



THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

WHAT PRICE KWAI CHUNG?





IN THE FAR EAST & BEYOND

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THE HONGKONG BANK GROUP

NOVEMBER, 1969

THE HONG KONG
GENERAL CHAMBER
OF COMMERCE

The Bulletin

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COVER

Photograph shows the proposed site for Hong Kong's first full scale container terminal at Kwai Chung. Reclamation is taking place, but is anything else happening . . .? See leading article, page four.

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9th Floor, Union House,
Hong Kong
Tel: 237177 Cables: Chambercom

What price Kwai Chung?

THE history of trade is littered with the corpses of good ideas that died because they were either too early or too late for their times. Indeed, it is tempting to claim that the success of any new development has less to do with its intrinsic merit, than with its timing. Cornflakes would probably never have found a market had they been introduced to the hearty breakfast-eaters of Mid-Victorian times.

Containerisation is an obvious example of this point. Nobody claims that there is anything particularly new or striking in the idea of putting goods into a neat rectangular box that can be conveniently handled by a variety of transport media.

From Hong Kong's point of view, the advent of containerisation has in fact several drawbacks. A survey taken by the Chamber some months ago suggested that few shippers then used containers. A new survey has now been launched by the Marine Department, and it will be surprising if their figures show much change on those given to the Chamber.

Firstly, Hong Kong is not geographically equipped to handle containers. Our inland transport system — particularly in the immediate hinterland of the docks and godown companies — is already over congested. And we have, in any case, evolved an economical and highly efficient system of loading and off-loading ships that suits our harbour and

labour force, and which has provided excellent service to shipping lines, exporters and importers for many years. Why therefore change it?

Unfortunately, change must come, not because Hong Kong wants it, but because the times demand it. As an economic unit, Hong Kong is part of a worldwide system, and relies heavily on the affluent countries of the West for its continued prosperity. If our customers and colleagues in the West want containerisation — as apparently they do — containerisation they must have.

All this is agreed. The point that remains at issue is the speed with which Hong Kong should equip itself for containerisation.

No one can pretend that the borderline between a premature mistake and the truly commercial exploitation of a new idea is easy to assess. And the old saying that a man who never made a mistake never made anything probably holds more true in the field of business development than in any other area of human activity.

Quick development

A few months ago — even a few weeks ago — caution over the development of a major container terminal for Hong Kong might have seemed the right policy. But if there is one fact that emerges clearly from the current debate on containerisation, it is that development is now proceeding at a far faster rate than

seemed likely even six months ago.

Consider the following facts:—

In the UK, a few weeks ago a new giant consortium was formed by British and European lines for the £1,000-million-a-year Australian containership trade, following nearly two years of secret negotiations. This move is of special significance since it heralds the appearance of a new kind of international shipping group that will spread to other trunk routes as containerisation is developed. The 13 lines involved represent the entire national liner interest in the trade of Britain, France, Germany, the Netherlands, Italy and Australia. Total investment in the new venture is believed to be in the region of £100 — 150 million.

New terminals

Three of the largest UK ports, London, Liverpool and Southampton, have jointly spent millions of pounds to bring into operation specially designed and equipped terminals for handling ocean-spanning container ships, as the first phase of more far-reaching development plans.

Again, Britain's two container consortia which jointly began the Europe/Australia service in March 1969 reached a level of revenue in their first six months, which they did not expect to achieve for two years. The actual total earned is assessed at some £11 million.

In Germany, the ports of
Contd. on P. 12

ROUND ABOUT

Executive Council Membership

Mr. G. R. Ross has been appointed temporarily a member of the Executive Council during the absence of the Hon. J. A. H. Saunders.

Mr. Saunders has been away from the Colony since November 2, and is expected to come back on November 28.

Hong Kong Statistics 1947-67

A new volume bringing together the basic series of social and economic statistics available in Hong Kong was published recently by the Government Printer.

This statistics handbook, called "Hong Kong Statistics, 1947-67", has been compiled by the Census and Statistics Department. Though many of the figures have been published in various documents before, this is the first time that they have been presented in a way which will permit comparison over a period of time.

The handbook is arranged in 15 sections according to subject matter, and covers the years from 1947-1967. The last section gives some statistics for the decade before 1941. The volume contains 175 tables, 24 charts and three maps.

In a Foreword, the Governor, Sir David Trench, says he expects that the publication will go a long way towards supplying statistical information covering almost all aspects of community life and activity in Hong Kong, in an easily accessible form.

The publication is available for members reference at the Chamber library.

Help For Hong Kong Businessmen



Mr W. R. P. King (centre), leader of the Birmingham Chamber of Commerce Trade Mission, called on the Chamber for discussions with the Chairman, Hon. G. M. B. Salmon (left) and officers of the Chamber. He was accompanied by Mr. J. K. Blackwell, British Trade Commissioner.

Mr. King offered to make available to Hong Kong businessmen visiting the UK the facilities of the Birmingham Chamber.

'Too often overseas visitors do not get beyond London,' said Mr. King. 'And if they visit Birmingham they will probably conduct their business from a hotel room. However, we can offer interviewing facilities, secretarial services, and help make contacts with leading Birmingham businessmen.'

'A Hong Kong businessman could easily base himself on the Chamber's headquarters for a day and find he has all the assistance he needs.'

'If given advance warning, we can also help publicise his visit.'

The Birmingham Chamber is one of the leading British Chambers of Commerce, with over 4,000 members, and situated in the heart of the UK's engineering, motor industry and manufacturing belt. Their office block, complete with members' club, is one of the most modern and impressive Chamber of Commerce buildings in the world.

High Honour for Cumming

Mr. M. S. Cumming, Chairman of the Hong Kong Management Association has been elected Fellow of the International Academy of Management.

The Academy is composed of a small group of management leaders who have distinguished themselves in promoting modern management philosophy and techniques, both nationally and internationally. Mr. Cumming is the sixth management leader in Asia to be so honoured, and the second from Hong Kong. The Hon. Sir Sik-nin Chau is the other I.A.M. Fellow in Hong Kong.

Imbex '70

The Hong Kong Trade Development Council has informed the Chamber that the Council will be participating in IMBEX '70 which is scheduled to take place from 2nd to 6th March 1970 in London.

IMBEX '70 is an international trade fair specializing in men's and boys' wear.

Members interested to participate in this fair, please contact Mr. Francis Lo by writing or by telephone (No. K-670151) for application forms and further information. Applications for participation should reach the office of the Trade Development Council before 25th November, 1969.

Canadian Mission Calls on the Chamber



Mr. P. G. Williams, General Committee member (right), greeted Mr. David Rothstein, President of the Winnipeg Chamber of Commerce and Leader of the Winnipeg Trade Mission. The Canadians called on the Chamber to discuss ways in which mutual trade could be promoted. Discussions covered a variety of subjects, including investment participation in new projects in Manitoba, and the import of building components, agricultural implements and frozen fish.

Hong Kong Shippers' Council — Annual Report

A limited number of copies of this annual report are available at the Chamber. Members interested please apply to the Chamber's reception area.

Hong Kong Trade Statistics

Hong Kong trade statistics for the period of January - September, 1969 analysed from the published figures of the Census and Statistics Department are now available to members. These include Hong Kong Overall Trade, H.K. Trade with U.K., U.S.A., Canada, West Germany, Sweden, Norway, Denmark, Switzerland, Belgium/Luxemburg, Italy, China, Japan, Australia, Netherlands, New Zealand, South Africa, France, Austria, Portugal, Finland, Spain, Singapore, Indonesia, Taiwan, Philippines, Republic of Korea, India, Thailand, Pakistan, Dominican Republic, Algeria, Ghana, Nigeria, Kenya, Argentina, Sudan, Kuwait, Lebanon, Saudi Arabia, Libya, Zambia, Panama, Mexico, Venezuela, Colombia, Peru, Nicaragua, Ecuador, Costa Rica, Guatemala, Uganda and Tanzania.

New U.S. Act

The U.S. Federal Trade Commission has announced that five more consumer commodities are subject to control under the Fair Packaging and Labelling Act which came into effect on September 10.

A statement by the Commerce and Industry Department said the commodities include adhesives and sealants, aluminium foil cooking utensils, disposable diapers, dry-cell batteries and sponges and chamois.

At the same time, a number of commodities which are not considered as "consumer commodities" have been exempt from the Act.

They comprise artificial flowers and parts, automotive chemical products, bicycle tires and tubes, books, brooms and mops, cameras, cigarette lighters, compacts and mirrors, diaries and calendars, flower seeds, footwear, garden tools, gift ties and tapes, greeting cards, hand tools, handcraft and sewing thread, hardware, household cooking utensils, inks, jewellery, luggage, magnetic recording tape, musical instruments, paintings and wall plaques, pictures, plastic table cloths, plastic placemats and shelf paper, school supplies, sewing accessories, silverware, stainless steelware and pewterware, souvenirs, sporting goods, toys, typewriter ribbons and woodenware.



Mr. J. H. Champion (right), leader of the British Lighting Industry mission to Hong Kong called on the Chamber for business discussions. He is seen here with Mr. S. L. Chung, Assistant Secretary of the Chamber.

Working Hours for Women and Youths

The third stage of a phased programme for the progressive reduction of standard working hours of persons aged 16 and 17, and women employed in industry, will start on December 1, 1969.

This is in accordance with the Factories and Industrial Undertakings (Amendment) Regulations 1967. By this, proprietors of industrial undertakings are required to reduce the standard working hours of young persons aged 16 and 17, and women to not more than eight hours 40 minutes a day on December 1, 1969. A new notice specifying revised periods of employment and intervals for meals and rest in conformity with the regulations must be prepared, posted, and kept posted in a conspicuous place in all industrial undertakings employing women and young persons from December 1, onwards.

If proprietors require any help in preparing such notice or seek additional information regarding these regulations, they should consult the labour inspector in charge of the Women and Young Persons Unit of the Labour Department.

Notice to Shippers

The Far East/East Africa Freight Conference has informed the Chamber that it is greatly disturbed at the prevalence of misdescription of cargo from Hong Kong to East African destinations. This has involved the shipping lines in considerable loss of freight and the honest shippers in loss of business. East African Authorities have recently been tightening up on the misdescription by shippers of inward consignments to their countries.

The conference has been and is continuing to take action against shippers involved in misdescription in accordance with the Tariff Rules and Regulations and individual Member Lines' Bills of Lading. The conference will also in future report cases of misdescription to the appropriate Hong Kong Authorities for possible action under the Unmanifested Cargo Ordinance.

The Chamber earnestly requests the assistance of shippers in ensuring that all forms of misdescription are eradicated immediately.

Forthcoming Mission

A mission of 13 members, the Sheffield Chamber of Commerce and Manufacturers Trade Mission to the Far East, will visit Hong Kong from November 22 to 28, 1969.

The mission is led by Mr. S. L. Speight, Deputy Chairman, Neepsend Steel & Tool Corporation Ltd., other members of the mission are: Mr. J. S. Allcard of Easterbrook Allcard & Co. Ltd., Mr. C. K. Belk of G. & J. Hall Ltd., Mr. R. J. Coomber of Spear and Jackson Ltd., Sir John Hartopp, Firth Brown Tools Ltd., Mr L. J. L. Hill, Webley & Scott Ltd., Mr. R. H. McKears, Wm. Ridgway & Sons Ltd.

The missions visit to Hong Kong being arranged by the British Trade Commission, Hong Kong and Chamber members who wish to contact the Mission should contact Mr. K. W. H. Nash or Mr. M. A. Goodfellow of the British Trade Commission.

Training Course

The Hong Kong Productivity Centre in conjunction with the Asian Productivity Organisation will sponsor a Training Course on "Small Business Management Trainers' and Consultants' Training Course" in Japan for twenty-four weeks commencing from June, 1970.

The object of this course is to train consultants and trainers for the management of small business in member countries of the Asian Productivity Organisation.

Two local candidates will be selected to participate in this training course. Members are invited to nominate candidates for the course. Nominations, to be accompanied by a letter signifying the employer's willingness to release the applicant, should reach the Centre on or before 13th December, 1969.



Visitor to the Chamber, Herr Hansjürgen Fuhmann (centre), Vice President of the Berlin Chamber of Commerce & Industry, managed to forecast the amount of the upward revaluation of the Deutschmark with admirable precision, even though his visit to Hong Kong occurred some two weeks before revaluation took place.

Herr Fuhmann's comments on the German trading scene were of particular interest to members.

He pointed out that currently West Germany needs imports from countries such as Hong Kong in order to relieve inflationary pressures at home. Now, he claims, is the right time for exporters to attack the German market.

He added that Hong Kong's image in Western Germany was not always accurately portrayed in the German press.

"Too often Hong Kong is associated only with heroin and opium.

"When visiting an exhibition or Trade Fair, Hong Kong should organise itself with the thoroughness of the Japanese," he suggested. "It is not sufficient to have specialists trading only in their own lines. There must be some one present able to speak for Hong Kong as a whole, and the full range of its industry in some detail."

"Exporters selling to Germany would do well to concentrate on the four major exhibitions at Hanover, Cologne, Frankfurt and W. Berlin. The others don't matter", he added.

In recent months, the Chamber has been trying to inform its members of the activities in which the Chamber is involved by inserting in the Bulletin articles on various associations, boards of Government or other authorities on which the Chamber is represented. In the June issue, we featured the Trade Development Council and for this month, members might like to know something about:

THE HONG KONG ASSOCIATION

by Mrs. Susan Yuen

The Hong Kong Association is an Association of persons and firms in the United Kingdom who have ties with or are interested in Hong Kong. It was established in 1961 after an exchange of correspondence between Sir Alexander Grantham and Hon. Sir Sikkim Chau. Sir Alexander became the first Chairman of the Association.

Basic object

The basic objective of the Association is to provide, in the United Kingdom, an authoritative body which is recognised at the highest levels as being representative of industry and commerce in Hong Kong and qualified to speak on its behalf.

Function

Its most important function is to ensure that the needs and problems of Hong Kong are fully understood at policy-making levels in Her Majesty's Government and by all those individuals and bodies which can influence policy. It must and does argue the case for Hong Kong when it is necessary to do so. To this end it maintains contact with Ministers and Officials of Her Majesty's Government at the most senior levels. It keeps in close

touch with Members of the House of Lords and of the House of Commons and when questions relating to Hong Kong are raised in Parliament or when Hong Kong is featured in Parliamentary Debates, it is called upon to brief interested Members. The Association has been responsible for inviting to Hong Kong, a select group of M.P.s in pursuance of its policy to build up in Parliament a body of informed opinion regarding Hong Kong. It will have been noted, for instance, that when the President of the Board of Trade announced in the House of Commons the intention of the U.K. Government to impose tariffs on cotton textile imports from Commonwealth countries, Mr. Anthony Royle, Chairman of the Anglo-Hong Kong Parliamentary Group, who has frequently visited the Colony under the auspices of the Association, immediately raised the question of the effect this might have on the Hong Kong economy. The effect of this policy can be further gauged from the change in tone of textile debates on Hong Kong. In 1957 there was widespread ignorance about the Colony and even

hostility towards it. Ten years later, in 1967, during the course of a five-hour debate on the textile situation in the House of Commons, while Hong Kong was mentioned nine times, not one of these comments was adverse. The changed atmosphere was largely due to the efforts of the Association.

The Association is represented on or has liaison with all trade bodies of consequence in the United Kingdom interested in Hong Kong affairs, including the British National Export Council, the Federation of Commonwealth Chambers of Commerce, the Trade & Industry Committee of the Royal Commonwealth Society, the British National Committee of the International Chamber of Commerce, the Joint Associations dealing with Commonwealth Affairs and the London Chamber of Commerce. The current Chairman is Mr. J. H. Hamm, Chairman of Dodwell & Co., Ltd.

Make-up

The Hong Kong Branch of the Association endeavours to keep the Committee in London informed on all matters in which the action of the Association is

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London Chamber of Commerce Mission in Hong Kong

On a bright sunny afternoon in October, a team of 19 members from the London Chamber of Commerce flew into Kai Tak where they were met by senior officers of the Hong Kong General Chamber. The Hong Kong General Chamber was the official organiser of the Mission's visit to Hong Kong.

At the airport the Hong Kong Chamber called a press conference on the Mission's behalf. It was well attended by members of the press, radio and T.V.

At the conference Mr. Jeffrey Hamm, leader of the Mission, made a statement saying that it was essential the Colony's trade with Britain be maintained "at the highest possible levels". He also urged Hong Kong to organise more business visits to Britain to help keep the market active.

The aim of the Mission was twofold. Firstly, to demonstrate the enthusiasm and importance with which the London Chamber of Commerce views the expansion of trade with Hong Kong and secondly, to emphasize its belief in the importance of personal contact between the Colony and the United Kingdom by visits of this kind.

In furtherance of this aim, the Hong Kong General Chamber stepped in to help by organising business interviews for Mission members to meet Hong Kong businessmen. All in all the Hong Kong Chamber



Soon after the arrival of the Mission, the Chamber called a press conference at Kai Tak on the Mission's behalf. Picture here shows Mr. Jeffrey Hamm, leader of the mission, surrounded by a group of reporters from newspapers, radio and TV.



On the next day, the Chamber hosted a cocktail party at the Hong Kong Club for the Mission, so that members of the Mission had a chance to meet Hong Kong businessmen. Seen in the picture are Mr. G. M. B. Salmon, Vice Chairman of the Chamber, Mr. Jeffrey Hamm, leader of the Mission, and Mr. G. H. P. Pritchard.

organised 120 interviews with 80 Hong Kong firms. These turned out to be fruitful, for the Mission finished up their visit with firm orders worth \$14 million and potential business of \$56 million.

"Every member of the

Mission was delighted with the visit", said Mr. Hamm. "Hong Kong has now become one of the most sophisticated trading centres of the world".

Throughout their stay in Hong Kong, the Mission received wide publicity.

What the Chamber is doing for you

Business Promotion Department

During October, the Department received Trade Missions from the London Chamber of Commerce, the Birmingham Chamber of Commerce and the Winnipeg Chamber of Commerce and the Kobe City Trade Delegation.

The Department arranged over 120 business appointments for members to meet the London Chamber of Commerce Trade Mission.

A survey is being conducted by the Department into the number of constructive contacts established as a result of trade enquiries received. A report on the findings of the exercise will be submitted at the end of the year.

A total of 1,350 trade enquiries were dealt with during the month, the majority of which were processed on the Department's punch-card system. Once again, the majority of enquiries originated from the United States, where there was a substantial increase. Virtually all other markets also showed an increase in enquiries, apart from the U.K., where the number of enquiries received continues to decline.

The Department's statistical service made a special analysis of imports from the U.K., copies of which can be made available to members

on request, while the Rank Xerox copying service provided 1,258 copies for Member companies.

Employment Register

Details of 242 applicants for employment were published during October.

Credit Information Bureau

A meeting between subscribers to the Bureau will be arranged in mid-November at which their opinions and suggestions will be sought.

The Consolidated Monthly Statement and Companies Index for September 1969 were prepared and issued to subscribers on 30th October, 1969. The number of accounts and volume of trade covered by the Scheme were 10,499 and HK\$36.85 million respectively.

Certification Department

A total of 16,377 applications for Certificates were received during October. This represents an increase of 17 per cent over the equivalent period of last year, and already the cumulative total of applications exceeds that for the whole of last year.

Demand on the Department's Kowloon office has expanded particularly rapidly. For the period January-October applications increased by 87.75 per cent over the same period in 1968. After

opening the new office in Star House at the beginning of March, applications received increased by 100.98 per cent over last year. It is however felt that Kowloon-based exporters could still save themselves time and trouble by making greater use of the facilities at Star House, rather than continuing to use the Union House office.

Inspectors carried out spot checks during the month on 10.5 per cent of all applications, and 207 (1.3 per cent) of applications were refused.

Public Relations

The Chamber has awarded prizes to four Hong Kong schools — New Method College, Diocesan Girls School, La Salle College and St. Clare's Girls school—for entries in the Royal Commonwealth Society's Group Project Competition. This is an annual competition in which teams from schools all over the Commonwealth take part. The team studies a particular topic — for example, St. Clare's subject was "Water — the part it plays in the Economic Development of the Commonwealth" — and writes a report on it. Local winning entries are then submitted to London to participate in the Commonwealth-wide competition.

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THE HONG KONG GENERAL CHAMBER OF COMMERCE

1st November, 1969

Commercial News

News from D. C. & I.

Membership

Tenders

Trade Fairs

NEWS FROM D. C. & I.

Commercial Information Circular No. 90/69

Indonesia

Further to Commercial Information Circular No. 71/69 the Indonesian Government has announced a further revision of its import tariff. The tariff rates on 16 items have been increased and the tariff rates on 148 items have been reduced. The new tariff rates came into effect on 1st September, 1969 and are designed to encourage local industry.

Of the items on which the tariff rate has been increased the following are of interest to Hong Kong:

Item No.	Description	Tariff Rate		Hong Kong's Domestic Experts to Indonesia in 1968 (HK\$ '000)
		Old	New	
181 Iib2	Colouring and dyeing materials, paints ground in oil or ready for immediate use, varnishes, lacquers, wood stains, siccatives, as well as oils used in paint manufacture n.s.m. and other colouring products n.s.m. (For varnishes and siccatives import duty is 15%)	60%	90%	424 (Paints, except ships, paints)
ex 187 II	Tooth paste	175%	210%	53 (Dentifrices)
501	Eating, drinking, serving and table accessories of glass n.s.m.	200%	300%	32 (Glass tableware etc.)

Of the items on which tariff rate has been reduced, the following are of interest to Hong Kong:

Item No.	Description	Tariff Rate		Hong Kong's Domestic Exports to Indonesia in 1968 (HK\$ '000)
		Old	New	
86	Sugared sweets, chewing gum, other sweetmeats and confectioneries, n.s.m.	210%	175%	443
187 I	Pomade, eyebrow pencils, lipsticks, skin-and massage creams, finger-nail varnish and bath-salts	175%	140%) 379) (Perfumery and cosmetics)
187 II	Other perfumery and beauty products	175%	140%	
355 IIa	Cotton sewing thread	40%	30%	1,315 (Cotton thread, not grey, for retail sale)
393	Socks and stockings	150%	125%	662
394	Vests, pants, shirts and combinations thereof	150%	125%	173 (shirts)
395	Knitted and crocheted articles, n.s.m., such as gloves, mittens, shawls, mufflers, handkerchiefs, neck-wraps, capes, bodices, blouses, skirts, underskirts, coats, bathing costumes and swimming slips, jackets, sweaters, jumpers, cardigans, polo-jumpers, children's suits, ties, bonnets, berets, table and other furniture covers, lamp shades, cushions and cushion covers, purses, etc.	175%	140%	121
396	Outer-clothing, as well as parts and accessories thereof, n.s.m.			
	I. Outer clothing for ladies young ladies and children	175%	140%	133
	II. Other	175%	140%	853
397	Under-clothing and independent parts thereof, n.s.m.	175%	140%	953
398	Corsets, corselets, brassieres, belts, hip formers and similar articles for the esthetics of the figure; suspender belts, suspenders, garters, braces, armbands, skirt holders and trimmings combined with these articles	175%	140%	153
409	Suit cases, city bags, small travelling trunks, haver-sacks, schoolbags, travelling bags, knapsacks, linen-bags, hatboxes; game bags, handoleers and similar hunting articles; picnic cases	210%	140%	189 (travel goods)
426	Umbrellas, parasols (including garden sunshades), sunshades and umbrella-sticks	210%	140%	123

Item No.	Description	Tariff Rate		Hong Kong's Domestic Exports to Indonesia in 1968 (HK\$ '000)
		Old	New	
787 I(a)1	Dry batteries for electric pocket lamps, torches, as well as for toys, height about 60 mm and diameter 33 mm.	140%	120%	419
911	Bonbonnieres, fruit bowls, egg-cups, drinking mugs, serviette and finger wiper rings, coasters and lids for glasses, trays, knife rests, candle-sticks and all requisites for eating, drinking, serving or for the table, also household articles, including articles used for upholstery; of celluloid, bakelite or similar artificial plastic materials or of horn	210%	140%	120 (Plastic articles n.e.s.)
920	Games and toys for children	200%	150%	196
Of the items on which tariff rate has been increased, the following are of re-export interest to Hong Kong:				
121 Ia	Unmanufactured tobacco leaves	10%	20%	561
ex 235 IIIa	Tyres for bicycles, measurement 28 x 1½	90%	120%	840 (Bicycle tyres, inner and outer)
ex 235 IV	Tyre (outer covers, pneumatic or other also inner tubes, to dress or encircle vehicle wheels, other than bicycle tyres, aeroplane tyres, and tyres for perambulators, sports carriages, scooters, dolls' perambulators, measuring 1,100 x 20)	20%	60%	1,634 (Tyres for motor vehicles other than bicycle)
501	Eating, drinking, serving and table accessories of glass n.s.m.	200%	300%	761
525 IIa	G.I. Sheet (iron)	25%	40%	2,664 (Galvanized iron or steel plate and sheets)
834 Ia 4bb	Sedan, station wagon having a price more than f.o.b. US\$2,000	200%	300%)) 8,976
836 I	Chassis completely with motor fitted or not with driver's cabin (duty on sedan chassis remains unchanged)	60%	80%) (Road motor vehicles) and their chassis and) parts)
Of the items on which tariff rate has been reduced, the following are of re-export interest to Hong Kong:				
57	Plants or parts of plants, fruits and seeds used for industrial and chemical purposes, n.s.m.	30%	10%	478 (Plants n.e.s. for perfume and pharmacy etc.)
612	Copper suspending and fastening wares	100%	75%) 956) (Base metal fitting and) mountings of types) largely used on furni-) ture, doors etc. (e.g.) hinges and catches)
625	Nickel suspending and fastening wares	120%	80%)

Item No.	Description	Tariff Rate		Hong Kong's Domestic Exports to Indonesia in 1968 (HK\$ '000)
		Old	New	
745	Refrigerator and refrigerating equipment	140%	105%	807 Refrigerating equipment and domestic refrigerators
834 Ial	1. Jeep in C.K.D. condition	40%	30%)
	2. Automobiles for passenger transport capacity 8 up to and including 14 persons in C.K.D. condition	40%	30%)
	3. Automobiles for passenger transport capacity 15 passengers or more, in C.K.D. condition (Duty for buses having 2 tons pay-load is 10%)	40%	30%) 8,976 Road motor vehicles and their chasses and parts
4aa.	Trimobil in C.K.D. condition ...	40%	30%)
4bb.	Delivery vans in C.K.D. condition	60%	40%)
835	Bodies, cases and similar upper parts for automobiles for passenger transport as well as parts thereof, including their hoods, hood frames and the like	80%	40%)

The Indonesian Government has also announced that it has decided to give partial or total exemption of import duties and sales tax on imported goods which are needed for the expansion and rehabilitation of existing hotels or for the construction of new hotels of an international standard.

The revised duties will apply retrospectively from 9th June 1969. The goods which qualify for these concessions are divided into the following categories:—

- (a) goods and materials for construction purposes;
- (b) building equipment and goods;
- (c) goods to be used as hotel equipment including office equipment and means for transporting goods and personnel.

The tariff concessions will, however, only be granted once and on the recommendation of the Department of Public Works and Energy and the Department of Communications.

Of the items which have been given a 100 per cent exemption from import duties and sales tax, the following are of interest to Hong Kong:

Description	Hong Kong's Domestic Exports to Indonesia in 1968 (HK\$)
Indoor lighting fixtures	382,058
All tools for civil, mechanical and electrical works	65,724 (hand tools)
Telecommunication equipment (incl. telex)	469,249 (incl. radio, radar, etc.)
Room airconditioners/units and accessories	10,250
Vinyl sheets/papers for decorating walls	200,573 (P.V.C. sheets)

Of the items which have been given a partial exemption of 50 per cent from import duties and sales tax, the following are of interest to Hong Kong:—

Description	Hong Kong's Domestic Exports to Indonesia in 1968	
	(HK\$)	
Galvanised iron sheets	}	11,330
Galvanised iron wires		
Galvanised iron nails for roofs		
Bolts and nuts		
Hinges and locks		353,874
Glassware		281,740
Linen and cotton goods	}	67,196 (textile made-ups)
Towels		
Blankets/bed covers		
Carpets		26,698
Curtains		45,054
Chinaware		86,077

(Mr. K. Y. Lee, Tel. No. H-453939)

Malaysia

The Malaysian Government has announced the imposition of new import duties and increases on existing ones for a number of items, of which, the following are of interest to Hong Kong:—

Description	Unit	Duty		Hong Kong's Domestic Exports to Malaysia in 1968 (HK\$'000)
		Old	New	
Canned fruits	lb.	30 cents	60 cents	685.40
Canned vegetables	—	20%	40%	41.70
Biscuits (including pastry and cakes)	cwt/ lb.	M\$11.20 per cwt.	50% or 30 cents per lb., whichever is the higher	708.98
Locks, padlocks and hinges	each	Nil	40% or M\$1 each	942.48
Furniture (steel type)	—	30%	50%	55.60
Furniture (other)	—	25%	50%	578.15

Other items of interest to Hong Kong for which details of the increased rates are not at present available include:—
weighing machines, bolts and nuts, grinding wheels,
conveyor belts, light vessels, rubberised coir,
rubber gloves and telephone equipment.

The department will report further details of the new import duties as soon as they become known.

(Mr. K. Y. Lee, Tel. No. H-453939)

Malagasy Republic

The Malagasy Republic has published details of the global import quotas for the six-month period from 1st October, 1969 to 31st March, 1970. The following items are of interest to Hong Kong:

(a) Items for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas		Hong Kong's Domestic Exports to Malagasy Republic in 1968 (HK\$ '000)
		1st October 1969-31st March 1970 (French Francs)	(HK\$ equiv.)	
6	Miscellaneous edible preparations	826,700	901,103	221
11	Pharmaceutical products, colouring matters and insecticides	975,000	1,062,750	27
18	Hosiery and knitted goods	20,900	22,781	25
19	Domestic ware, tools, cutlery and miscellaneous articles of base metals except storm lanterns	129,200	140,828	25
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances ...	18,750,000	20,437,500	21
24	Newspapers, periodicals and glassware	3,981,300	4,339,617	53

(b) Items for which quotas are administered by the Provincial Department of Commerce:

5	Preparations of cereal	83,400	90,906	120
6	Eggs, fats, oils preparations of vegetables and fruits	500,000	545,000	25
14	Perfumery products and cosmetics	208,400	227,156	43
17	Clothing and accessories, tarpaulins, sails, blinds, tents and			
18	camping goods	231,300	252,117	360
19	Miscellaneous articles in common metals	808,400	881,156	25
20	Domestic electric apparatus; watches and clocks	3,541,700	3,860,453	12
24	Miscellaneous articles, n.e.s. ..	2,252,100	2,454,789	746

(Mr. A. R. Wahab, Tel. No. H-241246)

Canada

The Canadian Government has announced certain changes and extensions in the Canadian customs tariff. One of the items affected is:

Description	Duty		Hong Kong's Domestic Exports to Canada in 1968 (HK\$ '000)
	Old	New	
Wholly fabrics, wholly of cotton, with uncut pile, not bleached, mercerized nor coloured, for use in the manufacture of corduroy	15%	Free (expires on 30.6.70)	266

(Mr. A. R. Wahab, Tel. No. H-241246)

Singapore

The Singapore Government has announced an amendment to the Schedule to the Customs Duties Order 1968 by the addition of the following item which is of interest to Hong Kong:—

Item No.	Description	Unit	Full Duty	Preferential
725 036-3	Stand fans	number	S\$6 per piece	S\$6 per piece

In 1968, Hong Kong's domestic exports to Singapore of electric fans which include stand fans were valued at HK\$375.24 thousand.

(Mr. K. Y. Lee, Tel. No. H-453939).

Commercial Information Circular No. 91/69

New Zealand

The New Zealand Government has announced changes in its Customs Tariff which involve either changes in the tariff rates, the renumbering of tariff items or the addition of new tariff item numbers. The changes came into effect on 22nd August 1969. Of the items affected the following item is of interest to Hong Kong:—

Item No.	Description	Unit	Preferential Rate of Duty	General Rate of Duty
60.01.26 (Knitted and crocheted goods) (tariff number changed from 60.01.12)	Other fabrics: wholly or principally of cotton: fabrics suited for meat wrapping as may be approved by the Minister and under such conditions as he may prescribe	lb.	free	free

(Mr. K. Y. Lee, Tel. No. H-453939).

Commercial Information Circular No. 89/69

Brazil

The Brazilian Central Bank has announced certain modifications to the import regulations for cases in which forward exchange contracts must be arranged before application is made for an import certificate. In future this system will apply in respect of goods carrying a tariff of more than 105% *ad valorem* c.i.f. and to passenger cars (including sports cars) and utility and station wagon vehicles.

The following is a list of items carrying a tariff of over 105% *ad valorem*, which are of interest to Hong Kong:

Description	Hong Kong's Domestic Exports to Brazil in 1968 (HK\$'000)
Shopping bags, haversacks, rucksacks, handbags, wallets and other travel goods	93
Slippers, sandals and house footwear, of synthetic or natural materials ..	11
Umbrellas and sunshades	116
Imitation jewellery	30
Furniture of wood or metal	17
Playing cards, toys and dolls, of plastic or other materials, electric and	
and non-electric	78
Hunan hair and wigs	450

(Mr. A. R. Wahab, Tel. No. H-241246)

Canada

(Importers of Hazardous Commercial Information Circular No. 85/69 Products)

The Board of Trade Journal announced that the Senate of Canada passed an Act to prohibit the advertising, sale and importation of hazardous products (Bill S-26) on 13th February, 1969. The Act states that no person shall advertise, sell or import into Canada a hazardous product included in Part I and Part II of the Schedule except as authorized by the regulations. The following are items listed in Part I of the Schedule, which may be of interest to Hong Kong businessmen:

'Furniture, toys and other articles intended for children, painted with a liquid coating material containing lead compounds of which the lead content (calculated as lead) is in excess of 0.50 per cent of the total weight of the contained solids, including film solids and driers.'

Hong Kong's domestic exports of toys and dolls to Canada in 1968 were valued at HK\$41,901,000.

(Mr. A. R. Wahab, Tel. No. H-241246)

TRADE FAIRS

POLAND The 39th Poznan International Fair will be held from 14th to 23rd June 1970 in Warsaw. Please contact:— The Polish Chamber of Foreign Trade, Warszawa, Trebacka 4, Poland.

SWEDEN The 52nd International Skane Trade Fair will be held in Malmo from 14th to 23rd August 1970. Please write to:— The General Manager, The Skanemassan Foundation, Postadr. Box 19015, 20073, Malmo 19, Sweden.

UNITED KINGDOM The International Packaging Exhibition will be held at Olympia, London, England from 22nd to 26th June 1970.

TENDERS

Hong Kong

Tenders are invited for the following:—

Tender Reference	Description
PT/79/69	Supply of ethyl alcohol
PT/80/69	Supply of leather for shoes
PT/81/69	Supply of cotton cellular shirting and cotton drill
PT/82/69	Supply of black moulded high-density polythene night-soil pans
PT/83/69	Supply of dry pigment — white powdered limestone
PT/84/69	Purchase from the Hong Kong Government of old typewriters
PT/85/69	Supply of traffic signs
PT/86/69	Supply of lifts and ramps for Kwun Tong passenger ferry pier and Tai Kok Tsui ferry terminal
PT/87/69	Supply of polypropylene broom heads

Tender forms and further details are available from the Procurement Division, Government Supplies Department, Oil Street, North Point and the Public Enquiry centres in Kowloon and Hong Kong.

Burma

Tenders are invited by the Paper Factory and Chemical Industries Board, Yankin P.O., Kanbe, Rangoon, for the supply of the following:—

1. Bleached Kraft Pulp (Hardwood) or Bamboo. 1800 tons.
2. Bleached Kraft Pulp (Softwood). 4200 tons.
3. Wire mesh for manufacture of sulphate, bleached writing and printing paper.
4. Felts and canvas for manufacture of sulfate, bleached writing and printing paper.
5. (a) Hydrapulper. (b) Hydrapulper. (c) Auxiliaries for (a) and (b). (d) Spare parts for (a) and (b). (Closing date of Bids for above — 15th November 1969)
6. Bamboo landing jetty crane and spare parts for bamboo landing jetty crane. (Closing date of Bid for above — 29th November 1969)
Details at Chamber.

Harms & Marcus (H.K.) Ltd., 627 Star House, 6th floor, Kowloon.

(Formerly 35-37 Hankow Road)

Heng Hing Trading Co., 710 Regent House, 84 Queen's Rd. C. Hong Kong.

(Formerly 129 King's Road, 9/F)

Murli Mohandas Co., 233-4 Alexandra House, Hong Kong.

(Formerly 20 Hollywood Road)

United Agencies Limited, 425 Alexandra House, Hong Kong.

(Formerly 525 Alexandra House)

Wing Fai Electrical Works Ltd., Chiu Tat Fty. Bldg. 13/F, 108 King Fook Street, San Po Kong, Kowloon.

(Formerly 132 Bedford Road)

Ying Tai Company, 1010 Tai Nan Street, 4th floor, Castle Peak Road, Kowloon.

(Formerly 88A Nathan Road)

MEMBERSHIP

Change of Name

Kwong Cheong Seng Company Limited, Room 417 Gloucester Building, Hong Kong.

(Formerly: Kwong Cheong Seng)

Nan Sing Plastics Ltd., Wah Hing Industrial Bldg., 36 Tai Yau St., San Po Kong, Kowloon.

(Formerly Nan Sing Polyethylene Products Mfy. Ltd.)

Sun Hing Shipping Co. Ltd., 903-6 Takshing House, Hong Kong.

(Formerly: Sun Hing Company)

Change of Address

Quan Wa Cheong, 39, Ko Shing Street, Ground floor, Hong Kong.

(Formerly 81 Connaught Rd. W., 1st floor, Hong Kong.)

Rayman Trading Co., Ltd., Pacific House, 2nd floor, 20 Queen's Road C., Hong Kong.

(Formerly Liu Chong Hing Bank Bldg.)

Brunswick Far East, Inc., 1406 AIA Building, No. 1 Stubbs Road, Hong Kong.

(Formerly 501 Universal Comm. Bldg.)

Glofar International Ltd., 152 Connaught Road West, Hong Kong.

(Formerly 414 Holland House)

What the Chamber is doing for you

— *Contd.*

Mr. J.B. Kite, the Chamber's Secretary, has taken up the Hon. secretaryship of the Hong Kong Association local branch (see also article on page 8).

The PR department worked long hours during mid-October on behalf of the London Chamber of Commerce trade mission. Members will have seen the day-to-day press coverage devoted to this Mission, and the Department was pleased to have this chance to publicise the efforts of our colleagues from London.

A press statement giving the Chamber's views on the likely effect on Hong Kong of the revaluation of the Deutschmark was issued on 25th October. English language newspapers featured this statement prominently.

The Department is working in conjunction with Government Information Services and other leading HK organisations to find ways of ensuring that visitors to Expo '70 are fully informed about Hong Kong. The objective is firstly to identify business — as opposed to tourist — visitors to Expo, and secondly to expose them to information on Hong Kong as an investment and trading centre. Apart from the programme organised by G.I.S. at the Osaka pavilion, plans include a display in the transit lounge at Kai Tak, individual letters to business visitors staying in leading hotels, and a promotional

campaign by means of literature specially produced for Expo visitors by the TDC, the Chamber and other organisations. The Chamber's particular objective is to encourage import/export enquiries on behalf of member firms.

Sub-committees

Taxation/Legal Sub-Committee

Messrs. K.A. Miller, B. Johnson and P.A.L. Vine constituted the Chamber delegation to attend a meeting of the Hon. Financial Secretary to discuss the Inland Revenue Ordinance Review Committee's proposals on the basis of assessment, transitional adjustment and relief.

Special Relief Fund

Further applications for the Fund's benefits are being considered on behalf of servicemen who have lost their lives or been injured during the course of duty.

Federation of Commonwealth Chambers of Commerce Congress — 1970

Sir Walter Scott, President of the Federation, called on the Chamber last month and was optimistic regarding the members likely to attend the Congress. The accommodation situation was the main concern at the present time and Sir Walter was going to emphasise to headquarters and elsewhere the need to have firm details of numbers coming. The Chairman has invited Hon. H. C. Fung and Messrs. W. Henderson, N.A. Rigg, and P.G. Williams to serve on a special sub-committee with members of the Secretariat to coordinate arrangements for the Congress.

Trade Information

Hong Kong exporters are kept informed of trade regulations imposed by other countries by Commerce and Industry Department which relays all information received on any changes immediately.

A spokesman for the Department said that in order to do so, the D.C.I. obtained information from these sources, among others: (a) the Board of Trade Journal, United Kingdom; (b) the Hong Kong Governments Overseas Offices in London, Washington, Brussels and Geneva; (c) British Embassies, Consulates or Trade Commissions; and (d) foreign Consulates and Commonwealth Trade Commissions in Hong Kong.

The Department also maintained a comprehensive library of trade information, which was constantly being brought up-to-date.

"On receiving any information which affects the Colony, we at once notify manufacturers and exporters by commercial information circulars. Officers answer all queries relating to these subjects," he said. The Chamber in turn publishes these circulars in the Chamber Bulletin.

Immediate dissemination of information had become necessary in view of the Colony's rapid industrial growth in recent years.

Freight Rate to Increase

Member lines of the Australian and New Zealand/Eastern Shipping Conference will introduce an increase of about 7½ per cent in the rate of freight from Hong Kong to ports in Australia, New Guinea and New Zealand, from January 1, 1970.

This means that from the beginning of next year, shippers who wish to send cargo to ports in New Guinea, Australia and New Zealand, have to pay approximately 7½ per cent higher than the present freight rate.

This increase is introduced in view of the substantial increase in operating costs, according to a spokesman of the Conference in Hong Kong. Full details of the new rates will shortly be available from the member lines of the Conference, namely the China Navigation Company Limited, the Dominion Far East Line, the Knutsen Line, the East and Australia Line, Royal Inter-ocean Lines, and the Australia West Pacific Line.

What price Kwai Chung?

— *Contd.*

Bremen and Hamburg are spending some US\$15 million annually on construction projects. Bremen is also building a US\$35 million container terminal, which is expected to increase its handling capacity by over 150 per cent, while container traffic at Hamburg has doubled since last year.

Outmoded by 1972

In the USA, California's port of Long Beach, designed to accommodate container build-up until 1985, is now expected to be outmoded by 1972. And New York's port authority is pumping hundreds of millions of dollars into container facilities in the Elizabeth-Newark areas. So is private industry — one company is currently planning a US\$30 million facility on Staten Island.

In Japan, about 50 per cent of trans-Pacific traffic is already moving in container ships, and within months the Japan/Australia trade will be served almost totally by container ships.

These are developments that affect four of Hong Kong's major trading partners. What is happening nearer home?

Singapore, which is spending some \$25 million for two container berths, has publicly stated that it intends to become 'the focal point for containerships in South East Asia', according to Mr. Goh Koh Pui, Chairman and General Manager of the Port of Singapore Authority. Singapore has had the sense however to hedge its bets. During the

time required for container traffic to build-up, the container area will also be able to serve conventional traffic.

Recently, Sir Andrew Crichton, the then-Chairman of the European Far East Freight Conference announced that 20 shipping lines are preparing to place combined orders for at least 20 large container ships to work between European ports and Japan, Korea, Hong Kong and Taiwan.

And earlier this month the newly converted container ship of the C. Y. Tung Group, Orient Overseas Container line, inaugurated a container service between the Far East and USA. This year the line is to have fortnightly sailings, but during 1970 will offer weekly sailings.

In short, today, barely three years after the first containers appeared, roughly a fourth to a third of shipments on major trade routes are containerised, a total of 11 to 15 million tons. Projections for 1975 run as high as 75 per cent, or 26.2 million tons. Altogether almost 200 container ships are either planned or at sea.

Hong Kong is of course taking steps to provide some facilities for containerisation at Kowloon Wharf, Whampoa Dock and North Point.

Will we lose?

Forecasts suggest that Hong Kong will be handling some 6 million tons of containerable cargo in 1970. And it is worth keeping in mind the fact that a container ship loading some 500 containers has first to discharge 500 containers, and each berth needs shore cranes and a back-up space of some 20 acres.

Earlier this year Mr. Kenneth Milburn, Marine Director, in an interview with the *International Journal of Commerce*, pointed out that he hoped Hong Kong wouldn't lose any cargo, but that it was 'hard to say'.

'Ships will be demanding facilities in excess of what we have', he said. 'In fact they're already making the demand.'

'I'm sure the decision to go ahead will be taken here in sufficient time so we won't be seriously affected,' he added.

Kwai Chung

Since Mr. Milburn went on record with his statement, events have accelerated. Meanwhile Kwai Chung, site of the proposed new container terminal, lies empty, as our cover photograph shows. And no firm decision has been taken on its future, or the recommendations of the Container Committee three years ago.

The arguments as to whether government or private industry should take the initiative in developing Kwai Chung — or indeed any other area — is perhaps beside the point. Until Government has made clear its intentions — even if those intentions be a point blank 'no' — private enterprise is unable to act.

What is clear is that the estimates of the Engineering Report state that some HK\$115 million would be required to construct and equip a site at Kwai Chung for two berths and — more importantly — the operation would take three-and-a-half years to complete. In view of the accelerating trend of events can Hong Kong afford to wait that long?

PICK OF THE PRESS

Articles from the world's leading business journals

Meanwhile back in the States

The USA is not only the best market for Hong Kong products, it is also the arbiter of world trade. What the US does economically today, the rest of the world does tomorrow. Recently, Hong Kong has been watching anxiously the effects of President Nixon's programme for cooling the economy. How have American business leaders reacted?

Here we reprint surveys from two recent editions of American journals. The first is from *Fortune*, probably the world's leading business magazine, which continuously analyses the current thinking of the top men in America's 500 largest companies. We repeat their views on overseas investment, in particular.

The influential *Wall Street Journal* has also been surveying business opinion. It claims that while America is prosperous today, many businessmen fear that tomorrow will not be so comfortable.

Fortune says:—

The chief executives of America's largest corporations play a dominant role in determining the economic and even political fate of millions round the world. To discover the collective attitudes and opinions of these men, FORTUNE and Daniel Yankelovich, Inc. a New York attitude research firm, have launched the FORTUNE 500 Survey.

The results of the first survey show that the top U.S. corporate executives are more internationally minded, more sensitive to social issues, and more conscious of the need for a full-employment economy than any of their commercial forebears. Fully 94 percent, for example, are running programs to train the hard-core unemployed. They think that the Vietnam war is the most pressing problem facing the nation and that the cost-price squeeze is industry's biggest headache. The corporate

panel believes that Richard Nixon is doing a fine job as President, that inflation can be halted without an economic turn-down, and that continuation of the 10 percent surtax is necessary.

Overseas Investment

The executives are generally enthusiastic about the potential of foreign markets. More than half (51 percent) said they would increase the proportion of their sales made abroad during the next few years, and slightly less than half (48 percent) plan to increase the proportion of their foreign investments. Practically none of the executives said they would decrease their foreign participation. Excluding transportation and utility companies, which often are inhibited from foreign participation by geographical considerations or governmental regulations, 59 percent of the executives said they currently do less than a fifth of their volume abroad, and

another 13 percent said they have no foreign sales. Asked, "Do you have more interest right now in developed or underdeveloped countries?" the panel responded:

Preference

Developed countries . . .	69%
Underdeveloped	9
Both	12
Neither, none	4
No opinion, no answer . .	6

"They are attracted mainly to countries on the European continent, but there is also strong interest in Australia, Japan, and Canada. What draws the executives to the developed countries is partly the fact that they are, as a machine-tool manufacturer put it, "where the money comes from." Many of the executives, while stating that they would like to contribute talent and resources to the economies of the underdeveloped countries — e.g., in Africa and South America — say they will steer clear

Preference	Industrials and retailers with sales of \$1 billion or more	Industrials and retailers with sales under \$1 billion
Developed countries	72%	68%
Underdeveloped	4	11
Both	15	13

because they fear the political instability of these countries.

'Seventy-eight percent of bank and insurance-company executives expressed interest in developed countries. And the heads of the extremely large industrial and retail companies—those with at least \$1 billion in sales — are more wary of underdeveloped countries than their counterparts at smaller firms, a fact that augurs ill for many a shaky foreign economy (see chart above).

The Wall Street Journal says:—

'Business is good. Though some companies complain of a profit squeeze, earnings of most major industries rose significantly in the third quarter and are likely to go up again this period. Costs mount, but prices are being raised regularly, with little objection from the Government.

'But:

'What's going on is that many corporate officials think the boom will end sometime next year, and they want to be lean and in fighting trim when the bad times come. So they're beginning to cut their budgets to the essentials.

'“We see heat lightning on the horizon, and we have instructed our managers to batten down costs in preparation for a storm,” metaphorically says a spokesman for White Consolidated Industries, a Cleveland maker of a wide range of capital goods and appliances.

'The corporate officials aren't alone in expecting a business slowdown. The Nixon Administration has said it will continue its inflation-battling policy of tight money, and many economists say this could bring on the first real recession in eight years. In an economic analysis issued a few days ago, Lionel D. Edie & Co. says: “Continuation and intensification of present tight monetary policy may prove dangerous — it may precipitate a recession.”

'The corporate cutbacks take

many forms. At Lamson & Sessions, a Cleveland machine tool firm, the cars of top officials are no longer washed and polished at the plant. The attendant who provided this less-than-vital service was transferred to a more essential job.

'But little things aren't the only items being cut out. U.S. Shoe Corp. last month closed a plant in Claremont, N.H., that was costly to operate, consolidating production at more efficient facilities in Keene, N.H. U.S. Shoe said it closed the plant after “sensing that the widely forecast slowdown in the economy could bring with it a moderation in the growth rate of the company.”

'Similarly, Aerojet-General is looking to sell its ordnance plant in Downey, Calif., and to consolidate production at nearby Fullerton. The aerospace and defense concern is surveying all of its real estate to see if other plants can be disposed of to reduce taxes, maintenance and other costs. Also in the name of cost-cutting, White Motor Corp. is combining its Oliver Corp. and Minneapolis-Moline subsidiaries, both of which make farm equipment.

'Companies also are combining parts of subsidiaries without effecting complete mergers. A-T-O Inc., formerly “Automatic” Sprinkler, expects to save \$250,000 to \$300,000 a year in computer costs by closing underutilized computer installations at some divisions and transferring the work to larger computer centers that will serve several divisions.

'The companies are finding there are endless ways to reduce office expenses. One Ohio company has begun banking at a branch near its office to save sending a messenger into downtown Cleveland everyday.

'Still, there is room for more cost-cutting. A boss in a Cleveland firm, who has to approve subordinates' expenses of more than \$100, recently rejected as “out of tune with the times” a \$300 bill for a party for a de-

parting secretary who had worked for a subordinate. But he adds, “I assume the company paid the bill through three expense sheets of \$99.99 each.”

The Hong Kong Association

— Contd.

likely to be required. The composition of the Branch Committee is indicative of the importance attached to the work of the Association. The Branch Chairman is Hon. Sir Sik-nin Chau and the Branch Committee membership is:

Hon. T. K. Ann
 Hon. H. J. C. Browne
 Dr. C. W. Chuang
 Dr. the Hon. S. Y. Chung
 Hon. J. D. Clague
 M. S. Cumming, Esq.
 Hon. S. S. Gordon
 Hon. M. A. R. Herries
 K. S. Lo, Esq.
 Dr. the Hon. Sir Albert Rodrigues
 Hon. G. R. Ross
 Dr. the Hon. Dhun Ruttonjee'
 Hon. J. A. H. Saunders
 Hon. P. Y. Tang

Membership of the Branch is open to all individuals and firms interested in promoting Hong Kong's interests in the United Kingdom. Members of the Branch receive regular bulletins produced in London, giving information on trade and policy matters which might affect Hong Kong and its trade. They have opportunities to meet Parliamentary visitors and to discuss matters of importance with them.

短訊

●十月四日至八日在東京舉行的國際科學管理協會第十五屆大會，本港有三十名代表參加。此次大會的主題是「管理的新任務——改革、組合和國際化」。參加者包括來自世界各地的著名經理逾二千名。在三日的會議中，提出宣讀的論文達三十六份。本港科管會主席所提出的論文內容是有關本港管理的工作和問題。

●香港政府印務處最近出版一本有關本港社會經濟的統計數字手冊，名為「香港統計：一九四七至六七」。此手冊係由統計籌審處編訂，內分十五部份，最後的一部份是一九四一年

本年度一至九月份貿易統計分析表

貿易統計分析表

本年度一至九月份香港貿易統計分析，經由統計處發表，各會員可至本會索閱。

該項統計分析包括本港對外全部貿易，計有英國、美國、加拿大、西德、瑞典、挪威、丹麥、瑞士、比利時、盧森堡、意大利、中國大陸、日本、澳洲、荷蘭、紐西蘭、南非、法國、奧地利、葡萄牙、芬蘭、西班牙、星加坡、印尼、台灣、菲律賓、韓國、印度、巴基斯坦、多明尼加、阿爾及利亞、加納、尼日利亞、法尼亞、阿根庭、蘇丹、科威特、黎巴嫩、沙地阿拉伯、利比亞、桑比亞、巴拿馬、墨西哥、委內瑞拉、哥倫比亞、秘魯、尼加拉瓜、厄瓜多爾、哥斯達尼加、危地馬拉、烏干達、坦桑尼亞等。

以前十年中的統計數字。該手冊共有地圖三幅、表格一百七十五個、及圖表廿四個。港督戴麟趾爵士在該書前言中認為正確的意見只能建立在可借資料的基礎上。他希望該手冊對社會生活及活動各方面都能供給有用而簡易的統計資料。本會圖書部現藏有該手冊，可供會員閱覽。

●香港貿易發展局向本會宣佈，它將參加一九七〇年三月二日至六日在倫敦舉行的IMBEX展覽，此展覽係國際性貿易展覽，着重於男仕及男童服裝的展出。會員如欲參加該展覽，請寫信或電K 670151與貿易發展局Mr. Francis J. 聯絡。申請截止日期為本年十一月廿五日。

●香港科學管理協會主席康明氏近獲選為國際管理學院院士。該學院的成員是一小組在國際或國家上促進管理理論和技術方面有大成就的管理領導人才。康明氏是亞洲區第六位當選者，亦是本港第二名當選人。本港另一位以前當選者為周錫年爵士。

●香港生產力中心將與亞洲生產力組織聯合主辦一項名為「小型商業管理訓練員及顧問訓練課程」，此課程定於一九七〇年六月在日本開始，為期廿四週。其目的在訓練會員國的小型商業管理顧問及訓練員。本港將選二人參加該項訓練。各會員請提名申請人選以參加該項課程。此項提名須附有僱主願意批准申請人參加訓練的證明書，並須在本年十二月十三日或以前送交香港生產力中心。

●香港政府工商業管理處時常都向出口商供給外國貿易條例轉變的資料，此項資料的來源有四：(一)英國貿易雜誌局；(二)香港政府在倫敦

邱克同處長 近提勞工賠償新法案

勞工處處長邱克同在立法局提出工人賠償(修正)法案時稱：一九五三年所通過的工人賠償法例施行效果良好。根據新的修正法案，工人的保障和利益將會增加。現存的法例有兩點將會繼續保留，就是僱主須賠償工人在工作時因意外受傷而失去工作能力的損失，同時僱主應為有該項工作危險的工人購買保險。主要的改革將包括：

有一半至三分二的薪金。
(二)工人因公受傷而致以後不能再工作的最高賠償額，由二萬四千元增至六萬元，最低賠償額則由二千四百元增至九千六百元。

(三)因公致死的最高賠償額則由一萬八千元增至四萬五千元，而最低賠償額則由一千八百元增至七千二百元。

(四)以前不包括在法例內的一些工人與住家工人及農業工人，現時亦可獲賠償保障。
(五)對於年齡低於十八歲的工人及學徒，應予更佳保障。

(一)工人因公受傷休息期內應、華盛頓、布魯塞爾及日內瓦等海外辦事處；(三)英國駐外大使館、領事館或貿易公署；(四)在香港的外國領事館與英聯邦國家貿易公署。工商處有一個關於貿易資料的全面性圖書館，時常使資料保持最新。當收到任何影響本港的資料時，工商處就立即向廠商及出口商發出商業資料通告。該處官員並解答一切有關該項資料的問題。本會則將這些通告在「會訊」中刊登。

●遠東東非貨運會曾通告本會稱，有很多運自香港到東非的貨物常有錯誤描述，對於此事，該會深感不滿。此對輪船公司及誠實船運商人帶來不少損害。東非當局最近亦加緊管制船運商將錯誤描述的貨物運往東非各地。為符合關稅條例及輪船載貨紙的規定，該貨運會準備繼續採取行動以制裁犯此種錯誤的船運商。該會決定將來如發現有此種錯誤行動時，會向香港有關當局報告，使能依據「可疑貨品法例」去採取行動。為此，本會籲請船運商合作，將一切錯誤全部糾正。

●澳洲、紐西蘭及東方船運會議決定港貨運往澳洲、新畿內亞及紐西蘭港口的運貨，由一九七〇年一月一日起增加約百分之七點五。有關詳情，短期內將可獲悉。

●為十六、十七歲年輕工人及所有女工而定的減少工作時計劃的第三期，將於本年十二月一日開始生效。此項行動，係要符合一九六七年工廠(修訂)條例的規定。據此，廠方在十二月一日開始，不得要十六、十七歲工人及女工每日工作逾八小時四十分。一張符合修訂條例，說明工作、用膳及休息時間的告示，必須於十二月一日及以後在工廠顯著地點張貼。僱主對此如有懷疑或問題，可向勞工處年輕工人及女工組勞工督察諮詢。

●日本神戶貿易代表團訪港時，對本會會員透露稱：日本現時集中在重工業及高品質的奢侈品輸往日本一個好機會。他們認為港製衣服在日本有很好的市場。中價原子粒收音機和望遠鏡的市場亦頗好。

在世界形勢急遽進展下

貨櫃運輸設施若再拖延

香港將蒙受不利

以標準貨箱運貨的問題，近來在香港受到熱烈討論。以香港的觀點來說，此項運貨方式有幾點值得商榷。根據本會數月前一項調查，現時很少船運商在利用貨櫃或標準貨箱。海事處最近亦展開一次新的調查，但倘若調查所得數字比本會所得為大的話，那將令人感到詫異。在地理上言，吾人並無有利條件以處理貨櫃。本港內陸運輸系統經已太擠逼，特別是在鄰近船塢和貨倉的區域。吾人亦已發展了一項既經濟，又有效率的船隻裝卸系統去適應港口和人力。同時此項系統多年來已為船公司及出入口商供應最佳服務。那麼，為何要改變它？

可是，由於時勢需要，香港不得不有轉變。香港是世界性經濟單位之一，其繁榮主要依靠富有的西方國家。如果我們的西方顧客和伙伴需要貨櫃運輸，他們就一定要求貨櫃運輸。

香港原則上同意此項需要。問題是香港建置處理貨櫃的設備之速度如何？

數月前，甚至數星期前，都認為慎重處理發展香港成為重要貨櫃運輸中心的政策，似屬正確。在目前討論貨櫃問題中，有一點要注意的是，貨櫃運輸的發展現時增進得很快，比六個月前所想像的更快。

在英國，經過約兩年的秘密會商後，於數週前英國和歐洲船公司組織了一支新而龐大的船隊以負責年達十億英鎊的澳洲貨櫃貿易之運輸。此項行動很重要，因它一新國際航運團體的面目，同時當貨櫃運輸繼續發展時，它會伸展到其他主要航綫。參加該項行動的十三家輪船公司，代表了各個國家航運界對英國、法國、德國、荷蘭、意大利及澳洲之貿易底興趣。

總投資額約在一億至一億五千萬英鎊之間。

作為長遠發展計劃的第一步驟，英國三大港市——倫敦、利物浦和南漢普敦聯合數以百萬英鎊去建置經特別設計和裝備的貨櫃中心，以處理航行遠洋的標準貨箱船隻。

共同服務英國澳洲間的英國兩支貨櫃船隊，在本年三月，即在開始營業六個月後便達到有收入的水平。此項成就，最初預料需時兩年。實際總利潤估計為一千一百萬英鎊。

在德國，布來梅及漢堡二港每年均使用一千五百萬美元作為建設費用。布來梅並建設一個價值三千五百萬美元的貨櫃處理中心，預料此中心可增加其處理能力逾百分之五十。在漢堡，則自去年起，貨櫃運輸增加了一倍。

在美國，加州的長灘港計劃在一九八五年完成貨櫃港口的建設；但據現時估計，則預期可在一九七二年完成。紐約港口當局亦動用數以億計的美元以在伊利沙伯、紐華克區設置處

理貨櫃設備。私人工業方面，有一間公司計劃在斯德坦島建置價值三千萬美元的設備。

日本方面，則太平洋棧運輸經已有百分之五十是用貨櫃船。在未來數月內，日本與澳洲間的貿易運輸，可望全部利用貨櫃船。

以上為貨櫃發展對香港四大貿易對手的影響情形。現繼續敘述較近香港的地區的情形。

星加坡現使用二千五百萬元以建設兩個貨櫃船的泊位。根據星加坡港口當局的主席和總裁高柯培（譯音）的宣佈，星加坡計劃成為「東南亞貨櫃船的中心」。但在建設貨櫃運輸系統期間，處理貨櫃的地區亦將用作舊式的運輸服務。

最近，歐洲遠東貨運會議主席斯治頓爵士宣佈，有二十間輪船公司準備用最少十艘大型貨櫃船以來往歐洲與日本、韓國、香港及台灣之間。

本月初，隸屬C.Y. Tang集團的東方海外輪船公司，有一艘改裝好的貨櫃船開始來往遠東及美國。在今年，此船每兩週開航一次，但在一九七〇年則每週開航一次。

總之，在第一艘貨櫃船出現後三年來的今日，大約三份一至四份一的主要貿易航運都是用貨櫃船的，其總數約為一千一百至一千五百萬噸。預料一九七五年增至百分之七十五，即二千六百二十萬噸。現時航行中或計劃中的貨櫃船，共約二百艘。

香港現已在九龍倉、黃埔船塢及北角等地進行建設處理貨櫃船的設備。

不過，據預測，香港在一九七〇年將要應付約六百萬噸的貨櫃運輸。

要注意的是，在裝載五百個貨櫃於一艘貨船之前，首先要卸卸船上的五百個貨櫃。所以每一個船位就需要二十英畝的地方作停放之用。

本年初，海事處處長梅禮彬在接「國際商業雜誌」訪問時，指出他希望香港不會損失任何船位，但事情往往是一很難說的。他稱：「輪船所要求的服務，將會超過我們所現有的。事實上，他們經已作此種要求。」

梅氏作此論調之後，事情亦進展得很快。但提議建設貨櫃處理中心的葵涌，尚無任何設施；對其將來之發展，亦無肯定的決策。

若要討論首先發展葵涌或其他任何地區應是政府或是私人企業的問題，似屬多餘。除非政府表明其態度，即使是「否定的」態度，否則私人企業無從採取行動。

現時明顯的是，根據工程報告，要建築和設備一個擁有兩船位的貨櫃處理中心，需款約一億一千五百萬港元，更重要的是，需時三年半始克完成。在事情急遽發展的趨勢下，香港能否等候這麼久呢？

（上接第十七頁）

年度會議的人數表示樂觀。目前唯一問題是居留房間的供應，因為參加會議的總人數尚未清楚。史葛已邀請馮漢柱、韓德遜、黎傑及威廉士組織一特別小組委員會以與會議的秘書處籌備一切。

（二）亞洲工商總會——本會會員經同意目前本會不需參加該總會。

香港協會簡介

香港協會是一個與香港有聯繫或關切香港的人仕和公司，在英國底組織。經過前港督葛量洪爵士和周錫年爵士互相通訊後，這個組織便在一九六一年成立了。

該協會目的在使香港工商界於英國有一權威代表性組織，為香港利益而發言。

其最重要工作，在使英國政府的決策階層與及能影響決策的個人和團體能夠明白香港的需與困難。如達此目的，它與英政府最高層官員保持接觸。它又與上下議院的議員有密切聯絡。當議會討論及香港的問題時，它的代表可能被邀請向有關議員作闡釋。協會又要負責選擇一些英國議員來港訪問，使他們能遵循協會的政策和在議會中能真正代表香港的意願。例如：當貿易局長在下議院宣佈英政府打算向英聯邦國家的入口棉織品徵收關稅時，曾在協會贊助下多次訪港的「英港會議小組」主席魯爾先生便立即提出此項政策對香港經濟影響的問題。協會此項

會訊

中文摘要

政策的效果，可證諸英國議員對討論香港紡織品問題的態度底轉變。在一九五七年，議員都不關心香港，甚至抱着敵對態度。但十年後，即一九六七年，在下議院辯論紡織品問題時，香港被提及達九次，沒有一次是受到敵對的評論。這種轉變，應大部份歸功於該協會。

該協會並代表香港在英國與所有和香港有關係的貿易組織聯絡，此包括英國國家出口局、英聯邦商會總會、英國及聯邦協會的工商委員會、國際商會的英國國家委員會、英聯邦事務聯合協會和倫敦商會等。現時香港協會的主席是和記有限公司董事長夏文先生。

該協會的香港分會常盡量向英國的委員會報告它可能需要的有關本港的消息。本港分會的主席是周錫年爵士。其他委員包括安子介議員、白朗議員、莊重文博士、鍾士元議員、克拉議員、康明文先生、哥頓議員、夏利士議員、Mr. K. S. Lo、羅理基議員、羅斯議員、鄧律敦治議員、桑達士議員、唐炳源議員等。該分會是歡迎對促進在英國本港之利益的個人或公司參加入會。分會的會員會經常收到倫敦出版的會刊，報告有關可能影響本港的貿易和政策消息。會員亦可有機會與訪港的英國議員叙會和討論重要事情。

本會消息

公共關係部

▲本會向四間會參加「英國聯邦協會」主辦的「集體計劃比賽」的香港學校頒發獎品，他們是新法書院、

拔萃女校、喇沙書院和聖嘉勒女校。此項比賽每年舉辦一次，參加者包括英聯邦各校代表隊伍。每一隊要研究一項特別問題並撰寫報告。本地入選的作品，將被送往倫敦參加聯邦性的比賽。

▲本會秘書祈德近獲選為香港協會本港分會的秘書。

▲本會對馬克改值的意見，經在十月二十五日在各英文報章發表。

▲本部門現時正與政府新聞處及其他大機構合作，尋求方法以使參觀一九七〇年世界博覽會的人能充份了解本港情況。第一項工作是去認識商業性而非觀光性的參觀者，次項工作是向他們介紹香港是一個投資和貿易中心。除了政府新聞處在大阪的活動計劃外，現時並計劃在啟德機場舉辦展覽，向在大酒店停留的商業性旅客通訊。而貿易發展局和本會及其他機構印發宣傳刊物給予博覽會的觀光者。至於本會則單獨有一項目的，就是為會員公司促進進出口貿易諮詢。

▲北明翰貿易團領隊瓊氏近訪問本會，與本會主席沙文及其他職員商談。

瓊氏指出港商訪英，很少越出倫敦的範圍。他表示如果港商往北明翰公幹的話，他會盡量給予幫助和方便，以與該地接觸。

他續稱，此次訪港，甚為成功。按：北明翰商會是英國大商會之一，會員逾四千。位於英國機械及生產工業地帶的中心。其辦事處包括會員俱樂部，是世界上現代化商會建築物之一。

▲加拿大溫尼伯商會主席羅斯汀親率訪問團到訪香港。當其訪問本會

時，由本會幹事會委員威廉士接待。該訪問團訪問本會時，與會共同研究促進加、港二地貿易之法。

▲柏林工商總會副主席傅曼訪問本會時曾就馬克升值額作預測，雖然他是在馬克改值前兩星期到港的，但他的預測很是準確。他也曾指出西德正需要來自香港一類地區或國家的進口貨，以期減少該國面臨通貨膨脹的壓力。他續稱，西德的新聞界並非時常都能準確地描述香港的面貌。他說：「很多時香港一名常與海洛英及鴉片連在一起。當參加貿易展覽的時候，香港應要做到像日本一樣透徹。只有專家做他們自己熟悉的行業生意是不夠的；必須要有人為香港的全面及其工業作解釋。與德國貿易的出口商只需求集中在漢諾威，科隆，法蘭克福及西柏林的展覽工作上，便已足夠，其他的可不用理會。另一項接觸的途徑是通過零售協會，因這些協會很是強大，分別控制了各行業的百分之八十。」

小組委員會

(一) 法律及稅務小組委員會——米勒、詹遜及雲尼等氏代表本會出席財政司主持的一項會議，以討論稅務法例修訂委員會有關評估、臨時修正及救濟方面的建議。

(二) 特別救濟基金——祈德氏已接任基金會的秘書職。基金的用途現時正在研究中。

其他

(一) 一九七〇年度英聯邦總商會會議——該總會主席史葛上月曾訪問本會，對於本會會員參加一九七〇(轉第十六頁)



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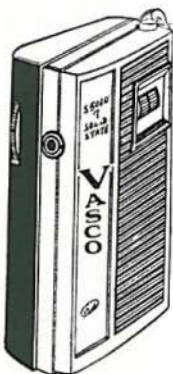
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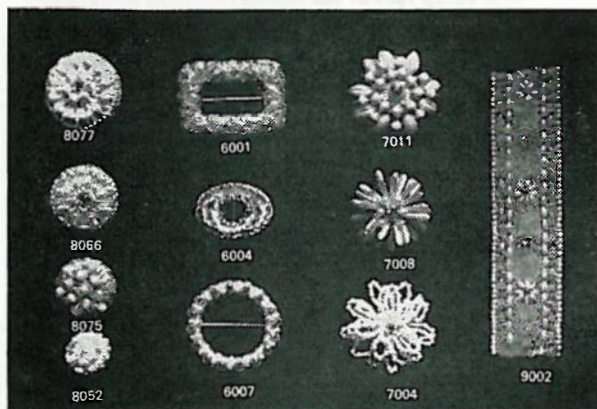
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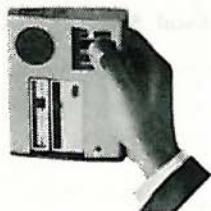
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