



THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

In This Issue

No. 22 15th November, 1966

Page 1.

The Trade Development Council's office in Brussels.

Page 2.

Mauritius, key to the Indian Ocean. A specially written article on trade potential with Mauritius.

Page 3.

Trade to Survive — Part 3.

Page 4.

First Asian International Trade Fair at Bangkok.

Pages 5/6.

Round About — a summary of news and information.

Page 7.

Membership and tender information.

Pages 8/10.

News from D.C. & I.

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

THE T.D.C. IN BRUSSELS



One of the most important of the Trade Development Council's overseas offices is in Brussels (pictured above). Here, Mr. John Leckie, the Resident Representative and Mr. Albert Furrer, the Assistant Resident Representative occupy a suite of four rooms. Mr. Leckie was formerly with the Union Insurance Society of Canton Ltd., and Mr. Furrer, whose appointment was made by the Public Rela-

tions Joint Committee of the Chamber and the Federation, was in the Hong Kong office of Desco Ltd.

Since taking up his appointment, Mr. Leckie obtained first-hand knowledge of Hong Kong trade fair participation by attending the Barcelona fair and the St. Erik's fair in Stockholm. Mr. Furrer assisted in Hong Kong's participation at the Lausanne National Fair.

M Stands for Mauritius

In the first of two articles, R. L. Hein, the Secretary - designate of the Mauritius Chamber of Commerce and Industry, gives the background to the present economy of Mauritius. On completing a three-year course in Philosophy, Politics and Economics at Oxford earlier this year, Mr. Hein spent some time at the London Chamber of Commerce prior to coming to Hong Kong for a three-month visit to the Hong Kong General Chamber of Commerce. The purpose of this visit is for Mr. Hein to make a study of Chamber activities in view of his future work. Mr. Hein, like many of his compatriots, speaks fluent English, French and Creole, the Mauritian dialect.



BY ROLAND HEIN

secondly, in peace, it depended largely on entrepot trade. Hence Mauritius was acclaimed "the key to the Indian Ocean".

After the opening of Suez by de Lesseps, a friend of Mauritius who married a Mauritian girl, the trade route between Europe and the Far East was shortened and the island lost its strategic importance. Fortunately for Mauritius, instead of its attraction as a naval base, the 19th century brought a new line — agriculture.

One-Crop Economy

Mauritius has a population of 250,000, 65%—70% of whom are of Indian origin, the rest being from Africa, Europe and China. This indicates the complexity of the social and cultural structure, seemingly out of proportion to the compact size of the island — in area roughly three times larger than Hong Kong.

Founded by the French in the early 18th century, Mauritius was occupied by the British during the Napoleonic Wars in 1810 and has remained British since. The island played a dual role for the two centuries before the opening of the Suez Canal in 1869. First, in wartime, it was a naval base from which the route round the Cape of Good Hope could be controlled;

of which has its own mill, and the rest is raised by small cultivators. Molasses and local rum are by-products. Although sugar export prices are governed by agreements with Britain and other Commonwealth countries and although the standard of living is relatively high by African standards — about HK\$1,200 per head a year — Mauritius recently realized that with a natural yearly increase in population of 3% a higher rate of economic growth is called for.

Agriculture & Fishing

To meet this challenge, Mauritius has started to make maximum use of its greatest asset: a fertile soil. Agriculture is being diversified: the 6,000 acres under tea in 1965 are to be increased by an additional 1,000 acres a year, and the production of food crops is being encouraged as well as the dairy and beef industries. Moreover, fishing, hitherto little more than a local sport, is to be turned into a major industry in co-operation with the Japanese who use Mauritius as a base for their fishing fleet in the area.

New Economy

In the past, the only industries of note were printing, tanning, mechanical and electrical engineering. Present industrial development is now likely to change the economy over the next few years. For a people traditionally engaged in agriculture and commerce rather than manufacturing, the switch to industry does not come overnight: the main difficulty is the lack of technical "know-how". In the 1960/61 report by Professor Meade, the Cambridge economist and a guide and inspirator of the New Mauritius, it was stated bluntly that industrialisation must be carried out systematically. His advice has been taken and progress has started.

Trade to Survive

Part 3: Hong Kong and Salesmanship

The third in the series on trade written by Mr. R. G. L. Oliphant, Executive Director of the Trade Development Council. In these articles Mr. Oliphant discusses the story and theory of Hong Kong's trade background and the plans for the future.

Salesmanship as it is known in the West is in its infancy in Hong Kong. There was little need for it at first, but there will be in the future. Make no mistakes about that! One hears of buyers from abroad visiting our factories, being hospitably received and asked what they would like to see; nothing having been prepared. If they ask a price, recourse is immediately had to the abacus. This is not salesmanship! An attractive selection of products should be readily available for inspection, with facilities for laying them out and inspecting them, and their prices should be quoted at once.

The resident buyers for large foreign firms must not be ignored as they often are at present. There must be an aggressive attitude towards sales. Our salesmen are well attuned to the age old methods of the East and were most successful at using them. But nowadays our main markets are in the West, and just as it is essential to study the differing tastes of Easterners and Westerners, so it is also necessary to study their marketing methods.

Western Methods

Our people are just as competent to learn Western salesmanship as any others, but we must seek the advice of experienced salesmen and see that instruction is available in Hong Kong at all levels, and furthermore, ensure that the facilities are used. We can only survive by selling what we make and we cannot afford to wait for buyers to come to us. We must go out and sell, aggressively and scientifically, not merely haphazard.

The need for publicity of the

type which we have sometimes undertaken has occasionally been called into question, so perhaps I should explain that there are a number of stores whose purchases in Hong Kong annually run into millions of US Dollars. Some of these stores put on special displays which feature Hong Kong goods and have asked us to supply publicity aids such as film starlets, police-women, air hostesses, ivory carvers, carpetmakers, wood carvers, calligraphists, wallpaper painters, films, rickshaws, dragon boats and junks, which have been found useful in arousing public interest.

Such aids are not Hong Kong's sole idea of what trade promotion should be, but useful adjuncts to a professionally conducted sales campaign and should be viewed in these contexts. The idea began in America but is rapidly spreading to Europe, and this form of promotion now takes up quite a large portion of our time and resources.

Direct Mail

Some of the same type of attractions may be used to arouse public interest in Hong Kong products at trade fairs, but the real business is done through a publicity campaign undertaken over a period of months before the fair opens, designed to attract the attention of that section of the commercial community that handles foreign imports, be they importers, wholesalers, or retailers. This includes direct mail approach in the language of the country.

The tremendous interest which is aroused by delegations from Hong Kong wherever they go, undoubtedly lightens the task of

those who finally try to sell Hong Kong goods in that particular market. We have a priceless asset in the glamour of the East which naturally intrigues Westerners, and we must cash in on it. By doing so we have shown that it is possible to start the exchange of trade missions much more easily.

Local Support

We have passed the days when trade promotion was unnecessary. We have progressed beyond the stage where uncoordinated trade promotion could serve our needs. We now have to sell our products in sophisticated, competitive markets, and we need all the modern methods which are available to help us. Many bodies in Hong Kong have gained considerable experience in trade promotion over the years, and we shall encourage them to use this knowledge.

Many of our own staff are also experienced, and we have shown this year that we have new ideas and the ability to exploit them. We are enlisting the aid of foreign experts to advise us and fill in the gaps in our knowledge. With all this, our most urgent need is for the full support of the manufacturers and exporters of Hong Kong.

We have difficulty in obtaining top quality products for our display centre. We have to persuade people to take part in trade fairs. We recently circulated 250 firms twice with a view to holding an exhibition in Hong Kong next year and received the support of only ten. Eighty per cent never even replied! The only time that support was overwhelming was

Cont'd on Page 6

First Asian Fair

An INDUSTRIAL image for Bangkok

A member of the official delegation to the First Asian International Trade Fair at Bangkok is Mr. S. L. Chung, Assistant Secretary of the Chamber.

Mr. Chung will remain in Bangkok for the duration of the fair and afterwards make a brief market survey of Hong Kong's potential in Thailand. Members who would like a specific enquiry made on their behalf by Mr. Chung should contact the Chamber.

The Hong Kong participation at Bangkok is being organised by the Trade Development Council and will be their first major promotion in Asia. The T.D.C. have chosen the theme of "Industrial Hong Kong" for their pavilion which will contain more than 1,000 Hong Kong products.

The Hong Kong pavilion has been designed to create the image of a modern progressive city. But it will still retain Oriental overtones and motifs to symbolise the Chinese character of the Colony.

An endeavour is almost being made to introduce an appropriate atmosphere for the many and varied Hong Kong industrial products which will be displayed in the pavilion.

Above the main entrance, which is shaped in the style of a moon gate, are the words "Hong Kong" in Thai, English and Chinese. The pavilion will be floodlit at night.

Inside the entrance one wall is decorated with a set of the Colony's coat-of-arms while directly facing this is a fully furnished sitting-room displaying Hong Kong furniture, carpets, lamps, vases, paintings and curtains.

Large photographs of Hong Kong are mounted on a wall directly facing the exit on Third

Street. Other walls are covered with bark cloth of different colours.

Air-Conditioned

In view of the local tropical climate, with an average temperature of 28°C at this time of the year, the pavilion will be fully air-conditioned by three specially shipped ten-ton Hong Kong-made Weatherite units.

The appearance of the pavilion compares favourably with those of many other modern and traditional structures built by participating countries at the fair site which has taken a year to develop.

Taking Part

Of the nine commercial firms taking part in the Bangkok fair, eight are Chamber members.

The nine companies at Bangkok are: Harilela's, China Cold Storage and Engineering, Hong Kong Carpet Manufacturers, Union (V-tex) Shirt Co., Duro Industries Ltd., Union Metal Works Ltd., The Hong Kong Chiap Hua Mfy Co., Cathay Pacific Airways Ltd., and The Hongkong and Shanghai Banking Corporation.

The United States Pavilion, situated in front of the Hong Kong exhibition hall, has a wave-like roof built with gigantic sections of coloured fibre glass. West Germany has a star-shaped roof while the Canadians have erected a wooden shingled structure.

Replicas of the Thai Royal Summer Palace at Bang Pa-in, the famous Royal Barge "Ananta Narkaraj" and the Floating Market have already been constructed in a large lake

in the fair ground seven miles outside Bangkok.

The Hong Kong Pavilion is conveniently located at the junction of Third Street and Third Avenue which is one of the main roads of the fair. Many people are expected to visit it.

Visiting Times

Among the visitors will be a large number of businessmen and trade buyers. The special hours reserved for them are from 10 a.m. to 1 p.m. on weekdays. Members of the public will be admitted from 4 p.m. to 10 p.m. on weekdays and from 10 a.m. to midnight on Saturdays and Sundays when an estimated 100,000 people a day will come to the fair.

They will see displays of the latest and best products by nearly all the countries in Asia, many in Europe and Middle East, Australia, Canada, the United States and the Soviet Union.

Industrially developed countries will exhibit capital goods, including agricultural and building construction equipment while developing countries will show their traditional exports and products of their new industries.

The Hong Kong Trade Development Council is mounting a display of over 1,000 products specially selected for the Thai market and also items of interest to trade buyers from other parts of the world.

Apart from the Trade Development Council's general display, nine commercial firms will be exhibiting goods ranging from beaded wear to shirts, kerosene stoves, pressure lanterns, carpets, air-conditioners, electric fans, paints and building material. The Hong Kong and Shanghai Bank and Cathay Pacific Airways will also have displays and "offices" in the pavilion.

ROUND ABOUT

Export Marketing

The Hong Kong Productivity Centre has invited the Chamber to nominate two candidates for the Asian Productivity Organisation's seminar on Export Marketing for Small Industry.

The course, which will be held in Japan, will run from February 13th to March 20th.

The Hong Kong Productivity Centre will contribute US\$200 towards the cost of sending the principal candidate to Japan while the rest of the expenditure will be borne by the Asian Productivity Organization, including a per diem allowance at a rate equivalent to US\$10 per day.

A second candidate will have to meet his own travelling expenses but would be allowed the US\$10 daily allowance.

The course will cover recent trends in international trade, trade promotion policies and economic growth, basic factors of export and the strategy for developing international markets.

The A.P.O. recommend that the course is particularly suitable for civil servants and export executives from small and medium industrial undertakings.

Members interested should contact Mr. R. T. Griffiths, Acting Secretary, at the Chamber.

Membership Liaison

Mr. P.M. Lam, the Chamber's membership liaison executive is currently obtaining comments and suggestions from members on possible ways in which the Chamber's services can be improved.

The most helpful suggestions often come in the way of criticisms and members are reminded that each complaint is carefully investigated, and where possible, immediate improvements introduced. It is in members' interests that they forward criticisms to this office as soon as possible.

Productivity Centre

Mr. Wilfred Hillier Newton, Chief of the International Labour Organisation Mission for Management Development and Productivity in South Korea, has been appointed Executive Director designate of the Hong Kong Productivity Centre.

Since 1962, Mr. Newton has headed a team of international productivity experts in South Korea, working in close conjunction with officials of the Korean Ministry of Commerce and Industry and the Korean Productivity Centre to increase the productivity of Korean industry, which is rapidly becoming one of Hong Kong's keenest competitors in the Far East.

Prior to his assignment in Korea, Mr. Newton had had extensive experience of industrial consultancy work and of introducing new productivity techniques to a wide range of industry in Australia and Europe and had undertaken important I.L.O. assignments in Egypt, India and Poland.

Certificates of Origin

During September D.C. & I. issued 32,967 certificates of origin of all types. In the same month the Chamber issued 12,029 standard certificates only. The value of stamp fees paid to D.C. & I. in September amounted to \$369,580.

Trade Mission to Malaya

A 20-member British trade mission arrived last week on a five-day trade promotion tour.

The mission was led by Lord Errol, President of the London Chamber of Commerce, and includes representatives of leading British manufacturers and industrialists.

Lord Errol said the mission would study the Malaysian market "closely" and explore the possibilities of increasing the two-way trade between Malaysia and the United Kingdom.

They would also look into the feasibility of collaborating with local businessmen to improve existing industries or start new ventures.

Lord Errol said that Britain was in a position to provide "a regular outlet" for local products.

Zambia Trade Fair

The opportunities presented by Zambia for Hong Kong products was stressed to Chamber members when Mr. D.J. Appleton, representing the Zambian Trade Fair visited the Chamber.

Mr. Appleton, who came to Hong Kong as part of a worldwide tour to encourage participation in the Zambian Trade Fair in July 1967 said Zambia had a population of over four million and a credit balance which last year amounted to £37 million. There was, he said, a tremendous potential for Hong Kong products in Zambia which had one of the highest wage rates in Africa.

At present, because of Rhodesian U.D.I., imports were in short supply and although Mr. Appleton admitted that due to the considerable distance of the territory from ports of entry freight charges were high, he felt Hong Kong could do particularly well in exporting brushes, flashlights, made-up garments and television sets. He did not recommend transistors as a possibility for the Zambian market. Apart from transistors, there was he said, no controls nor tariffs on imports from Hong Kong.

After his talks with the Chamber, Mr. Appleton who was accompanied by Mr. Michael Page of the Trade Development Council, met Mr. A.C.W. Blaauw and Mr. Sydney-Woollett of the Exporters' Association. He also had talks with representatives of the Federation of Hong Kong Industries and the Chinese Manufacturers' Association.

Members who would like to contact Mr. Appleton for possible participation in the Zambian Fair, should write to the Chamber.

International Marketing

Twenty five local and overseas representatives attended a seminar on International Marketing which was organised by the Hong Kong Management Association on behalf of Government.

The seminar was conducted by Mr. A.N. Seares, President of Affiliates in Management Services and Mr. Oiva Rydeng, head of the National Association for Promotion of Danish Products.

The 10-day seminar was attended by a member of the Chamber's staff.

Selling Mission

The Sales Director of Mercur Underwear Pty. Ltd., Victoria, Australia, Mrs. C. Kupferminc, will visit Hong Kong on January 10th for two days.

Mrs. Kupferminc wishes to contact department stores as established agents for lingerie. Interested members should contact her direct at the President Hotel.

Leader of the official Hong Kong delegation to the fair, is Dr. the Hon. Sir Sik-nin Chau. Sir Sik-nin, is accompanied by Lady Chau and Mr. C.K. Choi, member of the Council and President of the Chinese Manufacturers' Association. Mr. Choi is the Deputy Leader of the delegation.

Owing to the long duration of the Fair, Sir Sik-nin will be relieved on November 27 when Mr. James Wu, member of the Trade and Industry Advisory Board will take over as the Leader for the second period. He will arrive in Bangkok on November 28.

Mr. Wu is expected to return to Hong Kong on December 11, the day after the Fair closes on Saturday, December 10.

Footwear Interest

Mr. Eugene Brindis, President and Managing Director of Laconia Shoe Company, Inc. of Laconia, New Hampshire, is arriving in Hong Kong November 21.

Mr. Brindis is interested in contacting all shoe manufacturers wishing to export to the United States.

The Laconia Shoe Company presently manufactures and sells 35,000 pairs of shoes a week in the United States market. Interested members should contact Mr. Brindis at the Hong Kong Hilton where he will stay.

Expo 67

The Chamber has a range of publications on Expo 67, the world exhibition to be held in Montreal from April to October 1967. Although Hong Kong is not officially participating in Expo 67, members who intend to visit Canada next year can obtain exhibition passes through the chamber. —South China Morning Post.



Mr. Harry Roff, Managing Director of Management Selection Limited, who is to visit Hong Kong shortly.

Formerly Group Personnel Manager of Carreras, Mr. Roff worked for a time with the International Labour Organisation in Geneva.

Mr. Roff was one of the founders of M.S.L. which was started a specialised selection service for middle and senior management. Today M.S.L. employs 150 people and has branch offices throughout Europe, Australasia.

Indonesian Trade

There was no discrimination against goods bought in the Colony for Indonesia, irrespective of their origin, said a senior official of the Indonesian Consulate-General.

He said that his country had recently bought a large volume of textile products and other goods from the Colony, a sharp increase compared with the similar period last year.

The official said the major concern at present was to check the declared value of goods shipped to the country. Some shippers under-priced commodities in invoices to reduce tariffs, while others over-priced their goods to make higher charges from the State trading agencies. —South China Morning Post.

Trade to Survive — Cont'd.

when the Spanish Trade Mission came to Hong Kong as a result of the interest aroused by our participation in the Barcelona Fair. No doubt the same will be true when the Swedish Mission comes here.

But this is a Tropical Island philosophy. Waiting for coconuts to drop into your lap. It is high time that people realised that the world does not owe them a living and that they have to go out and sell. These business groups would not come here if we had not spent a great deal of time and money publicising Hong Kong in their countries, and put the idea into their heads.

T.D.C. Support

It seems to be generally accepted that a Trade Development Council is necessary, but it can only function successfully if it is supported. I hope that you and your friends will do your best to keep you in business.

I believe that I can show that trade can be increased by the activities of the Trade Development Council, but ONLY if suppliers come forward and give me the chance, and particularly suppliers of the high quality products in any category which are needed for the Display Centre and for Fairs.

Conclusion

Finally, to recapitulate the main points, the easy days are over and we have to work for our living, not only in the factory but as salesmen too. We need our own original designs, improved packing and packaging, and quality controls. We have a wealth of promotional talent which must be used, and we must improve our selling methods. To paraphrase Winston Churchill, I am confident that if you give me the products, I have the right team to finish the job. Next Issue: The financial aspects of Trade Promotion.

Sales Promotion

Before leaving Hong Kong to visit overseas markets to increase sales of Hong Kong products, members will be most welcome at the Chamber should there be any way in which we can assist before their departure.

MEMBERSHIP

NEW MEMBERS

Atjeh Trading Shipping Co., 2nd floor, Room 205B, Cheong K. Bldg., 84-86 Des Voeux Road C, Hong Kong.

Caradian Sales Company, Suite No. 12, New Henry House, 1st floor, 10 Ice House Street, Hong Kong.

Chans Enterprises Ltd., 802 Cheong Hing Bldg., 72 Nathan Road, Kowloon.

Ching Mei Electric Manufacturing Co. Ltd., 12 Elm Street, 5th floor, Taikoktsui, Kowloon.

Cordial Manufacturing Co. Ltd., 203-4 Alpha House, 27-33 Nathan Road, Kowloon.

Cosmos Textiles, 535 Central Building, Hong Kong.

G. Hasso & Company, 405 Hing Fat House, Hong Kong.

Hong Kong Dyeing & Weaving Ltd., 27 Playing Field Road, Kowloon.

Kasuga & Co. Hongkong, R/No. 301, The Ka Wah Bank Bldg., 259-265 Des Voeux Rd. C., Hong Kong.

Oriental Enterprises Co., Ltd., Plastic Dept., 31 San Shan Road, Ground floor, Kowloon.

Otto Versand, Hongkong Buying Office, 604 Entertainment Bldg., 30 Queen's Road C, Hong Kong.

Sampaguita International Ltd., Room 622, H.K. Hilton Hotel, Queen's Road C, Hong Kong.

South Ocean Electric Wire Co. Ltd., 169 Wai Yip St., 1st floor, Kwun Tong, Kowloon.

Sun Ying Ming Fur Factory, Rm. 409, China Building, Queen's Road C, Hong Kong.

Superior Fabrics Company, 702 Canton House, Queen's Road C, Hong Kong.

Transglobal Knitting Fty. Ltd., 248 Fuk Wing Street, 1st floor, Kowloon.

World Electronics Mnfg. (HK) Corp., Chin Fat Factory Bldg., Block "B", 7/F, Tsat Po St., San Po Kong, Kowloon.

CHANGE OF STYLE

Perfect Products Co., Ltd., 1201 Regent House, Hong Kong. (Formerly Perfect Products Co.)

South China Manufacturers Ltd., 19-21 Ng Fong Street, 214-216 Choi Hung Road, Kowloon. (Formerly South China Knitting Factory)

Tsiens & Associates Ltd., Rm. 902 Loke Yew Bldg., 50 Queen's Road C, Hong Kong. (Formerly Tsiens' Associates Novelties Co.)

United Commercial Company (H.K.) Room 507 China Emporium Bldg. 4th floor, Queen's Road C, Hong Kong. (Formerly United Commercial Co.)

CHANGE OF ADDRESS

D. Chellaram, 7th floor, Kailey House, 21-25 Wellington Street, Hong Kong.

Cheung Tai Mercantile Agencies, 502 Kailey House 21-25 Wellington Street, Hong Kong.

Commercial Survey Co., Rm. 725 Li Po Chun Chambers, Des Voeux Road C, Hong Kong.

Cosmos Development Co., Wing Chai Industrial Bldg., 27-29 Ng Fong St., 11-12-13 fls., San Po Kong, Hong Kong.

Fabian & Co., Ltd., Wu Sang House, 22nd floor, 655 Nathan Road, Mongkok, Kowloon.

Fook Sing Electric Bulbs Fty. Ltd., 2-4 Luk Hop Street, 2nd floor, Chung Hing Industrial Mansion, Flat C, San Po Kong, Kowloon.

Heem Yick W.B. Company, Chung Nam House, Room 501, 59 Des Voeux Road C, Hong Kong.

Heera Trading Co. (H.K.) Ltd., 803 Loke Yew Bldg., 50-52 Queen's Road C, Hong Kong.

Hsi Associated Ltd., Wang On Court, 4th floor, 310A King's Road, North Point, Hong Kong.

B.D. Kimatrali & Co., Ltd., Kewalram Bldg., Room 303, 3rd floor, 71 Wyndham Street, Hong Kong.

Luen Hing Fat Limited, Luen Hing Fat Bldg., 35-39 Des Voeux Road West, Hong Kong.

Sears, Roebuck Overseas Inc., 1001-3, Tung Ying Bldg., 100 Nathan Road, Kowloon.

Tension & Company, Room 71, The Chinese Club Bldg., 7th floor, 21/2 Connaught Road C, Hong Kong.

Winner Co. (H.K.) Ltd., Winner Building, Yuk Yat Street, Tokwawan, Kowloon.

Wireless Products Ltd., 10 Ng Fong Street, San Po Kong, Kowloon.

T.W. Wu & Co. (H.K.) Ltd., Stanhope House, 734 King's Road, Hong Kong.

TRADE FAIRS

Spain. The Valencia International Samples Fair will be held from 1st to 15th May 1967, under the patronage of the Municipality and of the Chamber of Commerce of Valencia.

Indonesia. The IVth Indonesian International Fair is to take place in Djakarta from 18th August to 25th September, 1967. For particulars write to the National Board of Indonesian Fairs and Exhibitions, Krekot Bunder 47, Djakarta.

United Kingdom. The Manchester International Rainwear Exhibition 1967 will be held in the Free Trade Hall, Peter Street, Manchester, from 23rd to 25th May.

Italy. The 5th International Toy Show will be held in Milan from 4th to 12th February 1967. Information may be obtained from the Italian Trade Commissioner, 503 Chartered Bank Building, Hongkong.

TENDER

HONG KONG

Tenders are invited for the supply of the following:

1. 36" x 30" heavy duty cast iron manhole covers and frame
 2. Traffic bollards
 3. Cotton waste ring spinning frame
 4. Cellulose self-adhesive tape
 5. Plastic utensils
 6. Wooden sanitary buckets
 7. White cotton shirts
 8. Towelling
 9. Oils and greases
 10. Purchase from the Hong Kong Government of old steel covered railway wagons (scrap)
 11. Water pumps and starters
 12. Belt conveyors
 13. Bamboo ware (Baskets and sweeping brooms)
 14. Cast iron manhole covers and frames and other castings for Government Road Works.
 15. Woollen blankets.
- Tender forms and further details may be obtained from the Stores Department, Oil Street, North Point.

NEWS FROM D. C. & I.

Burma

It has been announced by H.M. Treasury that Burma has ceased to be a member of the Scheduled Territories. As from 19th October 1966 all current instructions regarding transactions by or on behalf of non-residents will apply to residents of Burma.

Hong Kong Dollar Accounts of persons, firms, companies and banks resident in Burma should be conducted in accordance with Exchange Control Circular No. 182 (Revised). Sterling Accounts already established in the name of persons, firms, companies and banks resident in Burma should be designated as External Sterling Accounts. For Exchange Control purposes the currency of Burma, the Kyat, becomes a foreign currency and securities payable in that currency become foreign currency securities.

All securities held by or on behalf of residents of Burma will be subject to the normal procedure applicable to securities owned by non-residents. Payment for exports to Burma must be received in accordance with Exchange Control Circular No. 201 (Revised).

Congo

(Kinshasa, ex—Leopoldville)

With effect from 15th April, 1966, the Government of the Democratic Republic of the Congo have increased the statistical tax on all imports from 1% to 3% of the customs value of the goods, with a minimum tax of 20 francs (equivalent to HK\$0.80) per consignment.

Hong Kong's domestic exports to Congo (Kinshasa) were valued at HK\$5.3 million in 1965.

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

Directory

The Canadian Collector, P.O. Box 1020, Adelaide St. E., Toronto 1, Ont., will publish in January 1967, the "International List — 1967" a directory of agencies and law firms handling overseas collection. Cost of this book is C\$10.50 a copy. For further information contact direct.

Rag Flock

D.C. & I. wishes to draw members' attention to the requirements of the United Kingdom legislation which prescribes specific requirements for filling materials in pillows, bed clothes, beddings, toys and other stuffed products. Manufacturers of stuffed products are asked to ensure in their own interests that their products, when exported to the United Kingdom, comply with the requirements laid down in the legislation. Compliance is mandatory and the British authorities are known to have prosecuted manufacturers and importers for failing to meet these requirements which are stringently applied.

Complete copies of the Rag Flock and Other Filling Materials Acts and Regulations are available for study at the Chamber.

Manufacturers who wish to obtain further information on this matter are invited to contact the Industrial Development Branch of D. C. & I. (Tel. No. 443677).

Nightdress Regulations

The Chamber has received a draft copy of the new United Kingdom regulations governing the safety factors in the manufacture and export of nightdresses.

There is no indication as yet, when these new regulations will come into force, but members who wish to examine the draft should call at the Chamber.

Quarantine

Quarantine restrictions have been imposed against arrivals from Sibu, Dacca and Madras because of smallpox and from Baghdad and Dacca because of cholera. Quarantine restrictions have been removed against arrivals from Karachi because of smallpox, from Danang because of plague and from Nhatrang because of plague and cholera.—**Port Health Notice**

Painted Toys Testing and Safety

Acting on the advice of the Medical authorities D.C. & I. decided to introduce a random sampling and testing system for lead content in paints.

This system has already been in operation for five months during which period nearly a hundred samples taken from registered toy factories have been submitted to the Government Chemist for analysis. On the basis of these test results, it seems clear that almost all toy manufacturers are now using paints with a lead content well within the maximum permitted level (11,000 p.p.m. for lead content in surface paints); in isolated cases, however, paint samples have been found to have a lead content far in excess of internationally accepted standards.

The manufacturers concerned have been advised to remove the coat of unsatisfactory paints from the toys and, where this is not practicable, to destroy the stocks. A recent case concerned a consignment of 53 gross of plastic toys intended for export. As these toys were found to have been coated with unsatisfactory paints that would have been impracticable to remove, the manufacturer was asked to co-operate by voluntarily destroying the stocks of toys under supervision by officers of the department.

In the circumstances, D.C. & I. wishes to re-affirm the advice given in Industry Circular No. 6 and toy manufacturers are again urged to ensure that paints used on the surface of toys should be as nearly lead-free as possible and should in no case exceed 11,000 p.p.m. (1.1%). In order to ensure that low-lead content paints are available to toy manufacturers, the department has issued a circular to paint manufacturers and importers, requesting them to mark their products so that these paints can be clearly identified as being suitable for toys. Toy manufacturers should, therefore, aim at buying paints with an indicator of lead content or suitability for use on toys.

T.D.C. Chinese Title

The Trade Development Council have selected an official Chinese title for the Council. In future the Chinese title should read: "香港貿易發展局"

U.S.A.

The United States Government introduced a revised Customs Tariff on 31st August 1963 which necessitated re-negotiating their Schedule of tariff concessions with other Contracting Parties to the General Agreement on Tariffs and Trade. Re-negotiations with Japan have resulted in reductions in tariff rates for the following items.

United States Tariff No.	Description	Duty Rate prior to 1st Oct. in 1966	Final Duty Rate	U.S. Imports from H.K. in 1965 (HK\$ '000)
222.50	Blinds, shutters, curtains, screens, and shades of unspun fibrous vegetable materials, with or without their hardware	40% ad val.	20% ad val.	481
554.51	Mirrors, with or without frames or cases, not over 1 sq. ft. in reflecting area	35% ad val.	25% ad val.	354
741.10	Imitation pearls and imitation pearl beads of all shape and colours, drilled or not drilled, but not strung (except temporarily) and not set	40% ad val.	20% ad val.	5,689
737.50	Toy figures of animate figures (except dolls) having a spring mechanism and not wholly or almost wholly of metal	44% ad val.	30% ad val.	
737.80	Toys, and parts of toys, not specially provided for: having a spring mechanism	44% ad val.	30% ad val.	

The duty reductions will be put into effect in five annual stages —

United States Tariff No.	Rates of ad valorem duty effective 1st October			
	1966	1967	1968	1969
222.50	36%	32%	28%	24%
544.51	33%	31%	29%	27%
741.10	36%	32%	28%	24%
737.50	41%	38%	35.5%	32.5%
737.80	41%	38%	35.5%	32.5%

These reductions apply to all countries including Hong Kong whose products are entitled to Most Favoured Nation treatment when imported into the United States.

Gambia

The Government of Gambia introduced the following customs tariff amendments on 8th September, 1966—

Description	Rate of Duty	
	Old	New
Undergarments, knitted or crocheted, not elastic or rubberised:		
A. Singlets	Each 1s. 6d. or 32½% ad val.*	Each 1s. or 32% ad val.*
Men's and boys' outer garments	Each 3s. or 42% ad val.*	22½% ad val.
Women's, girls' and infants' outer garments	Each 3s. or 42% ad val.*	22½% ad val.
Undergarments:		
A. Shirts	Each 2s. 10d. or 42½% ad val.*	Each 1s. 6d. or 22½% ad val.*
B. Singlets, vests	20% ad val.	No change
C. Other	42½% ad val.	22½% ad val.

Trinidad and Tobago

An amendment to the list of exceptions to the Trinidad and Tobago Open General Licence has the effect of placing imports of "ladies plastic handbags" under specific licensing control. Hong Kong's domestic exports of handbags of all materials to Trinidad and Tobago in 1965 and the first half of 1966 were valued at \$179,007 and \$76,602 respectively.

(Mr. D. Sum, Tel. 431233)

Rattan Certificates

From January 1st 1967, the Chamber will not accept applications for Certificates of Origin covering exports of plain or P.V.C. coated rattan basketware. All applications should be submitted to D.C. & I.

Mauritius

The Government of Mauritius have made certain changes to their customs tariff. The following are of interest to Hong Kong:—

<i>Description</i>	<i>Rate of Duty</i>		<i>H.K. Domestic Exports to Mauritius in 1965 HK\$</i>
	<i>Old</i>	<i>New</i>	
Wood furniture and fixtures	35% ad val.	40% ad val.	70,266
Furniture and fixtures of rattan and basketware	35% ad val.	40% ad val.	151,784
Travel goods (trunks, suitcases etc.), handbags, wallets, purses, pocket books and similar articles of leather, imitation leather or plastic	20% ad val.	35% ad val.	108,791
Shirts, excluding those commonly known as T-shirts — of silk or synthetic fibres	25% ad val. or Rs. 0.50 each	25% ad val. or Rs. 2.25 each Whichever is the higher	35,640
of other materials	10% ad val. or Rs. 0.50 each	15% ad val. or Rs. 1.25 each Whichever is the higher	651,000

Thailand

The Government of Thailand introduced a number of customs tariff changes on 21st September 1966 of which the following are of interest to Hong Kong:—

<i>Description</i>	<i>Rate of Duty</i>		<i>H.K. Domestic Exports to Thailand in 1965 HK\$</i>
	<i>Old</i>	<i>New</i>	
Boxes, bags and other packing containers, of paper or paper board	Ranging from Baht 0.55 to Baht 6.60 per kg. depending on type	30% ad val. or Baht 1.50 per kg. whichever is the higher	170,068
Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits—			
(a) Blanks for tubes and pipes		Baht 0.30 per kg.	Nil
(b) Other	Baht 0.44 per kg.	30% ad val. or Baht 1.00 per kg. whichever is the higher	320,563
Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of iron or steel—			
(a) Baskets, sieves or similar articles made of iron or steel covered with plastic materials	60% ad val.	No change	352,370 (household utensils of iron or steel, whether enamelled or not)
(b) Other	Ranging from 15% to 25% ad val. depending on type	30% ad val.	