



# THE HONG KONG GENERAL CHAMBER OF COMMERCE

## BULLETIN

1ST APRIL 1968

### ANNUAL MEETING



**HONG KONG  
GENERAL CHAMBER  
OF COMMERCE**

(Established 1861)

9th Floor, Union House,  
Hong Kong

Tel: 237177 Cables: Chambercom

**THE BULLETIN**

**April 1st**

*Chairman:*

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

*Vice-Chairman:*

G. M. B. SALMON

*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**

*The retiring Chairman of the Chamber, the Hon. J. Dickson Leach, O.B.E.*

3. The Chamber's Annual General Meeting.  
The speech by the Hon. J. Dickson Leach, O.B.E. when he proposed the adoption of the Report and Accounts for 1967.
4. The speech by Mr. H. Hefti, seconding the motion to adopt the Report and Accounts.
5. The Chamber's General Committee.
6. Osaka Expo. A progress report on the Hong Kong participation at the Osaka 1970 Expo.
8. People and Places. A digest of news about Chamber personalities and information.
9. The Port. A page devoted to news from the Port of Hong Kong.
10. Round About. A miscellany of news and pictures of interest to Chamber members.
12. Simpler Trade Documents. A report from the working committee exploring the possibility of introducing a new style of shipping documents.
13. Britain. The country report continued from the last issue.
14. 15 & 16. Membership, Trade Fair and news from D.C. & I.

*Members are reminded that the contents of the Bulletin are confidential and not for publication.*

## **"A testing year for the community of Hong Kong but it has emerged stronger for the experience."**

**The Hon. J. Dickson Leach O.B.E., Chairman of the Chamber, proposing the adoption of the Report of the Committee and the Accounts of the Chamber for 1967, said:**

The Report and Accounts for the year ending 31st December 1967 are in your hands and, with your permission I will take them as read.

The Accounts show a satisfactory position with a balance of \$53,412 available for transfer to General Reserve. Some concern was felt by your Committee at a falling off in income from Certification during the last three months of the year. However, this was clearly a backlash from the disturbed conditions earlier in the year, the War in the Middle East and the Devaluation of Sterling. I am happy to report that the downward trend in this source of the Chamber income has been corrected in the new year which shows sign of being a busy one for this important department of our organisation.

### **The Budget**

After such a trouble-filled year, your committee has been pleased, and I might add, relieved, to welcome a budget surplus which has enabled our friend the Financial Secretary to show his confidence in the stability of the Colony's economy by proposing no change in taxation.

Attractive rates of taxation are essential in Hong Kong if we are to avoid an outflow of the capital that is continuously required for development and for this reason we particularly welcomed in the 1967 budget the reduction in the maximum rate of Estate Duty to 25%. I trust that the Financial Secretary will soon be able to achieve his declared aim of bringing this rate down to the level of the earnings and profits tax.

The disturbances which plagued the community during the past year are perhaps too readily ascribed to poor labour relations in the Colony. Their origin was, as we well know, purely political, but this does not disguise the fact that much remains

# **THE ANNUAL GENERAL MEETING FOR 1967**

to be done both in the legislative field and by some employers to bring Hong Kong's labour situation up to date.

### **Labour Legislation**

As we know, Government has a large amount of labour legislation in course of preparation at the present time and the Chamber welcomes the appointment of an adviser to the Commissioner of Labour to help in the drafting of new labour laws. I must stress again what has been said by me and others in various places that, for the drafting of labour laws for Hong Kong, there are grave dangers in endeavouring to do so on the basis of practices ruling in other countries. Hong Kong's labour laws must be attuned to our own special circumstances and must take due note of the requirements both of local industry and our labour force.

I trust that the opportunity will also be taken for amendment of the laws regarding night work, so that the shift work which is essential for the economic use of expensive machinery can be arranged. Our industry must remain competitive in world markets and to do this we should make sure that the use of the most modern machinery is

not handicapped by out of date labour legislation. Shift work for women has been recognised in the labour legislation of the U.S.A. and various European countries including the United Kingdom in certain categories.

At the initiative of the Employers' Federation the Chamber is now taking part in joint discussions on labour matters with the Employers' Federation, the Federation of Hong Kong Industries and the Chinese Manufacturers' Association. I am sure these discussions will prove useful and assist Government in the early implementation of labour legislation.

### **Containerisation**

The modern trend towards containerisation brings with it the problems of land and suitable equipment for loading and off loading. The costs involved are high and I am pleased that Government, upon the recommendations of the Container Committee, have already gone part of the way by reserving a site at Kwai Chung for a container terminal. Whilst reservations are still held as to whether containerisation will prove to be suited to Hong Kong's special needs it must not be forgotten that the requirements of our customers abroad also require to be studied. If they wish or insist upon their goods being shipped by container Hong Kong is in danger of being bypassed if we cannot meet such demands. However, I share the views of Mr. Ross expressed in the Budget debate at Legislative Council that "we are still not very much nearer a decision about whether to build one or not, but this is not a reason for doing nothing in the meantime". Hong Kong's modern port holds a deservedly high reputation in maritime circles and we cannot afford to let its facilities fall behind modern requirements. The situation is such that all the necessary engineering studies should be commenced immediately so that we are in a position to act without delay when and if the time comes.

*Continued on Page 4*

# The Annual Meeting

—Contd.

## Typhoon Shelter

Shipping developments lead naturally on to the question of typhoon shelters. Hong Kong has been lucky over the past two typhoon seasons in that the majority of storms have passed us by. This luck cannot hold for ever and the Chamber welcomes the progress made during the year in completion of the breakwaters at Aberdeen. This should provide home port shelter for the greater part of the fishing fleet, which will not in future find it necessary to seek shelter space inside the harbour and will leave this space available for harbour craft.

Like my colleague Mr. Ross, I congratulate the Financial Secretary on the bargain he has obtained for the construction of the Aldrich Bay shelter. This much needed haven will work in much the same way as Aberdeen, making it unnecessary for fishermen to use Causeway Bay or Yaumati in times of danger. This is not, however, the end of the shelter problem, as Hong Kong will always be a lighter port and in the year 1966/67 alone the acreage of space required by these craft rose by 8 per cent. The situation must be kept under constant review.

The Interim Report of the Inland Revenue Ordinance Review Committee contained a number of recommendations which were not accepted by members of our Taxation Sub-Committee. The Report has been carefully examined and suitable representations have been submitted to Government. I would stress that the Chamber welcomes any measures which will ensure the proper and rightful collection of taxation due under the existing legislation and has no time for those who evade their responsibilities in this direction.

## Dependents Fund

The Dependents' Fund launched by Mr. Herries on behalf of the Chamber last July, saw a magnificent response from members and others when a sum of \$917,480.53 was quickly subscribed. Coming so soon after

the launching of the Police Education Fund, this clear demonstration of how firmly the commercial and industrial community stood behind the forces of law and order was most gratifying.

It has been possible for the Chamber to ensure suitable provision for the dependents of police and other officers killed and to give appropriate assistance to the families of bachelor officers. We are also watching the position of officers who suffered injury and it is the Committee's intention to ensure that they and their families do not suffer financial distress as a result of injuries sustained in the line of duty.

We have had assurances from the Commissioner of Police and heads of the other forces of law and order, that the existence of the Fund and its use have been of great value in boosting the morale of members of their services. The Fund has at present some \$650,000 in hand, most of it on deposit and is producing an income of just on \$30,000 per annum.

**At a meeting of the General Committee held after the Annual General Meeting, Mr M.A.R. Herries, O.B.E., M.C. was elected Chairman and Mr. G.M.B. Salmon, elected Vice-Chairman.**

## Charitable Trust

Your Committee feels it will accord with the wishes of all subscribers for the Fund to be established as a charitable trust with wide discretion for the trustees as to who may be the beneficiaries and what types of benefits may be provided. Administration of Funds of this nature are not a normal Chamber of Commerce activity and it is your Committee's view that the position should be reviewed annually so that, if the Trustees are satisfied that the objects for which the Fund was established have been fulfilled, the Fund may be wound up and any funds no longer required applied to such charitable purposes as are in keeping with the objects for which the Fund was established.

Our legal advisers have drawn up the appropriate Deed of

Trust and it is intended that this should be executed in the next 30 days. However, before this is done we are consulting members and other subscribers by circular and notice in the press to ensure that this move is not contrary to their wishes.

The many crises of 1967 placed a heavy strain on all the staff of the Chamber. I wish to record our sincere thanks to each one of them in being able to rise to the occasion at all times. Members are reminded that the services of the Chamber are always available and I am sure that any request for assistance on their business problems will receive prompt attention.

In conclusion I would express to my colleagues on the General Committee and the sub-committees my appreciation for all the help and assistance they have so freely given during my year of office.



**Seconding the motion to adopt the Report and account for 1967 by Mr H. Hefti, General Manager, Ed. A. Keller & Co. Ltd. said:**

It is a pleasure to rise and second the adoption of the Report and Accounts for 1967. None of us, I think, will ever forget 1967 with its disturbances, devaluation and revaluation as well as once again severe water-shortage. I for one am certainly glad that it is all over.

In spite of all these handicaps and judging from a number of published balance sheets, local business had once again successfully weathered a storm and we

# The Annual Meeting

—Contd.

can only hope that the years ahead are going to be less turbulent. I understand that additional labour legislation is under preparation and it is to be hoped that the Chamber is given a chance to express their views as well. It seems to me that there is a lot of legislation affecting business in general which should be simplified in the interest of everybody. This organization has a large membership and is powerful. We are also lucky to be represented on the Legislative Council and I feel that an attempt should be made to simplify some of the Ordinances. As a few examples, I would like to mention the following:

## Bad Debts

Probably most of us have had the unfortunate experience of losing money on bad debts. To prosecute a debtor is extremely complicated and often hardly worth it since the legal fees involved are usually out of proportion and it also takes much too long. Creditors even have the privilege to pay for board and lodging charges at Stanley.

Present legislation in many cases encourages small debtors not to fulfil their obligations. Surely, a simpler and quicker procedure could be found. There is also the problem of cheques which bounce and in my opinion all such cases should be prosecuted by the police. This is, in fact, done in a number of countries but I realize that it is a difficult matter in Hong Kong where the law is based on common law and not Roman law.

I am sure a number of the members would welcome the setting up of an efficient Credit Information Bureau which could also specialize in the collecting of long overdue accounts and the Chamber might be prepared to co-ordinate matters until such a neutral Bureau can work independently.

## Trade Marks

Trade-Mark registrations are likewise very complicated and time-consuming and also invariably require the services of

solicitors. Here again simpler legislation is indicated and would allow firms to attend to such matters themselves.

## Receipt Stamps

Receipt stamps are still required on "provisional" receipts. Most firms I know, have a collection system which necessitates provisional receipts before a final receipt is sent out and it seems illogical to pay twice for what is in effect one transaction.

## Licence Requirements

There seems to be an awful lot of licence requirements, all expiring at different dates: Business Registration, Importers and Dealers licences for a number of dutiable commodities like Liquors, Tobacco, Hydrocarbon Oils, Table Waters, Methyl Alcohol, also for import of radios etc. Surely, these could be incorporated as required in the Business Registration and Government might for a change be able to reduce staff.

Compared to other places, Hong Kong as a free port has a minimum of regulations and red-tape affecting normal trade but there is a tendency towards an increase which we should fight.

Likewise, we have to be careful that there is no duplication of effort and therefore waste in our trade promotion. Various organizations like The Trade Development Council, The Federation of Hong Kong Industries, The Chamber of Commerce have the same or similar aims and a situation must be avoided as in the case of ambulances which are despatched by the Fire Brigade as well as police only to find they were beaten to it by The Red Cross or St. John's Ambulance.

Since some of the agencies are obviously overlapping there might well be a necessity of re-thinking and put down the immediate and future aims and authority of this Chamber. It would certainly not be in the interest of members to maintain this organization as a clerical clearing house only for licences.

Tourism remains one of Hong Kong's largest money-earners and our visitors must be frequently quite confused about our currency . . . to standardize sizes and colours of bank-notes

would be an improvement and there is probably also some merit in the suggestion to have \$50 notes. It would speed up cash transactions in every sphere of business particularly also at the Race Course and firms with large pay-rolls would no doubt save a lot of time.

I am well aware of the fact that the Chamber does not and cannot put down certain regulations. Nevertheless, I think during last year's interruption of public transport a recommended guide-line to members as to compensation to staff members would have been welcome. This sort of thing might be worked out with the Employers' Federation. More uniformity of action by member firms avoids discontent and in this connection a survey by the Chamber of salaries for office workers with certain recommendations would also not be amiss.

I would conclude my remarks with an expression of thanks to the staff of the Chamber who are coping successfully with an ever increasing workload and now have pleasure in formally seconding the adoption of the Report and Accounts for 1967.

At the conclusion of his speech the Chairman, the Hon. J. Dickson Leach, O.B.E., paid tribute to the work of the two retiring members of the General Committee, Mr. R. C. Lee, C.B.E. and Mr. T. Y. Wong.

The General Committee of the Chamber now consist of:

M. A. R. Herris, O.B.E., M.C. (Chairman)

G. M. B. Salmon (Vice Chairman)

T. K. Ann

D. J. R. Blaker

H. J. C. Browne

Dr. the Hon. Sir Sik-nin Chau, C.B.E.

Dr. the Hon. S. Y. Chung

Hon. J. D. Clague, C.B.E., M.C. T.D.

Hon. H. C. Fung, O.B.E.

Hon. S. S. Gordon, C.B.E.

L. Kadoories, Chev. Leg. d'honneur

I. H. Kendall

Hon. G. R. Ross

Hon. J. A. H. Saunders, D.S.O., M.C.

P. G. Williams



## Osaka Expo

*Mr. Graham Blundell,  
Hong Kong Exposition  
Administrator.*

**Preparations for the 1970 World Exposition in Osaka have now shifted into top gear. In Hong Kong, as the brief controversy over the "junk sail" pavilion, settles, Mr. Graham Blundell, the Hong Kong Exposition Administrator, answered general questions on the Colony's participation.**

"Expo 70," said Mr. Blundell, "Will be a success but in a different way to Expo 67 at Montreal. Expo 67 lost many millions of dollars and most world fairs of this type also lose money. The Japanese authorities at the moment expect 30 million visitors of which one million are expected to be foreigners."

A more realistic figure would be 35 million visitors of which may be 500,000 would be foreigners. If this is the number of people visiting the exposition and the Japanese people will certainly support it, then it can hardly be described as a flop."

Dealing with the position of the Hong Kong pavilion and its proximity to the fair's exit, Mr. Blundell said, "Certainly the Hong Kong site is located by an exit but it is also an entrance and is not unusual. The west entrance, the one near our site, is the best place for those visitors arriving by car. Our site is on the main boulevard connecting the West entrance with the Festival Plaza which is by the South Entrance. It is true that the South entrance is more important than the West entrance, but this is only a matter of degree."

### 106 Nations Invited

Although less than 25 nations have so far announced their intention of taking part in the Osaka Expo, the Japanese expect more than 62 countries to enter the event.

In October, a conference is planned when it is hoped that about 70 national representatives will attend. The 62-nation goal is the minimum figure for Osaka. It is intended that three large joint pavilions will be built by the Expo '70 Association and leased to the various developing nations. It is hoped to build a Middle and Near East-Asian pavilion, an Africa pavilion and an American pavilion. Total floor space of all three pavilions will amount to approximately 13,600 square meters.

Each joint pavilion will contain small booths with an area ranging from 70 to 300 square meters. A plaza or stage will be set up at the centre for folklore performances and a cafeteria on the roof will offer foods native to the countries represented below.

#### Vital Year

Expo 70 officials hope that this plan will be attractive to many countries which otherwise might not be willing to joint the exposition. A total of 106 nations have been officially invited by the Japanese government to take part in the exposition.

According to a report in the Journal of Commerce, the Japanese sponsors are becoming slightly nervous. This year is considered vital to

the success or failure of the fair, mainly because construction of the pavilions is expected to begin this summer. By the winter of 1968-69 the pavilion construction should be well underway.

As expected, the largest foreign pavilions will be those of the United States, the Soviet Union, Canada and Britain.

Japan intends to build a government pavilion with five halls. The pavilion will depict "Japan and the Japanese People — Past, Present and Future."

#### Symbol Area

Construction of the Symbol Area will start this summer. It will include a 300-by-135 meter semi-transparent, double roof over the air-conditioned Festival Plaza, an art museum and a multipurpose theatre.

In the meantime, the Tokyo and Osaka offices of the Japan Association for Expo are being swamped by inquiries and applications of all types from throughout the world. Most of the inquiries concern permission to operate entertainment, restaurants and store facilities, but some seek an official approval to stage various types of competition—everything from sports contests to beauty parades and school band championships.

Among the applications received so far are requests for a "World Madame Butterfly" operatic contest, a world bowling championship, an international dancing competition and even a global cooking contest. One more commercially realistic applicant is seeking permission to open an exposition nightclub featuring Arabian belly dancers.

*Below,  
an artists' impression  
of the Hong Kong  
pavilion*

"It is of course pure speculation as to whether the visitors will be tired or not by the time they reach the Hong Kong pavilion. The Hong Kong pavilion is in fact next to one of the exits and entrance points for the skyway system. It is at the end of a series of moving pedestrian side walks and this rather than encouraging tiredness should make visitors more willing to visit the pavilion nearer these particular points.

It is unrealistic to expect the Hong Kong pavilion to attract all the 35 million visitors. The most optimistic number that we would physically get through our pavilion during the course of the Expo is close to three million people which is, of course less than 10 per cent of the people visiting the exposition. This is one reason why we are making the pavilion attractive from the outside so that those visitors who

could not possibly visit our pavilion on the inside will still be attracted to the Hong Kong display and will carry away favourable impressions of us.

Of course, the Soviet Union and the United States pavilions can be visited by other routes and this applies to every pavilion on the site. I can only repeat and it can be confirmed by looking at the map that one of the direct ways between these two major pavilions will be via the Hong Kong pavilion.

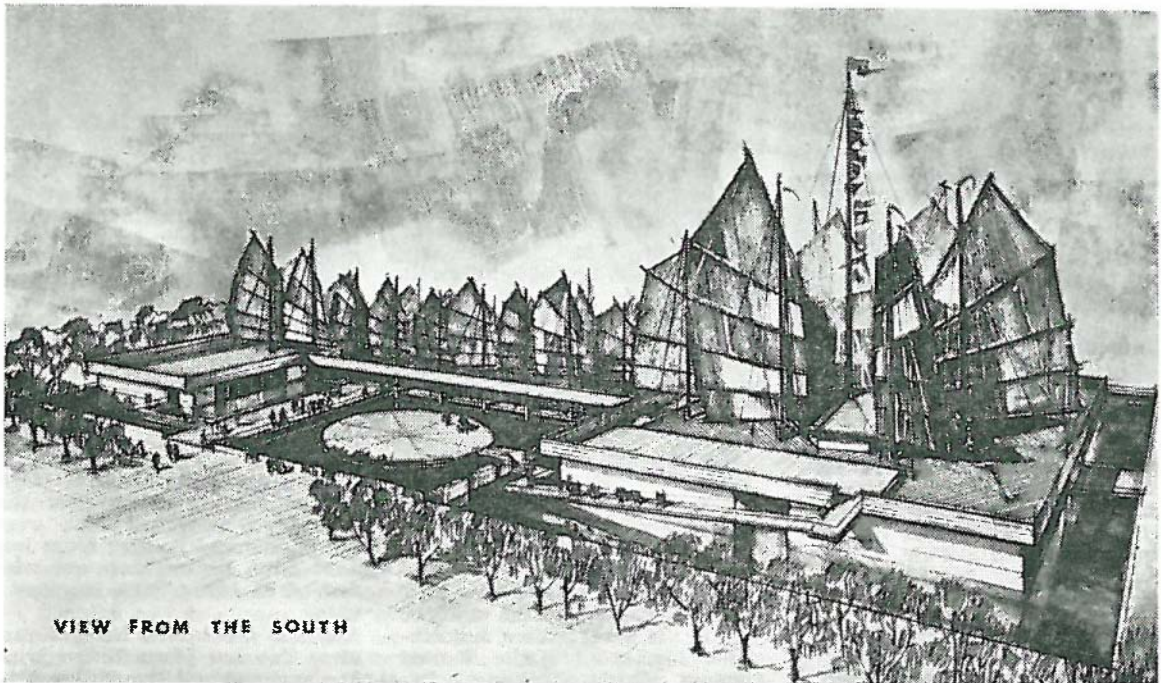
Mr. Blundell also denied that the interior design of the pavilion would lay emphasis on Hong Kong Island with little or no attention to Kowloon and the New Territories.

"No information has yet been published about the interior," Mr. Blundell said, "But it is entirely untrue that the emphasis will be only on Hong Kong Island. It is true that I have used the words 'Hong Kong' but this

has been a generic term to cover all the islands and all the New Territories. I am happy to tell you that there will be a very great emphasis on what Kowloon and the New Territories have to offer visitors."

Mr. Blundell was asked if it was true the advice of organisations with an appreciation of Japanese preferences had been ignored.

"Nonsense," said Mr. Blundell. Ever since I have been meeting many leading businessmen, Chinese and European, leading trade organisations, associations and groups of people here. I am at the moment taking the designers of the interior sections to the people concerned with what is being portrayed in the interior sections. It is my intention that all groups of all types will be met and the problems of participation will be discussed with as wide a cross section of Hong Kong people as possible."



VIEW FROM THE SOUTH

# PEOPLE AND PLACES

*A news digest of Chamber personalities and visitors.*

## Membership

Only 19 firms failed to renew their membership with the Chamber, the lowest figure recorded for some time. A break down of the 1,413 member firms belonging to the Chamber revealed that there were 381 manufacturing members, 899 trading members, 60 whose interests were in banking, insurance and real state, 43 with interests in transportation and seven utility companies.



Mr. A.C.W. Blaauw, past Chairman of the Exporters' Association and Managing Director of John Cowie and Co. Ltd., has left for a brief visit to the Brussels Industrial Fair.

Mr. Blaauw, who will be accompanied by Mr. P.C. Cheng, will display ready-to-wear garments, fashion wear and wigs.

While in Europe, Mr. Blaauw will visit England and Scotland.



Some 45 Chamber members met Mr. J.B. Leckie, the T.D.C.'s in Brussels, when he spent a day in Union House. Mr. Leckie had previously arrived in Hong Kong with the Danish Trade Mission.

On his arrival speedy arrangements were made to circulate all member firms so that they would have an opportunity of finding out the latest trading conditions in Europe.

## Management Association

"Joint Consultation and Works Committee is the title of a lecture and discussion arranged by the Management Association for April 1, 8, and 19. The lecture will be in Chinese and be given by Mr. Y.M. Chang, Deputy Mill Manager, South Sea Textile Mfg. Co. Ltd.

Mr. G.K. Fawcett, Training Officer of the Colonial Secretariat, will give a lecture on "Effective Management Communication" on April 1, 4, 8, 11 and 18.

Lectures and discussions in the "Industrial Relations and the Manager" series will be given by Mr. K. Shum, Esso Standard Oil (HK) Ltd. on April 24, 26, May 1, 3 and 8. This lecture will be in Chinese.

All of these lectures will be held in the Management Association's Lecture Hall, United Chinese Bank Building, Des Voeux Road Central.

## Coming or Going?

If you're coming or going, or even just standing still, let us know. Chamber members are interested in other Chamber members and we're interested in all of you. Send a photograph of yourself to the Bulletin and tell us what you're doing.

## Chamber Winners

Chamber prize winners in the Royal Commonwealth Society's Group Project Competition, include the Scared Heart Canossian College, St. Clare's Girls' School and St. Mary's Canossian College. Cash awards are made by the Chamber to the winning schools for the purchase of books.



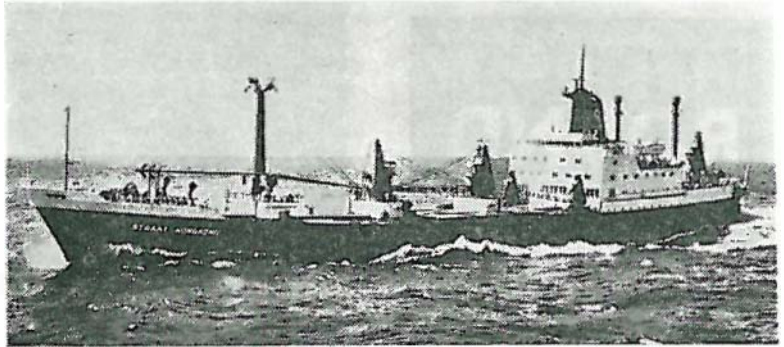
Mrs. Frances Tavares who is known to many members as the Chamber's cashier in the Certification Section, leaves shortly for the United States. Mrs. Tavares has been with the Chamber for almost 18 years. She started work in the office as a typist, became a stenographer and for a time acted as confidential secretary to Mr. J.B. Kite, the secretary.

Mrs. Tavares is the third longest serving member of the Chamber's staff and took over the position of cashier from her aunt, Mrs. Elvira Marques, who retired in 1959.

When she leaves Hong Kong, Mrs. Tavares plans to go with her husband and two children to Los Angeles.



*Straat Hong Kong  
latest of the R.I.L. ships  
and the first to carry the  
port's name.*



The Straat Hongkong is the second of a series of four fast, all purpose cargo vessels, ordered by Royal Inter-ocean Lines specifically for the Far East-Africa-South America service.

Built in Japan, the Straat Hongkong has an overall length of 161.50m., a moulded breadth of 22m., a moulded depth of 13m., and a maximum deadweight of 12,650 tons. Cargo space is divided into five holds — four forward of the bridge and one aft. A limited triple hatch system arrangement makes the vessel suited for the carriage of containerized or unitised cargo.

A special feature is that additional cargo space is provided on the upper deck behind the bridge-house. This space is divided into two special ore compartments and a centre compartment, each with its own hatch.

All holds are mechanically ventilated. All upperdeck hatches have steel covers with hydrautorque hinges and most of the tweendeck hatches have steel covers with electro-hydraulic hinges.

Cargo handling gear includes a hydraulic crane of 20 tons, three of five tons, two of three tons and six conventional derricks of 10 tons with electric topping and cargo winches.

In the wheelhouse a "bridge console" is provided in front, carrying all apparatus for navigation and steering, telegraph, and telephones.

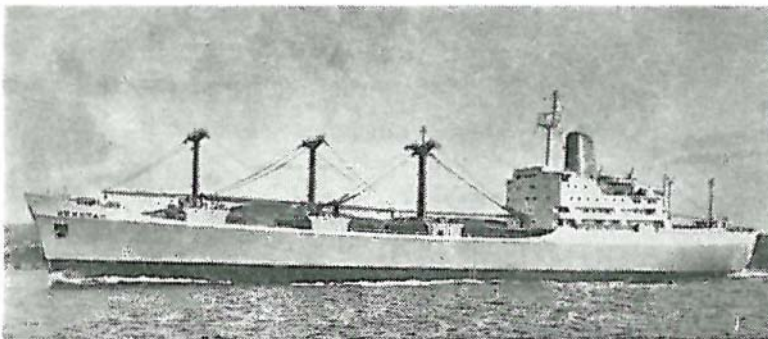
The Straat Hongkong is propelled by a six cylinder turbo super-charged diesel engine built by Mitsui, giving a maximum output of 13,500 bhp. During sea trials she recorded a speed of 21.5 knots.

## THE PORT

### Shipping News

We plan to make this page of shipping news a regular Bulletin feature, but we need your help. Make a point of adding the Chamber's Bulletin to your information distribution list. Illustrations, photographs or impressions, are especially welcome.

Making her maiden voyage to Hong Kong is the latest Ben ship, the Benstac (16,000 deadweight tons) and the latest addition to the 32-strong Ben Line fleet.



The Benstac has been designed specially with unitised cargo traffic in mind and she could be described as an improved version of the Bendearg, which entered service in 1964. These two vessels have a service speed of 19 knots, unlike the Benedi class (13,500 deadweight tons) with speeds of 21 knots. Built on the Clyde and powered by a Barclay Curle Sulzer 6 RD 90 diesel engine, Benstac is equipped with the latest cargo-handling gear and navigational aids.

Benstac has five main holds with three being served by large twin hatches have chain operated steel hatch covers.

By the time Benstac returns to Europe, she will have travelled some 29,000 miles during her three month maiden voyage to and from the Far East.

# ROUND ABOUT

## Annual Report

The Chamber's Annual Report is presently with members. Should you require additional copies to send overseas please write to us. There will be no charge for a limited number.

This year's report is larger than before, contains more pictures and a style of presentation that makes it easier to read. We also have a Chinese translation of the Chairman's speech which is available to members.



The leader of the Danish Mission which visited Hong Kong, Mr. D. Bjorner, was presented with a memento of his visit to Hong Kong by the Chairman, the Hon. J. Dickson Leach, O.B.E., when he called at the Chamber.

While in Hong Kong the Danish Mission members reported that had met more than 250 representatives of local firms and Mr. Bjorner estimated that "many millions of dollars worth of business had been completed."



The first shipload of rice from Mexico has arrived in Hong Kong. It was arranged by Continental Grain Company of New York, the largest grain company in the world. The shipment consisted of 15,000 tons of Mexican rice of which 5,000 tons were for Hong Kong and the remaining 10,000 tons will be sold in Singapore.

The picture above shows Capt. A.C. Pease, Master of the Lutetian, the vessel which brought the rice and Mr. Raphael Totah, Vice President of Continental Grain Company, examining part of the shipment. It is being handled in Hong Kong by Jardine, Matheson & Co. Ltd.

## IPCCIOS Conference

Five hundred leading managers from countries all over the world are expected to meet in Hong Kong in October, 1968 to attend the IPCCIOS III Conference.

IPCCIOS is the Indo-Pacific Committee of CIOS (the International Council for Scientific Management).

The theme of the conference will be "Asia — The Challenge to Management". This theme has been chosen with considerable thought to the tremendous developments which are shaping the destinies of more than half of humanity and there can be no doubt but that Asia is at present the outstanding challenge to management both within the region and outside it. This challenge is a challenge to all levels of management at the international, national, and enterprise level, in both the public and private sectors.

Enclosed with this issue of our Bulletin is a brochure, "IPCCIOS III Conference".

## Bank Line Agent

Mackinnon, Mackenzie & Co. of Hong Kong Ltd., will be the local agent for Bank Line ships when the Bank Line office closes later in the year.

The number of Bank Line ships serving in the Far East will remain unchanged.

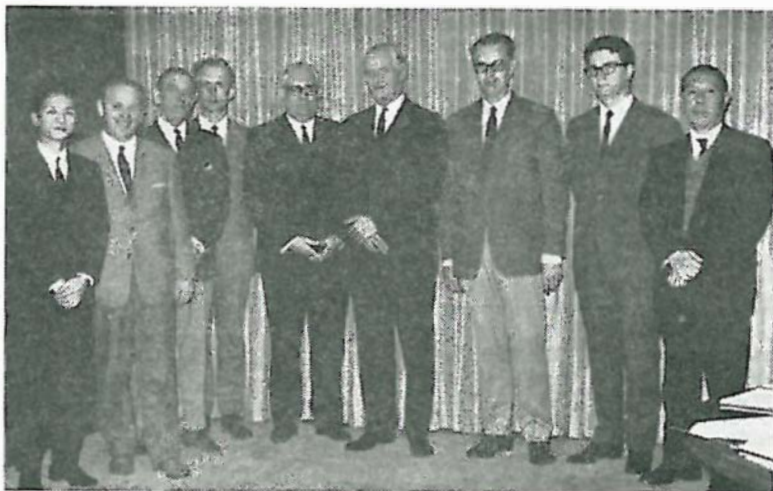
## Sailing in Harmony

The work and achievements of the Committee of European National Shipowners' Associations and European Shippers' Councils is described in a booklet, "Sailing in Harmony."

Under the heading, "Self regulation in Shipping works — and works well," the booklet says that shipowners and shippers in Europe believe that the system of joint consultation which has been developed over the last decade is the best method of solving problems of policy or of a commercial — other than day to day — nature which arise between them.

It is, says the preface to the booklet, the view of the Committee of European National Shipowners' Associations (CENSA) and European Shippers' Councils that this system of joint consultation provides a pattern for broadly similar machinery in other parts of the world.

Members interested in reading the booklet should contact the Chamber.



Members of the Chamber had the opportunity of meeting members of the German Intersport Group and discussing with them the possibilities of closer business relations between Hong Kong and Germany in the field of sporting goods. This Group, led by Mr. D. Eybl, was made up of representatives of 600 sports shops throughout Germany and Scandinavia.

## Top Sales Campaign

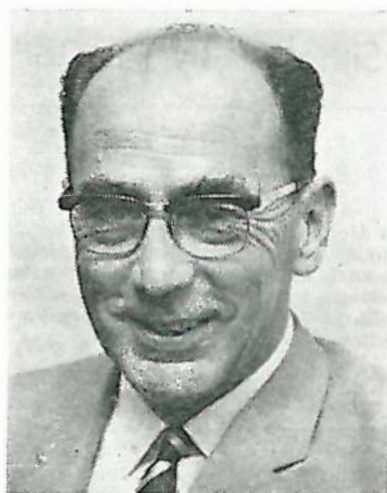
Because of the success at the Nuremberg toy fair, the Trade Development Council may undertake an extension of their market survey of South American countries, later this year.

The South American survey will certainly include investigations for the increased sale of toys.

Mr. L. Dunning, senior trade manager of the T.D.C. who led the Hong Kong selling team to the Nuremberg toy fair, reported that a considerable breakthrough in the international market had been made as the result of participation at Nuremberg. Orders worth an estimated \$10 million were placed during the fair which was attended by some 20,000 buyers.

## Spreading the World

Members will have received the latest edition of "The World of Hong Kong," the G.I.S. tabloid newspaper designed as an information sheet on Hong Kong for overseas buyers. Many members are taking additional copies of "The World". Let us know if we can increase your order.



## Trade Appointment

Mr. Donald M. Walker has been appointed Australian Government Trade Commissioner in Hong Kong.

Mr. Walker, who joined the service in 1955, was in Hong Kong in 1958 as Assistant Trade Commissioner. He has served as Trade Commissioner in New Zealand, the Pacific Islands, the Middle East and the Philippines.

Mr. Walker has spent the past two years with the Department of Trade and Industry in Australia on research projects.

## New Service

The Holland-East Asia Line has announced that it will be inaugurating a direct service from Hong Kong to ports in the Mediterranean and the Middle East, via the Cape of Good Hope.

The first sailing will be made by the "Sloterkerk" which will load in Hong Kong in May for Genoa, Marseilles, Barcelona, Tripoli, Beirut and Lattakia direct this week.

China Navigation are mounting two services in 1968 for exporters to ship goods from Hong Kong direct to Tahiti (Papeete) Pago Pago and Apia. C.N. Co. have regular monthly sailing calling at ports in New Guinea, Papua, New Hebrides, New Caledonia, Solomon Island and Fiji.

M.S. Chekiang will leave Hong Kong at end of April and arrive at Papeete on June 8th. M.S. Chengtu will load Hong Kong, at end of September for Papeete, Pago Pago and Apia.

## Simpler Trade Documents

A walk around the Export Department of any trading company in Hong Kong will show clerks and typists busily engaged in preparing and typing the multiplicity of documents that are involved in each export shipment; applications for certificates of origin, applications for export licences, commercial invoices, shipping orders, bills of lading, export declarations, insurance certificates or application forms and others.

Early in the nineteen-fifties, a European businessman took just such a walk around his own office in Sweden and, being a man who thought in terms of avoiding waste for the making of profits, he was horrified to find that his clerical staff were having to type onto each of these various documents great slabs of identical information, such details as shipping marks and numbers, the consignee's name and address, the description of the goods and so on. This was clearly a time wasting performance and, moreover, with repetitive work on such a variety of documents there was always the chance of error creeping in on one or the other. Why should all this typing work not be concentrated in one operation?

### Solving the Problem

He discussed the question with some of his colleagues and his business acquaintances and they set about solving the problem. Many obstacles had to be overcome. Not all the same information appears on each set of documents; documents were of different size and lay-out; there were too many documents all to be prepared in one typing. These are samples of the problems which were eventually surmounted and in 1955 Sweden achieved a national standard lay-out for trade documents, particularly those used for seaborne trade. This example was followed somewhat later by the other Scandinavian countries and benefits began to accrue, with one firm finding a saving of 70 per cent in documentation costs, another reducing the staff of its Export Department from 51 to 38 and a third able to transfer 7 typists to another department.

News of these economies spread and, in 1962, the Board of Trade in the United Kingdom

**A working committee which has been studying ways to make it easier for Hong Kong shippers to complete the many forms needed to cover exports has announced its preliminary results.**

**The committee's suggestions, if adopted, could lead to a 50% cut in time spent on typing forms and a 25 per cent increase in office production.**

**Announcing this, the committee's Chairman, Mr. I. R. Tomlin, Vice Chairman of the Hong Kong Exporters' Association said they would shortly recommend to traders and all other interested parties the adoption of a scheme which would not only standardise the forms presently in use, but cut down their number. If the recommendations were accepted, a method would also be introduced by which much of the repetitive information needed on each form could be automatically copied.**

**The new system, which is based on European methods, has been under consideration in Hong Kong by the working committee for the last six months.**

invited a number of organisations concerned with exports and certain Government Departments to form a national committee to study the question and its report, "Simpler Export Documents" was published in 1965.

### Repeat information

The essence of the system is that a master document is prepared having in it all the information common to all the

documents. Then, using masks to suit each of the required documents the information required on them is transferred to them by mechanical means.

Adoption of the system need not, of course, be compulsory, as those exporters who do not wish to go to the expense of purchasing or renting the necessary duplicating facilities can still continue to type each set of invoices, bills of lading etc., separately. In that case there will still be advantages in that, for example, the name and address of the customer/consignee or whatever he is called on that particular document, will have to be typed in the same location on each, instead of, as at present, being in the top centre of one and the bottom right hand corner of another.

A Working Committee has now been set up in Hong Kong and is currently studying the possibility of designing an aligned series of export documents. The Committee, which is under the Chairmanship of Mr. I.R. Tomlin, Vice-Chairman of the Hong Kong Exporters' Association, consists of representatives of the following organisations:—

- The Hong Kong General Chamber of Commerce
- Department of Commerce and Industry
- The Exchange Banks' Association
- Chinese Manufacturers' Association
- Hong Kong Trade Development Council
- The Hong Kong Exporters Association
- The Indian Chamber of Commerce
- The Federation of Hong Kong Industries
- Hong Kong Shipowners and Agents
- The Marine Insurance Association of Hong Kong

Although immediate results cannot be expected, much progress has already been made and with goodwill and cooperation from the various authorities and services for whom export documents are prepared, there is no reason why the system should not be available in Hong Kong for those who wish to use it, sometime in 1968.

## Country Report—Contd.

### Britain

*This report is continued from last issue.*

#### Hong Kong's Exports to the United Kingdom

In 1966 Hong Kong's domestic exports to the United Kingdom, its second largest market, amounted to HK\$987 million, an increase of nearly 15% over 1965 and approximately 17% of Hong Kong's total domestic exports. Nearly two-thirds of the trade consisted of clothing and textile yarn, fabrics and made-up articles. Other important items involved included plastic toys, rubber and plastic footwear, transistor radios and stainless steel cutlery.

Hong Kong's re-exports to the United Kingdom declined by 35.8% from HK\$47 million in 1965 to HK\$30 million in 1966. Diamonds accounted for some two-thirds of this trade.

#### Hong Kong's Prospects in the United Kingdom

The United Kingdom is Hong Kong's second largest market and Hong Kong manufactures enjoy preferential (in most cases duty-free) access. Although Hong Kong's exports of most cotton manufactures to the United Kingdom are subject to quota restrictions, reasonable access rights in these items have been guaranteed up to the end of 1970. The United Kingdom Government's import regulations in respect of items other than cotton textiles are on the whole liberal as far as Hong Kong is concerned. In the short term, much will depend on how the United Kingdom's economy performs. The Government believe that it is beginning to recover from the effects of the deflationary measures introduced in July, 1966. But despite this improvement, there are indications that unemployment could rise during



Symbol of the new Britain is this flag overprinted with the Carnaby Street legend.

the forthcoming winter to abnormally high post-war levels.

For the long term, Hong Kong's prospects in the United Kingdom are difficult to assess as they depend to a large extent on the results of the United Kingdom's application to join the European Economic Community.

#### Hong Kong's Imports from the United Kingdom

In 1966 the United Kingdom was Hong Kong's fourth largest supplier accounting for 10% of Hong Kong's total imports. Hong Kong's imports from the United Kingdom in that year amounted to HK\$1,011 million, an increase of 5.1% over the figure for 1965. The main items involved were road motor vehicles, woollen fabrics, electric cable, telephone and telegraph equipment, diamonds and various machinery and machine parts.

The United Kingdom consistently runs a sizeable deficit on visible trade account. The deficit, which in general is only partly offset by a surplus on invisibles, has tended to increase because the volume of British exports has been growing at an average of about 3% a year over the past decade compared with an average an-

nual increase of 4% in imports. In addition, large sums are required to finance Britain's overseas expenditure arising from its overseas commitments and its position as bankers to the overseas sterling area. The most important of these are overseas military expenditure and economic grant assistance to less-developed or dependent territories which now cost about £279 million and £88 million per annum respectively. There are, moreover, government loans to overseas countries and multi-lateral assistance in the form of contributions to international agencies; plus repayments of capital and interest in respect of post-war loans from the United States and Canada, which require about £62 million a year. At the same time

The balance of payments has, therefore, continued to be the most far-reaching problem facing the United Kingdom. The gold and convertible currency reserves which had fallen during 1964 to £827 million started to increase during 1965, and in early 1966 were augmented by the transfer of £316 million from the Government's portfolio of dollar securities. The reserves stood at £1,126 million at the end of August, 1966.

## TENDERS

### Hong Kong

Tenders are invited for the following:—

Supply of foam rubber mattresses.

Purchase from the Hong Kong Government of old timber sleepers.

Supply of rotorite Z bronze rod for propeller shaft.

Purchase from the Hong Kong Government of confiscated watches and unserviceable woolen carpets.

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

### Burma

Firm quotations are invited for the supply of stores appended so as to reach the Manager, Chemicals & Dyes Section, Import Division, Myanma Export Import Corporation, 557 Merchant Street, Rangoon on or before 8 April 1968.

Particulars of Stores Required:—

Borax Crystal Technical Quality Guaranteed 99.5/100% pure.

Coconut Monoethanolamide.

Pine Tar sp. gr. 1.04 BP above 335 C Cordella Brand processed.

Methyl Salicylate sp. gr. 1.182 — 1.191 BP 432°F.

Di-ethylene Glycol sp. gr. 1-113°F — 232°F.

Benzyl Acetate sp. gr. 1-06.

Bentonite.

Sealed tenders are invited by the Myanma Export Import Corporation (Import Division), 577 Merchant Street, Rangoon, and should reach the Manager on or before 17th April 1968.

List of Stores Required:—

Drill Dyed 28" 841,000 yards.

### Agent Offer

Vinke & Co., P.O. Box 1152, Rotterdam 2, Holland, ship-owners, shipbrokers, forwarding agents and agents for shipping lines, wish to render their services to members. Members interested please contact Vinke & Co. direct. Further details are obtainable at the Chamber.

### Joint Venture

An American Manufacturer is interested in co-operating with a local party to manufacture, under licensing arrangements, "Helicopter Trainer", a sort of coin-operated amusement machines. The enquirer also wishes to seek a local agent to represent him for the sales in Hong Kong and in the Far East. The wholesale price of the machine is approximately US\$550 each. Any interested party may be able to get further details about this enquiry from Room 7, Industrial Development Branch, Commerce and Industry Department, Fire Brigade Building, Hong Kong. (Tel. 453535).

### Give-away Books

The Chamber has a limited number of books for interested members to keep. They include, Export Directory of Australian Engineering Products and Catalogo Di Anticipo — 1968, 46A Fiera Internazionale Di Milano.

### Bermuda Trade

The spring of 1968 will mark the opening of the Bermuda International Trade Centre, a permanent exhibit of products and services made and provided by companies all over the world. The Centre will be an international showcase for manufacturers interested in increasing their export business in the United States, Canada, Great Britain, the Caribbean, Bermuda and other locales. Interested members contact Chamber for details, or write to the Bermuda Trade Promotions, P.O. Box 539 Hamilton, Bermuda.

### A.I.D. Delegation

Mr. K. S. Lo, a member of the Trade and Industry Advisory Board and Mr. J. D. McGregor, Assistant Director of Commerce and Industry were joint leaders of a delegation to the Asian Industrial Development Council in Bangkok. The session was mainly concerned with the consideration of reports carried out by the Council's agencies on the feasibility of joint development of industrial projects proposed by different Asian countries.

### New Books at Library

1. New Zealand Manufacturers' Directory 1968
2. Directory of Italian Manufactures — Machines and Plants for the Canning Industry and for the Processing of Meat and Fish
3. Industry in East Africa
4. Hong Kong Imports and Exports Classification List Revised Edition January 1968
5. Monthly Report of the Import & Export of Thailand (April to September 1966)
6. Red Book 1968 (A comprehensive cross-reference of Hong Kong's manufacturers, exports and products)

### Jewellery Exhibition Planned

Millions of dollars worth of jewellery, including the best produced by Hong Kong makers, will be displayed to foreign buyers during a show planned by the Hongkong Jade and Stone Manufacturers Association Ltd. in June. This will be the first show of its kind ever staged by the Association. It will last for five days and is expected to draw more than 150 buyers from United States, Canada and Japan.

There will be also a demonstration of stone cutting and polishing.

### Cologne Fair

Hong Kong was represented by one exhibitor, showing cane products, at the recently-concluded Cologne 1968 International Furniture Fair.

It was learnt that the exhibitor took part for the first time and was well satisfied with the results, which exceeded expectations.

Orders were received by the firm from West German and Dutch buyers, while its stand also attracted many visitors from Switzerland and Australia.

The fair which ran from January 23 to 28, was visited by many trade visitors from 66 countries.

## NEWS FROM D. C. & I.

### Guyana

The Government of Guyana has announced certain tariff changes. The following items are of interest to Hong Kong:—

Description	Rate of Duty (Ad Valorem)		New		H.K. Domestic Exports to Guyana in 1967 (HK\$ '000)
	Old	Preferential	General	Preferential	
Outerwear knit or made of knitted fabrics	40%— 50%	20%— 30%	60%	40%	68
Underwear and nightwear, other than knitted	40%	20%	60%	40%	481
Other (non-knitted) underwear and nightwear for women and girls (petticoats, brassieres, etc.)	40%	20%	60%	40%	
Outerwear, other than knitted	40%— 50%	20%— 30%	60%	40%	

(Mr. A. S. N. Cheung, Tel. H-431233)

### Australia

The Australian Government has announced some tariff changes. The following items are of interest to Hong Kong:—

Tariff Item	Description	Rate of Duty (Ad Valorem)	
		Old	New
58.01.100	Carpets, carpeting and rugs, knotted (whether made-up or not), hand-made, wholly of cotton or in which the pile is wholly cotton	12½%	7%
58.01.900	Carpets, carpeting and rugs, knotted (whether made-up or not), other than hand-made, wholly of cotton or in which the pile is wholly cotton	27½%	30%
58.10.100	Embroidery, in the piece, in strips or in motif, without visible background	12½%	7½%

As these items are not separately classified in Hong Kong trade statistics figures relating to Hong Kong's domestic exports to Australia are not available.

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

### Pakistan

The Government of Pakistan has imposed a regulatory duty of 10% ad valorem on practically all imports. Only certain food items and other articles such as drugs and medicines, tyres and tubes are exempted from this additional levy.

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

### Paraguay

The Government of Paraguay has announced that, with effect from 1st January, 1968, an exchange surcharge of 32% of the c.i.f. value is to be applied to most imports originating from countries outside the Latin American Free Trade Association (LAFTA).

Hong Kong's domestic exports to Paraguay were valued at HK\$582 thousand in 1967.

(Mr. A. S. N. Cheung, Tel. H-431233)

### Australia

Further to Commercial Information Circular No. 19/68, the Department has received information that the Australian Minister for Trade and Industry has referred to the Tariff Board for enquiry and report the question of additional protection against imports of footwear with non-leather uppers and parts for thong sandals (Australian Customs Tariff items 64.01, 64.02, 64.03, 64.04 and 64.05). This description encompasses sand boots and shoes.

In accordance with its usual procedure, the Tariff Board will be issuing a circular notifying this reference and asking intending witnesses and persons wishing to receive further Tariff Board circulars on the subject to notify the Board. The Department has not yet received a copy of a Tariff Board circular on this subject.

Hong Kong's domestic exports to Australia of these items were valued at HK\$2.5 million in 1967.

The Department has received information that the Australian Minister for Trade and Industry has referred to the Tariff Board for enquiry and report the question of additional protection against imports of undergarments, knitted or crocheted, not elastic or rubberised, and parts therefor.

Hong Kong's domestic exports of these items to Australia were valued at approximately HK\$2.6 million in 1967.

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

## Australia

The Australian Government has amended the customs tariff applicable to the following items to a standard rate of 7½% *ad valorem* —

Australian Tariff Item	Description	Old rate of Duty
59.07	Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; tracing cloth; prepared painting canvas; buckram and similar woven fabrics for hat foundations and similar uses:	
59.07.1	—Tracing cloth:	
59.07.110	—Of cotton	HK\$0.12 per sq. yd.
59.07.190	—Of other material	22½% ad val.
59.07.200	—Prepared painting canvas	7½% ad val.
59.07.9	—Other:	
59.07.910	—Of flax	47½% ad val.
59.07.92	—Of cotton	
59.07.921	—coated with gum or amylaceous substances, of a kind used for other covers of books	
59.07.929	—other	7½% ad val.
59.07.930	—Of man-made fibres	17½% ad val. plus HK\$1.70 per lb.
59.07.990	—Of other materials	HK\$1.84 per sq. yd. 22½% ad val. plus 10% ad val. primage duty

Hong Kong's domestic exports of these items to Australia were valued at approximately HK\$1 million in 1967.

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

## Singapore

The Government of Singapore has imposed tariffs on imports of the following items with effect from 9th February 1968:—

Description	Rate of duty
Ceiling fans	S.\$16 per unit
Table fans	S.\$6 per unit
Parts for fans	20% <i>ad valorem</i>

(Exchange rate: S.\$1 = HK\$2)

These items were formerly importable duty-free.

Hong Kong's domestic exports of these items to Singapore were valued at HK\$564 thousand in 1967.

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

## TRADE FAIRS

**ITALY** — The 4th International Exhibition of Perfumes and Cosmetics will be held in Turin from 27 April to 5 May 1968. Further information can be obtained from the General Secretariat, 4th International Perfumery and Cosmetics Exhibition, Via Bernardino Galliani 37, 10125 Turin.

**ENGLAND** — The Meat Industry Exhibition will take

place in Earls Court, London from 22 to 25 April 1968. Further information can be obtained from the organizer, Meat Industry Exhibition, Dorset House, Stamford Street, London S.E. 1, England.

The 5th International Pipes and Pipeline Engineering Exhibition — (10-14 June 1968)

The Pipes and Pipeline Engineering Convention — (10 — 12 June 1968)

The Conference on Corrosion and Protection of Pipes and Pipelines — (12-14 June 1968)

## Spreading the World

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## MEMBERSHIP

### New members

Cornwell & Company. Room 306 Pedder Bldg. Hong Kong

The Royal Bank of Canada c/o Far Eastern Representative, Hong Kong

Cosmopolitan Garment Mfg. Co., Ltd., 3 Kwong Cheung St. Hung Cheung, Fty. Bldg. Cheung Sha-Wan, Kowloon

The SKF Far East Co. Ltd., Godown 23-A-1 Hongkong & Kowloon Wharf & Godown Co., Ltd. Kowloon

Shantilal Bros. (Hongkong), 101-2 Wilson House, 25/27 Wyndham St., Hong Kong

Hap Shing Co., Ltd., 173 Wing Lok St. West, Hong Kong

Safer Manufacturing Co. Rm. 45 Shui Hing Bldg., Hong Kong

### Change of address

CBC Charles Brown & Co. International Corp. (HK) Ltd., 412-3 J. Hotung House, 5-15 Hankow Road, Kowloon. (Formerly 901 Bank of East Asia Bldg. Kln)

Hardy Development Co. (HK) Ltd., Room 305 Gloucester Bldg. Hong Kong, (Formerly 505 Gloucester Bldg.).

The Hongkong Breweries Ltd., 13 Miles, Castle Peak Road, Sham Tseng, N.T. Kowloon (Formerly 1003 Prince's Bldg.)

Honour Trading Limited, Room 1204 Bank of Canton Bldg, 6 Des Voeux Road, Hong Kong (Formerly 603B Pedder Bldg.)

Potex Company Ltd., 1502 Bank of Canton Building, 6 Des Voeux Road C, Hong Kong (Formerly 1005 Regent House)