



THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

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No. 20 15th October, 1966

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A reproduction of the illustration for this year's Chamber's Christmas Card. This picture will be in colour in the card which is available to all members.

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This remarkable painting, reproduced here unfortunately only in black and white, is the work of the 10-year-old daughter of one of the Chamber's staff.

Already her work has been acclaimed by art critics in Hong Kong.

Now under professional instruction, little Patricia Stewart is being claimed as one of the major art discoveries in Hong Kong. Her paintings have already been publicly shown at child art exhibitions, but never before, according to her tutor, has she produced such a vivid work as the one reproduced above.

Patricia is of course the daughter of Allan Stewart, the special executive officer who, with S. L. Chung, is in charge of certification.

For the past weeks members of the Secretariat have been examining many dozens of colour transparencies depicting Hong Kong scenes for the Chamber's Christmas Card.

The moment had been reached when one of the transparencies was about to be selected when Mr. Stewart quietly announced his daughter had created a painting, which, he felt, ought to be looked at. The following day, the painting, still wet on the canvas, was produced. To put it to an ultimate test members of the staff who were unaware of the painting's origin were asked to compare it with the three selected transparencies. Their selection was unanimous — and Patricia Stewart's painting was chosen for the card.

Naturally, one of the largest orders we have yet received for the Chamber card so far has been from the Stewart family. But there's still time, and room, for your order to get the same attention if you write to the Chamber now.

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

A Story Away from It All

In Search of a Memory

She wore a crisp clean white as white hat set squarely over wispy grey hair that emphasised a pallor brought about by too many years in the Orient. She would be about mid-fifty, perhaps more; a frail little woman as out of place in that mid-week September morning in Union House as a London sparrow.

Her English was so bad that we had to ask Michel Yau, our Vietnamese clerk in the Chamber, to translate. But her story was one that many older members might recall.

She was, she said, looking for documents which might refer to her husband. He had been born in Hong Kong, but attended school in France where he had earned himself a reputation as a brilliant scholar at the Lycees in Marseille and Paris.

Afterwards he studied at the Ecole Superieure d'Electricite in Paris, and there it was discovered he was a born engineer. "Servir, et servir le plus vite possible!", she exclaimed in a breathless whisper.

And at that she turned, her eyes glowing, to Michel. In a gesture adopted from the Parisiennes of long ago Saigon, he shrugged his shoulders phlegmatically and condensed the translation into a monosyllabic 'He was clever'.

Catching the understatement she said quickly in the same hushed but hurried voice, "He was de Ricou — Charles Edmond William de Ricou".

Indeed, de Ricou was a famous man, aviator and engineer extraordinary.

Leaving university he returned to the Far East where he joined electrical companies in Hanoi and Haiphong, then in 1906 travelled to Macau for the position of General Manager of the Societe Electrique d'Extreme-Orient. Madam de Ricou said this later became the Macau Electric Co. Ltd., and her husband held the position of General Manager from 1910 to 1934.

He also became a director of the Macao Ice and Cold Storage Company, which was registered in Hong Kong and it could be that he was responsible for the inauguration of the Macao Aerial Transport Co. Ltd.

M. de Ricou played a prominent part in bringing domestic aviation to Hong Kong for Madam de Ricou said her husband shipped the first amphibian Curtis aircraft to Hong Kong around 1919.

He organised flights from Hong Kong to Macau and also to nearby points in China, and it is believed he may have started the first regular air service from Hong Kong to China.

In 1924 M. de Ricou returned to France and entered the motor car industry. Four years later a car designed and built by him won a world's classic race, the Le Mans.

It is not known whether M. de Ricou returned to the Far East, but during the German occupation of France in World War II he again distinguished himself as an active member of the resistance.

For his services he was awarded the Croix de Guerre and the Order of Christ of Portugal. M. de Ricou died in 1952.

She finished her story with what was almost an apologetic smile; a word of sympathy for the time she had taken to tell of the man whose memory was still precious to her.

We took her into the boardroom and showed the easiest way to reach the Portuguese Consulate where she hoped to contact someone who knew her husband, but she had only eyes for the long impressive teak table and an imaginary figure who had controlled his enterprises from such an office as this. Then she disappeared with a bob of the whiter than white hat to be lost in a city where memories are only as old as the last footstep.

Land of OPPORTUNITY CANADA

This article, which coincides with the visit of the Secretary, Mr. J. B. Kite, to Canada, was written by the Chamber's Executive Director, Mr. G. Archer. Mr. Archer spent many years in Canada with a British oil company and travelled extensively throughout the North American Continent.

Here he presents an outline picture of a vast country which has been declared to hold the world's greatest potential and opportunity.

Mr. Kite will return to Hong Kong before the end of this year, and it is hoped that his personal survey of the Canadian market will soon be made available to members.

This enthusiastic expanding population in Canada — geographically twice the size of China, and larger than the United States — but with some 20 million people, offers encouraging business opportunities to Hong Kong. Canadians are always keen to discuss potential business, new ideas, new products, anything new — if it's new, it attracts them!

Hong Kong is new to them, and many of our impressive good-quality products will there-

fore be given every chance to be well received in Canada.

There are many aspects to consider before we can promote Hong Kong in a big way in Canada. Rest assured, the Chamber is keen to do this, on behalf of its members and also to further the name of Hong Kong. We are currently investigating with our Secretary, now in Eastern Canada, further statistical information, which could result in increasing our sales to Canada. However, first we have to break down our existing sales figures showing distributions in East and Western Canada.

Transhipment

Most Hong Kong products transported by sea will go to Vancouver for transhipment to

By Geoffrey Archer

inland destinations west of Ontario. This includes Winnipeg. On the other hand it is more economical for Hong Kong products destined for Ontario, Quebec, and the Maritimes, to go by sea through the Panama Canal, and thereafter up the St. Lawrence Sea-way. There is an imaginary line running north and south slightly east of Winnipeg that determines the more economical method of transportation.

Canada, with its extreme seasonal climates, offers good buying potential for Hong Kong. In some parts the snow remains on the ground for seven months, only to be followed by warm, humid weather, when Canadians wear beach clothes at every opportunity. Admittedly, the beaches are too far away, but instead there are the countless number of lakes everywhere.

Direct Approach

A quarter of the population is centred around Montreal and

Toronto, the last named being the fastest growing city in the world.

The Chamber has been interested in this potential market for Hong Kong products for many months, and we are confident that our sales in Canada can be greatly increased. Canadian businessmen like the direct approach, and will co-operate in any way they can. They are friendly, and will certainly take kindly to the idea of doing business with Hong Kong.

Mr. Kite, our Secretary, is currently undertaking a survey of this potential market, and investigating names of suitable Canadian importers. The Chamber has already been inundated with requests from our interested members to help develop business for them in Canada. We are determined to handle each inquiry individually and efficiently, but it may take some weeks yet before we can reply to each in detail.

Australian Business Mission Due

A 25-member mission comprised of Australian businessmen will visit Hong Kong from October 28th to November 2nd. This mission will be led by Mr. A. A. Luciano, General Manager of the Century Storage Battery Co. Ltd., of Alexandria, New South Wales.

Other members of the mission represent banking and manufacturing interests throughout New South Wales, Victoria and Queensland.

Indications are that this is primarily a selling mission, but other business potentials may occur. Members who wish to contact the mission should do so through the Australian Trade Commission, Union House (Tel. 227171).

Introducing the Staff

ALLAN STEWART

The father of the 10-year-old girl who painted the remarkable illustration for the Chamber's Christmas card is naturally our choice in introducing this issue's staff member.

He is Allan Stewart, the Chamber's special executive assistant who, with Mr. S. L. Chung, is in charge of the certification section. Mr. Stewart's other assignment covers arbitration and disputes, a position which, he admits with a wry smile, brings back many colourful memories of his past career.

A Scot, Stewart was born in Fort William, a quiet peaceful town seldom disturbed by little more than fluctuations in cattle prices, and weather which becomes increasingly wetter and colder, so it would appear, as the years go by.

Perhaps it was the weather which brought Stewart as a young man of 21 to Hong Kong before the war.

"I came out originally to join the police force in the days when Hong Kong was known as the ragged end of the thin red line. The city owed its commercial life to the Colony's role as an entrepot and we were still regarded as very much a back water compared to Shanghai or even Singapore. Life was comparatively peaceful; why a man need never carry a dollar in his pocket in those days. We were known to all the restaurant and shop owners and when you wanted something you merely signed for it. I remember too a ten-dollar note could buy you a meal for six the like of which had never been seen in Fort William!"

The halcyon days, however, soon came to an end, and for Allan Stewart that end was Christmas Day, 1941.

"We had been bombed, shelled and shot at, and, to be quite honest, I was getting fed up," Stewart remarked. "We were hungry and we were dirty, but most of all we were tired, so that when a Japanese group eventually moved in on us we decided to call it a day."

But that particular day nearly had a fateful ending.

"I walked out of the building in which we were sheltering to warn another group of our own people that we intended to surrender. As I came round a corner a little figure in crumpled khaki jumped out in front of me. He may have looked shabby, but the bayonet at the end of his rifle was gleamingly efficient.

"It was one of those moments when, as never before, I wished I was back in Fort William. Fortunately, before the business end of the bayonet got busy, a truck filled with Japanese officers drew up and the man with the bayonet ceased his prodding."

Allan Stewart watched the rest of the war from inside Stanley internment camp.

For Stewart, however, eventual release from Stanley saw the shooting begin again. As a police officer he was stationed at Ta Ku Ling, on the tip of the Chinese border.

This was during the notorious bandit raids on border villages when groups of armed men would come down from China and raid isolated spots.

"It was our job to try and stop them; instead there were times when I felt as if I was going to stop a few bullets myself. The bandits weren't particularly bothered about whom they fired at, just as long as they got away, although many did not!"

By 1955, however, Allan Stewart had decided to marry and at the same time seek a more passive occupation. After home leave that year he returned to Hong Kong and was appointed the Chamber's Chief Inspector.

"There were only a few of us in the office then: Mr. Kite had not long been appointed Secretary and with him was the late Donald Leach, S. L. Chung, Ah Ming and Mrs. Francis Tavares.

"They were comparatively quiet days where we counted certificates in hundreds, not in the thousands of today . . . and that's a memory which seems a long way off now."

TRADE WITH BRAZIL

Two Government officials from Brazil visited the Chamber to hold discussions on the possibilities of increasing trade between Hong Kong and Brazil. They were Mr. Lauro Soutello Alves, head of the Finance Policy Department at the Brazilian Foreign Ministry in Rio de Janeiro, and Mr. Marco Cesar Naslausky, secretary.

They were accompanied by Mr. Hugo C. Vieira, from the Brazilian Consulate-General in Hong Kong.

Mr. Alves said that they were undertaking an official fact-finding survey of the Far East, and were interested in reporting back to their Government on the possibilities of increasing two-way trade between Far Eastern countries and Brazil.

Explained Mr. Alves, "Our country is now on a firm economic footing, and we feel that the East has many products to offer and interest us."

At present Hong Kong's trade with Brazil shows an imbalance in Brazil's favour. Hong Kong major imports are cotton fibres and foodstuffs. A recent survey shows that Hong Kong's exports to Brazil have been declining, and Mr. Alves commented that they were interested in correcting this imbalance.

He suggested that if a survey of Hong Kong/Brazilian trade was undertaken it could lead to a mission of Brazilian businessmen visiting the Colony.

Mr. Alves also showed interest in contacting Hong Kong companies who wished to expand their trade to Brazil, and the suggestion of a joint enterprise to be established in Hong Kong was well received by him.

The team are now in Japan undertaking a similar study and from there intend to visit Europe.

Members interested in trade with Brazil should contact Mr. R. P. Wood, Assistant Secretary, at the Chamber.

French Importer

Members interested in exporting toys to France are advised that M. De Stefano of Les Jouets Selectionnes, Montbrison (Loire), France, will be at the Mandarin Hotel from October 17th to 22nd. Contact should be made direct.

This specially contributed article was written by Mr. William Fish, of Government Information Services, for the Bulletin. Mr. Fish previously provided the press coverage for the Barcelona Fair, and here he reviews Hong Kong's recent success at Stockholm.

as in Sweden. Anyone accepting such an invitation should go fully briefed, because anything less will certainly be regarded by the Swedes as a complete waste of time.

Valuable Contacts

Both before and during the Fair the Hong Kong Delegation was the recipient of numerous invitations from banks, associations of shippers, importers and retailers, and the Chamber of Commerce. At one time invitations were arriving so frequently

general public, reliance was placed on public relations although Sweden is known to be an exceptionally difficult country in which to obtain 'free publicity' of this kind. Releases are scrutinised by a newspaper watchdog committee which frequently returns them with the advice that they be re-directed to the advertisement department. All publicity material was therefore specially tailored for the Swedish press by the Government Information Services in Hong Kong before being turned over to

All the Fun of the Fair — at St. Erik's

Contracts signed by Hong Kong businessmen and their agents during the 12-day St. Erik's Fair in Stockholm, or now being completed as a direct result of the Fair, are estimated to total well over 6 per cent of last year's domestic exports from Hong Kong to Sweden.

The figures are: Exports to Sweden in 1965 — HK\$87 million; contracts signed at the Fair or pending — estimated HK\$5½ million.

Obviously there is good potential for rapid growth in exports to Sweden and this was clearly indicated even before the Fair began. Trade inquiries were already waiting when the first official Delegates arrived in Stockholm on August 17. More were received in the 10 days leading up to the Fair and many were followed up either in person or on the telephone by Swedish businessmen wanting quotations and other information on specific items.

This desire to bring every inquiry to a speedy conclusion was usually accompanied by a very definite knowledge among the Swedish businessmen on exactly the type of product they wanted to buy, what they could pay for it, and when they needed it. They gave every indication of having no time to waste — possibly a by-product of the fact that few people in Sweden now work more than 38 office hours a week, and many work less.

Another by-product is the way in which senior executives use luncheons and their two-day weekends to make useful contacts. This is done everywhere, of course, but in few countries is the time utilised so intensively

it became doubtful if they could all be accepted; they were, and in most cases proved extremely valuable.

To carry Hong Kong's message beyond the limits of personal contact, extensive direct-mail and publicity campaigns were launched. Two thousand Swedish importers, wholesalers and retailers in all parts of the country were sent full-colour illustrated literature in Swedish showing what Hong Kong had to offer at the Fair. They also received a letter from Mr. L. Dunning, who managed the project for the Trade Development

By William Fish

Council, inviting them to visit the Hong Kong Pavilion to discuss business. The response was good. Hundreds of those who visited the Pavilion were from the most distant parts of Sweden and many more who could not make the journey sent written inquiries.

Because of the very high cost of advertising in Sweden, where a half page can cost the equivalent of HK\$9,000, only a very limited amount could be undertaken. It consisted of half pages in each of Sweden's largest morning newspapers, and a full page in a business weekly magazine. The advertisements were prestigious while at the same time carrying a 'hard sell' message and played a vital part in making Hong Kong's presence known at the Fair among the other 27 nations taking part.

To maintain continuing interest among buyers and the

Public Relations AB in Stockholm, who had been appointed by the TDC as their consultants for the Fair. Results were immediate and far surpassed expectations. By the time the Fair ended over 400 stories had appeared in the press.

Press Relations

This continuing publicity ensured that interest in the Hong Kong Pavilion remained high throughout the Fair and did not begin to tail off after the first few days as can sometimes happen. In a broadcast which was made direct to Hong Kong from the Pavilion, the President of the Fair, Mr. Bengt Hult, estimated that 85 per cent of all people entering the Fair visited the Hong Kong display.

In addition to publicising Hong Kong and its products, the opportunity was taken to emphasise that the Hong Kong Delegation was interested in two other aspects. These were two-way trade and joint ventures.

Sweden's exports to Hong Kong last year totalled only HK\$37 million and there seems little doubt that this figure could be significantly increased, especially in the field of sophisticated capital goods. Once the subject had been raised there were signs of interest among Swedish exporters.

Interest in joint ventures needed little stimulation. The Swedes have long been accustomed to moving part of their productive capacity abroad and this trend is being hastened by rising costs at home. With money tight in almost every part of the world at this time Hong

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Part 1: Background and Backbone to Trade

It has always struck me as being rather fatuous to invite film stars to kick off at football matches, because they very seldom have any idea what they are starting. In much the same way, Mr. Special Commissioner Lin Tse Hsu can have had little idea what he was starting when he kicked the British out of Canton in 1839. As a matter of fact he was sealing his own fate, and taking the first step in founding one of the great trading (and football) centres of the world.

The history of the Colony's trade, and the growth of industry has been traced so often that there is no need for me to go through it again, but the story of the parts which have been played in the past, and will be played in the future of trade development by various organisations, is not so well known.

Early Days

In the early fifties it was our plentiful supply of naturally hardworking people, who were willing to take day or night shifts, which enabled us to produce goods more cheaply than other countries. The productivity of our labour, and the fact that we were able to keep our capital assets in constant use, gave us an advantage over our competitors. We were in the happy position of the man who made a better mousetrap than his neighbour, and the world was making a beaten path to our door.

But our suppliers, encouraged by some overseas buyers and even by some of our local exporters too, were only too eager to compete with each other in reducing prices, which were eventually reflected in lower quality in certain ranges. These low prices and poor quality have been our chief enemies. Few countries object to imports of goods which sell at prices comparable to those which they themselves produce. It is *cheap, shoddy* imports which arouse resentment and accusations of

Trade to Survive. Never before in Hong Kong's chequered history has this phrase meant so much. In this new series of articles, written by the Executive Director of the Trade Development Council, Mr. R. G. L. Oliphant, the story and the theory of Hong Kong's trade survival is told.

dumping. Don't believe that this problem is peculiar to Hong Kong. It is not. It goes on all over the world, but I am concerned in dealing with it only so far as it concerns us.

Initially it was only to be expected that quality would be low, but as experience and skill were gained, and common sense began to prevail, working conditions improved, and the quality of our goods generally has become higher. We still have a long way to go but considerable advances have been made in both directions.

The new high quality goods are our hope for the future. We recently assisted in the promotion of sales of Hong Kong products at Macy's in New York and Selfridges in London. In both cases these stores bemoaned the fact that they had not stocked enough of our high quality goods, which had sold out quickly. I hope that next year they will buy more.

Design and Quality

Hong Kong has been competing on the basis of price more than anything else. We have been selling our productive capacity, making almost exclusively for foreign designs and neglecting the home market.

But already other producers are appearing who can manufacture more cheaply than we can. The writing is on the wall and we must all read it. There MUST be a change in the manufacture of our own original designs and branded goods. People in the markets of the world must learn to ask for Hong Kong products by name, because they like them and have confidence in the quality.

The Trade Development Council is considering offering employment to a gentleman amongst whose qualifications are those of an industrial designer, who could be made available for industrial purposes from time to time, whilst performing normal duties of another nature for the Council.

These are preliminary steps along the right path, but they must be extended until they become a wide road. The Trade Development Council is very interested in all work which tends to raise the quality of Hong Kong products and make them more readily saleable. We do not plan to run all these projects ourselves, but we shall certainly lend encouragement and give such practical help as we can, whenever the opportunity occurs.

Trade Associations

The Chinese Manufacturers Association have played a leading part in trade promotion since before the war, through their annual exhibitions, by organising participation in foreign fairs and sending trade missions abroad, and by participating in projects arranged by Government.

The Hong Kong General Chamber of Commerce have participated in virtually all trade fairs at which Hong Kong has been represented since 1948. They have worked more behind the scenes than in the public eye, and perhaps for that very reason their contribution has been the more valuable. In 1958 they

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Backbone to Trade, Contd.

engaged, at considerable expense to themselves, Public Relations Consultants to combat the severe attacks being made on Hong Kong cotton textile products in England. They continue to be actively engaged in trade promotion and are working very closely with us.

The Federation of Hong Kong Industries has sponsored or taken a leading part in encouraging several movements calculated to promote trade. The Hong Kong Management Association, the Productivity Council, testing bureaux for cotton textiles and the lead content of paints, the use of the Woolmark, quality control and industrial design. They have also made staff available for direct promotion activities.

The Tourist Association has promoted trade in many ways. By trying to encourage ethical practices amongst retailers. By regularly participating in trade fairs either on its own initiative or as part of Colony representation, and by encouraging people to come here and spend money. They have also paid for a number of useful films about Hong Kong which have been widely shown.

Visitors to the Colony are now estimated to bring in some HK\$900 million per annum or more, which is a large item in our income, and in fact is second only to the textile industry as an earner of foreign exchange.

The Department of Commerce and Industry had an Export Promotion Division which was responsible for all official activities in that direction. They cooperated with the C.M.A. in their early participation in the British Industries Fair, and have since 1955 organised an annual programme of participation in foreign trade fairs, sent out trade missions, gathered useful information, handled trade enquiries, and issued such valuable publications as the monthly "Trade Bulletin" and annual C.I.F. Directory. They have also provided a high proportion of my staff.

The Government Information Services have played a most important part in trade promotion by supplying large numbers of interesting articles suitable for publication in foreign countries. By sending ex-

perienced members of their staff to advise us and cooperate with our Public Relations Consultants at Trade Fairs. By making films and supplying innumerable photographs at very reasonable cost. I am glad to say that these and all their other services will be available to us in the future on a payment basis.

Exporters have performed a role which has not always been understood or acknowledged. They have provided marketing information on prices, quality, packaging, samples etc. to the manufacturers and arranged channels of distribution. They have financed manufacturers extensively and developed many of the major markets. On behalf of the purchaser they have inspected goods during manufacture and packing, provided the equivalent of a local representative with specialised knowledge, and the best of them have quoted much the same price as the manufacturers, who discounted the cost of pre-shipment finance, documentation, the benefit of immediate cash payment etc. when using exporters.

Next Issue: Introduction to the Trade Development Council.

Management

The Chamber has received the prospectus for 1967 of Ashridge Management College, Berkhamsted, Hertfordshire. Interested members may view it at the Chamber.

Port News

Representing the Chamber on the Government Committee set up to consider Hong Kong's position on containerisation are the Chairman of the Shipping Sub-Committee, Mr. A. G. S. McCallum of Butterfield & Swire, and Mr. J. F. Muirhead of Ben Line.

Members who have particular enquiries or suggestions to make on containerisation are invited to write to the Chamber, where their letters will be put before Mr. McCallum or Mr. Muirhead.

Increase in pilferage was also brought to the attention of the Shipping Sub-Committee at their last meeting. The suggestion was made that pilferage was now highly organised and members who have suffered losses due to pilferage are also asked to contact the Chamber.

St. Erik's Contd.

Kong has an important advantage in seeking only technical know-how and not — as in most cases — skills coupled with capital. Hong Kong's acknowledged success in widely diversified manufacturing fields in recent years, its relative freedom from inflation and its almost complete freedom from labour troubles also greatly impressed the Swedes.

Delegation Leaders

An important element in Hong Kong's success at St. Erik's was the fact that both the Leader of the Delegation, Mr. Daniel Lam, and the Deputy, Mr. Robert Tang-wo, had been to Sweden previously. Both were with the Hong Kong Delegation at the 1960 Fair and Mr. Tang-wo has been back every year since, usually staying for up to three months at a time. Their background knowledge and contacts were valuable to all members of the Delegation.

In many ways St. Erik's was a refinement of the Barcelona Fair which had taken place three months earlier. One of the most important additions was an arrangement made for obtaining status reports on all trade inquirers.

Over 6,000 inquiries were recorded and it has been estimated that 1,500 of these could lead to business. The large number of inquiries received from members of the public was indicative of the interest which Hong Kong's products generated and this was demonstrated again the day after the Fair ended. Many people had 'reserved' individual items from among those on display and almost without fail they returned to the Pavilion as it was being broken up to claim and pay for their purchases — a happy augury, one hopes, for the day when more Hong Kong products begin appearing in shops throughout Sweden.

Milan Fair

The Milan International Samples Fair will be held from April 14 to 25, next year. It is understood that the Trade Development Council will not participate in the 1967 Milan Fair but may consider participation in the 1968 fair. Further information on the fair can be obtained from the Chamber.

TRADE FAIRS

UNITED KINGDOM. The International Heating, Ventilating and Air Conditioning Exhibition, is scheduled for 22nd to 27th April 1968 at Olympia, London. Interested members contact the Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1.

The 1966 British Sports Trade Fair is to be held at the Mount Royal Hotel, Marble Arch, London W.1 from 7th to 10th November. Interested members please contact the Federation of British Manufacturers of Sports & Games Limited, 145 Oxford Street, London W.1.

INDIA. The International Leather Fair will be held in Madras at the Central Leather Research Institute Campus from 31st January to 6th February 1967. Information available at the Chamber.

JAPAN. The Japan World Exposition, the first international exhibition to be held in Asia, is scheduled for 1970 in Osaka. Enquiries should be addressed to the Japan Association for the 1970 World Exposition, Mido Building, 27 Hommachi 4-chome, Higashi-ku, Osaka, Japan.

AUSTRALIA. The Australian Poultry Science Convention will be held from 22nd to 27th May 1967 at Surfers Paradise, Queensland. Interested members contact the Secretary, World's Poultry Science Association, Australian Branch, 89 Quay Street, Sydney, Australia.

Agent Wanted

An agent is wanted in Hong Kong to handle the sale of American and Canadian raw cattle hides to the tanning industry. A vice-president and director of the company who will appoint the Hong Kong agent will visit Hong Kong during the first days of November. Members interested should contact Mr. Richard G. Eichenberg, direct at the Mandarin.

MEMBERSHIP

Change of Address

Fairy Industries Co., 405D Cheong K Bldg., 84 Des Voeux Road C, Hong Kong.

Henry Handicraft Factory Ltd., 601 Canton House, 54-56 Queen's Road C, Hong Kong.

Hop Shing Hong Tdg. Co., 1501 Hongkong Chinese Bank Bldg., 61-65 Des Voeux Rd. C, Hong Kong.

O.K. Gidumal & Watumull Ltd., 21 Wyndham Street, Ground floor, Hong Kong.

Radha Kishoo & Co., 79 Wyndham Street, 3rd floor, Hong Kong.

Rayman Trading Co., Ltd., Liu Chong Hing Bk. Bldg., 24 Des Voeux Rd. C, 6/F, Hong Kong.

Christmas Is Coming

If you wish to take advantage of this year's Christmas Card offer, please write to the Chamber now. The cards will carry the full colour illustration reproduced on Page One inscribed with the Chamber crest.

The cards will be available, complete with members' names and addresses, at a cost of 50 cents each. Please print your name and address in block capital letters together with your order and send it to the Chamber before October 31st.

S. S. Wasan & Co., 21 Wyndham St., 2nd floor, Hong Kong.

The Tangson Co., Ltd., Wing On Mansion, 22 Hankow Road, 4th floor, Kowloon.

Tsien's Associates Novelties Co., 902 Loke Yew Building, Hong Kong.

Union Trading Company, Rm. 1402, 14th Floor, The Hong Kong Chinese Bank Bldg., 61-65 Des Voeux Road C, Hong Kong.

Vaswani Trading Co., (H.K.) Ltd., 71 Wyndham Street, 1st floor, Hong Kong.

Wing Tai & Co., 348 Fuk Wing St., 9th floor, Kowloon.

TENDERS

HONG KONG. Tenders are invited for the following:—

1. Supply of Stone Ballast
2. Supply of 3" diameter seamless steel tubes for submarine main — Tap Mun Water Supply
3. Supply of bamboo ware
4. Purchase from the Hong Kong Government of confiscated wrist watches, jade and diamonds

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

Quarantine

Quarantine restrictions have been imposed against arrivals from Danang because of plague, from Baghdad because of cholera, and from Djakarta and Kuching District because of smallpox. Quarantine restrictions have been removed against arrivals from Madras because of smallpox, and from Cebu and Phnom-Penh because of cholera.

Danish Service

The Copenhagen Industrial Centre a/s, 14 Holbergsgade, Copenhagen K, Denmark, offers a new exhibition and office service centre in Copenhagen. Consulting services will put foreign exporters in contact with Scandinavian buyers and foreign importers in contact with Scandinavian sellers. Interested members please contact direct.

Malay Mission

A delegation of eight Malaysian State Assemblymen from Negri Sembilan will conduct a study tour of Hong Kong from October 19 to 22. Leader of the delegation is the Hon. Lam Teck Choon, a member of the State Executive Council.

In a letter to the Chamber, the delegation is referred to as a 'Trade and Industrial Mission' with the main purpose of inviting industrialists and financiers in Hong Kong to extend their capital by putting up industries in the state of Negri Sembilan.

Members who wish to meet the mission should contact the Chamber.

NEWS FROM D. C. & I.

Lebanon

The Lebanese Government have announced certain customs tariff changes of which the following is of interest to Hong Kong:—

Description	Date of Duty	
	Old	New
Umbrellas and sunshades (including walking stick umbrellas, umbrella tents and garden and similar umbrellas)	25% ad val.	18% ad val. or L.£12 per doz. whichever is the higher

(Exchange rate: L.£1 = HK\$1.86)

Mr. J.C.C. Chan, Tel. 451919

Malaysia

With effect from 25th August, 1966 specific import licences are no longer required for the importation of the following items into the States of Malaya: Stockings or socks, and the like not of pure natural silk, not elastic nor rubberised, knitted or crocheted (originating in countries other than China).

Hong Kong's domestic exports of knitted socks and stockings (including those made of silk) to the States of Malaya were valued at HK\$873,281 in 1965.

Mr. J.C.C. Chan, Tel. 451919
Ref. OTR Cir. No. 47/66

Barbados, The West Indies

The Comptroller of Customs, Barbados, the West Indies informs that wearing apparel containing a small quantity of rubber, for example in the elastic waist of boys' shorts, or of knitted underwear, is not considered to be wholly or partly manufactured from rubber. In future a Commonwealth Preference Certificate showing 25% Commonwealth content is required for admission of such goods into that territory under claim to preference.

Jamaica

Residents of Jamaica wishing to import goods for personal use from abroad have been reminded by the Trade Administrator of Jamaica that they must first

obtain an import licence from his department to cover the import of goods subject to specific import licensing control. Failure to obtain the necessary licence is a breach of the Import Regulations and is a punishable offence.

Mr. D. Sum, Tel. 431233

Chile

By Law No. 16,464 Chile has established a tax of 1% on all imports payable at the time the import is authorized by the Benco Central, Hong Kong's domestic exports to Chile were valued at \$2.76 million in 1965 and \$1.0 million in the first half of 1966.

Mr. D. Sum, Tel. 431233

West Germany

Export of Woollen Knitted Outerwear

Further to Notice to Exporters No. 56/66 of 5th September, 1966 concerning the distribution of the uncommitted balance for 1966, members are advised that a quantity of 23,900 doz. is still available for the export of restrained woollen knitted outerwear to the Federal Republic of Germany under the export authorization scheme.

It has been decided, on the advice of the Wool Committee of the Trade and Industry Advisory Board, to draw the attention of the trade to this balance and to invite further applications from shippers.

Applications from any one company will no longer be sub-

ject to quantitative limitations, but must still be submitted only by companies who have previously been engaged in the manufacture or export of woollen knitwear, and be accompanied by confirmed irrevocable Letters of Credit, as well as valid contracts.

These export authorizations will be valid until 15th December, 1966 and no extensions will be granted. Companies failing to ship at least 95% of the authorized quantity may be precluded from participating in future schemes.

It should be noted that performance under these export authorizations will not count for the allocation of quota in 1967.

Should you require further information on this matter, please contact either of the following officers:

Mr. S.C. Lee — Assistant Trade Officer (Textiles) Tel. No. 229777.

Mr. K.C. Tang — Industry Assistant (Textiles) Tel. No. 445666.

Ref. Notice to Exporters No. 66/66

Zambia

The Government of Zambia have recently expressed concern over the amount of trade with Zambia which is being conducted by foreign suppliers or principals through agents resident in third countries. They have accordingly indicated that all foreign companies should, in their own interests, conduct their business with Zambia only through bona fide Zambian agents, i.e. agents resident in Zambia. Hong Kong companies exporting to Zambia are requested to note this advice.

Mr. J.C.C. Chan (Tel. 451919).

Trade Declarations

The Statistical Branch of the Commerce and Industry Department received a total of 87,759 import, export and re-export declarations during August. Revenue collected amounted to \$174,306.

Textiles to Britain

1966 Definitive Arrangements High Hong Kong Cost Content Scheme for Made-ups & Garments — Fourth Shipment Period Allocation and Extension

Further to Notice to Exporters No. 52/66 dated 20th August, 1966, shippers are advised that export authorization applications received by noon on 17th September, 1966 fell short of the yardage available for the fourth shipment period from 1st October to 31st December, 1966. All applications attaining the minimum qualifying Hong Kong cost content have therefore been approved.

Details of permit availability, the amounts of successful applications and balances unallocated are given in the attached table.

In view of the shortfall in yardage referred to, an outstanding balance of 1,503,559 sq. yds. remains to be utilized. Applications for export authorizations are now invited; these should be submitted in accordance with the procedure laid down in my Notice to Exporters No. 52/66. The quantity now available is, of course, reserved for cotton garments achieving the qualifying Hong Kong cost content of \$2.10 per sq. yd. — or in the case of Category 13, towels, including dish towels, the minimum Hong Kong cost content of \$2.00 per sq. yd. — and allocations will be made on a first-come-first-served basis until the entire balance of yardage is taken up.

Manufacturers and exporters are further advised that the maximum quantitative limitations on applications for yardage stipulated in paragraphs 5 and 6 of the aforementioned Notice to Exporters are no longer in force. In this connection, however, it should be noted that *Sensitive Category Permit* available exceeds the balance of yardage, and it is, therefore, the latter which will effectively limit total allocations.

The availability of Sensitive Category Permit can be obtained direct from D.C. & I. or from tabulations at the chamber.

Application forms for export authorizations are obtainable from the Textiles Branch of D.C. & I.

Certification

Preparation of U.K. Preference Certificates, Commonwealth Preference Certificates and Local Sale Certificates

In order to prevent any possible alteration to U.K. Preference Certificates, e.g. E. Form X.S. 120, Commonwealth Preference Certificates, and Local Sale Certificates, please adopt the safeguards enumerated below in the preparation of such certificates with effect from 15th October, 1966:—

The quantity of the goods and the number of packages for which the certificate is issued to be recorded both in letters and numerals:—e.g.

ONE HUNDRED (100) DOZEN:
TEN (10) CARTONS:

Each last completed entry must be followed immediately by four asterisks:—e.g.

Ladies cotton blouses****

One Hundred (100) Dozen****

Space after each completed entry must be ruled off so that it would not be possible to add an extra insertion, wording or other remarks:—e.g.

Cotton sport shirts****

In the case of Commonwealth Preference Certificate, a double carbon paper must be used when typing the certificate.

If an alteration to the details is necessary after the issue of a Preference certificate by D.C. & I, i.e. certificates other than Local Sale Certificates, a fresh certificate should be prepared, containing a reference to the one replaced, which in turn must be properly cancelled by the accountant concerned. The cancelled certificate should be submitted to the department together with the application for the replacement certificate.

As from the effective date, the Department may refuse to endorse any certificate which is not completed in the manner prescribed in paragraph 1 above. Approved accountants should only accept a Local Sale Certificate which is prepared in accordance with those requirements.

To avoid unnecessary delays and inconvenience, exporters,

Contd. foot of Col. 3

Visa Conditions for Cambodia

A visa-while-you-wait service can be provided in urgent cases for members wishing to visit Cambodia. This was announced to the Chamber by the Royal Consulate-General of Cambodia in a letter setting out the facts concerning travel to their country.

Visa regulations are normal: three application forms, obtainable from the Hong Kong office of the Consul-General, have to be submitted together with three passport-size photographs. Visa fee is \$25. A visa is normally valid for 60 days and on arrival at Phnom-Penh airport certificates for inoculation against smallpox and cholera have to be produced. There is also a declaration of foreign currencies, and the Consul-General's office point out that it is strictly forbidden to bring, into and out of Cambodia, notes in Riels.

Hong Kong Dollars, Sterling and U.S. currency is allowed into Cambodia without limitation on condition that this is declared and exchanged in banks or hotels approved by the Royal Government of Cambodia.

Phnom-Penh is rich in French, Cambodian and Chinese restaurants, and daily tours of the city are organised.

The famous spot is of course Angkor, the capital of the Cambodian empire. Here rates in the Grand Hotel vary from US\$8.20 to US\$4.70. There are flights to Cambodia from Hong Kong on Wednesdays, Fridays, Sundays, Mondays and Saturdays by either Cathay Pacific Airways, Air France or Royal Air Cambodge.

Franham Castle Course

A special course on South-East Asia and the Far East will be held at the Oversea Service College, Farnham Castle, from December 5 to 10. Among the recent lecturers at Franham Castle was Mr. Dick Wilson, former editor of the Far Eastern Economic Review.

Contd. from Col. 2

manufacturers and approved accountants are requested to ensure that all certificates are properly prepared before they are presented to the department.

Ref. Commonwealth Preference Cir. No. 9/66