



THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

ARGENTINE MISSION AT THE CHAMBER



HONG KONG
GENERAL CHAMBER
OF COMMERCE

(Established 1861)

9th Floor, Union House,
Hong Kong

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THE BULLETIN

Feb. 15th.

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HON. J. DICKSON LEACH, O.B.E.

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Secretary:

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Assistant Secretary:

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C. TSANG

Certification:

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MISS B. CHIU

Membership Executive:

P. M. LAM

Office Supervisor:

MISS C. W. LI

THIS ISSUE

Members of the Argentine Trade Mission were recent visitors to the Chamber, where they met the Hon. J. Dickson Leach, Chairman of the Chamber, and other members of the Chamber. This mission was led by Dr. Barbagelata, Chief of the Asia Area in the State Secretariat of Commerce.

- 3 Developing New Markets. A short article on how to develop new markets by Mr. C. Tsang, Business Promotion Department of the Chamber.
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- 7 News from D.C. & I.
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Members are reminded that the contents of the Bulletin are confidential and not for publication.

DEVELOPING NEW MARKETS

A new market is a market in a developing country or an existing one in which a particular product has not previously been sold. Existing markets mean developed countries, that is, those areas in which there are large concentrations of people with high purchasing power. There are few, if any, countries in the world in which no Hong Kong products are being sold, but there are quite a number of countries in which our sales have been concentrated within very narrow lines. Such markets are "new" for the vast majority of our products.

If you are a profit-seeking manufacturer or export merchant who wishes to develop new markets for your products, you must first look at your own organisation in respect of two basic essentials.

(1) *What have you got to sell?*

- a) Your existing product line or service
- b) The flexibility of it
- c) The nature of it — a luxury or a necessity
- d) Minimum quantity per sale
- e) Your quality standard

(2) *What have you got to sell it with?*

- a) The appropriate sales people
- b) The financial facilities obtainable from your bankers for new export sales
- c) Capable agents overseas who can find and develop new markets
- d) Suitable connections in the new markets
- e) The amount you are prepared to spend in forwarding samples, entertaining potential buyers, etc.

Bearing in mind these points of interest, you can draw up a "Musts and Wants" list. It is simply a matter of listing absolute, measurable and limiting essentials (Musts) together with desirable but not limiting factors (Wants). You will end

up with a useful statement of your capability as a trading firm plus a clear idea of what you are looking for.

The next step is prepare a list of possible markets. You should obtain as much general information as possible upon them.

You then compare the "Musts and Wants" list against your list of possible markets, and by striking out the impossibles, you can decide which of these markets you will be able to attack through import merchants, agents, confirming houses or a combination of these.

Having located your new markets, you will then decide upon the manner in which you develop them. One of the most effective means of breaking into a market is to attend a general trade fair. The first essential is a striking pavilion or stand. Maximum Radio, Television and Newspaper coverage should be obtained, and in this respect an expert Public Relation Consultant is an necessity. Exhibits should be of a wide range of saleable goods and of an acceptable standard. A publicity programme must be carefully worked out so that all attractions do not come at the beginning. The stand must be adequately manned and enquiries must be answered sensibly and promptly.

Another useful way is to go on a selling mission or trip to the new markets. When you plan your trip you should take into consideration any possible seasonal requirements and the

geographical relationship between these markets. It would be very expensive, for instance, to try to tackle New Zealand and Portugal in one trip. You should obtain from your Chamber of Commerce and bankers letters of introduction to various chambers of commerce, trade organisations and trading firms in those areas. Samples and price lists in appropriate currencies and calculations should be prepared either for despatch in advance or for taking with you on the trip. You will want to know whether any special packing, branding, colouring, printed wording etc. is preferred or objected to by the public you are aiming at. You will also want to know whether or not there are exchange controls, import restrictions, tariffs and custom duties, etc. being enforced in these markets.

Whilst in the markets you must question the would-be marketers of your products as to what they are prepared to put into the selling job, how much stock they will carry. Importers at the port of entry should be able to give you a projection of sales for six months or a year and indicate the stock which they will carry to back up their sales. You should come to an agreement with the main importer on the percentage mark-up which he will be make and then in his company you should visit one or two distributors to observe their reactions to the marked-up price which they will have to pay. Credit terms to buyers must be justified in the light of the risks involved. These include the standing of the buyer, local market customs and the state of the market at that time.

Other effective means of developing new markets are to sponsor Department Store Displays and to attend Specialised Trade Fairs.

ROUND ABOUT

Hong Kong at Nuremberg Toy Fair

Hong Kong's mobile toy caravan has now taken up a strategic position at the snow-bound winter quarters of the Nuremberg International Toy Fair.

The transport of this unique 12-ton truck over thousands of miles and its redesign into a gaily-coloured mobile toy truck in time for the fair have been hailed by the press, exhibitors, buyers as well as officials of the fair as a great success.

For nearly 20 years the small German town of Nuremberg has been the setting for the Toy Fair which attracts upwards of 20,000 buyers from some 60 countries. It is a highly lucrative market but unfortunately its doors have remained closed to Hong Kong until this year.

The redecorated truck takes a strategic position, for every single one of the 20,000 invited buyers will have to virtually cross its threshold to gain entrance to the main hall.

As a newcomer, Hong Kong has turned on a spectacular performance.

But with 1,200 other exhibitors on hand Hong Kong will continue to exploit all advantages right to the end of the fair.

Hong Kong's early success has been hard won. A major promotion campaign was launched in the Trade Development Council's Ocean Terminal offices last November, only days after permission to participate had been granted.

The Nuremberg Toy Fair is the largest of its kind in the world. In the past 20 years it

has witnessed a great variety of exhibitions of publicity gimmicks of unusual displays.

In order to create publicity these days, an exhibition has to be not only outstanding in design but also novel and unique in presentation, and Hong Kong's toy truck is such an exhibition.

Colony Gains Support

In a recent interview in New York with UPI, Mr. Geoffrey Archer, executive director of the Chamber, received wide publicity when he commented on Hong Kong saying that wages in Hong Kong had increased up to 102 per cent during the last nine years while the cost of living had risen only 27 per cent over an 18-year period. "Hong Kong has recently become industrialized," Mr. Archer said. "In over 10 years 15,000 factories have been built and 11,000 of these are registered. And the industrialists are committed to banks."

Mr. Archer estimated that Hong Kong engages in about \$4 billion in total trade annually. "China and Japan are Hong Kong's biggest customers for overseas trade," Mr. Archer said. "And we are second only to Japan in the Asian standard of living."

Mr. Archer said the heart of the Chinese in Hong Kong is in the motherland—but they also are devoted to Hong Kong because of the improvement in the colony's economic image.

"They like this way of living and they don't want to take their money elsewhere."

To Attend Study Conference

A seven-man contingent from Hong Kong will attend H. R. H. The Duke of Edinburgh's Third Commonwealth Study Conference to be held in May in Australia on the initiative of Australian industry and commerce, employer organisations, trade unions and governmental organisations. They are chosen by the Conference's Selection Committee from those who are engaged in managerial, technical, supervisory, employer organisation and trade union roles.

The Commonwealth Study Conference will be officially

opened by H. R. H. the Duke of Edinburgh in Sydney on May 13th, 1968, and will be attended by a total of 300 Members from 30 Commonwealth countries.

This group will be Hong Kong's largest ever to attend a Duke of Edinburgh Commonwealth Study Conference. The previous ones were held in the United Kingdom in 1956 and in Canada in 1962.

The seven Hong Kong Members will be separated to join the 25 groups of 12 Members throughout the Conference from 12th May to 4th June, 1968, and will take an active part during the Study Tour phase from 18th to 29th May.

Study Tour to various parts of Australia are planned to provide a practical examination of the impacts on people and communities of six major factors within the Conference theme, "The Human Problems of Industrial Development and Redevelopment in Commonwealth Countries". These factors are the application of science and technology, education and training, industrial relations, the living environment, the management of economic development and the role of government.

Container Cargoes from Hong Kong

Shipments of containerised cargo from Hong Kong moving inland in the United States can now move under a "total transportation" concept developed by IML Fright Inc., a US transcontinental motor carriers.

The consolidation of cargo into containers and their movement under a through bill of lading and rate to inland US cities serves to cut final delivery time to New York to just 18 days.

Analysing and Improving Office Systems

The office today has grown up. It is a giant force in all work accomplishment and is gaining status, exercising greater influence and contributing more and more. Fundamentally, two developments: (1) the need today for more and better factual information to manage an enterprise, and (2) the technological

improvements for improvements for processing this required factual information, have brought about this change and continue to cause upheavals in office work and performance.

A course of analysing and improving office systems has been offered by the Hong Kong Management Association. The object of this course, which will be illustrated with practical examples, is to discuss the fundamental principals, advantages and practice of business systems in the office. It is designed for office managers and the middle level management.

Duration of the course will be two weeks, starting from 26th February. Each lecture will last for 1½ hours. The fee for the whole course is \$60—special fee for members of the Association is \$30. For enrolment please write to:—

The Secretary, The Hong Kong Management Association, United Chinese Bank Building, 12th floor, 31-37 Des Voeux Road Central, Hong Kong. The closing date for receipt of applications will be 19th February, 1968.

Report on T.D.C. Exercise for January 1968

During January our Chamber received 291 enquires from T. D. C. of which 44 from U.S.A. and 247 from other markets.

The number of telephone calls involved in this connection is 2,700 of which 1,176 are successful.

"Sell Hong Kong in Canada"

Mr. R. P. Wood, Assistant Secretary of the Chamber, called on Hong Kong businessmen to concentrate more on the Canadian market.

Speaking at the monthly meeting of the Sales and Executive Club, he reported with Mr. Dominic Yin, Executive Vice President of Dah Chong Industrial Company, on a recent trade Mission by the Chamber to Canada.

"Japan had gained a lead in the Canadian market in many fields in which Hong Kong could be competitive by making a greater effort there," said Mr. Wood.

Mr. Yin suggested, however,

Chamber Visitors

On February 6th, 1968, four Chamber scholars at the two Universities came up to the Chamber for an informal gathering. They were received by Miss Bassania Chiu, the Chamber's PR Assistant and after a briefing by Mr. Archer and Mr. Kite on the history and functions of the Chamber, went round the departments and spent some time in each, learning about Chamber of Commerce work. The scholars showed a keen interest and were much impressed at the variety of interesting work going on in the Chamber and contact with them will be maintained.



Mr G. Archer, executive director; Mr J. B. Kite, Secretary; and Miss Bassania Chiu, PR Assistant of the Chamber are seen with the four Chamber scholars: (left to right) Mr Kite, Mr Lau Chun Kay, Miss Chiu, Mr Leung Kai Cheung, Miss Wong Shuk Bun, Mr Leung Shun Sang and Mr Archer.

that the Japanese approach to the market there was not appropriate for Hong Kong. He had been told by senior Government officials that Japan had tried with limited success to establish their so-called International Selling Policy — one maker, one importer through one marketing channel.

"I feel this won't apply to Hong Kong industry", Mr. Yin said.

Mr. Wood commented that many Canadians knew little about Hong Kong but the effect of the disturbances had been to create greater knowledge and interest which had benefited the Mission.

"Classified Economic Data"

The Hang Seng Bank Limited's "Classified Economic Data" has published an English Version. The data are compiled from materials released by authoritative governmental as well as business bodies in Hong Kong and countries abroad. They are reproduced in forms of statistical tables, graphs and written articles, covering: Hong Kong economy, Hong Kong finance and banking, Hong Kong commerce and industry, and international economic data which are important to Hong Kong. Members interested to receive free copies of this data sheets may write direct to Mr. Stanley Kwan, Assistant Manager, Research Department, Hang Seng Bank Limited, 77 Des Voeux Road Central, Hong Kong.

NEWS FROM D. C. & I.

Republic of South Africa

The Government of South Africa has announced details of its Import Control Regulations for 1968. Goods imported into South Africa are, as in previous years, divided into five groups; details are as follows:—

Group I — Free List

This group consists of goods which may be imported into South Africa without an import permit and includes the following items of interest to Hong Kong:—

Commodity	H.K. Domestic Exports to S. A. in 1966 (Value in HK\$'000)
Buckles, incl. buckle-slides and buckle-clasps & metal fasteners therefor; buckle moulds, hooks, hooks & eyes; hooks & bars & waisthooks; trouser clips & slides;	132
Embroidered edgings in the piece & motifs	17
Drawing & mathematical sets; set squares; protractors; school rulers, compasses, dividers and protractors of the cheap school type	2
Vacuum flasks & glass inner for vacuum flasks ..	159

Group II and Group III

These two groups cover capital plant, equipment and raw materials and vehicles of which Hong Kong has virtually no domestic exports to South Africa.

Group IV — Consumer Goods

Goods in this group are divided into three sub-groups as follows:—

(i) Sub-group (a)

Goods in this group are im-

ported under permits and importation is governed by quotas granted annually to importers. The initial 1968 import allocations will be 75% of an importer's actual imports of such goods during 1967. The following items are of interest:—

Commodity	H.K. Domestic Exports to S. A. in 1966 (Value in HK\$'000)
Paints, readily mixed for use	Nil
Yarns, threads & twists	2,751
Wood screws	99
Slide fasteners & parts; adjustable slide fasteners ...	6
Watch straps	295
Portable electric lamps	276
Scarves	2
Handkerchiefs	45
Towels & bath mat of woven terry towelling	378
Oil lamp & lanterns L/P lamps & Lanterns, L/P gas heaters, metal torches (excl. batteries)	1,916
Pocket knives & kitchen knives ...	2
Clock & watches ..	509
Padlocks	1,113
Brushes, brooms, whisk brushes	43
Bolts & nuts of metal	35
Household articles made wholly or mainly of moulded or extruded plastic material	256
Gloves	784

(ii) Sub-group (b)

Goods in this group include all consumer items not mentioned in groups (a) and (c). Import permits issued for the importation of general merchandise in this group will also be valid for goods in group (a) and may also be converted for the importation of goods appearing in the Restricted List.

(iii) Sub-group (c)

Goods in this group require specific permits. Quotas in respect of this range of goods will be determined from time to time and relevant import permits

will be issued in accordance with such quotas. Applications for import permits for goods in this list will be dealt with on the merits of the case. The following items in this list are of interest to Hong Kong:—

Commodity	H.K. Domestic Exports to S. A. in 1966 (Value in HK\$'000)
Jute bags (lined or unlined) and bags made from plastic or other materials, of a kind used for the packing of goods 562	562
Television apparatus & equipment	Nil
Vacuum or gas-filled electric lamp bulbs, not exceeding 500 watts & of a type commonly used for indoor lighting ..	14

Group V — Restricted List

An importer wishing to import any of the goods in this group requires specific permits. He may convert his import permits in Group IV(b) into specific permits in this group provided he surrenders 2 rands of his original import permits for every 1 rand of the specific permits required. Items in this category which are of interest to Hong Kong are:—

Commodity	H.K. Domestic Exports to S. A. in 1966 (Value in HK\$'000)
All clothings (included infants' napkins), excl. second-hand over-coats, infants' knitted outerwear not exceeding 20 inches chest measurement, infants' nightwear not exceeding 27 inches in length, infants' petticoats not exceeding 18 inches in length, bids & feeders ...	5,391
Ladies' handbags, & children's handbags made of rattan & similar materials.	894
Basketwork & wicker-work	894

Boots & shoes, excluding ballet dancing shoes, skating boots & spiked running shoes ...	1,403
Radio receiving sets assembled or unassembled	413
Furniture—seagrass, rattan or wicker ..	42
Confectionery, incl. slab chocolate, ice-cream mixes made with sugar, sweetened cocoa or chocolate, sweetmeats, crystallized fruits, chow-chow, but excl. ice-cream, ginger preserved in syrup in brine or in some other manner and candied ginger	22

A copy of The South African Government Gazette Extraordinary No. 878, containing full details of The Import Control Regulations for 1968, is available for reference at The Department's Commercial Relations Division, Fire Brigade Building, 2nd Floor, Hong Kong.
(Mr. D. Chan Tel. H-431233)

U.S.A.

O. T. R. Circular No. 3/68 set out details of a new rule (Rule 36) under the Wool Products Labelling Act which is to become effective on 12th February, 1968.

Under the previous of the new rule, United States importers of wool products will have to file with the Bureau of Customs, at the time of entry or withdrawal for consumption from warehouse, a form (Form 6-15/36A) giving certain information required by the Federal Trade Commission. Normally, importers will also apply for pre-entry clearance on a different form (Form 6-16) giving detailed evidence of correct labelling.

The Department has now received copies of the relevant application forms issued by the Federal Trade Commission. Copies of these forms, together with a note explaining their use, may be inspected in the Commercial Relations (R) Division of the Department, 2nd Floor, Fire Brigade Building.

What the importer will require for completion of these forms is basically a statement of the fibre content and the name of the manufacturer if it is not the

same as the exporter. The section of the guidance notes dealing with pre-entry clearance procedures reads as follows:—

"An applicant desiring to request a clearance of his merchandise prior to actual importation should execute and submit in triplicate FTC Form 6-16 *Application For Pre-Entry Clearance* to the Federal Trade Commission. In support of the request a single copy of relevant documents such as manufacturers' records, laboratory analyses, certifications of foreign government and/or trade associations, etc. as will show no reason to believe the products covered by the request may be misbranded should be submitted as an attachment to the original request. When laboratory analyses are submitted it is suggested that a small swatch (2" x 2") of the material tested be attached to the laboratory analyses.

The Commission will also consider as a relevant document a copy of a previous release of products of the same type, category and fiber content and from the same manufacturer as products previously released by the Federal Trade Commission.

If the requested clearance is granted, the application form with a pre-entry clearance number will be returned to the applicant. This form or a copy thereof should be filed with the Notice of Importation (FTC Form 6-15/36A) at the time of actual importation of each entry to which the clearance relates."

(Mr. D. Chan Tel. 431233)

Nigeria

In a press statement on 17th January, the Nigerian Federal Ministry of Finance announced measures to strengthen the country's external reserves by a cut in imports of inessential and luxury goods. These measures involved placing the following goods on specific import licence:

Sugar confectionary excluding chocolates, tomato, puree, common and toilet soap, packing containers of paper, envelopes, enamel ware (the existing licensing machinery is being tightened up) chairs of all materials, domestic and office furniture, beer, cigarettes, vegetable roots and fibers coated or impregnated

textile fabrics (slinies and taffetas) edible nuts, pastry biscuits and cakes, handbags and wallets etc. etc. Wood and plywood semi worked, exercise books, developed cinematograph films, paperbroad labels, unissued postage and similar stamps, banknotes and similar documents of title, toys, indoor games, etc. Fountain pens especially ball point pens, imitation jewellery, passenger cars, wines and spirits, stockfish, cereals, flour and starch for food (not industrial starch), food preparations not elsewhere specified in the Nigerian Trade Summary, carpets and rugs, radios, radiograms, television sets, tape recorders and gramophones, outer garments, shirts, textile piece goods (listed in Statistical Nos. 652.23, 655.40 inclusive), socks, made up tarpaulins, beads, flasks, houseware of ceramic materials other than China, domestic utensils (a) of aluminium (b) of other metal (other than enamel and aluminium) domestic refrigerators, domestic washing machines, domestic air conditioning machines, electric hair dryers and cookers, pleasure boat, porcelain or china household ware.

The announcement advised Nigerian importers to suspend arrangements to import items on the above list until further details of the methods of operation are announced.

Full information is still awaited, but preliminary information is that import of goods shipped on or before 17th January will be allowed. This ruling applies equally to goods covered by confirmed irrevocable letter of credit issued on or before 17th January but not shipped by or on that date.

Further information will be released as it is received. Meanwhile shippers are advised to check with their Nigerian buyers to establish the significance of the new restrictions in regard to outstanding contracts.

(D. S. H. Chan Tel. 431233)

MEMBERSHIP

New Members

Astor Electronic Mfg. Corp. Ltd.
303 Bank of East Asia Bldg.
Hong Kong.
W. F. Bollmeyer & Co. (HK)
Ltd.
409 Yu To Sang Bldg.
Hong Kong.
Chemtoy Co. Enterprises Ltd.
1103 China Underwriters Life
Bldg.
Hong Kong.
S. Chong Lung & Company
701 Man Yee Building
Hong Kong.
B. & L. Enterprises Ltd.
Suite 26 Peninsula Court,
Nathan Road, Kowloon.
Hongkong Universal Export Co.
69 Peking Road, 5/F, Rm. 507,
Kowloon.
Hung Fung Co., Ltd.
27 Lee Chung Street,
8/F, Chai Wan, Hong Kong.
Lap Shun Knitting Factory
285-7, 291-3 Yu Chau St. G/F,
Kowloon.
Lop Sun Hair Products
Chuen Yuan Fty. Bldg. 11/F,
342 Kwun Tong Road,
Kwun Tong, Kowloon.
M. Man International Ltd.
27-31 Nathan Road,
Alpha House, 6/F, "F"
Kowloon.
Man Cheong Knitting Fty.
Block "A" & "C", 5-6th Fls.
Hung Cheong Fty. Bldg.
Kwong Cheong St. Castle Peak
Road, Kowloon.
McCall Knitters Ltd.
3-4th/Fls. 32 Tai Yau St.
San Po Kong, Kowloon.
Pacific American Investment
Ltd.
126-7 New Henry House,
Hong Kong.
Polytemp (H.K.) Ltd.
Watsons Estate, Block A,
10/F, 2 Watson Rd. Hong Kong.
Reliance Merchandise Co.
511 Liu Chong Hing Bk. Bldg.
Hong Kong.
Sun-Hoo International (HK) Co.
1505 Yu Sung Boon Bldg.
107/111 Des Voeux Rd. C.
Hong Kong.
Unique Watch Mnfg. Co. Ltd.
Everest Bldg. 15/F,
241-243 Nathan Road, Kowloon
Welchsen Export Corporation
1619 Central Bldg.
Hong Kong.
Richwell Corp.
Red A Central Bldg.,
37, Wellington Street,
4th floor, Hong Kong.
P.O. Box 16466.

List of dates of all public company Annual

General Meetings in 1968

Chamber of Commerce	25th Mar., 1968
Hong Kong Breweries	29th Mar., 1968
Hong Kong Electric Co.	21st Mar., 1968
Hong Kong & Shanghai Hotels Ltd.	4th Apr., 1968
Hong Kong Land Investment & Agency Co., Ltd.	25th Mar., 1968
Humphreys Estate & Finance Co., Ltd.	22nd Mar., 1968
Hong Kong & Kowloon Wharf & Godown Co., Ltd.	May, 1968
Lane Crawford Ltd.	6th July, 1968
Hong Kong & Whampoa Dock Co., Ltd.	Apr., 1968
Hong Kong & China Gas Co., Ltd.	3rd May, 1968
The Star Ferry Co., Ltd.	Apr., 1968
Hongkong & Shanghai Banking Corp.	22nd Mar., 1968
Jardine Matheson & Co., Ltd.	June, 1968
Textile Alliance Ltd.	July, 1968
Gilman & Co., Ltd.	June, 1968
Hong Kong Telephone Co., Ltd.	Apr., 1968
Green Island Cement Co., Ltd.	Mar., 1968

Western Manufacturers Ltd.
40 Wyndham Street, 4/F,
Hong Kong.
Wun Sun Company
298-312 Ma Tau Wei Road, 6/F,
Block 10, Kowloon.
Wing Wah Heng Trading Co.
20-B Connaught Road West, 1/F,
Hong Kong.
Winnercot & Co., Ltd.
1002 Manning House,
Hong Kong.
A. Wong & Co., Ltd.
Pedder Bldg. Basement,
Pedder Street,

Breaker. Closing date of bids
— 12 March 1968. Details at
Chamber.

Hong Kong

Tenders are invited for the
following:—

Supply of brown salt glazed
stoneware straight pipes.

Supply of ordinary steel
sheets and plates.

Supply of uniform caps.

Making up of uniforms re-
quired by the Public Works
Department.

Supply of surgical dressings.
Supply of maternity pads.

Supply of waterproof plug
and sockets.

Purchase from the Hong Kong
Government of unservice-
able motor vehicles.

Tender forms and further de-
tails may be obtained from the
Stores Department, Oil Street,
North Point.

TENDERS

Burma

Firm Quotations are invited
for the supply of the stores
enumerated below so as to reach
the Manager, Industrial Raw
Materials, (Import Division)
Myanma Export Import Cor-
poration, 577 Merchant Street,
Rangoon, before 4 p.m. on 25th
February 1968 by registered air
mail or by post.

(A) Essence for Food.

(B) Essence for Aerated
Water.

(C) Essence for Tooth Paste
Product.

Details at Chamber.

Korea

Office of Supply, Government
of the Republic of Korea, Seoul,
Korea, invites tenders for the
supply of One set of Oil Circuit

Stop Press

Enclosed with this bulletin is
a letter from Mr. John Williams,
Manager of the Times News-
paper. Mr. Williams is now
staying at the Hong Kong Hil-
ton. Members interested to
advertise in this special number
may contact him direct.