



THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

15TH APRIL 1968

THE GRACIOUS LADY



HONG KONG GENERAL CHAMBER OF COMMERCE

(Established 1861)

9th Floor, Union House,
Hong Kong

Tel: 237177 Cables: Chambercom

THE BULLETIN

April 15th

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

This picture of the Canberra was taken by Robert Fournier, when the giant liner recently visited Hong Kong. The Canberra, one of the most majestic vessels to visit the Port, arrived on a luxury cruise.

3. The Chairman. A pen portrait of the Chamber's Chairman, Mr. M. A. R. Herries, O.B.E., M.C.
5. People and Places. A fortnightly report on visitors received by the Chamber and departmental news.
6. Round About. A digest of events. Notices of forthcoming Management Association lectures.
7. The Port. News from Hong Kong's shipping circles which in this issue includes photographs of the new Cornelia Maersk and a new E.A.C. vessel.
8. Are Trade Missions Necessary? This was the question recently posed by the London Chamber of Commerce to their members. In this article is reprinted the London Chamber's thoughts on the subject.
9. Tenders
10. News from the T.D.C.
11. News from D.C. & I.

Members are reminded that the contents of the Bulletin are confidential and not for publication.

Pen Portrait

THE CHAIRMAN

Mr. M. A. R. Herries, O.B.E., M.C. has been elected as Chairman of the Chamber. Shortly after his appointment he talked freely of himself, of the company of which he is Chairman and Managing Director and his personal thoughts on Hong Kong.



Mr. M. A. R. Herries

THE obsequious dark blue Humber slipped quickly through the early morning traffic as dawn still streaked the night sky.

The solitary passenger in the back seat was engrossed in a mass of papers: Michael Alexander Robert Young-Herries, O.B.E., M.C., Chairman and Managing Director of Jardine, Matheson and Company Limited, the Princely Hong, was already at work.

Twelve hours later he would make the return journey and still be working.

For three weeks every year he tries to relax in his native Scotland where he farms 700 acres. But even here, where unpopulated lowland hills blend with the solitude of the Solway Firth, the stream of telegrams and telephone calls from Hong Kong continues.

As Chairman of 29 companies, a director of 13 more, a member of the Boards of 12 voluntary organisations, Chairman of the Chamber's General Committee and Chairman of the University Grants Committee, he sustains a non-stop working pace with seemingly endless energy.

Shortly after his appointment as Chairman of Jardines, he let it be quietly heard that the hyphenated name was to be dropped and he preferred to be known simply as Michael Herries.

Certainly the youngest Jardine Chairman since the Pacific war, Michael Herries has an enigmatic approach to his position.

"It is essential that the company moves with the times in its business life but I also feel we have a great debt to the people of Hong Kong, and for this reason I personally feel committed to take an active part in welfare projects and those directed to the good of the community.

"One is very conscious that Jardine, Matheson is Hong Kong's oldest company and of the position it occupies: hence you have to be more than careful in the future direction of the company."

He moved uncomfortably in his seat and overcame a desire to tackle something else rather than talk about himself. A forelock of hair dropped out of place and impatiently he pushed it back. It was a frequent mannerism.

"My father was called to the Scottish bar (Scots law like its social caste system differs from England) but after a few years retired to Galloway. I went to Cambridge University shortly after the war broke out."

Mr. Herries joined the local regiment, the King's Own Scottish Borderers and during his five years' service in Europe and the Middle East was awarded the Military Cross.

"I went back to Cambridge and took economics." He smiled wryly. "I had taken classics before, but after the war . . ." He left the sentence in mid-air. Before leaving Cambridge he obtained an appointment with Matheson & Co., Jardine, Matheson's London correspondent.

"Naturally I had heard of Jardine's and their influence in the Far East. An indication was given to me that if I accepted the position I would eventually be sent to Hong Kong.

"The thought that I would ever become Chairman was so remote that it never entered my mind. I hoped that perhaps with luck I might one day become a director, but Chairman . . . no."

Cont'd on P. 4

Chairman - *Cont'd*

He looked quickly around his office, the Chairman's Office: the lighting was muted by the tinted glass window. Outside were the tall buildings of Alexandra and Union House, properties owned by another company of which he is Chairman. A procession of trams eased unsteadily along the rails. He is Chairman of Hong Kong Tramways. In the distance could be seen the Star ferries. He is Chairman of The "Star" Ferry Co. And if passengers were embarking on board a B.O.A.C. air liner, their handling would have been undertaken by Jardine Airways.

It seemed impossible to equate the stocky well dressed figure with the cultured voice to Struan, Clavell's hero in the novel *Taipan*, or even the legendary Jardine. And then the impatience showed again. The whisp of sandy forelock was pushed back once more.

"I suppose I do get irritated when people don't keep pace with me, but I try not to be. If a man knows his job, he becomes an essential part of the team. The secret in management is in blending the team together in such a way that each man gives of his best.

"I also consider it important that I keep in touch with the companies in which I have an interest by visiting them personally."

He paused before expressing himself. "You can get the 'feel' of a company. It may seem time consuming. But it is important." He anticipated the next question. "Possibly the sheer challenge of coping with so many interests and the variety involved helps to keep your mind adjusted to the

change from company to company.

"I was never filled with awe at the prospect of becoming Chairman and the knowledge of what it would involve. Again I looked upon it as a challenge. I had been fortunate, in having a wide experience within the company. I had worked in the accounts department both here and Japan and I had taken an interest in the firm's trading operations generally. I also spent a couple of years as number two of Jardine Waugh in Singapore and that gave me a good foundation.

"The quick rise to the top?" he echoed quietly. "Luck played an important part, it always does. First I was made a junior director in 1955 and a director in 1959. I don't think I was ever 'groomed' for the position of Chairman in the full sense of the word."

It has been said of Michael Herries that he never takes on a job without being able to give it his full attention.

"As I said, I feel we owe a debt to the people of Hong Kong. I am particularly interested in education. I have already served for a brief period on the Legislative Council. My personal feeling is that the business community has much to offer Government.

"Although I do not have much time for outside interests I particularly enjoy walking in the New Territories. Hong Kong is," and he emphasized the words with the feelings of a countryman, "a very beautiful place. You know I have been here for almost 20 years and Hong Kong is a true second home to me." He paused with the same disarming smile, "I am very much a family man at heart. My wife and daughter are here but my two sons are presently at school in England.

"Social life? Well, that does become a problem. I try to restrict personal entertaining to an afternoon's racing at the Jockey Club, and of course dinner with friends or on business. And there's the countless cocktail parties. They go on all the time.

"I also consider myself very much a Scotsman and as such my obligations to the St. Andrews Society." Mr. Herries is a Hong Kong past Chief-tain. In fact his interests range from being Chairman of the new Mariners' Club to membership of the Hong Kong Country Club.

For approximately three months of the year he travels overseas visiting the company branches and subsidiaries. "When I can, however, I always try and spend some time on my other commitments. For example during a recent round the world trip I met the Trade Development Council representatives in London and New York."

He became quietly serious. "This really is a wonderful city of ours. You could never find anywhere quite like it in the world. It has grown up through Sino-British co-operation into something which is quite unique.

"I do not think anyone could live in Hong Kong without forming a genuine admiration of the people. Their ability, and it is not one caused by apathy, to stand up to continued crises, and not only surmount them but always to be ready to face the future with stoicism and courage, does make those who are in a position to help want to do their best.

"I feel too that the Chamber should try to give the best possible service to members and

Cont'd on P. 9

PEOPLE AND PLACES

A news digest of Chamber news and visitors.

Chinese Language Examinations

Arrangements have been made to hold the next series of the Chamber's Chinese Language examinations during the last week of April as follows:

Colloquial Cantonese

Levels: Preliminary, Intermediate and Final.

Date: Saturday 27th April, 1968 at 9.00 a.m. at the offices of the Chamber, 902 Union House.

Examination Conditions

Details of the syllabus and conditions for these examinations are available on application to the Chamber.

Entries

Candidates must register with the Chamber by not later than 5.00 p.m. Saturday 20th April 1968 and should provide particulars of: (a) Level (b) Firm and address of candidate (c) Telephone number at which candidate can be contacted.

Examination Fee

Examination fee of \$30 per candidate must accompany each entry. The Committee regrets that entries not accompanied by the appropriate fee cannot be accepted.

Cheques should be made payable to the Hong Kong General Chamber of Commerce and crossed.

Notes on Hong Kong

The Chamber has produced an information booklet on Hong Kong which is of use to businessmen travelling abroad. The booklet, 'Notes on Hong Kong', gives trade details and general statistics. Any member wishing a copy should contact the Business Promotion Department.



Agents Wanted

An American moulding compound manufacturer seeks interested importers or agents in Hong Kong who are not presently committed with agency agreement for similar product, to promote the sale of high density polyethylene, low density polyethylene, polypropylene, acrylic resins, acrylic sheets and offcuts, cellulose acetate, butyrate, vinyl and PVC compounds, delrin, polycarbonate, nylon, polyester for conversion into textile fibres.

Price list and literature are on file for members' reference. Will those interested please contact Business Promotion Department of the Chamber.



Mr. B. R. Van Der Steenhoven, newly appointed Vice Consul of the Netherlands in Hong Kong, called in at the Chamber.

Philippine Mission

The possibilities of increasing Hong Kong trade with the Philippines in the field of footwear were discussed by Mr. S. L. Chung, Assistant Secretary of the Chamber with members of the First Marikina Shoe Mission from the Philippines.

This mission, which was led by Mr. Osmundo De Guzman, Mayor of Marikina and Chairman of the mission, is exploring markets for Marikina made shoes. It was found out that design, quality and price of shoes are the very factors to determine the popularity of Marikina shoes in Hong Kong.

Mr. C. F. Mak, of Kwong Hing Hong, and Mr. Lok Ping Cheong of Po Shing Shoes Co. Ltd., members of the Chamber, also took part in the meeting. They suggested a shoe exhibition be launched as a means of promoting Marikina shoes.

Mr. Chung said he hoped that closer links will be made between Hong Kong and the Philippines as a result of this mission. Mr. De Guzman said a mission from the Chamber to the Philippines would be welcomed.

Certification

As from the beginning of last month a Central Register of Factories was instituted. During this period a total of 11,918 applications for certificates of origin were received by the Chamber. This compares with 11,600 applications in February which shows an increase of 318.

ROUND ABOUT

February Exports Up

Provisional trade figures for February show an eleven per cent increase in Hong Kong's domestic exports. Figures show domestic exports during February were \$554.90 million; re-exports, \$150.55 million and imports \$1,044.21 million. These figures also show a seven per cent increase in exports for the first two months of the year compared with the same period in 1967, a 27 per cent decrease in re-exports and a five per cent decrease in imports. This slight fall in imports is more than accounted for by a considerable reduction of imports from China to the extent of \$50 million in February this year compared with the same month last year.

Kai Tak Extension

The Government will shortly have to decide if it wants to extend the present airport runway about 8,900 feet by at least 12,000 feet to accommodate jumbo jet.

This will cost about \$100 million, the Director of Public Works Mr. A. M. J. Wright said before leaving for London on leave.

Mr. Wright said that the report of the extension had been submitted to the Government and it will be up to the Government to decide. He added at present they were facing the finance problem.

U.S. Wool Products Labeling Act

Two additional private testing laboratories approved for the testing of wool products have been announced by the U.S. Federal Trade Commission. Their names are available at Chamber.



Mr. D. C. W. Hill Commissioner, Export Credit Insurance Corporation.

Mr. D. C. W. Hill joined the Corporation in May 1966 on transfer from the Export Credits Guarantee Department in London and has had twenty years' experience in export credit insurance. During this time he spent three years in New York with E.C.G.D. His last position with E.C.G.D. in London was as Principal in the Financial Guarantees Division. In 1965 Mr. Hill attended the Administrative Staff College at Henley in the United Kingdom.

New Chief Banking Inspector

Mr. Frederick C. Perry, newly-appointed Chief Banking Inspector, has taken up his duties in the Office of the Commissioner of Banking.

Mr. Perry, who was educated at Bancrofts in Essex, was formerly with the Bank of England. In 1956 he was appointed as Exchange Controller and Adviser to the Governor of the State Bank of Ethiopia on central banking matter.

After completing nearly ten years service in Ethiopia, Mr. Perry also had nearly two years experience as the General Manager of a commercial bank in the Middle East, from which appointment he has now come to Hong Kong.

Fellowship for Maintenance Management Programme

An all-expense paid fellowship for a participant in a Maintenance Management Course at the ILO's Turin International Centre has been offered to Hong Kong industry through the Federation of Hong Kong Industries. The course is scheduled to be held from April 22 to July 12, 1968.

The aim of the Course is to impart modern maintenance management techniques to engineers who are already working on plant maintenance or who intend to specialise in this field.

The syllabus of the course includes general maintenance principles, machinery maintenance, maintenance of service plant, electrical maintenance, building maintenance, vehicle maintenance and management techniques.

Management Association Lectures

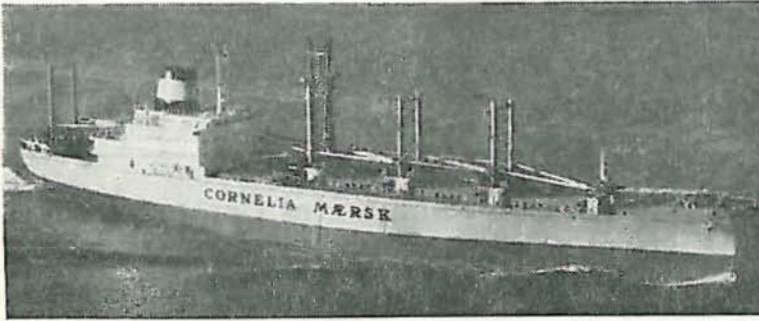
Small Business Personnel Management is the subject of a Management Association lecture to beginner from April 11 to May 2, 1968. The lecture, which will be followed by a discussion, will be held at the Management Association. The lecturer will be Mr. Chang Chien-min of the United College, The Chinese University of Hong Kong.

Another lecture discussion series to be given by the Management Association will be on Budgeting & Budgetary Control. This will be held from May 23 to June 4, 1968, at the Management Association. Prof. Maurice Moonitz, Director of the Lingnan Institute of Business Administration, The Chinese University of Hong Kong will be the speaker.

Fewer Vacancies

There were 11,232 establishments employing 443,972 people and reporting 4,064 vacancies, according to a quarterly survey of employment and vacancies in registered and recorded industrial undertakings for the last quarter of 1967 carried out by the Labour Department.

In comparison with the preceding quarter, there were increases of 52 establishments and 3,694 employees but a fall of 1,379 in the number of reported vacancies.



The m.s. *Cornelia Maersk* is the second in a series of seven vessels to be completed in 1968 for A.P. Moller Maersk Line in Copenhagen.

The *Cornelia Maersk* is a single screw shelterdeck motorship with flush decks and two hydraulically operated sideports in each one second deck to permit advanced cargo handling, especially palletized and unitized goods.

Cubic capacity of all cargo holds is 944,796 cubic feet; overall length of the vessel is 170,611 metres and gross tonnage is 11,000. The main engine is a nine cylinder Burmeister & Wain which will make the vessel one of the fastest cargo liners afloat.

THE PORT

Shipping News

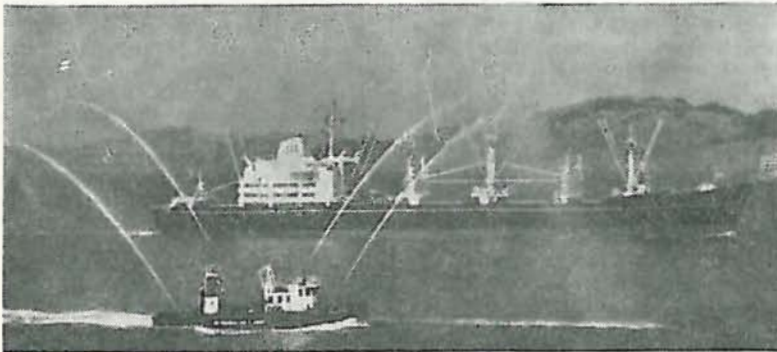
We plan to make this page of shipping news a regular Bulletin feature, but we need your help. Make a point of adding the Chamber's Bulletin to your information distribution list. Illustrations, photographs or impressions, are especially welcome.

M.S. "*Alameda*" of The E.A.C. Lines was given the traditional welcome when she arrived at San Francisco on her maiden voyage recently.

The "*Alameda*" is the latest in the present series of highly automated cargo-liners being constructed for The E.A.C. Lines, who apart from their Express Services between the Far East and Europe also maintain fast and regular liner services between the U.K./Continental Europe and the US Pacific Coast, and to Australia/New Zealand and India/Pakistan.



Pictured above is the M.S. *Chekiang*, one of the two China Navigation vessels which will ship goods from Hong Kong direct to Tahiti (Papeete) Pago Pago and Apia. C. N. Co. have regular monthly sailings calling at ports in New Guinea, Papua, New Hebrides, New Caledonia, Solomon Islands and Fiji. The *Chekiang* will leave Hong Kong at the end of April and arrive in Papeete on June 8th. The *Chengtou* will load Hong Kong at the end of September for Papeete, Pago Pago and Apia.



ARE TRADE MISSIONS NECESSARY?

This question was posed by London Chamber of Commerce in a recent article, where the effectiveness of officially sponsored trade missions was posed.

During the past eight years or so more than 500 companies, drawn from all sectors of British commerce and industry, have taken part in London Chamber missions to export markets throughout the world.

Among them have been many representatives active in the field of "invisible" exports, made by, for example, merchants, banking and shipping to the balance of payments.

A casual observer might well ask—what particular advantage is gained from joining a trade mission? or, is any basis of selectivity used to prospect those markets offering the best opportunities? or again, can good results from participation be guaranteed, both to justify the outlay of sometimes considerable travelling and other expenses and the valuable time of a senior man away from his base? This latter consideration is particularly relevant, especially for the smaller exporter without a substitute to carry on work effectively during the senior man's absence.

What Mission Means

Before describing the advantages inherent in becoming a member of a British sales team, it is necessary to define the word "mission", a term often applied loosely to various export operations.

Strictly speaking, the London Chamber only sends trade missions to countries with which hitherto it has had little direct communication. The principal role of such a mission is to gain the goodwill of counterpart bodies and government agencies, under favourable conditions and with the advantage of prestige, to pave the way for further group visits designed on "hard selling" lines.

As such, they are invariably highly publicised in the host territory where their programme is designed to bring them into close contact with influential people both as a body and as senior representatives of their companies. As visits of this kind are normally "open ended", individual members can & do remain behind to conduct their own business when the mission task has been accomplished. Such missions can number as many as twenty or as few as four or five persons, depending on the size and location of the area to be visited.

Follow-up tactics are, of course, essential to an operation of this kind, especially where mission members are new to the territory concerned, although prestige missions frequently lend themselves more readily to the purposes of either large companies who wish to gain an overall insight into the country's economy or those who already have a foothold in the market for whom prestige is particularly important.

The majority of exporters who travel as a London Chamber of Commerce team, however, go as members of a "businessmen's group" or a "working group". These terms are virtually synonymous and such groups differ from the prestige mission by encouraging members to spend by far the greater part of their time in individual business discussions under conditions which allow the maximum territorial coverage.

Staff Group

To ensure this, a working group will normally include a small "staff group" consisting of the leader and perhaps representatives of some of the larger organisations represented, whose interests are primarily in the broader aspects of the economy of the country being visited.

Such members, therefore, find it useful to make a number of calls on Ministers, senior Government officials and leading representatives of industry and commerce. As far as possible, activities which involve the whole group—such as working receptions or meetings with members of trade organisations—take place either in the evening or over lunch.

Experience has proved that if these conditions can be obtained, a working group will willingly forfeit a generous portion of its time to ensure a cohesive programme in the interests of doing a good job for Britain. Frequently an individual member of a working group will find himself representing British goods and services in the wider context to benefit the British export drive. This an asset in itself.

Working groups normally vary from three to five members according to circumstances but can number up to twenty members or more.

Care is taken that their programme is flexible enough for a percentage of members to detach themselves for individual visits outside the basic itinerary, having regard to the desirability at all times of remaining a strong single force. Experience has shown that a group which also carries elements identifiable with the host country's own export interests is very much more welcome than one wholly concerned with selling. It should be said, however, that a Chamber selling group would normally emphasise the ability of the London Chamber, and its willingness, to interest itself in and assist reciprocal trading arrangements with the host country to provide similar facilities for a return visit to London. Valuable reciprocal exchanges of this kind, on a group basis, have already been arranged with a

Cont'd on P. 9

Chairman - *Cont'd*

also work in close co-operation with the other organisations in Hong Kong. We should do all we can to support the Trade Development Council, which has got off to a good start and whose objective for the future must be to expand Hong Kong trade overseas. Trade is the life blood of our economy and our existence depends upon its growth."

In our next issue we will publish an interview with the Vice Chairman, Mr. G. M. B. Salmon.

Trade Missions

Cont'd

number of important overseas markets and they are expected to be extended further.

Financial Help

Save in exceptional circumstances, for example, where distance/cost factors render an extended stay more economical, a working group or a trade mission would not normally be away from its base in the UK for more than two weeks although frequently an individual member would remain, operating on his own account.

In describing the advantages of joining selling groups, an important though not necessarily a decisive factor is the financial help obtainable from government funds administered by the British National Export Council.

The importance of such financial considerations is, of course in direct proportion to the cost/distance factor and for nearby markets is somewhat reduced. Other aspects, on the other hand, offer more closely definable benefits of which the ability to cover the ground more quickly than is possible as an individual member, and under proven sponsorship, ranks high. Additionally, to have introductions arranged under most favourable conditions is a very desirable feature.

Compare Notes

Since a group would meet regularly during its tour, to compare notes and exchange views,

much valuable information is able to be shared to advantage. This is of great value, especially to a newcomer to the market concerned. In fact, the contacts which members are able to make, both with overseas businessmen and officials and with other British businessmen with a common interest in the market being visited, are often singled out by members as being the most valuable advantages which come from a group visit.

Similarly, opinions and estimates are able to be measured against the combined knowledge of the group in circumstances unique to a group operation in its fullest sense. Not infrequently a group member unversed in negotiation of an agency agreement, or even in selecting an agent, will be instructed by a more experienced friendly team member. This has happened on numerous occasions with signal success. On many occasions a team member, having been interviewed by an important government department representative, will direct another member on to a hitherto unsuspected opportunity for valuable business. All this and much besides comes from a true team spirit which so frequently characterises Chamber working groups.

An indispensable part of group operations of this kind is the extensive help, both in the planning stage and in the field, willingly given by resident British trade representatives, the Central Office of Information working in conjunction with the British Information Services overseas, the local Chambers of Commerce and similar institutions.

One Industry?

The question is sometimes asked as to whether missions would not be more effective if they were to concentrate on one industry at a time. In reply it can only be said that this has not been the Chamber's experience. A one-industry mission must inevitably include direct competitors and this cannot help but mean that there is some reticence in mission discussion which nullifies one of the particular advantages of group activities of this kind. This does not mean, however, that the London Chamber's missions consist of a miscellaneous selection of members with nothing more in common than an

interest in the country being visited. Ideally, a mission should consist of members with complementary interests so that major projects can be discussed in depth with the authorities of the overseas country and these, moreover, should be related to the specific needs of the country concerned. On occasion, too, it has been advantageous to limit membership of the group to representatives of particular industries to allow their programme to be concentrated on certain particularly promising opportunities.

TENDERS

Hong Kong

Tenders are invited for the following:—

Supply of vests — cotton or woollen, long sleeve; shirts — flannel & flannelette; pull-overs — wool or wool combination; pyjamas — flannelette; jackets — padded-cotton or nylon; jackets & trousers — hard wearing denim; socks — wool or wool combination; sleeping bags — nylon or nylon filled quilted; cast iron valve covers and frames for Waterworks Office; toilet paper.

Purchase from the Hong Kong Government of a refuse collection barge and confiscated transistor radios and X-ray equipment.

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

LATE NEWS

New Service

Holland-East Asia Line announce a new direct service from Hong Kong to ports in the Mediterranean and the Middle East, via the Cape of Good Hope.

First sailing will be by Sloterkerk, which will load in Hong Kong next month for Genoa, Marseilles, Barcelona, Tripoli, Beirut and Lattakia direct. This trade was previously suspended by the closure of the Suez Canal.

NEWS FROM THE T.D.C.

BIGGEST EVER ENTRY FOR MILAN FAIR

Hong Kong will display more than 800 products at the Milan Fair this month — the biggest entry since Hong Kong began attending the fair more than 10 years ago.

The products will range from electronic components for computers and satellites — being shown abroad by Hong Kong manufacturers for the first time — to wigs and fashion garments. Hong Kong will be represented by representatives of 18 firms, participating directly in the fair, while the products of 50 more companies will be incorporated in a display under the control of the TDC.

Mr J. Cater, Executive Director of the TDC, pointed out that besides 100,000 "foreign" buyers expected to attend the fair there would also be an additional 200,000 buyers from Italy alone.

Two Hong Kong models will go to the fair and put on two fashion shows there and three later in Brussels.

The computer components have been supplied by a group of electronics manufacturers. The decision to display them at Milan, Mr Cater pointed out, was an indication of the increasing importance of this industry to Hong Kong.

Mr Leo T. H. Lee, leader of the delegation, told the 18 members at a briefing that the Fair should be viewed as a market to sell and, equally important as a place to learn.

Display in Norway

A little piece of Hong Kong has been re-created this week, 12,000 miles away in Norway.

Oslo's largest department store, Steen and Strom, is staging a Hong Kong Fortnight — complete with dragons' heads, banners and ancient Chinese costumes to draw attention to the wide range of Hong Kong goods on sale.

The dragons are standing guard at the store's main en-

Electronics for Milan

For the first time Hong Kong will display locally made electronic components for computers and satellites at the Milan Trade Fair, which opened on April 14th.

trance, while the gaily coloured banners with their Chinese characters fly above Oslo's cobble streets.

The 'props' for the display were provided by the Trade Development Council in Hong Kong and Brussels. And to get the Fortnight off to a traditional start, one of the dragons had its eye dotted by Mr. J. A. Furrer of the T.D.C.'s Brussels Office.

The Brussels Fair

Hong Kong will be represented at the Brussels Industries Fair by 14 local businessmen and officials of the Trade Development Council, the Hon. Sir Sik-nin Chau, the Council's Chairman, announced.

It will be the first time Hong Kong has taken part in the fair which opens on April 20, and the aim is to increase trade with the Benelux countries which bought goods worth only \$136 million from Hong Kong last year and exported to Hong Kong goods worth \$311 million.

The delegates, under the leadership of Mr. Daniel Lam, will put on display more than 30 tons of Hong Kong-made products which research has shown to have the best market potential in the Benelux countries.

MEMBERSHIP

Change of Address

CAC Limited, Rooms 1017-22 Prince's Bldg., Hong Kong (Formerly 1021 Prince's Bldg.).

Chan & Associates Ltd., 91 Larch Street, 5th floor, Kowloon (Formerly Kin Luen Fty. Bldg.).

Great China Trading Co., Ltd., Rooms 902-903 The Bank of Canton Bldg., Hong Kong (Formerly 840-42 Alexandra House).

Hang Cheong Yuen Hong, Room 604 Maney Mansion, 6/F, 367-375 Queen's Road C, Hong Kong (Formerly 138 Wing Lok St. W.).

International Trading Co., 902 General Commercial Building, 156-164 Des Voeux Road C, Hong Kong (Formerly 1204 Gee Tuck Bldg.).

Lepack Co. (1955) Ltd., Yat Fat Bldg., 4th floor, 44-46 Des Voeux Road C, Hong Kong (Formerly 238 Alexandra House).

Lewquan & Company, 18D Far East Mansion, 5-6 Middle Road, Kowloon (Formerly 205/6 Bo Yip Bldg.).

Rainbow Glass Fibre Products Ltd., Room 1403, 57 Peking Road, Tsimshatsui, Kowloon (Formerly 14 Tai Po Road).

Reiss, Bradley & Co., Ltd., Rm. 701-4 Realty Bldg., 71 Des Voeux Road C, Hong Kong (Formerly 608 Union House).

Unico Enterprises Ltd., 3008-9 Realty Building, Hong Kong (Formerly 1231 Prince's Bldg.).

United Chemical Industries Co., Ltd., Chiyu Bldg., 7/F, 80 Des Voeux Road C, Hong Kong (Formerly 1201 Hang Seng Bank Bldg.).

Yae Seng Hong Co., Ltd., General Commercial Bldg., Rm. 1002, 10/F, 156-164 Des Voeux Rd. C, Hong Kong (Formerly 236-8 Des Voeux Rd. 2/F).

Change of Title

Taisi Limited, 502 CMA Bldg., 64 Connaught Road C, Hong Kong (Formerly Taisi Trading Taisi Limited, 502 CMA Bldg.).

Change of Title and Address

Island Merchandise Company Ltd., 815-9 Central Building, Hong Kong (Formerly 801 Kayamally Bldg.).

NEWS FROM D. C. & I.

Spain

The Spanish list of global quotas for 1968 was announced in O.T.R. Circular No. 17/68 of 28th February, 1968. The Spanish authorities have now invited applications from Spanish importers against certain quotas of which the following are of interest to Hong Kong:—

Quota No.	Goods	Value of licences for which applications are invited (HK\$1,000)	HK domestic Exports to Spain in 1967 (HK\$1,000)
22	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	1,890	151
27	Fabrics of miscellaneous textile fibres	3,217	207

Applications for licences against these quotas are to be presented by importers to the Spanish authorities by 15th April, 1968.

(Mr. J.C.C. Chan, Tel. H-451919)

Venezuela

The Government of Venezuela has introduced two new tariff definitions detailed below:

Tariff Item No.	Description	Rate of Duty
841-07-02	Ready-made clothing and personal wear of plastic material	HK\$54.40
841-07-02-3	Jackets and pea-jackets	

Hong Kong's domestic exports of these items to Venezuela were valued at HK\$179,000 in 1967.

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

Jamaica

An amendment made to the list of exceptions to the Jamaican Open General Licence has the effect of placing imports of "Face towels" under specific licensing control. Hong Kong's domestic exports of this item of goods to Jamaica in 1967 were valued at \$0.77 million.

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

Dahomey

The Dahomey authorities have made certain modifications to the Dahomey customs tariff. These include the following:

In all cases where the fiscal import duty was formerly levied at a rate of 1.2 per cent a rate of 2 per cent will now be applied.

Except where necessary for the protection of local industry, the rates of the fiscal import duty are reduced by 15 points, except where such a reduction would result in a rate of less than 5 per cent.

All decimals occurring in the rates of the customs tariff have been deleted. For example, where the rate of the fiscal import duty was 58.71 per cent, a rate of 43 per cent will now be applied; where the rate was 22.41 per cent, a rate of 7 per cent will now be applied.

Hong Kong's total domestic exports to Dahomey amounted to HK\$1.56 million in 1967.

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

TRADE FAIRS

JAPAN The 8th Tokyo International Trade Fair will be held from 17 April to 6 May 1969. Details at Chamber.

FRANCE The International Exhibition of Bordeaux will take place in June 1968 — from the 13th to 24th.

IRAN The Second Asian International Trade Fair will be held in Tehran from 5-24 October 1969. Further information at Chamber.

FRANCE The Exhibition of Suppliers for the Furniture and Bed Industries and the 5th Machine Tool and Mechanical Equipment Exhibition will be held from 18th to 26th April 1968 in the Palais de la Defence in Paris. Further information at Chamber.

KOREA The First Korea Trade Fair will take place in Seoul from 9 September to 20 October 1968. For further information contact Mr. Yong Ock Khang, Secretary-General of Korea Trade Fair, Inc., I.P.O. Box 1621, Seoul, Korea.

Australia

The Australian Government has made certain changes in its customs tariff. The following amendments are of interest to Hong Kong—

Tariff Item	Description	Rate of Duty (Ad valorem)		H.K. domestic exports to Australia in 1967 (HK\$ million)	
		Old	New		
60.01	Knitted or crocheted fabric, not elastic or rubberized:	(a) Rate under by- law = 7½%	55% or \$A0.10 per sq. ft. less 55%*	1.22	
60.01.100	—Pile fabrics resembling terry towelling or similar terry fabric	(b) 55%; or \$A0.10 per sq. ft. less 55%*			
60.01.210	—Elastomeric fabrics hav- ing a width or flattened width, in the case of tubular fabrics not ex- ceeding 6"	7½%	45%		
60.01.290	—Elastomeric fabrics, other than those included in item 60.01.210	7½%	20%		
60.01.910	—Other knitted or crocheted fabric, not elastic or rubberized (i.e. net fabrics and fabrics re- sembling lace, wholly or partly of man-made fibres, not containing wool or containing less than 20% by weight of wool, not being fabrics suitable for apparel)	Various	30%		
60.01.990	—Other knitted or crocheted fabric not elastic or rubberized of those not falling within items 60.01.100; 60.01.210; 60. 01.290 and 60.01.910	Various	30%		
61.05	Handkerchiefs	Various	35%		0.16
62.02.700	Curtains and blinds	Various	35%		0.58
62.03	Sacks and bags of a kind used for packing of goods				0.36
62.03.100	—Of jute having a length not less than 40", a width not less than 22" and a weight of not less than 38 oz. per 1,000 sq. in. of area, calculated by reference to the length and width of the sack or bag in the flattened state; woolpacks	Free	Free		
62.03.200	—Of jute, not being goods falling within sub-item 62.03.100	30%; Primage 10% other than flour bags and sugar bags	10%		
62.03.900	—Other (other than sub- items 62.03.100 and 62.03.200)		30%		

(Exchange Rate \$A1 = HK\$6.80)