



# THE HONG KONG GENERAL CHAMBER OF COMMERCE

## BULLETIN

### The Kowloon Gnomes



# HONG KONG GENERAL CHAMBER OF COMMERCE

(Established 1861)

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Hong Kong

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## THE BULLETIN

# March 1st

### *Chairman:*

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

### *Vice-Chairman:*

M.A.R. HERRIES, O.B.E., M.C.

### *Executive Director:*

G. ARCHER

### *Secretary:*

J. B. KITE

### *Assistant Secretary:*

R. T. GRIFFITHS

### *Business Promotion:*

S. L. CHUNG  
C. TSANG

### *Certification:*

A. C. C. STEWART

### *Public Relations & Advertising:*

R. P. WOOD  
MISS B. CHIU

### *Membership Executive:*

P. M. LAM

### *Office Supervisor:*

MISS C. W. LI

## THIS ISSUE

*These Made in Hong Kong Gnomes appear content with their new home in the Trade Development Council's Display Centre at the Ocean Terminal. In this issue we feature a special issue on the forthcoming work of the T.D.C.*

3. Certification. An article on certification written by Mr A. C. C. Stewart, one of the assistant secretaries of the Chamber in charge of the Certification Department.
4. The candlestick maker. A brief article on candle industry in Hong Kong.
5. Round About. Hong Kong — Top Business Centre. An eye on Hong Kong. L.C.C. Examination. Knobby takes the plunge. Visitor from Israel. Advertising Congress in Kuala Lumpur.
6. Round About. Trade Mission from Singapore. Exports going up. Consumer price index goes up. Scotch water for Hong Kong. Fee increase. MV Tegelberg sails for the last time. A poem on Hong Kong.
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*Members are reminded that the contents of the Bulletin are confidential and not for publication.*

From March 1st. this year the old Certificate of Origin forms will be replaced by new standard forms. The new form, which are easier to fill in, are the result of consultations between the issuing authorities and the Department of Commerce and Industry. In this article, Allan Stewart, the Assistant Secretary in charge of certification, explains the new procedure.



Mr. A. C. C. Stewart

These new forms available for collection at the Chamber's Certification Department.

The Chamber has in many cases experienced great difficulty in meeting the requirements of applicants owing to the fact that they have failed to study their Letters of Credit until the goods are ready for shipment. This often leads to difficulties as the descriptions given in documentary credits are sometimes incorrect and or misleading.

Normally, Letters of Credit are received in sufficient time to enable amendments to be arranged by airmail if the exporters take sufficient time to study the credits thoroughly as soon as they are received. The necessity for this cannot be

## CERTIFICATION

Under the Geneva Customs Formalities Convention of 1923, the Governments which were signatories thereto, approved and designated bodies in their respective countries as authorised to issue Certificates of Origin and to attest consular invoices.

At this time the Hong Kong Government designated this Chamber as the issuing authority in Hong Kong for Certificates of Origin and for the verification of commercial invoice etc. This Chamber's Certificates of Origin have, during these 45 years, been acceptable to Customs Authorities in almost every country in the world. Certificates of Origin issued by this Chamber are protected against abuse by the "Protection of non-Government Certificates of Origin Ordinance 1967".

From March 1st, 1968 the Chamber will issue three separate types of Certificates of Origin covering goods falling within the following categories:—

● **Certificates of Hong Kong Origin** will be issued to applicants if the goods concerned are the product of a manufacturing process which has taken place within the Colony and which has changed permanently the shape, nature, form and utility of the basic materials used in their manufacture and where at least 25% of the manufacturing cost of the finished product can be attributed to the actual cost of local materials and or work done in Hong Kong.

● **Certificates of Processing in Hong Kong** will be issued covering goods imported into Hong Kong which have undergone a finishing process which falls below the 25% uplift required for the issue of a Certificate of Hong Kong Origin. Such processes as simple diluting, packing, bottling, drying, assembling, sorting or decorating are not regarded by themselves as genuine finishing processes.

● **Certificates of Re-export from Hong Kong** will be issued in respect of applications covering goods previously imported into Hong Kong and the Chamber will require satisfactory documentary evidence of origin.

### CERTIFICATE OF HONG KONG ORIGIN

ORIGINAL

Issued by THE HONG KONG GENERAL CHAMBER OF COMMERCE

Approved and designated as an issuing authority by the Hong Kong Government under the Customs Formalities Convention of 1923.

I hereby certify that the goods described hereunder were made in Hong Kong *by (or) to the order of* X. Y. Z. COMPANY

121, Queen's Road, Central, Hong Kong, to be shipped per S.S. ARAKAWA (Name & Address) on 25th FEBRUARY, 1968. (Date)

From Hong Kong to SURABAYA, JAVA, INDONESIA VIA SINGAPORE. (Country)

Shipping Marks	Number & Type of Packages	Weight or Quantity	Description of Goods	Brand Names or Labels (if any)
X. Y. Z. SURABAYA No. 1/12	12 (Twelve) Cases	300 (Three Hundred) dozen	Gent's Nylon Uniform Jackets.	NIL
		400 (Four Hundred) dozen	Ladies' Woollen Sweaters.	NIL
		200 (Two Hundred) dozen	Children's Nylon Socks.	NIL
		Total: 12 (Twelve) Cases only. 3 (Three) Items only.		

X. Y. Z. COMPANY

John Doe

Authorised Signature & Stamp of Exporter

cc.

Seal of The Hong Kong General Chamber of Commerce

Date

Above: A specimen copy of the new Certificate of Origin.

# The candlestick maker

**A Hong Kong company is making miniatures of world famous personalities — and they're strictly for burning.**

In this case the miniatures are intricately carved wax candles depicting famous musicians such as Mozart and Beethoven; legendary Chinese deities and even children's characters.



It may look like an ivory carving but in fact it is an example of the craft of the candlemaker.

Personality candles, though not yet big business for Hong Kong, quietly make a valuable contribution to the Colony's overseas sales.

This week Mr. Geoffrey Archer, Executive Director of the Chamber accompanied by Mr. Mark Lam, Membership Executive, visited a Hong Kong candle factory at Aberdeen. This particular factory, which employs about 300 skilled workers and was started in 1955, specialises in making ornamental candles such as figures of Chinese goddesses, some hand-made, others molded.

## Ancient Art

While candlemaking is an ancient art, like many other industries here, it did not start until about 10 or 15 years ago, and that on a limited scale with local manufacturers producing solely for domestic consumption.

Yet, like many other industries, involved in the Colony's dramatic industrial revolution, candlemaking rapidly expanded. Candles were made not only for local purposes but also for export and there is a great variety of these candles too. Among the more popular are the embossed

type of Austrian design, gold leaf and frost candles, flower taper candles and waxen bowls.

There is also the "Longevity" candles. These candles can burn for a long time — some 300 hours. This burning time of candles is decided by its composition. Local manufacturers have devised the correct and secret combination of beeswax, acid and raw wax that gives a long taper glow power. There are more than 200 kinds of these long burning candles ranging from one inch to twenty inches high, one half inch to 5 inches in diameter wrapped in a kind of micro-wax.

## Hand Craft

Most manufacturing is done by hand, giving the product a polished look which no machine is capable of doing.

Some of the candles are gilded by "roll-on" plate and then painted by local girls. Others are packed in pop-top caps with matchboxes thoughtfully enclosed.

The largest supplier of paraffin and beeswax, prime ingredients, is Indonesia.

The U.S. is by far the largest importer of Hong Kong candles, importing HK\$3.5 million worth of candles in 1967 which represents 70.4 per cent of Hong Kong's candle exports.



An American buyer (right) expresses interest in the products of this Hong Kong candle factory. Next to him is Mr. Geoffrey Archer, Executive Director of the Chamber.

# ROUND ABOUT

## Top Business Centre

According to a chart worked out by Business International, New York (a weekly report to managers of worldwide operations), Hong Kong tops all other countries as the most-favoured place by international companies for setting up regional headquarters in Asia — but the Colony leads very narrowly from Singapore.

The journal also reported that Asia holds some of the most rapidly-growing economies in the world, as reflected in the burgeoning number of international companies operated in the region.

Hong Kong's economic life was not seriously disrupted during even the worst of the disturbances said the article and the situation has calmed down in the last few months. But doubts about the safety of personnel and the long term political future of the Colony are making executives consider alternative sites.

Local correspondent of Business International is Mr. Keith Hooper of the South China Morning Post.

## An eye on Hong Kong

"Too few people in Britain realise that Hong Kong ship-owners control a fleet of more than six million tons of shipping and include among their numbers individual owners with some of the largest fleets in the world," said Mr. A. E. Hepper, Chairman of the newly formed Upper Clyde Shipbuilders Ltd.

Mr. Hepper, who was surveying the possibilities of attracting he planned to visit Hong Kong twice a year and his technicians orders for Clyde-built ships said would be making frequent trips to the Colony.

## L.C.C. Examinations

The Chamber has application forms for candidates wishing to take the London Chamber of Commerce summer examinations. The forms have to be submitted to the Education Department before March 15th.

## Knobby takes the plunge



The ship with the big bulb is the new Maersk line vessel, Cecillie Maersk, seen here in the builder's yard in Malmoe, Sweden.

The Cecillie Maersk is the first of a series of three sisterships to be built for Maersk line, besides four similar ones to be built in Norway. A.P. Moller — Maersk Line, will take delivery of all seven vessels this year.

The Cecillie Maersk is a single screw motorship built as a shelterdeck ship. She is equipped with two hydraulically operated sideports for palletized and unitized goods. The vessel, which weighs 13,900 dw., can accommodate a total of 400 pieces of 20 foot containers.

## Visitor from Israel



Mr. Israel Chernomorsky, Director of the Pagoda Company, Tel Aviv has been in Hong Kong on a buying trip. He has had over 10 years experience in selling Hong Kong products in Israel and personally boosted Hong Kong products with considerable success in the Tel Aviv International Fair in 1966.

During his stay here, he has discussed the possibility of Hong Kong's participation in the Israel Trade Fair in June. He also received members of the Chamber and held discussions with them on trading with Israel.

He said, "the easing of Government restrictions and economic changes following the Middle East war should make Israel a strong market for Hong Kong products. Import duties on many items have been reduced from between 20 to 30 per cent. These items include some which Hong Kong is already exporting to the country."

Hong Kong-Israel trade has been in Israel's favour by HK\$60.31 million.

## Advertising Congress

The sixth Asian Advertising Congress is to be held in Kuala Lumpur and Singapore from June 26th to July 3rd. It is expected that representatives from the Association of Accredited Advertising Agents of Hong Kong will attend the Congress.

## Singapore Visit

The Singapore Chinese Chamber of Commerce is reported to be sending a trade mission to its neighbours in South East Asia next month, or in April.

The countries to be visited include Thailand, Cambodia, Burma, Hong Kong and Japan. Members will be informed of any further news on the Singapore visit.

## Exports Up

Provisional trade figures show that the total value of domestic exports for January is \$566 millions, and increase of \$17 million of three per cent over January, 1967. Imports fell by nine per cent to \$771 million and re-exports decreased by 21 per cent to \$142 million with the corresponding month last year.



The Blue Peter, the flag of departure, had a particular significance when Royal InterOcean Lines' m.v. Tegelberg sailed out of Hong Kong Harbour on February 15th, for after almost 30 years of service this ship is to be "pensioned off". m.v. Tegelberg, one of three sisterships, will be the first to retire and in the course of this year Ruys and Boissevain will follow.

M.v. Tegelberg for the last few years has sailed in the Far East-Africa-South America Service, a "Route Across the World", which has included Yokohama, Kobe, Hong Kong, Singapore, Penang, the island of Mauritius, Lourenco Marques, Durban, Port Elizabeth, Cape Town and the South American ports of Rio de Janeiro, Santos, Montevideo and Buenos Aires.

## One Point Up

Despite a rise in beef and poultry prices the consumer price index for January rose by only one point to reach 113. Offsetting this was a fall in the price of vegetables.

## Scotch Water

A Hong Kong firm has placed an order with a Scottish firm for the supply of 15,000 bottles of their Scotch Water, say the Board of Trade. The initial shipment was made from Glasgow. Source of supply is a spring near Forfar from a well which has been in use for 90 years.

## Fee Increase

Farnham Castle, the Oversea Service College, has increased its fees from 35 guineas to 40 guineas.

## I Remember

This poem was written by the 12-year-old son of Mr. H. M. Bullard, of the London Chamber of Commerce. Mr. Bullard was formerly with D.C. & I in Hong Kong and it is obvious his son has caught his father's love for Hong Kong.

I remember those streets,  
Those dirty, poverty-stricken  
streets,  
Where the beggars tapped and  
cried  
Along those pavements, asking,  
besseching  
For alms that never came,  
That never came for those  
travelling  
The long derelict streets of  
Hong Kong.  
I remember that hill,  
That long, high and wide hill,  
Seething like anthills in an  
unkept garden;  
On that hill those refugees  
lived,  
Living in shacks dug in the  
ground,  
With children naked but for  
the odd cloth,  
Wandering with the goats and  
fowls round and round,  
Living in squalor on that hill  
in Hong Kong.  
Now all is changed, that Island;  
New high blocks, new wide  
streets for that Island,  
Government have given aid,  
that squalor,  
The squalor of refugees is  
banished  
Never to return to that new  
Island founded,  
That new, sparking Island of  
Hong Kong.

M. H. Bullard.

## Watch Factory for Hong Kong?

A watch, specially produced for the Hong Kong market, has been made by a Swiss company and the possibilities are that the Swiss watch making industry may decide to build complete watch-making works in Hong Kong.

The "Hong Kong" watch is the first to be designed for a specific market and was produced on the advice of a local dealer. The new watch is wider and thicker than the normal watch; there are no numbers and the bracelet is a wide metal chain. Estimated price is \$350.

## Airline Interest

The Wheelock Marden Group and their associates now have their airline interests covered by a new company, Lloyd International Airways (Holdings). The two Hong Kong directors are Mr. John L. Marden and Mr. P. A. Scales. Also on the board are Mr. T. A. Bushby, Managing Director of Wheelock Marden (London), and Sir Douglas Thompson, representing Ben Line Steamers, which recently acquired an interest in Lloyd International.

Mr. Scales was reported as saying the main reason for forming the new company was "internal re-organisation to put the London operation under London ownership."

## Management Association Lectures

Industrial relations and the manager is the subject of a Management Association lecture to be given from March 4th. to 18th. The lecture, which will be followed by a discussion, will be held at the Management Association. The speaker will be Mr. R. M. Filmer, Personnel Manager, The Shell Co. of Hong Kong.

Another lecture discussion series to be given by the Management Association will be on Fundamentals of Production Management. This will be held from March 5th to March 28th at the Management Association and will include speakers from the University of Hong Kong, the Hong Kong Technical College, and Hong Kong Land Investment Co. Ltd.

Financial Analysis and Forecasting is a course aimed for those in management structure responsibility and will be given by Mr. Baldwin K. L. Wong, of the University of Hong Kong. The course will be open from March 27th to April 10th. at the Management Association.

## Testing Laboratories

The U.S. Federal Trade Commission has announced their approval of nine private testing laboratories for the testing of wool products under the Wool Products Labelling Act which became effective on 12th. February, 1968. Details of these laboratories are at the Chamber.

## Desk Top Computer Aid For Businessmen

The computer revolution, which is only just beginning to make its impact on the Hong Kong market, has broadened its appeal with the introduction of the Olivetti Programma 101.

The new computer, slightly larger than a typewriter and costing only \$26,800, has made such an immediate appeal that already five machines have been ordered. The users so far range from shipping companies to the Royal Observatory.

Described as a "go-between" the desk calculator and the large electronic computer, the Programma 101 has been designed to satisfy the growing demand for highly specialised calculation work too complex for ordinary desk calculators but not sufficient in quantity to justify use of a large electronic computer.

One of the big advantages of the new computer is the ease with which it can be operated; it will calculate automatically in accordance with pre-set programmes or accept date and instructions entered manually by the operator, or operate by a combination of both methods.

The Programma 101 will also record programming instructions without any special coding, using the same keys as for manual control. These instructions are recorded on small magnetic cards, which can be retained for future use.

Because programming cards can be stored, and as programmes can be changed by simply inserting a new card in the machine, "dead time" is completely eliminated.

Mr. E. Miserendino, Managing Director of Olivetti (HK) Ltd., said Olivetti had also developed an extensive programme library service to complement the machine. Company technicians and researchers have put into programme form the solutions to an immense range of mathematical, statistical, technical, financial and administrative problems, which were available to the small computer's users.

It is understood that among the orders placed are those by Mackinnon Mackenzie, Hong Kong Electric Co. Ltd., Royal Inter-ocean Lines and Ben Line Steamers.



Programma 101 — a desk top computing device

## More by Air

Figures released by the Civil Aviation Department show that for the last three months of 1967 air freight traffic increased by 11.7 per cent and mail by 15.4 per cent. Passenger traffic increased by 8.8 per cent.

Compared with the same period in 1966 there were increases of 18.8 per cent in aircraft movement, 12.3 per cent in freight and 6.5 per cent in mail, but a decrease of 0.9 per cent in passenger traffic.

## New Textile Export Licence Forms

It was learned that export licence forms for restricted and unrestricted textile goods have been slightly modified for computerisation.

The new forms have been designed to streamline the processing and recording of licences covering textile shipments to Europe and North America.

The forms (C. & I. 353A and C. & I. 353 (Revised) for restricted and unrestricted textile goods respectively), will be available for sale to the public as from February 19 at \$2 per pad of 25 licences.

Form C. & I. 353 (Revised) will be obtainable from the Government Publication Centre, Star Ferry Concourse, Hong Kong Island, while Form C. & I. 353A, for quota shipments, will only be made available to quota holders on application at the Commerce and Industry Department's Textiles Licensing Counter, second floor, Fire Brigade Building, Hong Kong.

The forms for restricted goods bear audit control numbers, old forms may still be used to cover shipments of both restricted and unrestricted items until March 9 to enable shippers to use up their current stocks.

However, beginning March 11, only the new forms will be accepted for processing by the Textiles Licensing Office of the Department.

## More Seamen Register

More seamen are registering with the Seamen's Recruiting Office than ever before. During January 3,651 seamen registered with the S.R.O., an increase of 398 over December.

## Money Matters

An excess of revenue over expenditure amounting to \$75.5 million (\$1.5 million less than the record November surplus) has been reported for December last year. The revenue for December at \$220.8 million was \$19 million more than the amount collected in December, 1966.

The special expenditure of \$30.1 million in December arising from the disturbances, has not been taken into account.

## Bank Line to Close

**The Bank Line (China) Ltd. will shortly close after 60 years of operation.**

Mr. H. B. Neve, Manager and a director of the company, said the company planned to cease active operation at the end of March and close in due course.

He attributed the cause of the winding-up to the fact that the Ellerman Line, for which his company has been agent for many years, is integrating with Ben Line in their Europe-Far East services.

This was unfortunate for his company as Ellerman had been the "backbone" of the company's business, Mr. Neve said.

He emphasised that the closing had nothing to do with last year's disturbances.

Also, the closing would have no effect on the parent company with head offices in London, he said. Bank Line ships would continue to serve the Far East, and agents in Hongkong would soon be appointed, Mr. Neve added.

## Hong Kong Stocks And Shares

Hong Kong Stocks and Shares — an analysis of the principal quoted companies has been compiled by Mr. J. A. Filmer Wilson, A. C. A. of 9, Ice House Street, Hong Kong.

This book has been prepared in loose-leaf form so that revised analysis sheets can be inserted whenever the company results are made available. For an annual subscription of \$200, revised analysis sheets will be sent to subscribers.

Members interested should contact Mr. Filmer Wilson direct.

## Hong Kong 'Uncles'

Mr. Anthony Royle, M.P., is to ask the Secretary of State for Commonwealth Affairs, if he will make a statement of the system and function of city district officers in Hong Kong.

## Plastic Toys

Mrs. Joyce Buter, M.P., asked the Secretary of State for the Home Department if he was satisfied that regulations governing the safety of toys were adequate to prevent the import of dangerous toys from abroad, in view of recent sales of plastic firing guns from Hong Kong and models of a jack-in-the-box from China.

Replying, Mr. David Ennals said there was no real risk of injury from the toy gun. Arrangements had been made for the jack-in-the-box to be suitably modified. Reviews of the present Regulations for the revised British Standard Code of Practice for Children's Toys are proposed, he added.

## Certification

(Cont'd from P. 3)

stressed too strongly to exporters both large and small.

The excuse "I did not know", is becoming less and less acceptable to all issuing authorities and the General Committee insist that every possible step be taken to ensure that Chamber certificates continue to receive automatic recognition wherever they are presented. The Chamber's certification staff are available to assist shippers in these matters.

During 1967, 32,082 or 25% of the total number of certificates received by the Chamber for certification required corrections of one kind or another and a great deal of this additional work could have been avoided if greater attention had been paid to the terms of credits. Members should note that no amendment of a documentary credit can be effective without the consent of all parties, i.e. orderer, the issuing bank, the beneficiary, and in the case of transferable credits, the transferee.

The Chamber reserves the right, without indicating any reason to refuse to verify Certificates of Origin or other documents which may be presented to it.



## MISSION FROM ABROAD

Last month a trade mission from the Argentine visited Hong Kong. Below is a report on this important although small market. This month a trade mission from Denmark visits Hong Kong. Here we print a brief article on Hong Kong's potential to this area.

### Argentine

Speaking at a farewell reception for the Mission given by the Chamber, Dr R. Barbagelata, leader of a four member Mission from the Argentine, said "The Japanese have learned the important lesson of not neglecting small markets. It is to be hoped that Hong Kong will follow their example.

"This is why we in the Argentine would more than welcome a delegation of your businessmen not only to survey our market potential but to us," he added.

Hong Kong electronic products, hardware, plasticware and traditional handicrafts as well as high quality made-up garments, would, he said, be welcome in the Argentine.

The Mission, which spent six days in Hong Kong, studied the possibility of selling Argentine wheat to Mainland China

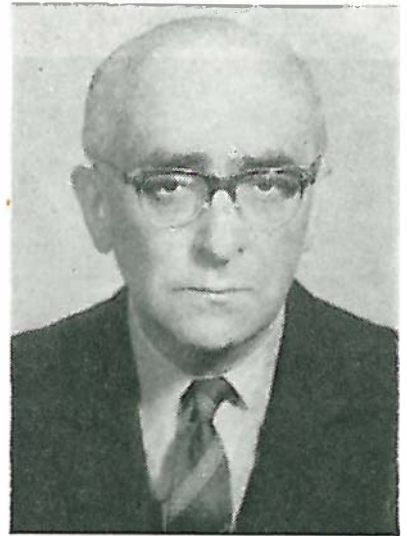
through Hong Kong. Mr. Ernesto Bushini, councillor in the Argentine Commerce Department, had been in touch with China interests in Hong Kong about the sale.

On the other hand, Argentine was ready to take care of China's wheat needs.

Besides promoting the sale of wheat, the mission also explored the possibilities of increasing Argentine exports of meat and wool.

"We have found the opportunities in Hong Kong to be so good that I can foresee a growing demand for top grade Argentine meat. This would prove a particular tourist attraction and indeed be welcomed by all levels of the community," said Dr. Barbagelata.

Argentine, which has one of the highest standards of living in South America, is a member of the Latin America Free Trade Community.



**Mr Ernesto Bushini, Consul General of Argentine in Hong Kong.**

Although Hong Kong sales to the Argentine last year amounted to HK\$2.79 million, Hong Kong has an adverse trading balance of HK\$10.91 million with the Argentine.

### Denmark

A Mission of 32 members, the Grosserer-Societets Komite will visit Hong Kong from March 10th to 15th.

Members of this Mission have expressed an interest in Hong Kong hardware, thermos flasks, made-up garments, knitwear, toys and sports articles, rattanware and handicrafts. They are also interested in exporting various Danish items such as chemicals, electrical articles and foodstuffs to Hong Kong.

Although Denmark is one of Hong Kong's smaller trading partners, with sales last year amounting to HK\$52.67 million, Hong Kong has a trading balance in its favour of HK\$14.36 million.

At present, Hong Kong's major exports to Denmark are clothing, textile yarn, footwear, plastic toys and wigs, travel goods and crude animal and vegetable materials.

Danish imports to Hong Kong

### How To Sell There

In most cases documentation formalities are covered by the Chamber's Certificates of Origin. Letters of Credit are not frequently used but credit up to 60 days is acceptable. Sight draft and bills extending to 90 days are sometimes requested.

are mainly made up of meat preparations, dairy products, marine diesel engines and plastic materials.

Denmark's economy is traditionally agricultural although the country, despite its lack of raw materials, is highly industrialised. The United States has already a US\$496 million investment in Denmark while the domestic investment totals US\$3,200 million.

English is widely spoken throughout the country and Copenhagen, the capital, is the fourth largest European intersection point after Paris, London and Rome.

Denmark is particularly popular among Europeans as a holiday country with revenue from tourism reaching nearly US\$145 million annually.

Denmark's principal trading partner is West Germany followed closely by Britain and Sweden and to a lesser degree by the United States.

The tariff structure has recently been reduced and the rates are low with goods from EFTA countries enjoying preferential treatment. Most industrial products enter without import licence.

The Danish Mission's visit to Hong Kong is being arranged by the Trade Development Council and Chamber members who wish to contact the Mission should write direct to the Trade Development Council at the Ocean Terminal, Kowloon, specifying the importers they would like to contact. The Trade Development Council will then arrange appointments.

## NEWS FROM THE T.D.C.



**Mr. L. Dunning of the Trade Development Council, who led the successful Hong Kong Mission to the Nuremberg Toy Fair.**

The following is a summary of the some of the projects to be undertaken by the Trade Development Council this year. This programme is, however, subject to alteration.

### April

- Milan International Trade Fair.
- Brussels International Industries Fair
- Market Exploration on South America
- Second series of direct selling exhibition in London.

### May

- Trade Mission to Canada
- Industrial Mission to the United States

### July

- Market research on Malaysia

### August

- Vienna International Trade Fair

### September

- U.S. department store festivals
- Dusseldorf International Fashion Trade Fair

### October

- Australian Promotion
- East African Promotion
- Munich and Berlin Fashion Weeks

## Second Mission to Canada

As a follow-up to the successful Businessmen's Mission to Canada organised by the Chamber in 1967, the TDC is planning to send a second Trade Mission to Canada commencing mid-May for approximately three weeks. For the first time, the Mission will include members interested in purchasing from Canada.

It is proposed that the Mission will comprise not more than 14 exporters and not more than seven importers.

According to recent market research information, the following Hong Kong products are best suited for the Canadian market: Hardware, decorative ware, electrical goods, furniture, jewellery, toys and camping accessories, ladies' accessories, clothing, household textiles.

To encourage participation in this Mission, the Trade Development Council offers a subsidy of 25% of the cost of participation to one representative from each firm selected.

Application forms and further particulars may be obtained from the Council's Trade Adviser in charge of the Mission (Tel. 670151 Ext. 47). Forms will be forwarded by mail on request.

## HK to join US Boat Show

A Hong Kong shipyard displayed photographs of its craft among boat-builders from all over lucrative US market at the 58th American National Boat Show on February 7, 1968.

It is hoped that space will be available to Hong Kong to show some of Hong Kong's full-size yachts and possibly motor-cruisers next year. Hong Kong had already participated in similar shows during January in San Francisco and Seattle.

Up to the present the Ngauchiwan shipyard has been concentrating on sailing yachts but later in 1968 the intention is to produce larger diesel-powered motor-cruisers.

## Cater Moves to T.D.C.



**Mr. Jack Cater, the new Executive Director of the Trade Development Council.**

Mr. Cater will serve as Executive Director for a two year period from 1st. March. He was formerly in the Colonial Secretariat.

Mr. Cater joined the Hong Kong Government in 1945 and his experience includes the direction of such activities as fish and vegetable marketing, the setting up of the co-operative system and a period as Assistant Director of Commerce and Industry.

He also served in the Colonial Secretariat, the Social Welfare Office and the Secretariat for Chinese Affairs. He was Deputy Economic Secretary from 1962 until 1963 after which he re-organised the Co-operative Department of Fisheries and Agriculture and the Forestry Departments into a single department and became its first Director.

In a statement from the Trade Development Council it was said that the very fact that the Government had released a senior officer from a key post was a welcome recognition that the maintenance and expansion of Hong Kong's export trade was as vital as ever it was.

## New Look for Display Centre

The Trade Development Council's display centre has been re-designed to show the latest Hong Kong products drawn from more than 100 manufacturers.

Some 600 products are on display ranging from a \$5 plastic toy to jade jewellery. Among the other new products featured are plastic onions, feather flowers, new knitwear designs, furniture and a sail boat.

The display is the work of Mr. Bernard Navatta, senior designer of the T.D.C. who joined the Council shortly after the Hong Kong promotion in Barcelona in 1966.

The centre draws about 2,000 visitors a month and it is estimated that 400 to 500 enquiries are made for Hong Kong products.

Mr. R. G. L. Oliphant, the T.D.C.'s Executive Director, said the display would be changed within three months. "The problem has been," said Mr. Oliphant "that we have not always been given enough products to display, rather than that we have had to leave things out."



## Holidays For 1969

Because the Ching Ming Festival in 1969 coincides with one of the general holidays for Easter, that is April 5, a general holiday has been declared on March 31 in lieu of that for the Ching Ming Festival.

The following are the General Holidays for 1969:

- The first week-day in January
  - Wednesday, January 1;
- Chinese New Year's Day
  - Monday, February 17;
- The second day of Chinese New Year
  - Tuesday, February 18;
- The third day of Chinese New Year
  - Wednesday, February 19;
- General Holiday in lieu of that for the Ching Ming Festival
  - Monday, March 31;
- Good Friday
  - Friday, April 4;
- The day following Good Friday (Ching Ming Festival)
  - Saturday, April 5;
- Easter Monday
  - Monday, April 7;
- The Birthday of Her Majesty the Queen
  - Monday, April 21;
- Tuen Ng Festival
  - Thursday, June 19;
- The first week-day in July
  - Tuesday, July 1;
- The first Monday in August
  - Monday, August 4;
- The last Monday in August, which shall be Liberation Day
  - Monday, August 25;
- The day following the Chinese Mid-Autumn Festival Day
  - Saturday, September 27;
- The day following Chung Yeung Festival
  - Monday, October 20;
- Christmas Day
  - Thursday, December 25;
  - and
- The first week-day after Christmas Day
  - Friday, December 26.

## Bank to Aid Development

The Chartered Bank is among nine foreign banks to take a holding in a company formed to aid South Korean industrial development. A statement from the International Bank for Reconstruction and Development — the World Bank, said that private banks were helping to sustain the rapid industrial growth of South Korea by providing capital equivalent to US\$12 million.

## MEMBERSHIP

### New Members

Astro Case Company, 2104-5 Wu Sang House, 655 Nathan Road, Kowloon.

China Translation & Printing Services, Watson Estate, Block "A", 11/F, Causeway Bay, Hong Kong.

Eastern Pearl International Co., 1101 Wong House, 26-30 Des Voeux Road West, Hong Kong.

Ging Loo & Company, 117 Chatham Road, Ground floor, Kowloon.

Goodyear Investors Ltd., 1601-2 Central Building, Pedder Street, Hong Kong.

Hanaro World Agencies, 20 On Lan Street, 1st floor, Hong Kong.

Hong Kong Manufacturers' Agencies, 906 Yu Sung Boon Bldg. 107/111, Des Voeux Road C, Hong Kong.

Lucky Industrial Co., Ltd., 167 Wai Yip Street, Kwun Tong, Kowloon.

Neptunia Corporation Ltd., 1003 Prince's Building, Hong Kong.

Rainbow Glass Fibre Products Ltd., 14 Tai Po Road, Kowloon.

Sound Trading Co., Ltd., 221 Man Yee Bldg., Des Voeux Road C, Hong Kong.

South China Photo-Process Printing Co., Ltd., 45 Wong Chuk Hang Road, Aberdeen, Hong Kong.

South Pacific Trading Co., 2608-9 Realty Bldg. 61 Des Voeux Road C, Hong Kong.

Starlite Company, Room 1423 Kowloon Commercial Centre, Salisbury Road, Kowloon.

Wang Hing Knitting Factory, 102/104 Larch Street, 1st floor, Kowloon.

### Resignations

Comluck Corporation, 1125 Kowloon Commercial Centre, Kowloon.

Craig's Ltd., 11 Lucky Bldg. Wellington St., Hong Kong.

Marcol Ltd., 510 Central Bldg., Hong Kong.

Oxford Industrial Corp., Ltd., 172 Java Road, G/F, Hong Kong.

Unique Watch Mfg. Co., Ltd., Everest Bldg., 15/F, 241-3 Nathan Road, Kowloon.

Vashi's, 10 Cameron Road, Kowloon.

Sinlere Traders, Room 405 Hotung Bldg., 10-12 Stanley Street, Hong Kong.

Ming Wah Electric Bulbs Factory, 11 Fa Yuen Street, 2nd floor, Kowloon.

Chewayne Trading Co., Ltd., 16 Mody Road, G/F, Kowloon.

Lap Fung Trading Company, 6 Johnston Road, "D", 10th floor, Hong Kong.

Wintergreen's Rattancraft Teakwood Furniture & Decoration Work, 632 Man Yee Building, Hong Kong.

### Change of Name

Zennon (Hong Kong) Limited, 701-3 Liu Chong Hing Bank Bldg., Hong Kong. (Formerly Zennon Mercantile Agencies)

American Express International Banking Corp., Union House, Hong Kong. (Formerly The American Express Co., Inc.)

Pacifica Group of Companies, 5/F, Hotung Bldg. 10 Stanley Street, Hong Kong. (Formerly Pacifica Products Ltd.)

### Change of Address

Glofar International Ltd., Room 414-416 Holland House Hong Kong. (Formerly 316 Holland House).

Hong Kong Hotels Association, Administration Block, Ocean Terminal, Kowloon. (Formerly 16/17 Chungking Arcade).

Hong Kong Pacific Trading Co., Ltd., 1807 International Bldg. 18/F, Des Voeux Road C, Hong Kong. (Formerly 128-130 Bonham Strand E.)

Mobil Oil (Hong Kong) Ltd., Prince's Bldg. 18/F, Hong Kong. (Formerly .K. Bank Bldg.)

N.G.S. (H.K.) Ltd., 1101 Tung Ying Bldg. 100 Nathan Road, Kowloon. (Formerly 521 Prince's Bldg.)

Tysun Industrial Company, 811-812 Universal House, Des Voeux Road C, Hong Kong. (Formerly 507-8 Yu To Sang Bldg.)

Amerisia & Co., 35 Des Voeux Road V, 2/F, Flat B, Hong Kong. (Formerly 104 Connaught Road W.)

Cheapside Limited, 1202 China Underwriters Life Bldg., 51-57 Des Voeux Road C, Hong Kong. (Formerly 704 Cheung K. Bldg.)

The Hong Kong Chiap Hua Mfy. Co. (1947) Ltd., Room 701 Fung House, 19/20 Connaught Road, Central, Hong Kong. (Formerly Fung House, 9th floor)

Hong Kong Toyland Corporation, 805 Hing Wai Bldg. 8th floor, 36 Queen's Road C, Hong Kong.

(Formerly 405 Hing Wai Bldg.)

Po Huat & Co., Room 403-5 Stag Building, 148-150 Queen's Road C, Hong Kong.

(Formerly 705 Manning House)

On Kee Hong, Rm. 1101 General Commercial Bldg., 156/164 Des Voeux Road C, Hong Kong.

(Formerly 190/4 Des Voeux Road W),

## TENDERS

**Hong Kong.** Tenders are invited for the supply of cotton waste and cleaning rags. Tender forms and further details may be obtained from the Stores Department, Oil Street, North Point.

### Hong Kong

Tenders are invited for the following:—

Supply of cleansing powder.

Supply of P.V.C. pipes.

Purchase from the Hong Kong Government of human hair and woollen piecegoods.

Purchase from the Hong Kong Government of unserviceable railway lines, crossings and switches.

Purchase from the Hong Kong Government of mixed firecrackers and fireworks.

Purchase from the Hong Kong Government of unserviceable motor vehicles.

Purchase of pine wood from the Agriculture and Fisheries Department.

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

### Display Offer

Jose Alberto Cabrera B., S.A., Apartado Postal No. 156, Masaya, Nicaragua, Central America, has proposed to establish display centres for Hong Kong products throughout Central American countries at a nominal fee of US\$100 per each exposition in each country.

4th — 12th March	International Spring Fair, Consumer goods with "Karwei", trade fair for Do-it yourself articles and "Film and Photo". (closed on 10th March).
18th — 21st March	"The Child" (Het Kind). Trade fair for junior articles and fashions.
24th — 26th March	I.S.N. International Shoe Fair.
1st — 5th April	ROKA. International Food Fair.
17th — 24th April	N.O.T. National Education Exhibition. (closed on 20th and 21st April).
9th — 18th May	Techni-Show Exhibition of woodworking and metalworking machinery, hydraulic and pneumatic equipment. (closed on 12th May).
14th — 17th May	Confectionery trade fair.
9th — 13th June	Summer trade fair for travel and leather goods.
9th — 13th June	"zomerKEUR". Handicrafts and industrial arts exhibition.
26th — 29th August	Indro, International Perfumery trade fair.
September	Lighting goods exhibition.
8th — 13th September	International Autumn Trade Fair, Consumer goods.
8th — 13th September	"Reklame". Advertising exhibition.
8th — 13th September	Inter Decor. Furniture Fabrics and floor coverings exhibition.
8th — 13th September	Trade fair "Supplies for the Furniture Industry".
16th — 19th September	"The Child" (Het Kind). Trade fair for junior articles and fashions.
25th — 28th September	Ornithophilia. Show for poultry and furry animals.
16th — 23rd October	Machevo. International trade fair of plant and equipment for the processing industries. (closed on 20th October).

For further information please contact Messers. B. Van Zuiden Bros. Ltd., 217-222 Union, House, Hong Kong.

**Indonesia** The IV International Fair 1968 will be held in Djakarta from 1st to 31 October. For further information, please apply to:—

Dewan Pekan<sup>2</sup> Raya dan Pameran<sup>2</sup> Indonesia,  
Djalan Krekot Bunder 47/  
bawah,  
Djakarta.

**Switzerland** The 48th National Fair in Lausanne will be held from 9th to 24th September 1968. A booklet containing detailed information is at Chamber for interested members to read.

**United Kingdom** The London International Heating, Ventilating and Air Conditioning Exhibition will be held at Olympia, London, from 22nd to 27th April 1968. Among the countries represented are U.S.A., Canada, Denmark, Finland, Ireland, Italy, Japan, Malta, Netherlands and West Germany. Unofficial estimates show that U.K. firms are now selling at the rate of some £300,000,000 annually and that exports have been expanded to between £40 and £50 million a year.

## 1968 Circulars

The following is a list of circulars sent to members during 1968. These circulars have either appeared in the Bulletin, or sent individually. Additional copies are available at the Chamber.

1. (19 Jan.) Submission to TDC for Display in Milan & Brussels; 2. (9 Feb.) Mission from Denmark; 3. (13 Feb.) Business Opportunities in Israel 4. (16 Feb.) Hong Kong Two-Way Trade Mission to Canada.

## NOTICE TO EXPORTERS

Series 5 (Misc.) 1/68 (22 Jan.) Introduction of Revised Textiles Export Licence Forms; Series 5 (Misc.) 2/68 (8 Feb.) Introduction of Revised Textiles Export Licence Forms; Series 3 (EEC) 1/68 (27 Jan.) Exports of Cotton Woven Textiles to Fed. Rep. of Germany; Series 3 (EEC) 2/68 (14 Feb.) Export of Restrained Cotton Woven Textiles to Fed. Rep. of Germany; Series 1 (Britain) 1/68 (24 Jan.) Export of Restrained Cotton Textiles to Britain; Series 1 (Britain) 2/68 (24 Jan.) Export of Restrained Cotton Textiles to Britain; Series 1 (Britain) 3/68 (12 Feb.) Export of Restrained Cotton Textiles to Britain.

## DC&I CIRCULARS

OTR Cir. 12/68 (14 Feb.) U.S. testing laboratories for wool products; OTR Cir. 11/68 (10 Feb.) Singapore import quota for cotton undergarments; OTR Cir. 10/68 (25 Jan.) Nigeria cut in imports; OTR Cir. 9/68 (24 Jan.) South Africa Import Control Regulations; OTR Cir. 8/68 (25 Jan.) U.S. Wool Products Labelling Act; OTR Cir. 7/68 (19 Jan.) U.S. Flammable Fabrics Act; OTR Cir. 6/68 (19 Jan.) Guyana licensing control; OTR Cir. 5/68 (11 Jan.) Australian import control; OTR Cir. 4/68 (10 Jan.) Tanzania Import Licences; OTR Cir. 3/68 (8 Jan.) U.S. Wool Labelling Act; OTR Cir. 2/68 (8 Jan.) Irish Import Controls; OTR Cir. 1/68 (4 Jan.) Australia — Knitted or Crocheted Out Garments.

## NEWS FROM D. C. & I.

### Singapore

The Government of Singapore has announced that imports of the following goods are no longer subject to specific import licensing:—

Description	H.K. Domestic Exports to Singapore in 1967 (HK\$ '000)
Articles (other than tools) of a kind commonly used for domestic purposes and parts thereof, made of iron or steel enamelled	125
Articles (other than tools) of a kind commonly used for domestic purposes and parts thereof, made of aluminium	158

(Mr. J. Y. C. Ng, Tel. H-453939)

### Malaysia

The Government of Malaysia has *deleted* "travelling rugs and blankets of wool or cotton or other textile material" from the list of goods requiring specific import licences for imports into the States of Malaya, Sabah and Sarawak.

At the same time, the Malaysian Government has *added* the following items to the list of goods requiring specific licences:—

Description	States affected
Table fans, pedestal fans and wallbracket fans, other than ringmounted exhaust fans	States of Malaya only
Ceiling fans	States of Malaya; Sabah and Sarawak

Hong Kong's domestic exports of all electric fans to Malaysia as a whole were valued at HK\$866 thousand in 1967.

(Mr. J. Y. C. Ng, Tel. H-453939)

### Singapore

The Singapore Government has announced the following import quota for the period 7th February — 30th June 1968—

Description	Quota	H.K. domestic exports to Singapore in 1967 (HK\$ million)
Undergarments of cotton not elastic nor rubberised, knitted or crocheted	15% of 1964 imports	2.3
Undergarments, not elastic nor rubberised except of cotton, knitted or crocheted	15% of 1964 imports	0.6

(Mr. J. Y. C. Ng, Tel. — 453939)

### Indonesia

A copy of the Indonesian Customs Tariff is available for reference at this Department's Commercial Relations (General) Library, 2nd floor, Fire Brigade Building.

(Mr. J. Y. C. Ng, Tel. — 453939)

### Australia

#### Tariff Preferences for Developing Countries

O.T.R. Circular Nos. 19/66 dated 25th April 1966 and 28/67 dated 14th November 1967 gave details of the introduction and subsequent extension by Australia of a preference scheme for imports from developing countries. Of a total of eighty-nine quota groups within the scheme Hong Kong has been excluded from five.

Following representations, the Australian authorities have now agreed to reinstate Hong Kong on the quota group *cotton, linen or ramie fabrics of huckaback or honeycomb weave* (tariff nos. 54.05.1 and 55.09.11) with effect from 1st July 1968. The annual developing country quota set for this item is HK\$1.36 million. The preferential rate of duty is 10% *ad valorem* compared with the general rate of 55% *ad valorem* which otherwise is chargeable to imports from Hong Kong. In the Australian financial year from 1st July 1966 to 30th June 1967, Hong Kong's domestic exports of this product to Australia were valued at HK\$20,900.

(Mr. J. Y. C. Ng, Tel. H-453939)

### Ceylon

In March 1964 the Ceylonese Government announced that the c.i.f. price of imported textiles must not exceed R.1 (HK\$1.00) per yard. The Ceylonese Government has now raised the maximum c.i.f. price of imported textiles to Rs.2 (HK\$2.00) per yard.

(Mr. J. Y. C. Ng, Tel. H-453939)

### Malawi

The Government of Malawi has announced that, with effect from 12th February, 1968, customs duties on goods imported into the country will be assessed on a landing cost basis (c.i.f.) instead of f.o.b. as hitherto, except duties based on weight or volume.

(Mr. J. C. C. Chan, Tel. H-248280)