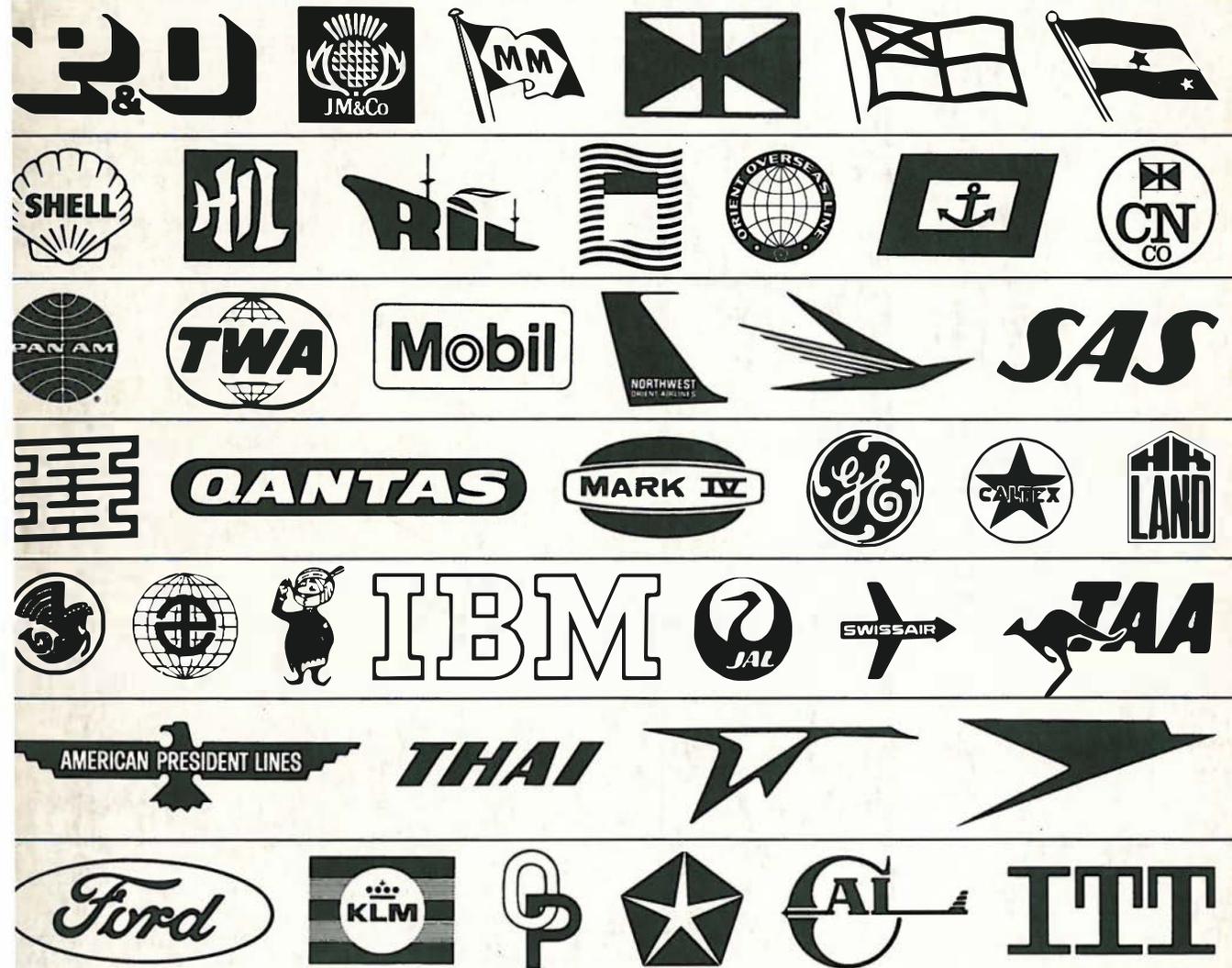


The Hong Kong General Chamber of Commerce

ANNUAL REPORT & ACCOUNTS FOR 1968



107th

Year



Contents

	Page
Accounts and Balance Sheet	50 - 53
Annual General Meeting held in 1968	48 - 50
Banking Review	36 - 37
Berlin Fair	18 - 19
Chairman's Statement	7 - 16
Chamber Review	20 - 23
Chamber's Sub-committees	54
The 1968 Diary	24 - 25
Former Chamber Officers	55 - 56
Graphs: Trade volume and direction	8 - 12
Industrial Review	44 - 46
Insurance Review	38 - 39
Kai Tak Airport	32 - 33
Overseas Promotions	26 - 27
Representatives on Legislative Council	57 - 58
The Role of the Chamber	2 - 5
Shipping Review	30 - 31
Textile Review	42 - 43
Tourism Review	40 - 41
Utilities	34 - 35



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THE ROLE OF THE CHAMBER

Established on 29th May 1861, with its primary object: "to watch over and protect the general interests of Commerce," the Chamber spent its first 67 years of activity doing its best to ensure that the wheels of trade continued to turn smoothly and that the views of the merchant community on official matters were made known to government. By 1929, the time had come for the Chamber to seek incorporation under the Companies Ordinance and in drawing up the Memorandum of Association it was decided to expand the scope of our primary object of which the opening words became: "to promote and protect."

The Chamber has, therefore, since its inception assumed the role of watchdog for the commercial community and for the last forty years it has had as the first of its declared objects the promotion of Hong Kong's trade. After the end of the Pacific War and with the development of Hong Kong as an industrial as opposed to a purely trading economy, more and more emphasis was placed on our promotional role and the Chamber became involved in the conduct of public relations activities in the United Kingdom and Europe, organisation of a

floating exhibition, participation in trade fairs and a host of other activities all directed to the boosting of our export trade.

As Hong Kong developed and grew and the problems became more complex and time consuming, particularly during the last decade, other organisations in the Colony were set up to carry out particular and specialised functions for the discharge of which, previously, there had been no organisation available other than the Chamber. These new organisations, included, in order of establishment, the Chinese Manufacturers' Association, the Federation of Hong Kong Industries, the Management Association, the Productivity Council, the Export Credit Insurance Corporation, the Trade Development Council and, only recently, the Design Council.

The Trade Development Council was established on the recommendation of the Chamber and the Federation of Hong Kong Industries with the particular aim of avoiding wasteful duplication of effort and expenditure in Hong Kong's overseas promotion. Following its establishment a major review of the Chamber's role in modern Hong Kong was undertaken early in 1968. Far from revealing that the



Chamber's role had diminished, this examination has shown ever widening fields of activity into which we can and should enter for the achievement of our objects whilst leaving to the specially established and equipped newer organisations those specialist tasks for which they had been set up, whilst offering them the maximum cooperation.

To put this policy into effect the Chamber staff will continue to be organised as at present and for the guidance of members and easy reference this organisation is set out in succeeding paragraphs together with a note of the functions carried out by each Department.

The Secretariat

The Secretary is responsible for the executive control and direction of all the Chamber's staff and services. In addition to the organisation and administration of the Chamber's office, the Secretary has the responsibility of briefing the Chairman and General Committee on all matters relative to the Chamber's business and the preparation of agendas for Committee meetings and the preparation of minutes. He is also responsible for liaison at the appropriate level with Government Departments, members of the Trade Commissions and Consular services and other organisations in Hong Kong and serves as the Chamber's nominee on various Government and other committees.

He is understudied by an Assistant Secretary who, in addition to his general duties acts as secretary of various standing sub-committees, particularly those concerned with shipping, legal and taxation matters.

With the new practice by Government of the publication for information of Bills shortly to be considered by the Legislative Council it is now possible for the Chamber to draw to the attention of members pending legislation which may affect their interests. The Assistant Secretary is responsible for study of these Bills and for passing out to members a summary of the points likely to affect them. He also supervises the arrangements which the Chamber makes for examinations in colloquial Chinese and will be responsible for briefing the Committee on opportunities for the Chamber to arrange the provision of educational facilities of benefit to Commerce. He will also be responsible for a translation service which the Chamber is initiating. The Committee is currently investigating whether this service can be expanded into a correspondence advisory service available to those members who find problems in this connection.

Business Promotion Department

Headed by an Assistant Secretary this Department is responsible for a variety of duties directed to the promotion of members' trade.

All trade enquiries received by the Chamber



are processed by the Department. These may be handled in either of two ways. For enquiries from prospective buyers in 11 countries, namely the United Kingdom, six major European countries, the U.S.A., Canada, Australia and New Zealand, the Department has a punched card processing system whereby members can have passed to them in rotation enquiries from these countries for particular commodities in which they have expressed interest. Enquiries from prospective buyers in other countries are published to all members twice monthly. The Department is currently setting up a punched card processing system for the handling of enquiries concerning imports.

The Department is responsible for arrangements for visiting trade missions, delegations and individual businessmen who have indicated their intention of calling on the Chamber. Their duties include the arranging of individual appointments with members, the preparation of itineraries for visitors and, where resources permit, the provision of escorts.

The Department maintains a current analysis of trade with more than a hundred different countries and members are already drawing on the services of the research team, regular notices being published with details of the most recent figures that are available. In conjunction with the Trade Development

Council and Government, arrangements are being made for this analysis to be conducted in even greater detail.

Another service to members which is provided through the Department is the publication twice monthly of an Employment Register containing particulars of prospective employees at various levels.

The Department has prime responsibility for arrangements for any direct overseas promotions which the Chamber may be initiating or taking part in. Whilst overseas promotional activity on behalf of the Colony as a whole is the responsibility of the Trade Development Council, the Chamber remains available to undertake the mounting of trade missions, and other promotions on behalf of the Council and, where it has been generally agreed that any particular market is to be developed and members wish the Chamber to organise a promotion, this will be done.

A suggestion put forward at the least Annual General Meeting, that the Chamber should set up a self-financing Credit Information Bureau, has been followed up and a pilot scheme covering 11 member firms concerned in the provisions trade, was launched in September and is being administered by the Department.

Sadly, not all business transactions run smooth-



ly, and the Department deals with all correspondence concerning disputes and arbitration, for which latter subject the Chamber is Hong Kong's nominated expert body at the ECAFE Arbitration Centre.

Certification Department

This is the largest Department in the Chamber and continues under control of an Assistant Secretary to be responsible for all aspects of certification.

The Committee's policy in connection with certification is two-fold: Firstly, the Chamber will do everything that can reasonably be asked to keep the wheels of commerce well oiled. Secondly, the Chamber staff will use every effort to avoid the issue of a "bad" certificate. To this end, in addition to complete co-ordination with Government and the other recognised certification authorities, the Chamber's traditional high rate of consignment checking will be maintained.

The Committee has powers and will not hesitate to use them against any applicants for certification who indulge in any form of malpractice.

Public Relations Department

The Assistant Secretary in charge of this Department is responsible for the writing, production and distribution of all Chamber publications. These include the monthly Bulletin to members, the Annual Report, fact sheets and brochures as required.

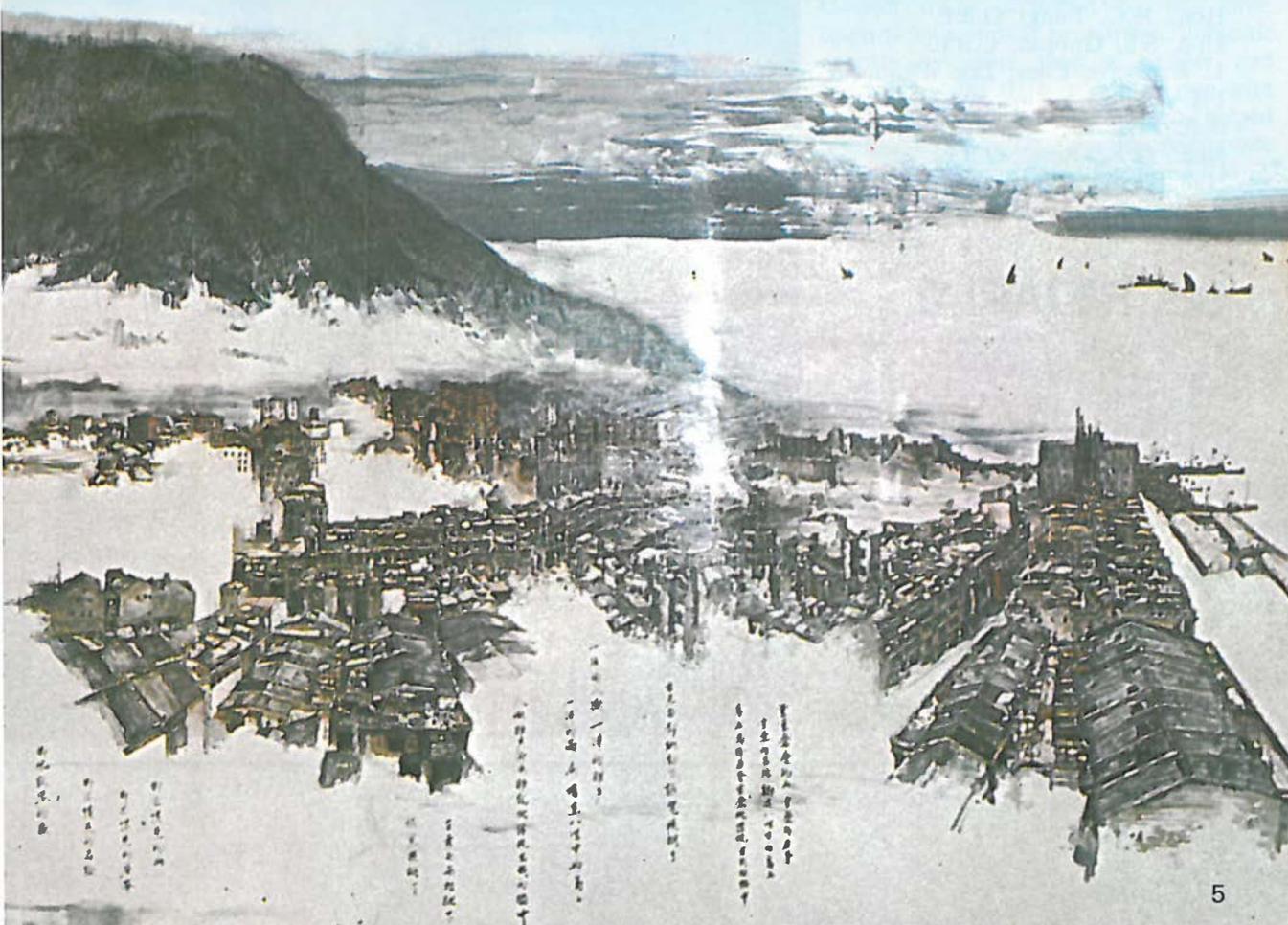
The Department is responsible for relations with the Press, Radio and Television and for all advertising carried out by the Chamber and its expert knowledge is used in the preparation of all Chamber promotional activities both in Hong Kong and overseas. The part which this Department played in the restoring of overseas confidence in Hong Kong during and after the 1967 disturbances will be fresh in the minds of members and the Chamber is at all times ready to work in this field.

Membership

The Chamber's Membership Executive visits each member once a year if possible and it is his responsibility to see that members know what services the Chamber offers to them and that members feel they are getting adequate service. Additionally he is responsible for contacting prospective new members and assisting them in their applications.

The Way Ahead

During the past 100 years the Chamber has led the way in assisting the merchants and manufacturers of Hong Kong, large and small alike, to trade freely with other countries in the World and has acted as the watchdog in all matters of commerce and industry. With the help and co-operation of all its members whom it seeks to serve, the Chamber intends to do the same in the century ahead.



GENERAL COMMITTEE

Hon. M.A.R. Herries, O.B.E., M.C.
G.M.B. Salmon

Chairman
Vice-Chairman

T.K. Ann
D.J.R. Blaker
H.J.C. Browne
Dr. the Hon. Sir Sik-nin Chau, C.B.E.
Dr. the Hon. S.Y. Chung, O.B.E.
Hon. J.D. Clague, C.B.E., M.C., T.D.
Hon. H.C. Fung, O.B.E.
Hon. S.S. Gordon, C.B.E.
L. Kadoorie, Chev. Leg. d'honneur
I.H. Kendall
N.A. Rigg
Hon. G.R. Ross, O.B.E.
Hon. J.A.H. Saunders, D.S.O., M.C.
P.G. Williams

Committee

SECRETARIAT

J.B. Kite

Secretary

S.L. Chung
R.T. Griffiths
R.P. Wood
A.C.C. Stewart

Assistant Secretaries

Bankers The Hongkong and Shanghai Banking Corporation

Treasurers Messrs. Lowe, Bingham & Matthews

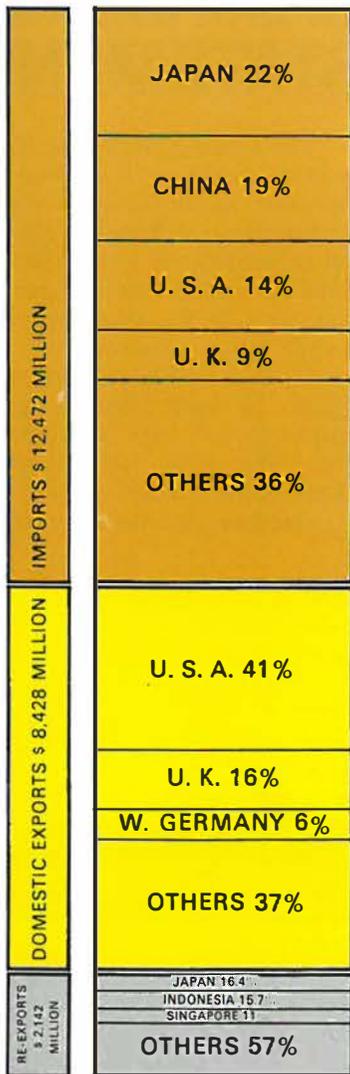
The Hong Kong General Chamber of Commerce, Union House, Hong Kong.

CHAIRMAN'S STATEMENT

The Lunar year of the Monkey had an extra month in it and two days were appointed in the Chinese Almanac for the beginning of Spring. This combination convinced our soothsayers that 1968 would be a good year and their premonitions were in the event proved correct. Overall trade expanded by one fifth, imports by a similar proportion, domestic exports by more than a quarter and tourism by one sixth in comparison with 1967. The main factor which helped produce these results was the resurgence of confidence after the difficulties of 1967.

*The Hon. Michael Herries, O.B.E., M.C.,
Chairman of The Hong Kong General
Chamber of Commerce.*

TOTAL TRADE H. K. \$ 23,042 MILLION



These graphs show Hong Kong's total trade and the percentage of imports, exports and re-exports. Also shown by percentage is the direction of Hong Kong trade with its leading suppliers and customers. The two smaller charts show exports to the European Economic Community and the European Free Trade Association.

Total trade at over \$23,000 million set another record and showed the highest annual increase in the past ten years. Particularly encouraging was the comparatively low proportionate rate of our visible adverse balance of trade which, at \$1,900 million amounted to only 15 per cent of our total imports bill as compared with the figure of 16 per cent in 1967 and 25 per cent and higher for the previous four years. This statistical trend gives a fairly clear indication of the ever increasing element of Hong Kong content in the goods which we produce from imported raw materials. This is encouraging since in a rapidly developing industrial economy where natural resources are virtually non-existent, it is inevitable that our import bill should continue to rise as our population increases and our industrial activity expands.

Imports

The most notable development in the import trade has been the emergence of Japan as our principal supplier, owing to increased purchases by us of raw and semi-finished materials for industry and finished products for the tourist trade. With the return to the normal pattern of supplies of foodstuffs, our total imports from China were slightly above the 1965 level. Imports from the U.S.A. rose by more than a quarter, the \$300 million increase being well spread across the board with an emphasis on raw cotton and electrical goods. Sharp increases in imports from Taiwan and Pakistan reflect mainly increased purchases of raw cotton and yarn from the latter and textile fabrics from both. The overall picture of imports by products is coloured by increases of some \$500 million under the heading of cotton yarn and \$250 million under textile fibres with the same pattern being shown in other raw materials, notably plastic materials and electrical

components. Our diamond merchants have again been active, with an increase of more than \$100 million having been recorded.

As was forecast last year, any theoretical advantage of devaluation of sterling was largely cancelled out so far as Hong Kong was concerned by increases in the price of foodstuffs and materials from China. Our imports from China rose by five per cent in value during the year but this is in the main accounted for by price increases.

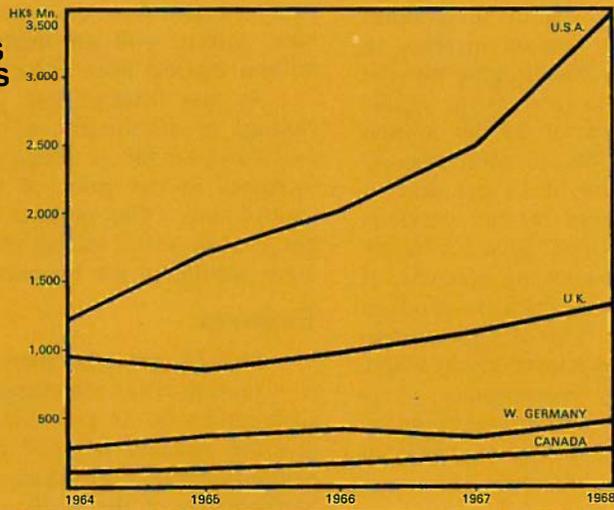
Exports

The 25 per cent increase in domestic exports is a noteworthy achievement. The attainment of such results on an ever widening base has been due in large measure to good planning of the Colony's promotional efforts backed up by sound and energetic performance of the work on the ground. We have also been fortunate in the steadiness of the world political temperature which has done much to restore confidence both locally and overseas.

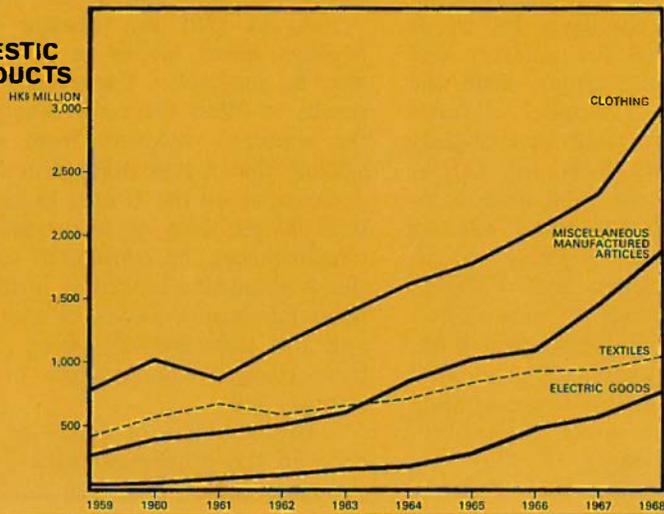
As in 1967 the increase was well spread by markets, albeit mainly in the traditional ones, and also by products. Particularly gratifying were the results in West Germany where our sales reflected the country's recovery from the sharp economic setback that it had suffered in 1967. Our increasing dependence on the United States market which took over 40 per cent of our exports could, in certain circumstances, be considered too great, but against this it should be looked at in terms of the relatively large purchasing power of that market as a whole and the comparatively minor sum which imports from Hong Kong represent in that country's total imports bill.

By categories of goods we have seen a further drop in the proportion which garments and textile products make up of our total direct exports from

DOMESTIC EXPORTS BY MAJOR MARKETS



TRENDS OF DOMESTIC EXPORTS BY PRODUCTS



48.5 per cent to 48 per cent. Percentage-wise this drop is small but in terms of \$8,000 million worth of total trade even one half of one per cent is a large amount for new industries to have made up and shows further evidence of the growth of product diversification so important to Hong Kong's continued success. A feature in our trade in garments has been the increase in the man-made fibre element in nearly all items, the value of garments embodying man-made fibres having risen by over \$100 million.

Re-Exports

In terms of over-all trade the re-export market has been rather disappointing, the increase of only \$51 million being the smallest proportional increase since 1952. The main explanation is the fall in re-exports to Indonesia, mainly in cotton goods, sales of which declined in value by \$66 million. The possibility that the Indonesian Government will accept Hong Kong cargo survey reports for permitting payment of letters of credit gives grounds for hope that our trade with this intrinsically wealthy country may start to return to normal. Meanwhile, the drop in trade with Indonesia masked, during 1968, useful increases in the re-export of medical and pharmaceutical products to Singapore, South Korea and Taiwan.

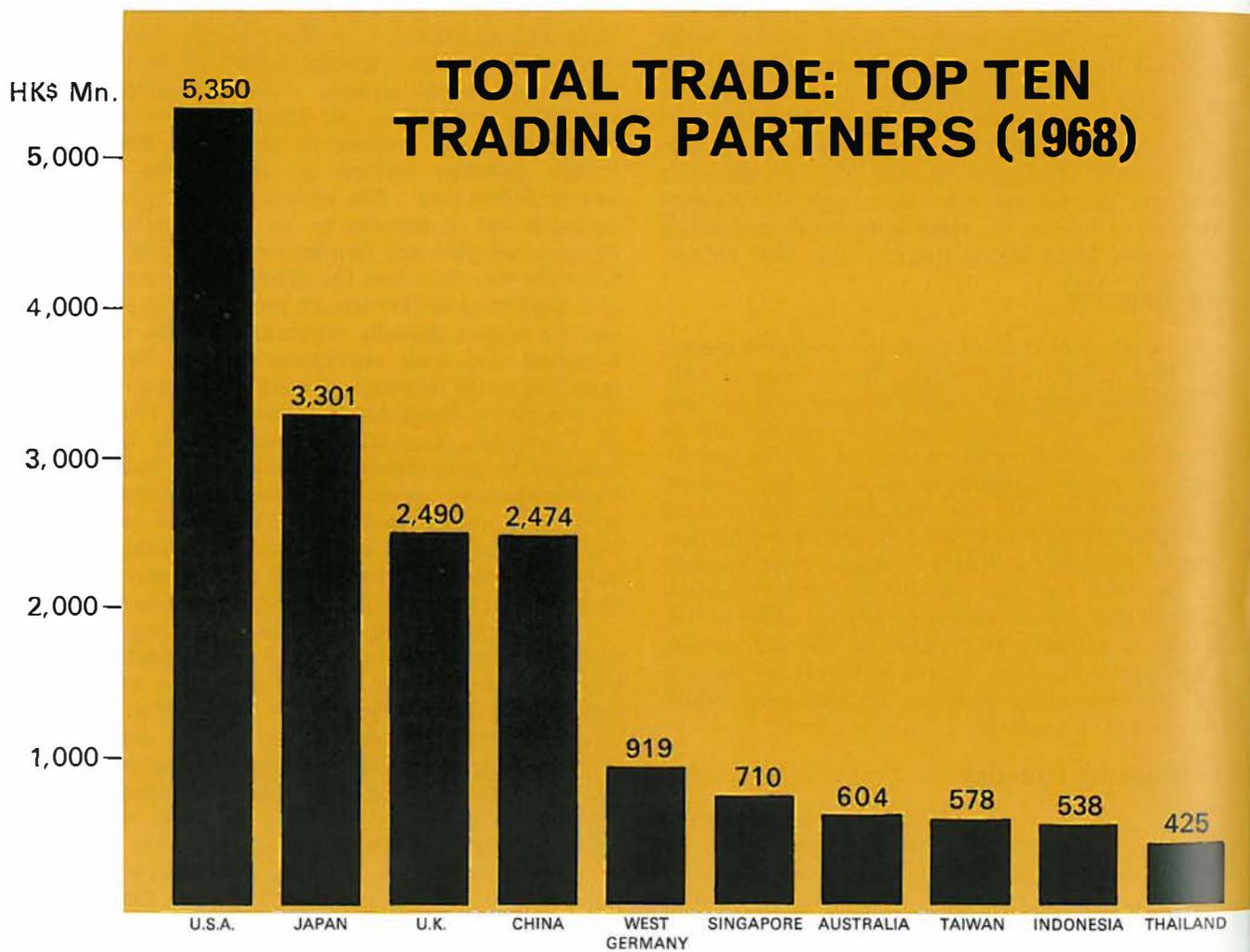
Economic Factors

It is perhaps symptomatic of Hong Kong's industrial and economic development that we should think a little less of the ups and downs of our year by year trading with various specified countries and more and more of world movements which affect our trading position as a whole, in which connection the stability of the world's great trading currencies, the US dollar, the pound sterling and the French franc, are paramount in our minds.

For a free economy so dependent on international trade and investment as is Hong Kong, severe and sudden changes in currency values or in import regulations can be serious. 1968 saw severe and unexpected pressure on the international currencies mentioned above, leading to closure at times of foreign exchange markets in which Hong Kong had to follow suit. The currency crises were surmounted but it remains to be seen whether the measures adopted will be effective in the long term. Certainly they have had the effect in the short term of precipitating further import restrictions in France and the import deposits requirement in the United Kingdom and such restrictions have a habit of spreading to the detriment of world trade as a whole. As recently as December the International Chamber of Commerce, expressed serious concern at the tendency by governments to introduce for monetary reasons measures restricting the flow of international trade. We must hope that 1969 will prove to be a year in which some less vulnerable international monetary system can start to be evolved under the auspices of the International Monetary Fund.

Coming back home and to our own Hong Kong dollar it is fair to say that prior to the devaluation of sterling in the Autumn of 1967 there was no real comprehension of the fact that its value was to some extent independent from sterling. As an outcome of the Basle agreement Hong Kong's sterling reserves are safeguarded in the short term, including the holdings of commercial banks in the event of any future devaluation. Our Financial Secretary is to be congratulated not only on his Knighthood, which was announced in the 1968 Queen's Birthday Honours List, but on his achievement in preserving Hong Kong's financial resources on a sound basis. Inclusion of protection for the banking system reserves is particularly important in view of the role which our banks play, with such mutually beneficial

TOTAL TRADE: TOP TEN TRADING PARTNERS (1968)



results, in the financing of trade and industry. This protection enables them to take a much longer term view of their commitments. This in turn, is bound to lead to greater confidence both externally and within the Colony.

South East Asia

The opening in Paris of four party talks aimed at ending the conflict in Vietnam together with a year of steady progress towards internal stability in Indonesia and some relaxation in the dispute between Malaysia and the Philippines over Sabah has given grounds for hope that the South East Asian region may soon be given a chance to settle down and work towards a solution of some of the tremendous social problems that face it as a whole. Meanwhile, there are signs of useful economic regional cooperation and Hong Kong continues to follow developments through ECAFE and its Asian Industrial Development Council, the Committee on Trade and the Shipping and Advisory Services Centre. The initiative taken by Government in seeking membership of the Asian Development Bank is significant as we have much to contribute in the way of expertise and experience and membership of the Bank could prove a means through which we could take a more active part in regional economic activities.

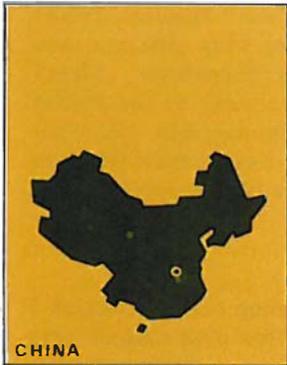
It has been with a view to taking a more active part in regional affairs that the Chamber has sought during the year, direct membership of the International Chamber of Commerce, so that our representatives may attend international and regional meetings as representatives of Hong Kong itself rather than as part of a United Kingdom delegation. In this connection our Vice-Chairman hopes to attend the twenty-third Congress of the International Chamber at Istanbul at the end of May and the

Chamber intends to continue its attendance at the biennial meetings of the International Chamber's Commission on Asian and Far Eastern Affairs which last met in Manila during May 1968 and was attended by two members of our Secretariat. Meanwhile, we place on record our thanks to the British National Committee for its sponsorship and assistance over the 13 years that have passed since we first became associated with the International Chamber in 1955.

Hong Kong Affairs

The year's outstanding trading results to which I have referred earlier in this Review were undoubtedly helped on their way by a form of springboard reaction to the troubles which afflicted the Colony in 1967 and the reaction has also been reflected in bank deposits and Stock Exchange prices both of which stood at record figures at the end of the year. Steady progress has been made in identifying and solving some of the basic problems in the fields of industrial relations and welfare, training and education, commercial relations and certification of product origin. With all this activity the Chamber has been concerned through its representation either by Committee members or members of our permanent staff on such statutory organisations as the Trade and Industry and Cotton Advisory Boards, the Industrial Training Advisory Committee, the Trade Development Council and many others. The Chamber has maintained its customary close liaison with the Departments of Commerce and Industry, Marine, Immigration and Labour and our thanks are due to the heads of these departments and their staffs for their co-operation.

In the field of labour relations, while private enterprise has been quietly going ahead with the establishment of joint consultation machinery, the



Hong Kong's trade with China revived encouragingly. Supplies were constant and regular resulting in an increase of 5 per cent in total trade. Business, especially imports, is expected to improve again in 1969.



With a more industrialised and commercialised economy Singapore moved up to the sixth trading place. Domestic exports were \$395 million and re-exports \$205 million. The major Hong Kong purchase was petroleum products.



The United States of America remained Hong Kong's largest trading partner by purchasing a record \$3,229.30 million worth of goods while a total imports increased by 26 per cent.



Japan replaced China as Hong Kong's largest supplier. Imports rose by 36 per cent, the major items being textiles, electric goods and precision instruments. Hong Kong exports increased by 22 per cent despite tightening Japanese economic policies.



Despite devaluation and the Import Deposit Scheme the United Kingdom was the second biggest customer for Hong Kong. Total exports increased by 22 per cent and imports rose by 10 per cent.



Further improvements were made in trade with Canada. Imports rose by 17 per cent to \$92 million. Hard selling campaigns and missions contributed much to the 31 per cent export increase. Still untapped potentials can lead to greater growth.



West Germany, Hong Kong's fourth most important customer, showed steady increases in both imports and exports. Clothing continued to be the Federal Republic's major purchase. With even greater liberation of imports than before trade is expected to be buoyant.



Exports of textiles, clothing and miscellaneous manufactures were again successful although restricted by protective import regulations and tariffs. Hong Kong merchants will have to employ sophisticated marketing techniques to withhold and develop their gains.

passing of the new Employment Bill marked one of the major steps in the heavy legislative programme being tackled by the Labour Department. The establishment during the year, on the initiative of the Employers' Federation, of a Joint Associations Committee on Employer/Employee Relations has enabled Government, for the first time to obtain the over-all considered views of management on matters affecting labour. The Committee, which meets at monthly intervals, consists of the Chairmen and senior executives of the Chamber, the Employers' Federation, the Federation of Hong Kong Industries and the Chinese Manufacturers' Association and its recognition by Government as the voice of management has led to exchanges of opinion of great value to both sides. The Department faces a formidable legislative programme and it is up to management to ensure that its advice and recommendations, are made known. It is also up to Government to ensure the Department is provided with not only the establishment, but also the men of the right calibre to carry out the programme.

In its role as watchdog for the commercial community the Chamber was concerned at the implications for shipping and aviation interests of certain aspects of the Dangerous Drugs Ordinance enacted during the year and our thanks are due to the Attorney General for his ready and sympathetic response to our representations, resulting in a law that is acceptable to commercial interests, yet still having the teeth so essential to legislation on this subject. I should also like to thank Mr. Roberts for the personal interest he is taking in the Chamber's Special Relief Fund Bill, establishing a trust to administer the publicly subscribed Dependents' Fund which we set up during the disturbances in 1967. Establishment of this trust will enable the Fund to assist the dependents of any public officer killed or

injured whilst carrying out his duty in Hong Kong.

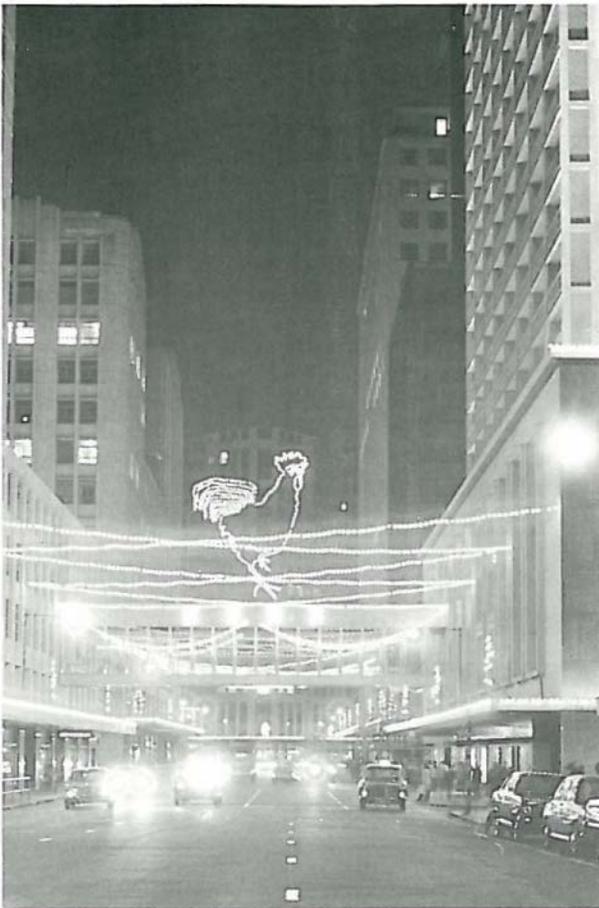
The work of the Trade Development Council, Productivity Council and the Export Credit Insurance Corporation is complementary. The Chamber will continue to co-operate in making known to business men and industrialists the facilities which each can offer and we welcome opportunities for cooperation with all organisations working for the promotion of trade. The staff of the Trade Development Council under the capable and forceful leadership of its Executive Director, Mr. Jack Cater, is to be congratulated for their energetic and successful carrying out of the Council's extensive trade promotion programme during the year. The Chamber was glad to be able to undertake the organisation of a successful participation by 37 firms in the Berlin Import Exhibition during September/October, this project being one for which the opportunity arose after the Council's programme had been drawn up and funds and staff allocated. The Council's plans for 1969 promotions are going ahead and, whilst the Chamber fully agrees with the policy exploiting to the maximum development of markets where we already enjoy some considerable success, it is at this time also essential to seek diversification of our markets by exploration of new and, as yet, untapped fields.

Containerisation

The urgency of reaching a decision on whether Hong Kong is to be able to service purpose built container ships was stressed by my predecessor at last year's Annual General Meeting. Our port is our greatest single asset and must be ready to meet all eventualities including the possible demand by our customers overseas for their goods to be shipped to them in containers.

The Chamber hopes that Government will

*The two faces of Hong Kong.
Right: New buildings shoulder
their way above the old fashioned
Colonial style homes to make this
fascinating pattern of rectangles.
Below: The Central District of Hong
Kong decorated to celebrate the
year of the Cockerel.*



ensure that facilities for handling container ships become available as quickly as possible, probably in the interim period through the expansion of existing facilities and later, if necessary, through the building of a new terminal.

Large sums of money could be involved in the finding of a satisfactory solution and shipping operators have their part to play in giving an early indication of the use that would foreseeably be made of specialised container handling facilities to enable realistic planning to proceed without delay.

Conclusion

1968 has been a year of development and achievement in Hong Kong's trade and the prospects so far are encouraging for 1969.

Much however, remains to be done by all of us, in the years ahead, if we are to continue and improve on the successes of the past. In particular we must all strive to help the younger generation to feel that they have real opportunities for gainful and worthwhile employment in the future, particularly in our industries. Recruitment into industry of young people ready to adapt themselves to the ever changing techniques of the modern age becomes more important every day as our industry becomes more sophisticated. Government has its part to play by providing more technical and craft training at all levels: Commerce and Industry by employing the products of these training centres and most important of all, the people of Hong Kong in general by meeting the challenge and adapting themselves to the changing conditions of the 1970's. The Chamber will be proud to play its part in these developments.

Michael Jensen



THE BERLIN FAIR

In cooperation with the Hong Kong Trade Development Council, the Chamber organised the participation of a Hong Kong delegation at the 'Partners for Progress' Import Exhibition in Berlin, in September.

Austellungs Dienst Berlin, controllers of the Import Exhibition, offered a considerable travel and hotel accommodation subsidy to Hong Kong and as a result thirty seven companies applied to take part. They were joined in Berlin by the representatives of Hong Kong's two major banking houses.

Hong Kong was given its own pavilion where the products displayed ranged from toys to knitwear. Among the most popular items on show were transistor radios and wigs.

The Hong Kong delegation was led by the Chamber's Secretary, Mr. J.B. Kite, who was accompanied by Mr. S.L. Chung and Mr. R.P. Wood, both Assistant Secretaries.

Top: Professor Dr. Karl Schiller, Minister for Economic Affairs of the German Federal Republic, opened the Hong Kong pavilion by dotting the eyes of a dragon. On his right is Mr. J.B. Kite, Secretary of the Chamber and leader of the Hong Kong delegation. Below: Interested German buyers discuss purchasing details with a delegation member. Right: One of the modules in the pavilion. Each module accommodated three participating firms.



Hong Kong



BRILLIANT INDUSTRIAL CORP



THE CHAMBER

All branches of the Chamber's activities have undergone expansion during the year and there has been a particular emphasis on providing increased facilities for members.

The two major events of the year were the establishment of a Credit Information Bureau and the Chamber's organisation of a Hong Kong delegation to the 'Partners for Progress' Import Exhibition in Berlin.

Administration

In May the Chamber's Executive Director, Mr. G. Archer resigned and the Chamber continued under the direction and management of the Secretary, Mr. J. B. Kite. He is assisted by Mr. R. T. Griffiths.

Mr. Griffiths, accompanied by Mr. C. Tsang, Executive Assistant, attended the CAFE/ICC conference in Manila as the Chamber's representative of the British National Committee of the International Chamber of Commerce. Following this conference the Chamber Committee reached the conclusion that membership of the International Chamber through the B.N.C. was unrealistic and subsequently applied for direct membership of the International Chamber.

As part of their contribution to the 'Ready-to-Wear' Festival to be held by the Federation of Hong Kong Industries in March, 1969, the Chamber organised a fashion design competition with the prize to be a two-year scholarship leading to a diploma from the Fashion Institute of Technology in New York.

During the year a weekly series of visits to the Chamber by representatives from every sphere of Hong Kong's commercial life was instituted.

Among the first guests were officers from the Trade Development Council and the Commerce



and Industry Department and these have been followed by groups from other trade associations and representatives of the many trade commissions and consulates in Hong Kong.

A result of these meetings has been a clearer understanding of the Chamber's role and a closer liaison with the Chamber from all associated with commerce.

Business Promotion

This Department handled a total of 14,616 trade enquiries during the year which is 13 per cent more than the number processed in 1967. More than 5,900 enquiries were dealt with through the Department's punched card processing section which handles enquiries from Britain, Europe, the United States, Canada and Australia while the remaining 8,716 were notified to members through the Chamber's Bulletins.

The Department was host to the many official delegations and visitors who called at the Chamber during the year and produced an information booklet containing vital information about Hong Kong. This booklet comprises part of an information kit detailing Hong Kong's trade with its major partners, which is handed out to all visitors.

The Pilot Scheme for the Credit Information Bureau which was instituted in September, is under the control of the Department. The Bureau was set up following a suggestion at the Chamber's last Annual General Meeting, by Mr. H. Hefti. An exploratory visit was made to Singapore where a similar scheme is in operation, by one of the Chamber's executive assistants, Mr. C. Tsang. For the Pilot Scheme the Bureau was limited to those engaged

in the food and beverage distributive trades, however, such has been its success that it is intended to cover all segments of the retail trade.

Valuable statistical research work is also undertaken by the Department and monthly details of Hong Kong imports and exports with its major trading partners are available for the first time to members. These statistics are found to be particularly useful in assessing trade potentials.

In this aspect the Department works closely with the Commerce and Industry Department of Government and the Hong Kong Trade Development Council.

The Department continued under the direction of Mr. S. L. Chung.

Certification

The largest of all the Chamber's Departments, the certification section, once again achieved record figures with more than 151, 989 applications being processed. The Chamber's policy of maintaining a high rate of consignment checking resulted in 21,000 inspections representing a check of 14.5 per cent on all consignments shipped under the Chamber's Certificate of Origin.

It is believed that the consignment checking rate is one of the highest carried out by a Chamber of Commerce in the world.

One of the most important events of the year was the agreement reached in the standardisation of certificate forms. The new forms were introduced in March, 1968. In line with the decision of the Certification Co-ordination Committee, on which the Chamber is actively represented, a central register of factories was introduced and is being updated daily.

The Chamber has continued its policy of having members of the Inspectorate staff attend Commerce and Industry Department study courses on

Left: Chamber Inspectors made 21,000 consignment checks during the year. Here Senior Inspector Dennis Yeung talks to the proprietor of a garment factory.

certification. High examination marks have been achieved by those who undertook the course.

The Department is under the direction of Mr. A.C.C. Stewart.

Public Relations and Advertising

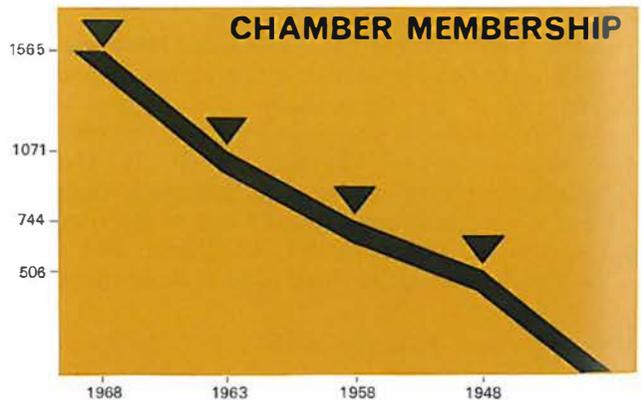
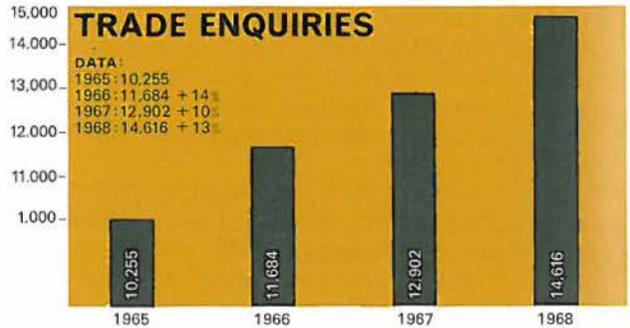
This Department maintained the production of the Chamber's Bulletins and various other publications. The Department was particularly involved in display work and publicity material for the Berlin Import Exhibition 'Partners for Progress'. Continued good relations were kept with Hong Kong's English and Chinese newspapers, radio and television media.

At the end of the year it was decided to change the Chamber's Bulletin into a monthly magazine which would carry advertising, thus allowing the Chamber to increase the number of pages and make changes in the format.

In December the Assistant Secretary in charge of this section, Mr. R.P. Wood, tendered his resignation to take up an appointment with the European office of the Hong Kong Trade Development Council and a replacement is being recruited.

Membership

Membership again showed an increase with 204 new members being admitted to the Chamber bringing total membership at the end of the year to 1,566. The Membership Executive, Mr. P.M. Lam continued with his regular programme of visits to members and called individually on nearly 1,100 of them bringing to the attention of the chamber their comments and suggestions for improving service.





Correspondence from every quarter of the world flows into the Chamber as more business is sought for members and their interests promoted.

1968 DIARY

JANUARY

Japanese Textile Survey Tour (Leader, Mr. Michikazu Tanaka, Osaka City University).
Mr. Kamal A. Bushara, Executive Manager, Gulf Trade Services.

Mr. Parthasay, Chief Assistant, Indian Secretariat of Foreign Trade.
Rt. Hon. Anthony Barber, M.P.

FEBRUARY

Argentine Trade Mission (Leader, Dr. R. Barbagelata).

Mr. Israel Chernomorsky, Tel Aviv.
Mr. N. Ashton Hill, M.B.E., T.D. L.L.B., Director, British Eagle International Airlines Ltd.

MARCH

Indian Steel Export Promotion Delegation (Leader, Mr. F.S. Banji).

Mr. D. Bjorner, leader of the Danish Trade Mission to Hong Kong.

Mr. D. Eybl, leader of the German Intersport Mission to Hong Kong.

Swedish Mission of Pharmacists.
Shellac Export Promotion Delegation.

APRIL

First Marikina Shoe Mission, Philippines (Leader, Mr. Osmundo de Guzman, Mayor of Marikina).

Singapore Trade Mission (Leader, Mr. Soon Peng Yam).

Journey for Perspective (U.S. Student Study Group).

Maryland Port Authority Delegation.
Korean Trade Delegation (Leader, Mr. Lee Sung Pun).

MAY

Mr. Walter Hill, Secretary General, International Chamber of Commerce

Mr. Cyril Webb, Port of London Authority

JUNE

Mr. Nagao Furukawa, Japan Chamber of Commerce & Industry

Maj. A.C. Verma, Joint Divisional Manager, The State Trading Corporation of India, Ltd.

JULY

West Australian Chamber of Manufacturers Group Visit (Leader, Mr. E.G. Smith).

AUGUST

Swedish Trade Mission to Hong Kong.
Mr. R.A. Marsh, Invicta Airway, Mansston, Kent.

SEPTEMBER

Pakistan Textile Sales Mission. (Leader, Mr. Mohammed Hanif).

Queensland Metal Trades Export Group (Leader, Mr. F.A. Campbell, Minister for Industrial Development).

OCTOBER

Mr. David Bradley, Overseas Trade Secretary, Birmingham Chamber of Commerce and Industry.

Portuguese Banking Mission
National Federation of Business and Industry, Japan.

Mr. Waldo M. Skillings, Minister for Development, Trade and Commerce, British Columbia.

British Pump Manufacturers' Mission
Mr. W.N. Pearman, Director, Auckland Chamber of Commerce

Mr. L. Atkinson, C.M.G., O.B.E., Hon. Treasurer, Sydney Chamber of Commerce.

NOVEMBER

Swedish Association for Metal Transforming, Mechanical and Electromechanical Engineering Industries.

Mr. Dennis A.C. Milligan, Managing Director, Pringle of Scotland,

Mr. Touch Tim, Governor, National Bank of Cambodia.

Danish Manufacturers and Wholesalers Mission to Hong Kong.

Mr. C. Dias, M.A. LL.B., Secretary, Ceylon Chamber of Commerce.

DECEMBER

Japan Chemical Fibre Association Palletization Study Team.



Mr. Harry J. Krusz, leader of a United States' student group met the Chairman.



Leader of the Danish Mission, Mr. D. Bjorner, was presented with a memento by the Hon. J. Dickson Leach.



A second Danish mission to visit Hong Kong during the year was welcomed by Mr. P. G. Williams, Chairman of the Chamber's Exports sub-committee.



More than 600 sports goods retailers were represented by members of the German Intersport Group when they visited Hong Kong.



Five members of a Pakistan Textiles Sales Mission discussed the importance of Hong Kong as a market for Pakistan's products.



Mr. Waldo M. Skillings, Minister of Industrial Development, Trade and Commerce, British Columbia, with the Chairman.

OVERSEAS PROMOTIONS



Canada

Both importers and exporters formed a mission to visit Vancouver, Toronto and Montreal during May and June. This was the first two-way trade mission to Canada.



Austria

More than 60 firms were represented at the Vienna International Trade Fair where a delegation of 15 commercial participants displayed samples.



United States

Department store promotions were held in 13 major cities. The Hong Kong team included fashion models, classical dancers, a coeekery demonstrator and a calligrapher.



Germany

Two delegations visited the Federal Republic. Nine local manufacturers displayed at the Nuremberg Toy Fair and thirteen fashion firms took part in the Dusseldorf Fair.



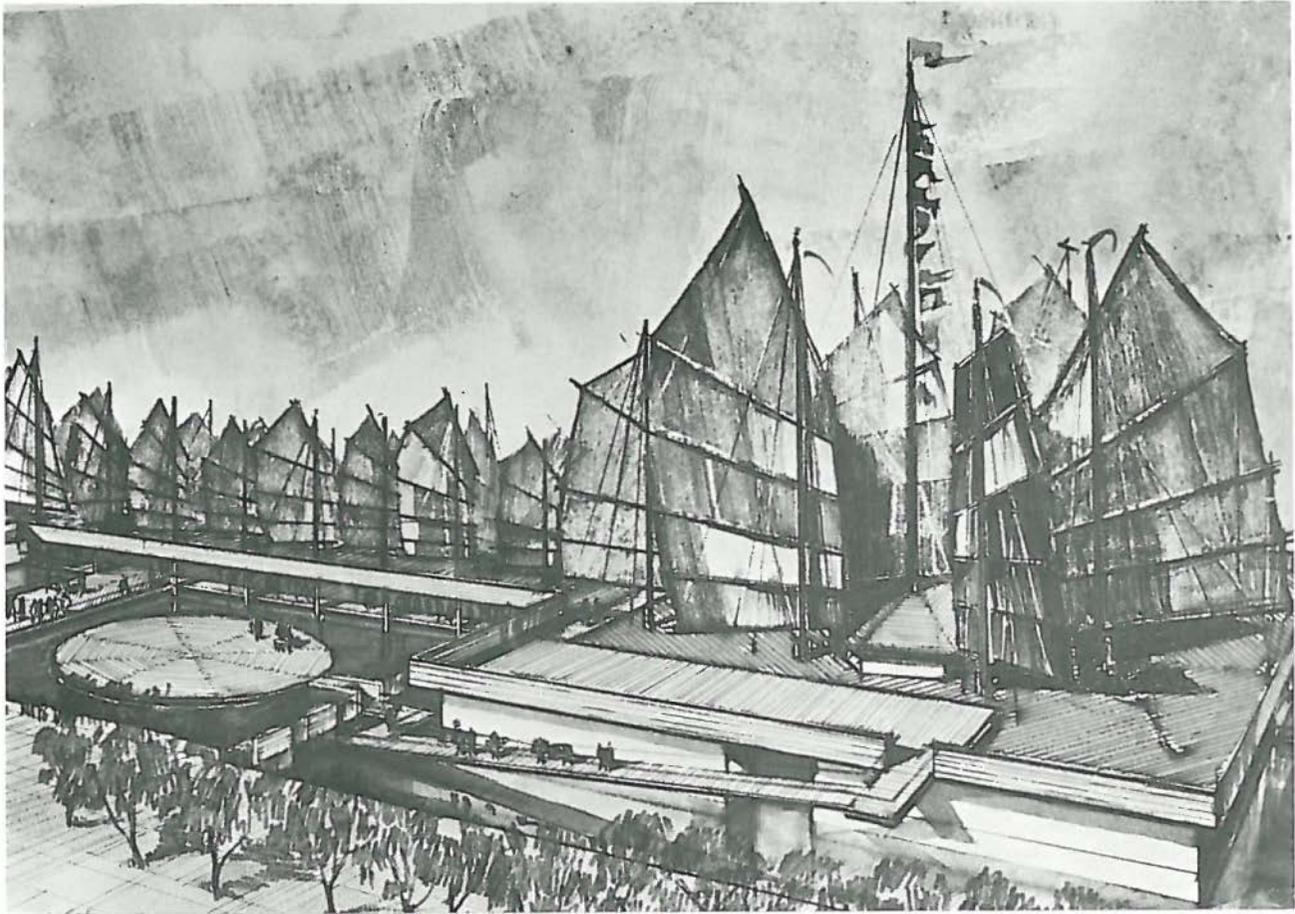
Belgium

A 20-member delegation attended the 41st Brussels International Industries Fair in April. A complete range of Hong Kong products was displayed.



Italy

Hong Kong occupied a 6,000 square foot pavilion at the 46th International Samples Fair at Milan during April. Considerable two-way trade was achieved at the fair.



An artist's impression of the Hong Kong pavilion at Expo '70 to be held in Osaka. The pavilion is one of Hong Kong's most ambitious promotional endeavours to be held overseas. Since this impression was made the architectural drawings have been altered and the number of 'sails' on the pavilion roof reduced.

COMPUTERISED HONG KONG

The three major computer companies represented in Hong Kong are International Computers Limited, International Business Machines and National Cash Register. All operate service bureaux available on a time fee basis.

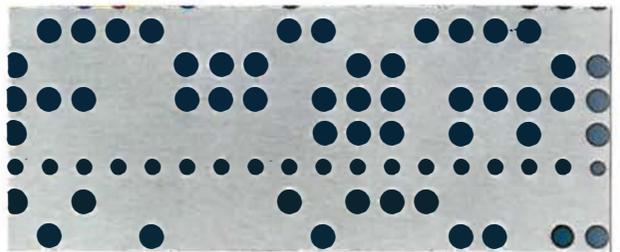
The first computer in Hong Kong was installed in 1962 by the China Light and Power Company Ltd. Since then the Hong Kong Telephone Company Ltd. and more recently the Hong Kong Electric Company Ltd. now use computers. Both major banks have computer installations, with the Hong Kong and Shanghai Banking Corporation operating the largest on-line computer system in South-East Asia. Computers are also in service at the Hong Kong University and the Hong Kong Government. The Government's computer, one of the most sophisticated in Hong Kong, provides statistical material for the Commerce and Industry Department and the Education Department.

Only a few companies other than the utilities have rented or purchased computers for their exclusive use.

It is estimated there are ten computers in the full sense of the word in Hong Kong although there are more than 100 relatively sophisticated calculators.

One drawback to the more extensive use of computers is the shortage of trained staff. Ideally, computer companies prefer to draw their system analyst trainees from people who already have had business experience but because of the lack of people of suitable experience university graduates are being recruited. Training is undertaken locally but more advanced courses have to be held overseas.

There is no shortage of computer programmers, indeed the local companies run the risk of losing their own staff to parent organisations in the United States or Britain.



THE SHAPE OF THE FUTURE

Computers for harbour control? Computers to make out income tax returns? Computers to assist the police? What are the trends in the application of computers in Hong Kong.

As yet their use is being limited mainly to billing and stock control, but computer executives feel they have only touched the fringe of the possible market.

They point out that Singapore and Japan are farther ahead in the use of computers than Hong Kong and feel that admittedly the cost involved in the purchase or hire of a machine is relatively light, Hong Kong businessmen have shown an unusual reluctance to use this time saving equipment.

There are two possible ways to make Hong Kong more computer conscious: one is the adoption of a network of input machines placed in industrialists' or traders' offices that he could use on a time basis, feeding information and questions through his own machine to a central bureau where answers would be calculated. The other is to pool the common needs of several medium sized employers' into a central computer which would issue information on a shared cost basis.

SHIPPING AND THE PORT



As in 1967, the main factor for 1968 was the large increase in shipments to the Americas. The overall increase to the United States was approximately 20 per cent and this was almost entirely to the West Coast which had an increase of nearly 40 per cent over 1967.

The spectacular rise to the West Coast is partially explained by the trend in trade to that area but also by the uncertainty among Hong Kong exporters (and their customers) resulting from the longshore-

men's strike which plagued shipping to the East Coast for the last quarter of the year which is certain to affect shipments to the East Coast in the early part of 1969.

Cargo to the rest of the Americas has also continued to increase. Exporters to North America are covered by more than two sailings per day which is indicative of the volume of trade and competition by shipowners.

To Europe there has been a modest increase of

approximately seven per cent and with the Suez Canal still closed the surcharge on freight has continued to apply. The introduction by the United Kingdom of an Import Deposit Scheme has not affected shipments to Britain.

The volume of trade to Australia remained stable but as there was little Mainland China transshipment cargo, it can be fairly said that Hong Kong exports have increased.

Cargo to East and West Africa showed a small increase but cargo to South Africa was slightly down on last year. Shipments for the more local trades — Japan, Straits, Persian Gulf also increased in 1968.

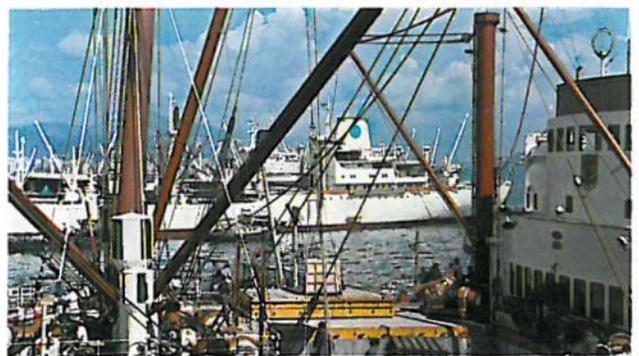
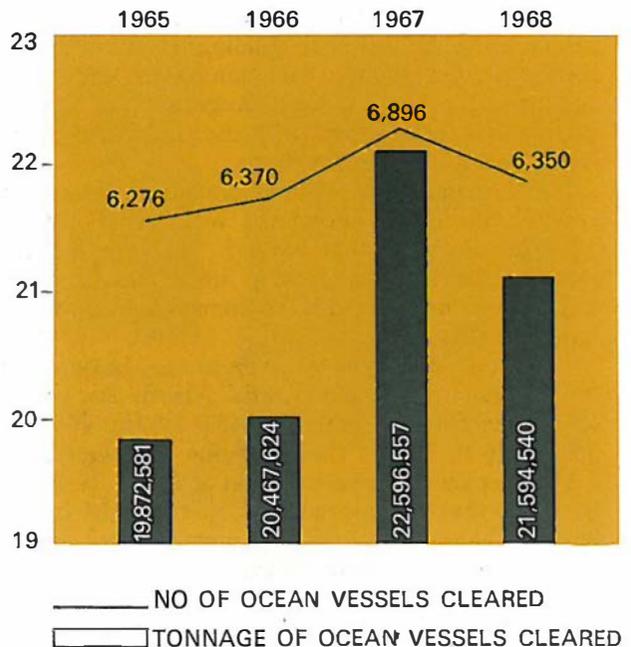
Hong Kong shippers and overseas consignees are showing more interest in unitised shipments. This is especially so in the American and Australian trades where the handling costs at the point of discharge are high. Some shipping lines are now despatching vessels from Hong Kong almost fully unitised.

During 1968, 6551 ocean going vessels visited Hong Kong, compared with 6565 in 1967.

Sale and Purchase

The year was a difficult one in many ways for shipowners and ship operators.

Some owners experienced difficulty in locating remunerative employment for their lower capital older tonnage, partially due to further onerous insurance penalties. At the same time, charterers requiring tonnage of a restricted size and draft often found it difficult to locate the right ships. This has led to a more specialized approach by shipowners, whether in the type of size of ship, or the type of trade in which to operate — whether a bulkcarrier, oil/ore carrier, more conventional type, or container ship or roll-on/roll-off ship for the liner owners.



CIVIL AVIATION

To cope with the ever increasing volume of people using the terminal building, an extension of the departures lounge was completed and work commenced on an extensive programme of modifications, designed to cope with the anticipated traffic from Boeing 747s in 1970.

The number of civil international passenger aircraft movements during the year was 33,536 or 12.28 per cent more than in 1967. To cater for the increase, the terminal parking apron has been enlarged and now provides accommodation for 16 large aircraft.

Carriage of freight by air transport continues to be the field of most rapid growth. The volume handled has increased from 4,780,650 kgs in 1960 to 36,545,926 in 1968. The figure for 1968 represents a 37.84 per cent increase over that of 1967. It should be noted that approximately 77 per cent of freight handled consisted of locally manufactured goods being exported. Hong Kong manufacturers are finding this an effective method of reaching overseas markets. By 1976 the total volume of air freight in and out of Hong Kong may well exceed 200 million kilos a year.

The need to improve facilities has been acknowledged and in September work commenced on a scheme which will increase the covered area of the cargo terminal by 100 per cent, so that it will be capable of dealing with 60 million kilos of freight per annum. It will take one year to complete. The long term needs have not been overlooked, the firm of Dorteck Inc. having been appointed as consultants.

Aircraft Engineering

1968 was another quite busy year for the Hong Kong Aircraft Engineering Co. Ltd. The workload from line maintenance services continued to increase

steadily with more international airlines using Kai Tak, but the trend of airlines in the area to change-over to the modern types of jet aircraft with their higher reliability has led to fewer opportunities for major overhauls of the older piston engine aircraft.

Detail planning was undertaken for the engineering handling of the jumbo jets which are due in Hong Kong in the first half of 1970. Convinced of the necessity to meet future with the most up to date facilities H.A.E.C. has decided to build a large new hangar. With an uninterrupted span of 400 feet it will be the largest in the area and is intended to house present generation subsonic jets and to provide full servicing for Boeing 747. It will also be capable of handling the Concorde when this type is operating in Hong Kong.

With the decline in the piston engined fleets of operators in the Far East increasing emphasis is being placed on the overhaul of the pure-jet and propeller turbine engines which are being introduced into the area in increasing numbers.

One of the most dramatic pictures ever taken of an aircraft over Hong Kong shows this Cathay Pacific airliner approaching Kai Tak runway. This same photograph is used as a mural in the Chamber's boardroom. Below: Maintenance work at the airport.





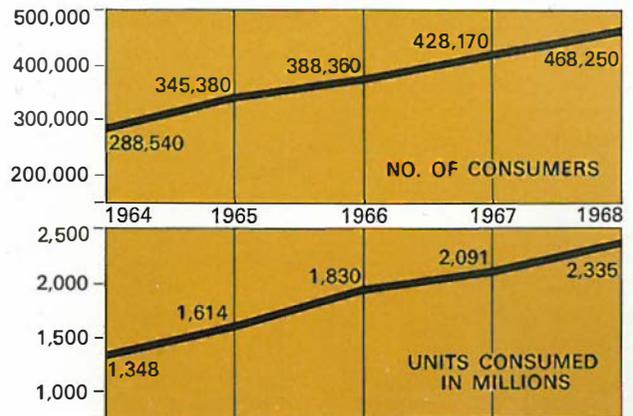
UTILITIES

China Light & Power Co., Ltd.

Hong Kong's first two 120 MW sets are scheduled to supply electricity in 1969. They will be the first of six 120 MW sets at Tsing Yi "A" generating station, to be operated by China Light for Peninsula Electric Power Co. Ltd. The power station at Hok Yuen is now complete, with a capacity of 662 MW.

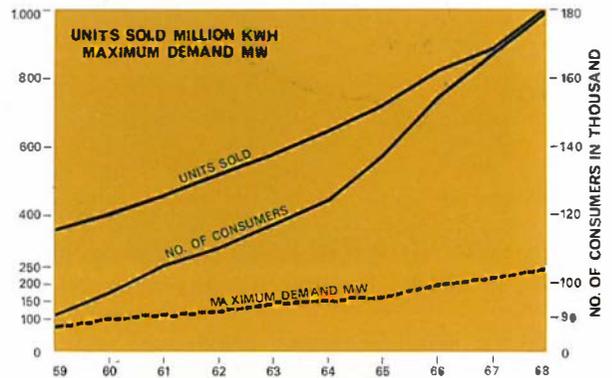
Main transmission is carried out at 132, 66 and 33kV. Primary distribution is effected at 11kV, except on some rural lines which are 6.6kV, local distribution is at 346 V 3-phase and 200 V single phase, with a master-controlled frequency of 50 cycles.

A computer installation handles the increasing billing work.



The Hong Kong Electric Co., Ltd.

With the commissioning of the second 60 MW unit on 31st December, 1968, the new generating station at Ap Lei Chau now has a capacity of 120 MW. The Bowen Line, one of the three new 66 kV (later to be 132 kV) overhead lines, was commissioned in February 1968 and the other two lines are expected to supply electricity in 1969. The maximum demand rose to 251 MW and the units sold increased to 983.9 million kWh, an increase of 14.2 and 10.53 per cent over the corresponding figures for 1967. During the year, the number of consumers increased by 11,617 to 179,993, an increase of 6.9 per cent.

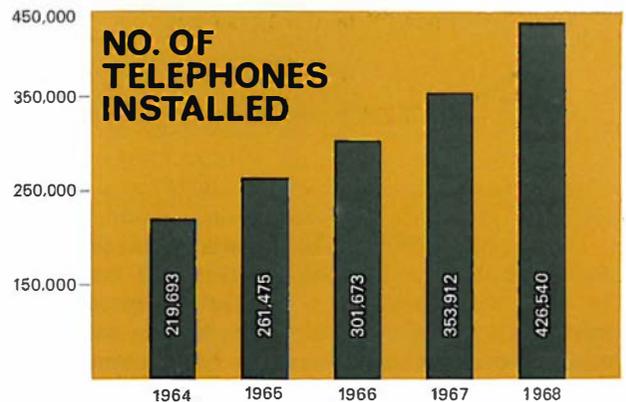


Hong Kong Telephone Co. Ltd.

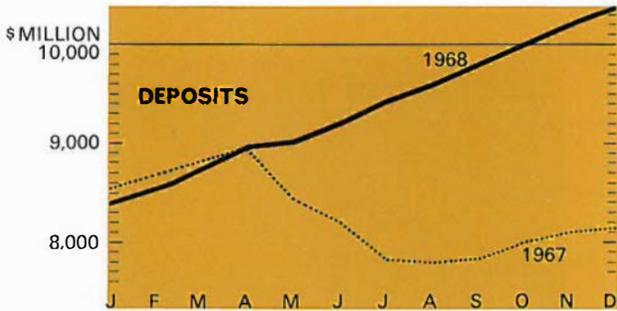
The total number of telephones installed in Hong Kong exceeded 426,000 by the end of 1968, equal to approximately 11 per 100 of population, the highest penetration figure of any country in Asia apart from Japan. Over the past decade, the increase rate for installing telephones has been the highest in the world.

During the 1968 the Telephone Company achieved an all-time record net gain in exchange lines of 63,441 as compared with 45,113 during the previous year.

Five new exchanges were commissioned during the year together with extensions to existing exchanges and associated cable schemes. The total figure of added lines in exchanges during 1968 exceeded 100,000. Two new exchanges were under construction at the end of that year.



BANKING



confidence and of a significant increase in industrial production and exports.

Notes in circulation showed a slight contraction during the year as the population returned currency notes to the banks. In consequence the total figure at the end of the year was \$2,130,525,672 as against a circulation of \$2,307,657,124 at the beginning of the year.

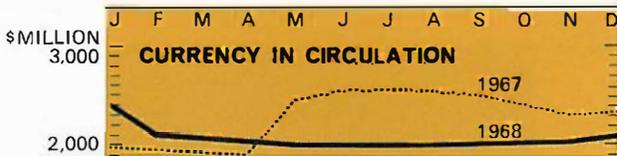
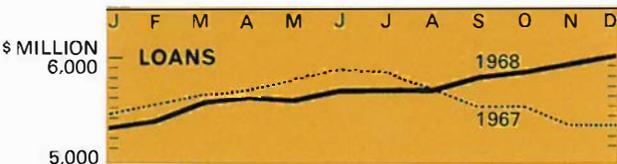
Foreign Exchange

The first quarter of the year was over-shadowed by the uncertainties following the devaluation of sterling in November 1967 and subsequently the gold crises in the Spring. Closure of many overseas foreign exchange markets forced the suspension of exchange dealings in Hong Kong for a few days in mid March until the announcement of the two-tier gold price system brought some return of confidence to the markets. London and most European exchange markets again closed for some days in November during the currency crises over the French franc and possible revaluation of the Deutsche mark.

The Colony's traders have as a result of these uncertainties been paying close attention to exchange cover for their foreign business. Banks have at times had to extend substantial cover in forward sterling to exporters, the cost of which has increased during the year; for importers, new arrangements were adopted making it obligatory to cover exchange where the import was to be financed by means of foreign currency usance bills.

Deposits

There has been a very large increase in deposits which rose at an astonishing rate throughout the year from \$8,161,000,000 at the beginning to the record figure of \$10,367,000,000 at the end of 1968.



The year 1968 brought its own special problems but generally the banking industry has been able to deal with them in a satisfactory manner. It has been a period notable for the way in which the effect of overseas economic crises has been mitigated to a large extent by a broadly based resurgence of



Rain splashed pavements mirror the coloured lighting in Hong Kong's Central District to produce this contrasting photograph of three major banking houses. The banks shown are the Hong Kong and Shanghai Banking Corporation, the Chartered Bank and on the extreme right, the Bank of East Asia.

Loans and advances have not increased to the same extent with the result that banks liquidity positions are generally good. The total advances of \$5,343,000,000 at 31st December 1967 rose to \$6,038,000,000 a year later and banks generally reported a lack of demand from good borrowers although there were signs towards the year end that this situation might well change in 1969.

Interest Rates

The continued unsettled conditions in overseas financial centre have resulted in high rates generally, particularly in the U.S.A. where rates have hardened during the year. In spite of a reduction in the U.K. bank rate to seven per cent during the year, market rates have fluctuated widely ending the year on an upward trend. This factor, together with the high U.S.A. rates, has created problems in the Colony where local deposit rates and lending rates have also remained high in spite of the easier money conditions which have existed in Hong Kong for the second half of the year.

U.K. Import Deposit Scheme

The very fact that the Colony's banking system was highly liquid enabled prompt action to be taken by banks to assist their exporting customers in overcoming some of the adverse effects on the Colony's exports as a result of the U.K. import deposit scheme. It is hoped therefore that U.K. connections will be able to maintain or even increase the volume of orders with Hong Kong's factories.

Generally speaking the banking industry had a very satisfactory performance in 1968; no new banking licenses were issued and the total number of banks remained 75. Branching activity continued to increase the number of banking offices so that the total spread throughout the Colony was 349 at the end of the year compared to 331 at the beginning of 1968.

INSURANCE

Insurance in 1968 followed the trade and industry of the Colony and boom conditions were evident. At the end of the year 147 companies were registered with the Insurance Associations and keen competition continues to have a stimulating effect on the insurance market.

One ocean hull of Hong Kong registry became a total loss during the year when the "Yung-futary" went ashore on the coast of mainland China in July. Pleasure craft and other light vessels moored in the local anchorages were fortunate to escape almost unscathed when typhoon "Shirley" scored a direct hit on the Colony in August.

Cargo Loss

Local insurers did however become heavily involved in the loss of the rice cargo on board the "North Queen" which caught fire and sank on a voyage from the Gulf Ports to Hong Kong in the early part of the year.

In an effort to assist the working party set up to arrange simpler export documentation, insurers introduced a standard marine insurance application and certificate for use in the aligned series of documents.

Although the total number of fire calls were less than in 1967, fire claimed many lives during the year; 19 people died in one blaze which swept through a five-storey tenement building in Kowloon. Carelessness in discarding cigarettes continues to be the prime cause of fire but unauthorised tampering with electrical appliances is still a serious problem. A disastrous outbreak occurred in the Kwong Loong Tai factory building where the cost to insurance companies is expected to exceed \$2.5 million. A fire which broke out in a bank premises raged for six hours before it was brought under control. A substantial part of this loss is understood to be uninsured and it is evident that the public require

further education in the advantages and need of insurance, even in buildings of superior construction.

Workmen's Compensation

The legislation relative to Workmen's Compensation is again being examined by Government and proposals for amending the existing provisions are anticipated shortly. Insurers will be unable to absorb the proposed increases in liability within the existing rate structures and the cost of insurance protection is therefore likely to rise.

Vehicle Insurance

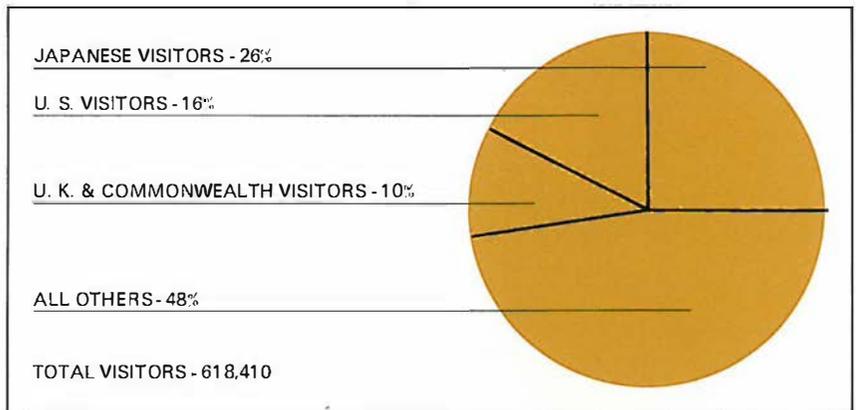
An increasing source of damage to vehicles stems from the lack of adequate parking facilities and owners are forced to leave cars parked on public roads overnight. It is difficult to obtain precise details of the cost of claims for parked vehicles but if this disturbing trend continues re-adjustments in underwriting and rating may be necessary.

On the life side the market has continued to expand and there is every indication that group retirement schemes have gained in popularity. In general Hong Kong employers agree that retirement benefits should be funded in the same currency as day to day earnings whereas individual lives have tended to favour endowment policies in U.S. currency.

One of the newest buildings to emerge in Hong Kong is the office of the American International Assurance Co. Ltd. Set apart from the main commercial district on Hong Kong Island, the new building is a striking landmark.



TOURISM



The graph at the top illustrates the origin of visitors to Hong Kong. This year the pattern of visitors has changed as the percentage of travellers from other South-East Asian countries coming to Hong Kong has risen dramatically.

The graph above shows the peak periods for visitors to Hong Kong.

Principal developments by the Hong Kong Tourist Association in 1968 included new arrangements with Cathay Pacific Airways for representation in the United States; the opening of an office in Geneva with associated increases in efforts in the European market, and a strong move into the area of youth market promotion.

European efforts included a 100-day tour of principal cities with a mobile exhibition unit, and joint sponsorship with BOAC of familiarization visits to Hong Kong by United Kingdom travel agents.

In the vital youth market, especially in North America, the Tourist Association has initiated a scheme using Hong Kong students studying abroad. They are supplied with up-to-date information, brochures, slides and films where possible to tell the Hong Kong story in their own environments.

Air-conditioned tour buses were once a local luxury item, but today's trend reveals numerous tour operators are having their coaches and mini-buses air-conditioned.

Shopping continues to be one of the prime attractions in Hong Kong for people of all nationalities. New shopping complexes developed include arcades in the Star Building adjacent to the Star Ferry terminus on Kowloon and in the Hotung Building at the corner of Peking and Hankow Roads, Kowloon.

The pagoda has always symbolised the East, at least to the minds of the tourists and of course Hong Kong has to live up to its reputation of always catering for the visitor; hence this pagoda sited strategically in a top tourist calling point, the Tiger Balm Gardens.



TEXTILES

Hong Kong's success in textiles lies in its ability to purchase textile fibre at the best price from the best market, the use of superior equipment and the dexterity of its workforce.

This basic rule remained unchanged during the year and its effectiveness was proved by the satisfactory results achieved.

One of the most significant changes in the year, however, has been the gradual increase in the use of synthetic fibres. Nine cotton mills adapted a percentage of their spindles to the spinning of polyester/cotton and polyester/viscose yarn for weaving into shirting and other fabrics. Because of the ever growing demand it is felt that 1969 will see an even greater usage of synthetics.

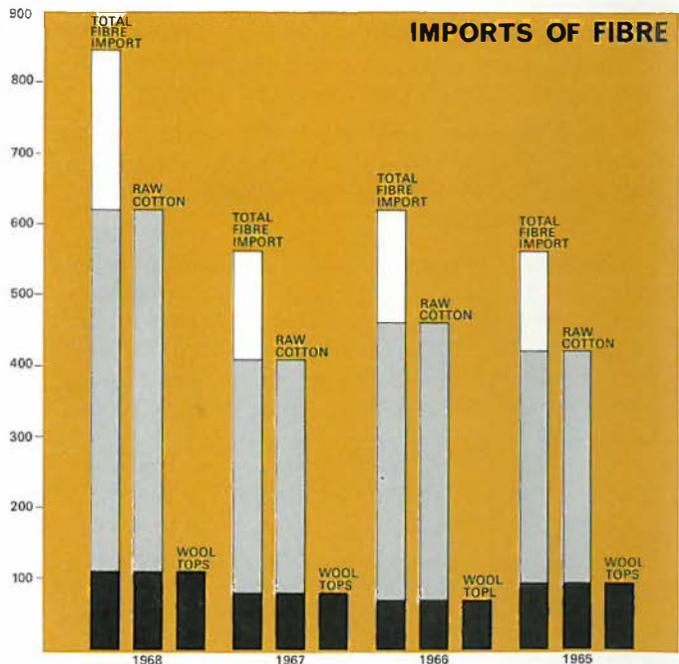
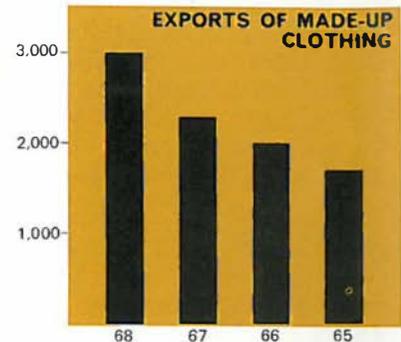
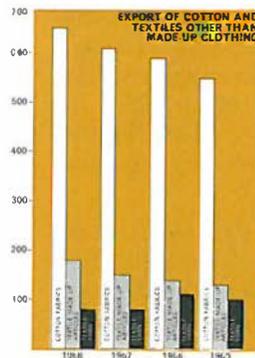
The dyeing, printing and finishing industry concentrated mainly on developing multi-colour screen and roller printing, pre-shrinking processes, polymerizing for drip-dry fabrics and finishing of synthetic materials.

There was a slight decline in the cotton knitting industry where production is mainly shirts, gloves and undergarments.

Made-up Garments

The satisfactory increase of 22 per cent in the export of made-up garments is undoubtedly due to the improvement of Hong Kong's image overseas as a quality manufacturer.

The ever increasing range of garments produced by Hong Kong manufacturers has brought with it a growth within the industry of an additional 70 more factories bringing the total industrial undertakings in this field to 1,549. There has also been an increase in the labour force, bringing this to a total of 83,638.





INDUSTRIAL REVIEW

In describing the wide range of products made in Hong Kong the words were once coined, "from an abacus to a zither." While it is doubtful if zithers were ever made locally, the manufacture of the abacus has been taken a stage further to embrace the production of highly complex computer components.

It is in this light of greater sophistication and higher quality that the year's trading figures are best reviewed, for although textiles remain the mainstay of the Colony's economy the proportionate share of all other manufactured goods with only a few exceptions, has continued to rise.

Plasticware

The production of plasticware retained its position as the second largest industry both in terms of employment and export earnings. The biggest achievement in this industry has been the remarkable success enjoyed by Hong Kong made toys. Here the export figures increased by 43 per cent to make toys responsible for almost ten per cent of all export sales.

Undoubtedly this figure has been achieved by the production of quality items coupled with imaginative design and although the industry is highly vulnerable to seasonal criticism from overseas, the value of the year's total sales at \$722 million tells its own success story.

The export of plastic flowers continued to rise but their percentage share of the total trade has fallen. The overall increase of \$20 million brought \$308 million into the industry during the year.

This figure, however, is considered to be far from disappointing. While much of the inexpensive pieces are now being made in Taiwan, the Hong Kong manufacturers have carried out vast improvements not only in making moulds but in

the actual chemical work of creating brilliant hues. A new infant side-line plastic flower industry is the creation of feathered flowers. Here, demand exceeds production.

The more traditional plastic items such as buckets, dust pans and scoops find their main outlet within South-East Asia. Freight costs and the relatively low labour factors involved make this generally an uncompetitive item outside the region.

Wigs

After what can only be described as a sensational entry into the market and then an equally sensational set back, the wig industry has now settled into a competitive but steadier market.

Demand from the United States appears to have reached a peak although European buyers are increasing their orders. There is a slight tendency to move over to the use of synthetic hair. Here again, increasing competition came from South Korea and Taiwan.

At present there are some 151 wig factories employing about 12,000 workers and many manufacturers feel that the day of the small family wig manufacturer is almost over and the industry has to combine into large units if it is to continue to flourish. Overall, wig sales went up by 61 per cent to earn a total of \$318 million.

Rattan

Surprisingly, the export of rattan articles (excluding furniture) dropped by 10 per cent against the 1967 total. This was an industry which between 1964 and 1965 almost doubled its sales reaching a value of \$124 million in 1967. The 1968 figure dropped to HK\$111 million.

Transistors and Transistor Radios

Backed to a considerable extent by overseas investment, the transistor radio industry and the



Top left: Ship repairing and engineering continues to be a principal industry. Below: One of the most successful of Hong Kong smaller industries is the manufacture under licence of air conditioners. Top right: Television production epitomises the sophistication of the domestic electronic industry. Below: High quality colour reproduction has earned the printing industry a justifiably high reputation.

production of transistor and electronic components was, only a few years ago, considered to epitomise Hong Kong sophistication and quality. Today, it is as much a part of the local scene as the manufacture of electric torches or wigs. The industry has shown steady increases over the past five years and now, like toys, accounts for almost 10 per cent of Hong Kong's total trade, last year earning some \$467 million.

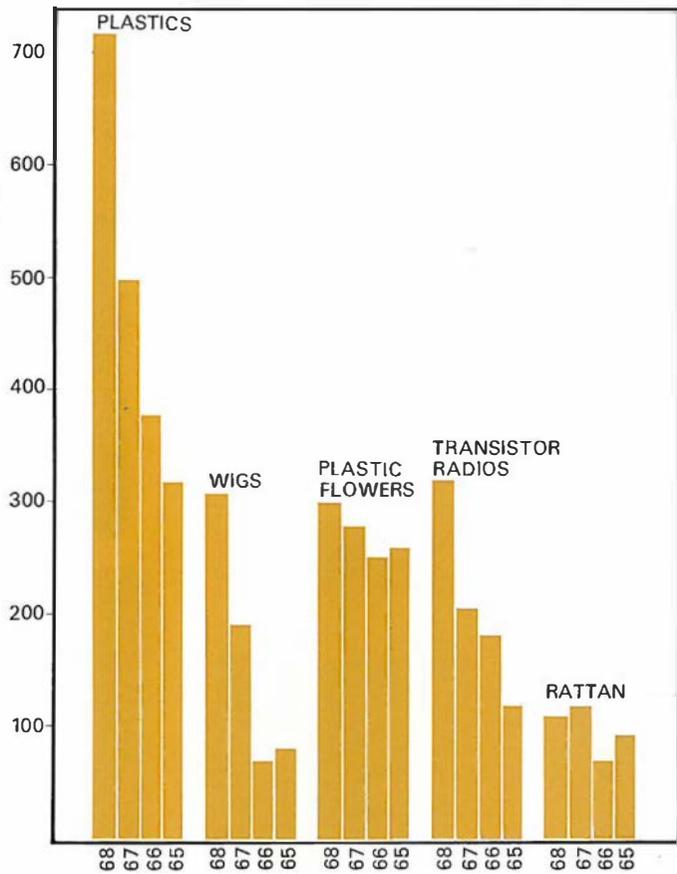
At present there are four factories making silicon transistors, six involved in computer components and 18 factories producing radio components and sub-assemblies. The number of factories turning out transistor radios increased during the year from 43 to 63.

The industry's growth rate reached its peak in 1965 and 1966, drawing back slightly in 1967 and now increasing once again with total sales up 31 per cent on the previous year. Recently it was announced that the Hong Kong subsidiary of one American company had outgrown its parent in terms of turn-over.

Miscellaneous

In the introduction to this review the range of Hong Kong products was described as being from an abacus to a zither. In reality the range is much wider than this: yacht building, for example contributed \$27 million to the local economy; travelware and handbags earned \$125 million while the sale of carved and rattan furniture made a record \$60 million.

Although figures are not obtainable, Hong Kong printers have earned fame with the quality of their work to such an extent that high class art books are produced locally for European and Australian publishers. It has been claimed that Hong Kong consumes more paper than anywhere else in South-East Asia.



This graph shows the progress and diversity of the many products manufactured in Hong Kong. As can be seen, plastics remain to the forefront but the newer industries such as transistor radios and wigs are now holding a satisfactory position.

ANNUAL GENERAL MEETING & ACCOUNTS

At the Annual General Meeting held on 25th March, 1968, the Report and Accounts were presented by the Chairman, the Hon. J. Dickson Leach O.B.E. Below is a summary of his speech.

The Report and Accounts for the year ending 31st December 1967 are in your hands and, with your permission I will take them as read.

Attractive rates of taxation are essential in Hong Kong if we are to avoid an outflow of the capital that is continuously required for development and for this reason we particularly welcomed in the 1967 budget the reduction in the maximum rate of Estate Duty to 25 per cent. I trust that the Financial Secretary will soon be able to achieve his declared aim of bringing this rate down to the level of the earnings and profits tax.

As we know, Government has a large amount of labour legislation in course of preparation at the present time and the Chamber welcomes the appointment of an adviser to the Commissioner of Labour to help in the drafting of new labour laws. I must stress again what has been said by me and others in various places that, for the drafting of labour laws for Hong Kong, there are grave dangers in endeavouring to do so on the basis of practices ruling in other countries. Hong Kong's labour laws must be attuned to our own special circumstances and must take due note of the requirements both of local industry and our labour force.

I trust that the opportunity will also be taken for amendment of the laws regarding night work, so that the shift work which is essential for the economic use of expensive machinery can be arranged. Our industry must remain competitive in world markets and to do this we should make sure that the use of the most modern machinery is not handicapped by out of date labour legislation. Shift work for women has been recognised in the labour legislation of the U.S.A. and various European countries including the United Kingdom in certain categories.

At the initiative of the Employers' Federation the Chamber is now taking part in joint discussions on labour matters with the Employers' Federation, the Federation of Hong Kong Industries and the Chinese Manufacturers' Association. I am sure these discussions will prove useful and assist Government in the early implementation of labour legislation.

Containerisation

The modern trend towards containerisation brings with it the problems of land and suitable equipment for loading and off loading. The costs involved are high and I am pleased that Government, upon the recommendations of the Container Committee, have already gone part of the way by reserving a site at

Kwai Chung for a container terminal. Whilst reservations are still held as to whether containerisation will prove to be suited to Hong Kong's special needs it must not be forgotten that the requirements of our customers abroad also require to be studied. If they wish or insist upon their goods being shipped by container Hong Kong is in danger of being bypassed if we cannot meet much demands. However, I share the views of Mr. Ross expressed in the Budget debate at Legislative Council that "we are still not very much nearer a decision about whether to build one or not, but this is not a reason for doing nothing in the meantime"

Shipping developments lead naturally on to the question of typhoon shelters. Hong Kong has been lucky over the past two typhoon seasons in that the majority of storms have passed us by. This luck cannot hold for ever and the Chamber welcomes the progress made during the year in completion of the breakwaters at Aberdeen.

The Interim Report of the Inland Revenue Ordinance Review Committee contained a number of recommendations which were not accepted by members of our Taxation Sub-Committee. The Report has been carefully examined and suitable representations have been submitted to Government. I would stress that the Chamber welcomes any measures which will ensure the proper and rightful collection of taxation due under the existing legislation and has no time for those who evade their responsibilities in this direction.

Dependents' Fund

The Dependents' Fund launched by Mr. Herries on behalf of the Chamber last July, saw a magnificent response from members and others when a sum of \$917,480.53 was quickly subscribed. Coming so soon after the launching of the Police Education Fund, this clear demonstration of how firmly the commercial and industrial community stood behind the forces of law and order was most gratifying.

It has been possible for the Chamber to ensure suitable provision for the dependents of police and other officers killed and to give appropriate assistance to the families of bachelor officers.

The many crises of 1967 placed a heavy strain on all the staff of the Chamber. I wish to record our sincere thanks to each one of them in being able to rise to the occasion at all times. Members are reminded that the services of the Chamber are always available and I am sure that any request for assistance on their business problems will receive prompt attention.

In conclusion I would express to my colleagues on the General Committee and the Sub-Committees my appreciation for all the help and assistance they have so freely given during my year of office.

Seconding the adoption of the Report and Accounts, Mr. H. Hefti of Ed. A. Keller & Co., Ltd. said:

It is a pleasure to rise and second the adoption of the Report and Accounts for 1967. None of us, I think, will ever forget 1967 with its disturbances, devaluation and revaluation as well as once again severe water-shortage. I for one am certainly glad that it is all over.

In spite of all these handicaps and judging from a number of published balance sheets, local business had once again successfully weathered a storm and we can only hope that the years ahead are going to be less turbulent. I understand that additional labour legislation is under preparation and it is to be hoped that the Chamber is given a chance to express their views as well. It seems to me that there is a lot of legislation affecting business in general which should be simplified in the interests of everybody. This organization has a large membership and is powerful. We are also lucky to be represented on the Legislative Council and I feel that an attempt should be made to simplify some of the Ordinances. As a few examples, I would like to mention the following:

Probably most of us have had the unfortunate experience of losing money on bad debts. To prosecute a debtor is extremely complicated and often hardly worth it since the legal fees involved are usually out of proportion and it also takes much too long. Creditors even have the privilege to pay for board and lodging charges at Stanley. Present legislation in many cases encourages small debtors not to fulfil their obligations. Surely, a simpler and quicker procedure could be found. There is also the problem of cheques which bounce and in my opinion all such cases should be prosecuted by the police.

I am sure a number of the members would welcome the setting up of an efficient Credit Information Bureau which could also specialize in the collecting of long overdue accounts and the Chamber might be prepared to co-ordinate matters until such a neutral Bureau can work independently.

Trade-mark registrations are likewise very complicated and time-consuming and also invariably requires that services of solicitors. Here again simpler legislation is indicated and would allow firms to attend to such matters themselves.

Receipt stamps are still required on "provisional" receipts. Most firms I know, have a collection system which necessitates provisional receipts before a final receipt is sent out and it seems illogical to pay twice for what is in effect one transaction. There seems to be an awful lot of licence require-

ments, all expiring at different dates: Business Registration, Importers and Dealers licences for a number of dutiable commodities like Liquors, Tobacco, Hydrocarbon Oils, Table Waters, Methyl Alcohol, also for import of radios etc. Surely, these could be incorporated as required in the Business Registration and Government might for a change be able to reduce staff.

Minimum Restrictions

Compared to other places, Hong Kong as a free port has a minimum of regulations and red-tape affecting normal trade but there is a tendency towards an increase which we should fight.

Likewise, we have to be careful that there is no duplication of effort and therefore waste in our trade promotion. Various organizations like The Trade Development Council, The Federation of Hong Kong Industries, The Chamber of Commerce etc. have the same or similar aims and a situation must be avoided as in the case of ambulances which are despatched by the Fire Brigade as well as police only to find they were beaten to it by The Red Cross or St. John's Ambulance.

Since some of the agencies are obviously overlapping there might well be a necessity of re-thinking and put down the immediate and future aims and authority of this Chamber. It would certainly not be in the interest of members to maintain this organization as a clerical clearing house only for licences etc.

Tourism remains one of Hong Kong's largest money-earners and our visitors must be frequently quite confused about our currency . . . to standardize sizes and colours of bank-notes would be an improvement and there is probably also some merit in the suggestion to have \$50. notes. It would speed up cash transactions in every sphere of business particularly also at the race course and firms with large pay-rolls would no doubt save a lot of time.

I am well aware of the fact that the Chamber does not and cannot put down certain regulations. Nevertheless, I think during last year's interruption of public transport a recommended guide-line to members as to compensation to staff members would have been welcome. This sort of thing might be worked out with the Employers' Federation. More uniformity of action by member firms avoids discontent and in this connection a survey by the Chamber of salaries for office workers with certain recommendations would also not be amiss.

I would conclude my remarks with an expression of thanks to the staff of the Chamber who are coping successfully with an ever increasing workload and now have pleasure in formally seconding the adoption of the Report and Accounts for 1967.

THE HONG KONG GENERAL

BALANCE SHEET AS AT

1967			HK\$
	GENERAL FUND		
\$1,009,832	As at 31st December, 1967	\$1,063,243.80	
53,412	Add: Excess of Income over Expenditure for the year	81,642.18	\$1,144,885.98
<u>\$1,063,244</u>			
	RESERVES		
200,000	Trade Promotion	\$ 200,000.00	
35,000	Fluctuation in Value of Provident Fund Investments	37,000.00	237,000.0
<u>\$ 235,000</u>			
\$ 42,220	STAFF HOSPITAL AND SURGICAL EXPENSES FUND		45,000.00
	CURRENT LIABILITIES, PROVISIONS AND RECEIPTS IN ADVANCE		
44,127	Staff Superannuation Fund	\$ 120,360.09	
45,000	Leave Passages	31,000.00	
136,772	Creditors	28,069.88	
298,400	Subscription for 1969 received in advance	339,600.00	519,029.97
<u>\$ 524,299</u>			
	 M.A.R. HERRIES <i>Chairman</i>		
	G.M.B. SALMON <i>Vice Chairman</i>		
	J.B. KITE <i>Secretary</i>		
	LOWE, BINGHAM AND MATTHEWS <i>Chartered Accountants,</i> <i>Treasurers.</i>		
 <u><u>\$1,864,763</u></u>			 <u><u>\$1,945,915.95</u></u>

We have examined the above Balance Sheet and have obtained all the information necessary for our audit.
In our opinion the Balance Sheet is properly drawn up so as to exhibit a true and correct view of the financial position of the Corporation in its
Commerce's affairs as at 31st December, 1968 according to the best of our information and belief.
HONG KONG, 28th February, 1969.

CHAMBER OF COMMERCE

31ST DECEMBER, 1968

<u>1967</u>			<u>HKS</u>
	FIXED ASSETS		
	Property — R.B.L. No. 588		
	At cost less amounts written off per last Account	\$ 12,700.00	
\$ 12,700	Less: Amount written off	1,900.00	10,800.00
	Furniture and Fittings — at cost less amounts written off . .		
		<i>Office</i>	<i>Staff quarters</i>
	As at 31st December, 1967	\$ 93,000.00	\$ 46,000.00
	Additions during year	43,579.58	3,751.48
		<u>\$136,579.58</u>	<u>\$ 49,751.48</u>
	Less: Sales	530.00	8,700.00
		<u>\$136,049.58</u>	<u>\$ 41,051.48</u>
	Less: Amounts written off	27,049.58	15,751.48
		<u>\$109,000.00</u>	<u>\$ 25,300.00</u>
<u>139,000</u>			<u>134,300.00</u>
<u>\$ 151,700</u>			<u>\$ 145,100.00</u>
	INVESTMENT		
	\$157,000 Hong Kong Government 3½% Rehabilitation Loan		
	1973/78 at cost	\$141,180.22	
\$ 101,180	Less: Provision for Diminution in Value	43,000.00	98,180.22
	(Market Value as at 31st December, 1968 — \$98,910)		
	CURRENT ASSETS		
	Stock on Hand — Stationery and Supplies as certified by the		
	Secretary	\$ 13,804.77	
\$ 13,296	Debtors	109,977.13	
136,064	Prepayments	4,825.50	
4,471	Deposits	4,385.00	
4,385	The Hongkong and Shanghai Banking Corporation		
	Fixed Deposits	\$580,000.00	
470,000	Call Deposits	370,000.00	
330,000	Current Account	<u>21,481.83</u>	971,481.83
59,173	Fixed Deposits with Wayfoong Finance Ltd.	590,000.00	
590,000	Cash in Hand	8,161.50	1,702,635.73
4,494			
<u>\$1,611,883</u>			
<u><u>\$1,864,763</u></u>			<u><u>\$1,945,915.95</u></u>

Information and explanations we have required.

to give the true and correct view of the state of The Hong Kong General Chamber of Commerce and the explanations given to us and as shown by the books of the Chamber.

(Signed) PEAT, MARWICK, MITCHELL & COMPANY
Chartered Accountants.

CHAMBER OF COMMERCE

THE YEAR ENDED 31ST DECEMBER, 1968

1967	INCOME	HK\$
\$ 555,400	Members' Subscriptions	\$ 599,200.00
1,307,410	Fees	1,490,270.00
21,561	Other Income	13,914.31
73,319	Interest	73,764.21
<u>\$1,957,690</u>		<u>\$2,177,148.52</u>

SUB-COMMITTEES

ARBITRATION & SURVEYS

Hon. M.A.R. Herries, O.B.E., M.C.,
R.P. Parcell, M.B.E.,
E.J.S. Tsu

ACCOUNTANTS' ADVISORY

Thomas Le C. Kuen & Co.,
Lowe, Bingham & Matthews,
Peat, Marwick, Mitchell & Co.,
Wong Tan & Co.

CERTIFICATION

Hon. Fung Hon Chu, O.B.E.,
B. Johnson
L.H. Williams
J.C.B. Slack

EXPORTS

P.G. Williams
A.C.W. Blaauw
N.J. Booker
Henry Fung
N.P. Pavri
H. Schneider
N.A. Ebrahim
J. Greenwood

IMPORTS

J.J.G. Brown
D.P. Inglis
R. Burrell, D.F.C.
A.J. Dodd
H. Hefti
R.P. Parcell, M.B.E.
C.F. Von Sydow
G.H.P. Pritchard

LEGAL

P.J. Griffiths
F.G. Nigel
G.E.S. Stevenson
W. Turnbull, Jr.

PUBLICATIONS

G.M.B. Salmon
D.A. Adkins
J. MacKenzie

SHIPPING

A.G.S. McCallum
H.D. Carl
M.J. Connor
R.M. Hall
H. Hennig
D.K. Newbigging
D. Reid
B.G.W. Weldon
S. Lee

TAXATION

J.B. Hart
B. Johnson
K.A. Miller
P.A.L. Vine
P.C. Wong

TEXTILES

Hon. M.A.R. Herries, O.B.E., M.C.,
Hon. S.S. Gordon, C.B.E.
H.T. Liu
R.P. Parcell, M.B.E.
Y.T. Tsoong
E.J.S. Tsu
F. Tien
T.K. Ann

TRADE WITH CHINA

I.H. Kendall
M. Curran
R.P. Parcell, M.B.E.
W. Russel
E. Petersen
H. Schneider
G. McBain
J.J.G. Brown
D.P. Inglis

OFFICERS OF THE HONG KONG GENERAL CHAMBER OF COMMERCE

YEAR	CHAIRMAN	FIRM	VICE-CHAIRMAN	FIRM
1861	Alexander Percival ..	Jardine, Matheson & Co.	W. Walkinshaw	Turner & Co.
1862	James MacAndrew ..	— do —	C. W. Murray	Briey & Co.
1863	J. J. Mackenzie ..	Dent & Co.	C. F. Still	Liyall, Still & Co.
1864	H. B. Gibb	Gibb, Livingston & Co.	H. B. Lemann	Gilman & Co.
1865	H. B. Lemann	Gilman & Co.	H. B. Gibb	Gibb, Livingston & Co.
1866	John Dent	Dent & Co.	P. Ryrie	Turner & Co.
1867	P. Ryrie	Turner & Co.	W. Nissen	Siemssen & Co.
1868	P. Ryrie	— do —	G. J. Helland	J. Burch & Co.
1869	W. J. Bryans	— do —	G. J. Helland	— do —
1870	W. Keswick	Jardine, Matheson & Co.	J. B. Taylor	Smith Archer & Co.
1871	P. Ryrie	Turner & Co.	A. Zimmern	Reiss & Co.
1872	P. Ryrie	— do —	L. Kahn	— do —
1873	P. Ryrie	— do —	L. Kahn	— do —
1874	P. Ryrie	— do —	James Crieg	Hongkong & Shanghai Bank
1875	P. Ryrie	— do —	James Crieg	— do —
1876	P. Ryrie	— do —	W. Keswick	Jardine, Matheson & Co.
1877	W. Keswick	Jardine, Matheson & Co.	H. H. Nelson	Chartered Mercantile Bank
1878	W. Keswick	— do —	H. L. Dalrymple	Birley & Co.
1879	W. Keswick	— do —	H. H. Nelson	Chartered Mercantile Bank
1880	W. Keswick	— do —	H. H. Nelson	— do —
1881	W. Keswick	— do —	P. Ryrie	Turner & Co.
1882	F. B. Johnson	— do —	H. L. Dalrymple	Birley & Co.
1883	F. B. Johnson	— do —	P. Ryrie	Turner & Co.
1884	W. Keswick	— do —	P. Ryrie	— do —
1885	W. Keswick	— do —	P. Ryrie	— do —
1886	P. Ryrie	Turner & Co.	A. P. MacEwen	Holiday Wise & Co.
1887	P. Ryrie	— do —	A. P. MacEwen	— do —
1888	P. Ryrie	— do —	J. Bell Irving	Jardine, Matheson & Co.
1889	P. Ryrie	— do —	J. Bell Irving	— do —
1890	E. Mackintosh	Butterfield & Swire	A. P. MacEwen	Holiday Wise & Co.
1891	E. Mackintosh	— do —	J. J. Keswick	Jardine, Matheson & Co.
1892	E. Mackintosh	— do —	J. J. Keswick	— do —
1893	J. J. Keswick	Jardine, Matheson & Co.	A. G. Wood	Gibb, Livingston & Co.
1894	J. J. Keswick	— do —	E. Mackintosh	Butterfield & Swire
1895	A. G. Wood	Gibb, Livingston & Co.	A. McConachie	Gilman & Co.
1896	A. McConachie	Gilman & Co.	Herbett Smith	Butterfield & Swire
1897	R. M. Gray	Reiss & Co.	Herbett Smith	— do —
1898	R. M. Gray	— do —	Herbett Smith	— do —
1899	R. M. Gray	— do —	A. McConachie	Gilman & Co.
1900	R. M. Gray	— do —	J. J. Keswick	Jardine, Matheson & Co.
1901	Sir Thomas Jackson	Hongkong & Shanghai Bank	C. S. Sharp	Gibb, Livingston & Co.
1902	C. S. Sharp	Gibb, Livingston & Co.	E. A. Hewett	P. & O. Steam Nav. Co.
1903	E. A. Hewett	P. & O. Steam Nav. Co.	D. R. Law	Butterfield & Swire
1904	E. A. Hewett	— do —	D. R. Law	— do —
1905	E. A. Hewett	— do —	A. G. Wood	Gibb, Livingston & Co.
1906	E. A. Hewett	— do —	A. G. Wood	— do —
1907	E. A. Hewett	— do —	A. G. Wood	— do —
1908	E. A. Hewett	— do —	A. G. Wood	— do —
1909	E. A. Hewett	— do —	J. R. M. Smith	Hongkong & Shanghai Bank
1910	E. A. Hewett	— do —	J. R. M. Smith	— do —
1911	E. A. Hewett	— do —	H. Keswick	Jardine, Matheson & Co.
1912	E. A. Hewett, C.M.G.	— do —	N. J. Stabb	Hongkong & Shanghai Bank
1913	E. A. Hewett, C.M.G.	— do —	C. H. Ross	Jardine, Matheson & Co.
1914	E. A. Hewett, C.M.G.	— do —	J. W. C. Bonnar	Gibb, Livingston & Co.
1915	E. A. Hewett, C.M.G.	— do —	J. W. C. Bonnar	— do —
	D. Landale	Jardine, Matheson & Co.	J. W. C. Bonnar	— do —
1916	G. T. Edkins	Butterfield & Swire	S. H. Dodwell	Dodwell & Co., Ltd.
1917	P. H. Holyoak	Reiss & Co.	S. H. Dodwell	— do —
1918	P. H. Holyoak	— do —	S. H. Dodwell	— do —
1919	S. H. Dodwell	Dodwell & Co., Ltd.	E. V. D. Parr	P. & O. Steam Nav. Co.
1920	P. H. Holyoak	Reiss & Co.	E. V. D. Parr	Mackinnon, Mackenzie & Co.
1921	P. H. Holyoak	— do —	A. O. Lang	Gibb, Livingston & Co.
1922	A. O. Lang	Gibb, Livingston & Co.	D. G. M. Bernard	Jardine, Matheson & Co.

YEAR	CHAIRMAN	FIRM	VICE-CHAIRMAN	FIRM
1923	D. G. M. Bernard ..	Jardine, Matheson & Co.	E. V. D. Parr A. ● Lang	Mackinnon, Mackenzie Gibb, Livingston & Co.
1924	J. Owen Hughes ..	Harry Wicking & Co.	G. M. Young	Butterfield & Swire
1925	P. H. Holyoak ..	Holyoak, Massey & Co., Ltd.	A. O. Lang	Gibb, Livingston & Co.
1926	D. G. M. Bernard	Jardine, Matheson & Co.	A.O. Lang	— do —
1927	D. G. M. Bernard	— do —	T. G. Weall	Dodwell & Co., Ltd.
1928	T. G. Weall	Dodwell & Co., Ltd.	C. G. S. Mackie	Gibb, Livingston & Co.
1929	B. D. F. Beith ..	Jardine, Matheson & Co.	W. H. Bell	The Asiatic Petroleum Co. (South China), Ltd.
1930	G. Gordon Mackie	Mackinnon, Mackenzie & Co.	T.H.R. Shaw	Butterfield & Swire
1931	W. H. Bell J. A. Plummer	The Asiatic Petroleum Co. (South China), Ltd. Bradley & Co.	T. H. R. Shaw T. H. R. Shaw	— do — — do —
1932	T. H. R. Shaw (Acting)	Butterfield & Swire	T. H. R. Shaw	— do —
1933	C. Gordon Mackie ..	Mackinnon, Mackenzie & Co.	T. H. R. Shaw	— do —
1934	C. Gordon Mackie ..	— do —	W. H. Bell	The Asiatic Petroleum Co. (South China), Ltd.
1935	W. H. Bell	Asiatic Petroleum Co. (South China), Ltd.	S. H. Dodwell	Dodwell & Co., Ltd.
1936	S. H. Dodwell	Dodwell & Co., Ltd.	A. W. Hughes	Union Insurance Society of Canton, Ltd.
1937	M. T. Johnson	Mackinnon, Mackenzie & Co.	A. L. Shields	Shewan, Tomes & Co.
1938	A. L. Shields	Shewan, Tomes & Co.	T. E. Pearce	John D. Hutchison & Co., Ltd.
1939	T. E. Pearce	John D. Hutchison & Co., Ltd.	J. K. Bousfield	Asiatic Petroleum Co. (South China), Ltd.
1940	J. K. Bousfield ..	Asiatic Petroleum Co. (South China), Ltd.	S. H. Dodwell	Dodwell & Co., Ltd.
1941	S. H. Dodwell	Dodwell & Co., Ltd.	G. Miskin	Gilman & Co., Ltd.
1942 to 1945	War in the Pacific			
1946	R. D. Gillespie ..	Imperial Chemical Industries (China), Ltd.	G. Miskin	Gilman & Co., Ltd.
1947	R. D. Gillespie ..	— do —	P. S. Cassidy	John D. Hutchison & Co., Ltd.
1948	C. C. Roberts P. S. Cassidy	Butterfield & Swire John D. Hutchison & Co., Ltd.	P. S. Cassidy N. O. C. Marsh	— do — Mackinnon, Mackenzie & Co.
1949	P. S. Cassidy	John D. Hutchison & Co., Ltd.	C. Blaker, M.C.	Gilman & Co., Ltd.
1950	C. C. Roberts	Butterfield & Swire	P. S. Cassidy	John D. Hutchison & Co., Ltd.
1951	P. S. Cassidy	John D. Hutchison & Co., Ltd.	C. Blaker, M.C.	Gilman & Co., Ltd.
1952	H. J. Collar, C.B.E.	Imperial Chemical Industries (China), Ltd.	C. Blaker, M.C.	— do —
1953	C. Blaker, M.C. ..	Gilman & Co., Ltd.	J. A. Blackwood	Butterfield & Swire
1954	J. A. Blackwood ..	Butterfield & Swire	R. Gordon	Jardine, Matheson & Co., Ltd.
1955	J. A. Blackwood ..	— do —	L. B. Stone	Union Insurance Society of Canton, Ltd.
1956	C. Blaker, M.C. ..	Gilman & Co., Ltd.	J. D. Clague C.B.E., M.C.	John D. Hutchison & Co., Ltd.
1957	C. Blaker, M.C. ..	— do —	L. B. Stone	Union Insurance Society of Canton Ltd.
1958	J. D. Clague, C.B.E., M.C.	John D. Hutchison & Co., Ltd.	B. T. Flanagan	Mackinnon, Mackenzie & Co.
1959	J. D. Clague, C.B.E., M.C.	— do —	H. D. M. Barton, M.B.E.	Jardine, Matheson & Co., Ltd.
1960	G. M. Goldsack ..	Dodwell & Co., Ltd.	W. C. G. Knowles	Butterfield & Swire
1961	W. C. G. Knowles ..	Butterfield & Swire	S. S. Gordon	Lowe, Bingham & Matthews
1962	W. C. G. Knowles	— do —	S. S. Gordon	— do —
1963	S. S. Gordon	Lowe, Bingham & Matthews	G. R. Ross	Deacon & Co. Ltd.
1964	S. S. Gordon	— do —	G. R. Ross	— do —
1965	G. R. Ross	Deacon & Co. Ltd.	J. Dickson Leach, O.B.E.	Union Insurance Society of Canton Ltd.
1966	G. R. Ross	— do —	J. Dickson Leach, O.B.E.	— do —
1967	J. Dickson Leach O.B.E.	Union Insurance Society of Canton Ltd.	M.A.R. Herries M.C.	Jardine Matheson & Co., Ltd.
1968	M.A.R. Herries .. O.B.E., M.C.	Jardine, Matheson & Co. Ltd.	G.M.B. Salmon	Mackinnon, Mackenzie & Co. of H.K. Ltd.

CHAMBER'S REPRESENTATIVES

ON THE LEGISLATIVE COUNCIL OF HONG KONG

Names of members provisionally appointed to serve during the absence of appointed members are shown in brackets.

YEAR	NAME OF REPRESENTATIVE	FIRM
1884-87	T. Jackson (A. P. MacEwen 1886)	Hongkong and Shanghai Banking Corporation. Holiday, Wise & Co.
1887-90	A. P. MacEwen (B. Layton 1888)	Holiday, Wise & Co. Gibb, Livingston & Co.
1890-1902	T. H. Whitehead (A. MacConachie 1894) (H. Smith 1900) (J. Thurburn 1900) (R. G. Shewan 1902)	Chartered Bank of I.A. & China. Gilman & Co. Butterfield & Swire Mercantile Bank Shewan, Tomes & Co.
1902-1906	R. G. Shewan (H. E. Pollock, K.C. 1903)	Shewan, Tomes & Co. Barrister at Law
1906-1915	E. A. Hewett (M. Stewart 1908 and 1912) (J. W. C. Bonnar 1912)	P.&O. Steam Navigation Co. Stewart Bros. Gibb, Livingston & Co.
1915-1926	P. H. Holyoak (S. H. Dodwell 1917) (E. V. D. Parr 1919) (A. O. Lang 1921) (D. G. M. Bernard 1926)	Reiss & Co. (later Holyoak, Massey & Co., Ltd.) Dodwell & Co., Ltd. Mackinnon, Mackenzie & Co. Gibb, Livingston & Co. Jardine, Matheson & Co., Ltd.
1926-1927	D. G. M. Bernard	Jardine, Matheson & Co., Ltd.
1927-1931	J. Owen Hughes (B. D. F. Beith 1929)	Harry Wicking & Co. Jardine, Matheson & Co., Ltd.
1931-1935	C. G. S. Mackie (W. H. Bell 1932)	Mackinnon, Mackenzie & Co. The Asiatic Petroleum Co. (South China), Ltd.
1935-1936	W. H. Bell	The Asiatic Petroleum Co. (South China), Ltd.
1936-1937	A. W. Hughes	Union Insurance Society of Canton, Ltd.

YEAR	NAME OF REPRESENTATIVE	FIRM
1937-1938	M. T. Johnson	Mackinnon, Mackenzie & Co.
1938-1944	A. L. Shields (J. K. Bousfield 1939)	Shewan, Tomes & Co., Ltd. The Asiatic Petroleum Co. (South China), Ltd.
1946-1948	R. D. Gillespie	Imperial Chemical Industries (China), Ltd.
1948	C. C. Roberts	Butterfield & Swire
1948-1953	P. S. Cassidy (C. Blaker, M.C. 1949)	John D. Hutchison & Co., Ltd. Gilman & Co., Ltd.
1953	H. J. Collar, C.B.E.	Imperial Chemical Industries (China), Ltd.
1953-1958	C. Blaker, M.C. (J. A. Blackwood) (1954 and 1955) (J. D. Clague, C.B.E., M.C. 1956)	Gilman & Co., Ltd. Butterfield & Swire John D. Hutchison & Co., Ltd.
1958-1960	J. D. Clague, C.B.E., M.C., T.D.	John D. Hutchison & Co., Ltd.
1960-1961	G. M. Goldsack	Dodwell & Co., Ltd.
1961-1964	W. C. G. Knowles (J. Dickson Leach O.B.R. 1963)	Butterfield & Swire Union Insurance Society of Canton Ltd.
1964-1968	G.R. Ross (J. Dickson Leach O.B.E. 1965) (M.A.R. Herries M.C. 1967)	Deacon & Co. Ltd. Union Insurance Society of Canton Ltd. Jardine Matheson & Co. Ltd.
1968	M.A.R. Herries, O.B.E. M.C. (G.R. Ross O.B.E. 1968)	Jardine Matheson & Co. Ltd. Deacon & Co. Ltd.

Members of the Chamber's General Committee at their monthly meeting. In this picture are (left to right), Mr. P.G. Williams, Mr. I.H. Kendall, Mr. G.M.B. Salmon (Vice Chairman), the Hon. Michael Herries, O.B.E., M.C. (Chairman), Mr. J.B. Kite (Secretary), Mr. T.K. Ann, the Hon. H.C. Fung, O.B.E., the Hon. G.R. Ross, O.B.E. and Dr. the Hon. S.Y. Chung, O.B.E.



