



THE HONG KONG GENERAL CHAMBER OF COMMERCE

BULLETIN

15th October, 1968

EYE DOTTING—THE BERLIN WAY



HONG KONG GENERAL CHAMBER OF COMMERCE

(Established 1861)

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Hong Kong

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THE BULLETIN

Oct. 15th

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Assistant Secretary:

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THIS ISSUE

Our cover picture for this issue shows the official opening of the Hong Kong Pavilion at the 6th Berlin Import Exhibition "Partners for Progress" by Professor Dr. Karl Schiller, Minister for Economic Affairs of the German Federal Republic, by dotting the eye of the dragon. With Dr. Schiller is Mr. J. B. Kite, Secretary of the Chamber, who led the Delegation to Berlin.

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Members are reminded that the contents of the Bulletin are confidential and not for publication.

The 1968 Consumer Electronics Show in New York

The Consumer Electronics Show this year was held at the American, New York Hilton and Warwick Hotels. It attracted some 20,000 retailers, distributors and manufacturers. It was the largest trade show in electronics industry. It was held from 23rd June to 26th June.

Here is a summary of the report of this show.

The term "consumer electronics" refers to what was once known as the radio industry and later the home entertainment industry. Therefore the 150 exhibitors taking part in this year's show are manufacturers, importers and distributors of television sets, radios, gramophones, tape recorders and players, and other similar products.

Last year, three of the consumer electronics industry's four major products, television sets, gramophones and radios, accounted for a total of U.S.\$3,400 million in factory sales. The industry is a highly diverse one, comprising about 200 end-product manufacturers who buy parts and materials from thousands of suppliers.

Places of origin

Although most of the components are American-made, a large number of them come from Hong Kong, Japan, Taiwan, South Korea, the Netherlands, Britain, West Germany and Italy.

Thirty of the 150 exhibitors participating in the show displayed products either wholly made in Hong Kong — such as transistor radios — or containing Hong Kong-made components, for instance, transistors.

Most manufacturers follow the practice of one major model change a year. Perhaps the most significant pattern to emerge in recent years is the growth of "personal-portable electronics." Whereas most of the products once were designed in large cabinets for the whole family, many of them come in lightweight portable versions.

Youth market

The industry is placing an increasing emphasis on the youth market, which crosses all product lines in its demand for goods. This exploding youth market has stimulated the development of the young look for the industry's products, along with a fresh emphasis on moderately priced travel versions.

The outline of the future, as discerned from the exhibits at the show, is the integrated circuit which can combine the functions of many individual components on an almost microscopic chip of semiconductor material.

Among the advantages of the integrated circuit are the extremely small size, low power drain, ultra-reliability and eventually, very low cost in mass-production.

Highlights of the year

The highlights of this year's show include a palm-size portable television set with a 1½-inch screen weighing 1.4 lb., a Dick Tracy-type wrist radio which is slightly larger and thicker than a waterproof wrist watch, and a pair of stereophonic earphones to listen to F.M. radio stations. The earphones, with antennae attached, are in fact a frequency modulation radio but it contains a built-in device to separate the sound into two channels to achieve the stereophonic effect.

These items have not yet been marketed but are now in production by the Matsushita Electric Corporation of America. They will bear the brand name of "Panasonic". So far, no

prices have been fixed for the items.

The Clairtone Sound Corporation displayed a light machine that not only produces high-quality stereophonic sound but also provides the room with psychedelic or environmental lighting.

A two-inch thick television set was also featured at the show. This means that much shorter tubes with wider-angle reflections have to be used in the unit. The average thickness of a television set is about a foot and the angle of reflection is 30 degrees.

Another attraction at the show was a portable executive telephone manufactured by Kalop Electronics. It is a self-contained transistorised unit in a leather brief case and operates on rechargeable nickel cadmium batteries. The set sells for US\$2,160 or can be rented for US\$49.50 a month.

Nearly all manufacturers represented at the show displayed tape players, recorders and pre-recorded tapes. American manufacturers are planning to produce a simple payback machine, ready for marketing this autumn, which can use both types of tape cartridges that are on sale in the U.S. market. These machines would be the counterpart of the standardised record players playing both 45 r.p.m. and LP records.

Standardisation of tape cartridge configuration

The current topic in the trade is a standardisation of tape cartridge configurations.

Trade sources predict that six million tape recorders of all types will be sold this year, of which about 2 million would be of the cassette type. Sales last year reached about 5.5 million units, of which 1.37 million were cassettes.

Among the transistor radios on show, many were table models, radio-clock combina-

(Cont'd. on P.9)

AROUND AND ABOUT AT THE BERLIN FAIR "PARTNERS FOR PROGRESS"



The British Ambassador to the Federal Republic of Germany, Sir Roger Jackling accompanied by Lady Jackling, is seen here at the Hong Kong Pavilion, with Mr. J. B. Kite (right) Secretary of the Chamber.



The British Ambassador to Federal Republic of Germany, Sir Roger Jackling, is enjoying an electric horse racing game at one of the stands of the Hong Kong Pavilion. Next to him is Mr. J. B. Kite, Secretary of the Chamber, who led the Delegation to the Fair.

Two German traders are familiarizing themselves with consumer products displayed at one of the stands in the Hong Kong Pavilion.



Sir Roger Jackling, (right) the British Ambassador to Federal Republic of Germany, and Lady Jackling in the course of their tour of the Hong Kong Pavilion.



A side view of the Hong Kong Pavilion.

British businessmen are once again chided for not taking full advantage of the potentials awaiting them in Hong Kong.

Time We Pulled Out A Few Stops

This is the headline on an article written by Mr. M. P. V. Hannam, the Principal British Trade Commissioner in Hong Kong, for a broadsheet produced by the British National Export Council Asia Committee.

In an outspoken hard-hitting statement directed towards British exporters, Mr. Hannam writes:

Two months after devaluation, with stocks of British goods dwindling, Hong Kong importers are still awaiting confirmation of new price structures on merchandise either in transit or on order.

Some British manufacturers indicated that existing orders would be honoured at pre-devaluation rates, others altered the terms of their agreements, others utilised price structures that suggested they were unaware that Hong Kong (after partial revaluation) had created a new exchange rate. A great number waited for the dust of devaluation to settle.

With large quantities of post-devaluation consignments from all over the world entering Hong Kong, agents of British firms are bound to interpret this uncertainty as a sign that Britain no longer considers Hong Kong a safe market.

At the same time many export managers still consider that the backwash from events in China have made Hong Kong unsafe for British traders.

False Impression

Part of this picture is undoubtedly due to the publicity given to last year's disturbances by British television whose dramatic shots of riots made the island appear a second Aden. In fact the scattered disturbances had little effect on the population and even less on trade.

As the newsreels in Britain were showing riot pictures, Hong Kong was being visited by a large American trade mission.

The Danes were boosting food-stuffs. The French were holding a major promotional campaign to boost their exports to the Far East. Any city which gives publicity to these types of promotion cannot be on the verge of anarchy and revolution.

The fact is that Hong Kong, like any other major capital of the world, has a vast, closely-packed population.

Major Trading Nation

It is hardly surprising, therefore, that among these four million people, isolated outbreaks of violence do occur. But if a football riot is televised from Highbury it has little effect on those living outside the area. There is no effect on business carried out by the City of London.

So it is with Hong Kong. At the height of the disturbances, business continued and Hong Kong's exports rose by 12% over the same period in the previous year.

One of the world's major trading nations, Hong Kong's combined imports and exports in the first 11 months of 1967 were worth well over £1,000m. at the old rates of exchange. Of her production, 85-90% was marketed outside the colony.

Figures like these speak for themselves. No one can deny that Hong Kong's industrialists are able to offer expert judgment on the performance of foreign business interests who supply the goods and raw materials purchased by the colony.

£400m Untapped

Each year Hong Kong imports £600m. of which Britain

supplies 10%. From the balance, a further £200m. comprising food, grain, dairy produce, oil, coal, raw cotton and wool, is of little interest to British exporters.

This still leaves an untapped £400m. which, if we contested the aggressive marketing and advertising techniques of our competitors could result in a greatly increased share of trade for Britain.

Opportunities

With British exports currently divided equally between capital and consumer goods, there is little point in offering a detailed assessment for heavy generating machinery, boilers, transport or telecommunications equipment. This demand will grow with the economy of Hong Kong. Current plans by the Hong Kong colonial government include vast water supply, desalinisation and conservancy schemes.

The other heavy sector of the Colony's industry is steel rolling, shipbuilding and breaking. Ship repair firms are active and the building of small vessels and pleasure craft is a prospering industry.

Hong Kong's airport and docks are major ports of call and, with plans for a container port currently being discussed, there is a heavy demand for cargo-handling equipment of all types.

Sell Anything

At the British Week in Hong Kong two years ago, I said that anything will sell in Hong Kong providing it is competitive, well advertised and strongly marketed.

This situation is still true except for exporters of agricultural

(Cont'd. on P.9)

PEOPLE AND PLACES

*A digest of Chamber news
and visitors.*

Sir Sik-Nin Reappointed

Sir Sik-nin Chau has been re-appointed as Chairman of the Hongkong Trade Development Council for a further term of two years.

The re-appointment came to effect from September 30.

Also re-appointed are Mr. Dhun J. Ruttonjee, Mr. Daniel Lam See-hin, Mr. Francis Tien Yuan-ho, and Mr. J. A. King as members of the Council for a further term of one year with effect from the same date.

Ex-officio members of the Trade Development Council consist of the Director of Commerce and Industry, the Director of Information Services, the respective chairmen of the Hongkong General Chamber of Commerce, Mr. M. A. R. Herries; the Federation of Hongkong Industries, Dr. S. Y. Chung; the Hongkong Tourist Association, Mr. Harold Lee; the Exchange Banks Association, Mr. P. A. Graham; and the president of the Chinese Manufacturers' Association of Hongkong, Dr. C. W. Chuang.

H.K. Trade Statistics

H.K. trade statistics for the period of January — August, 1968 analysed from the published figures of the Census and Statistics Department are available to members. These include H.K. Overall Trade, H.K. trade with U.K., U.S.A., Canada, West Germany, Sweden, Norway, Denmark, Switzerland, Belgium / Luxemburg, Italy, China, Japan, Australia, Netherlands, New Zealand, South Africa, France, Austria, Singapore, Indonesia, Taiwan, Philippines and the Republic of Korea.

Swedish Mission Due

A delegation from the Swedish Association for Metal Transforming, Mechanical and Electromechanical Engineering Industries will be visiting Hong Kong from 1st to 5th November, 1968.

Details of the delegation are listed below for reference:—

Mr. Gosta Hagglund, Chairman, AB Hagglund & Soner (Manufacturers of equipment for ships and mines, various electrical products etc.)

Mr. S. Christensson, Managing Director, Backer Elektro-Varme AB (Manuf. of Electric tubular element)

Mr. Johannes Baecklund, Director, Mr. Bengt Almen, Chief engineer, Fagersta Bruks AB (Manuf. of high quality iron and steel, cemented carbide products)

Mr. Sven Broman, Managing Director, Mr. Dick Gelbjerg-Hansen, Director, Edw. H. Thomee AB (Manuf. of various forging products)

Mr. S. Eliasson, Director, F. E. Lindstrom AB (Manuf. of Pliers, nippers, pincers)

Mr. Arne Jonsson, Director, Joh Mustad AB (Manuf. of screws and bolts, nuts, rivets and washers, drop forging, machine parts turned on automatic lathes, stainless steel equipment and transport utensils for foods industries and hospitals, display stands and electronic musical instruments)

Mr. Donald Svensson, Chief engineer, AB Optimus (Manuf. oil, kerosene, spirit, gasolene and LP-gas burning Stoves and ranges for household and camping; blowlamps, soldering butts; hurricane lanterns, table lamps and similar apparatuses and equipment. — Padlocks; Safe locks, furniture locks — door closers. Suction pumps for medical use.)

Mr. N. Malte Nilsson, Managing Director, Mr. Yngve Carlen, Sales manager, AB Slipmaterial-Maxos (Manuf. of grinding wheels, abrasive paper and cloth, grinding machines)

Mr. Nils-Olov Engstrom, Technical director, Gusums Bruk AB I (Manuf. of various metal products)

Mr. Bertil Pilcrantz, Engineer, AB Svenska Kullagenfabriken (Manuf. of ball bearings, roller bearings, power transmission, measuring tools, thread-cutting tools, parts and accessories for textile machinery).

Mr. C. Kilde-Hansen, Director, Danfoss A/S, Nordborg, Denmark

Mr. Pentti Helpio, Engineer, Nystads Varv AB, Finland

Mr. Viktor Sergejeff, Engineer, Hackman & Co., Sorsakoski Bruk Finland

Mr. Olle Bjorck, Director, Swedish Association for Metal Transforming, Mechanical and Electromechanical Engineering Industries.



Five members of a Pakistan Textile Sales Mission led by Mr. Mohammad Hanif and accompanied by Major Ahmad Ali Khan, Pakistan Government Trade Commissioner, called on the Hong Kong General Chamber of Commerce where they were received by Mr. R. T. Griffiths, Assistant Secretary of the Chamber, assisted by Mr. C. Tsang and Miss B. Chiu.

Discussions ranged over the importance of Hong Kong as one of the most valuable of Pakistan's markets, the system of import control in Pakistan, the prospects for the sale of Hong Kong products in Pakistan, and labour relations in the respective countries.

Mr. Hanif undertook on his return to Pakistan to stress the high quality and competitiveness of products now originating in Hong Kong. He hoped that constant contact with the Hong Kong General Chamber of Commerce would be maintained.

Our picture here shows Mr. Griffiths with members of the Mission.

ROUND ABOUT

P.R.O. for British Trade Commission

The first holder of a new post Trade Commissioner (Press Relations) in the Office of the British Trade Commission took up his duties on 2nd October. He is Mr. Christopher Rounthwaite who has spent the last 18 months in the British Embassy, Djakarta. His main responsibilities will be firstly to assist in the promotion of British commerce and trade in the Colony, and secondly to broaden the understanding of British economic policies and achievements.

For further enquiries please contact:

Mr. D. C. Rounthwaite, British Trade Commission, 707 Shell House, Hong Kong. Tel: 230176.

"Doctors in Industry"

The functions of occupational health services in industry and commerce are described in a booklet entitled "Doctors in Industry" published by the Labour Department.

The booklet, in English and Chinese, also explains the advantages of such services to both employer and employee and suggests the form that they should take.

It is hoped that the information contained in the booklet will prove of interest and value to many employers and will stimulate them to provide services of this nature or to improve their existing ones.

Copies of the booklet have already been sent to all industrial undertakings employing more than 500 employees.

Economic Scene

A series of public lectures "Hong Kong Economic Scene III" is being offered by the University of Hong Kong, Department of Extra-Mural Studies at Lecture Room North,

Japan Calls for More Expo Exhibitors

The Japan Association for Expo '70 will send eight special missions to 50 countries in the next few months in a bid to win participation of as many governments as possible in the Orient's first world exposition.

Thirty-eight countries have so far decided to take part in the Japanese exposition. However, the Expo Association hopes to attract at least 70 countries.

The missions will be similar in nature to two which are already aboard. Expo vice president Shozo Hotta is presently visiting six European countries — Italy, Spain, Luxembourg, Iceland, Vatican City and San Marino. Koichiro Asakai former ambassador to the United States is currently leading a mission to Nepal, India, Afghanistan, Pakistan and Ceylon.

The eight special mission will visit other countries in Europe, West Africa, East Africa, South America, Central America, Asia and the Middle East between now and the end of the year.

Each of the mission leaders will act as special envoys of International Trade and Industry Minister Etsusaburo Shiina, concurrently minister in charge of Expo '70. The mission leaders will be assisted by one of the 13 Expo liaison officers who will conduct business level negotiations.

The Japanese hope to convince the government of the

State of Hawaii to take part in the 1970 fair separately from the U.S. government because of the high number of the state's population whose parents or grandparents came from Asia.

The 1970 exposition should cost Japan more than 82,000 million yen, mainly because the preparations involve a great deal more than those required for the Olympics of 1964. Groundwork at the Senri Hills site just outside Osaka is now nearing completion, with construction of the huge central cooling system and the massive administration building already underway.

Plans for the exposition drawn up by private industrial and business groups and approved by the Expo officials indicate that the Japanese are not going to over-commercialize their exhibitions. The association has issued orders strictly regulating the contents and methods of the individual exhibitions.

No doubt all construction plans submitted by foreign participants will receive a similar checking before approvals are granted. It is the determination of Expo leaders that the fair will do the Japanese credit.

8th floor, City Hall, Hong Kong, every Tuesday as from October 15, 1968 at 8.15 p.m.

The aim of this annual public lecture series is to present to the public an up-to-date background to current economic problems, and to introduce the underlying principles and policies which may influence or determine economic thinking and action in Hong Kong.

Airport Terminal to Expand

Hong Kong's Kai Tak Airport terminal building is to be modified to cope with the increased passenger traffic.

Major features of the \$15 million modifications are: the complete separation of arriving and departing passengers to provide a smooth one-way traffic flow; and "open front" customs,

immigration and health processing of all passengers.

To Link HK with Luxembourg

Eagle International (Hong Kong) Limited has submitted an application to the Hong Kong Air Transport Licensing Authority for a once weekly flight between Hong Kong and Luxembourg.

This was announced by Mr. W. S. Collier, Chairman of the Air Transport Licensing Authority, in a notification in the Government Gazette.

The airline intends to operate the once-weekly service for the carriage of passengers, freight and mails between Hong Kong and Luxembourg using Boeing 707 with intermediate points of call at Bombay and Istanbul for non-traffic purposes.

Time We Pulled Out a Few Stops — Contd.

and contractors' plant or plant for the steel and shipbreaking industries.

On the consumer side, the prospects are just as diverse. The customers are the half-million tourists who pass through the Colony each year as well as Hong Kong's own population who, after Japan, have the highest standard of living in Asia and are willing to spend money on imported products. Competitive foreign products are ready to take over from familiar British brands and agents are openly commenting on the vacillation of Britain's manufacturers.

Hong Kong is tiny and there may be backwash from China's cultural revolution. But the Colony is determined to stay in business. Who gets that business depends on you!

Market Choice

The choice of markets to visit is carefully weighed. It is best to expand an already valuable market or is it better to try one not extensively penetrated so far by British trade? There is no simple answer but frequently a new trend, perhaps a more liberal attitude to importing or, say, the development of a new trading bloc will give a useful lead. Follow-up operations both by repeated group visits as well as by individual companies participating in them is a most important factor always in the Chamber's mind.

Do missions or groups obtain export orders? There is, not unnaturally, a strong incentive to translate all such group efforts into impressive sales figures. The Chamber has learnt, however, from its wide experience that while individual and sometimes very spectacular successes are not infrequent, long-term results are of far greater significance. To establish either a line of goods or highly technological equipment in a sophisticated market is a long continuing exercise needing constant care and attention. "Instant" success is rare and rarer still if maintained by other than careful market cultivation. A company's agent, his contacts, both

private and governmental, his customers and his new outlets, are all stimulated and encouraged when brought into contact with well led, well briefed, effective export teams of British salesmen, especially when their visit is plainly seen by correct sponsorship and carefully cultivated publicity to be a fully co-ordinated effort. In this context even good connexions with the market can be improved further.

Consumer Electronics Show — Contd.

tions, desk sets, travel and pocket models. American manufacturers seem to have stopped using hard plastic casings, except for kitchen models, in an effort to avoid the "cheap look". Artificial leather and wood casings are popular this year.

Figures compiled by trade sources show that during the past 20 years, Americans bought nearly 413 million radios. An upsurge of consumer interest in frequency modulation radios has been a pronounced trend of the past several years.

In 1967, 34.3 per cent of all table, clock and portable radios sold in the United States were designed to tune the FM band, the vast majority of these being combination FM-AM radios. In addition, FM last year made its first important inroads into the car radio market where it totalled 10 per cent of unit sales.

Imports are accounting for an increasing share of the American radio market and now total more than 50 per cent of unit sales. Many of the imported radios are built by overseas affiliates of American manufacturers or made to American specifications for sale under certain brand labels.

Another branch of the radio family is the low-power sending and receiving transceivers designed for short-distance use and requiring no official licence. Virtually all transceivers are imported.

The annual Consumer Electronics Show is sponsored by the Consumer Products Division of the Electronics Industries Association. Unlike the Toy Trade Fair, there are no restrictions on

foreign manufacturers' participation in the Consumer Electronics Show.

Number of participants

This year, Telefunken, Grundig, Sharp, Yamaha, Hitachi, National and Toshiba, among many other foreign exhibitors, took part in the display.

According to Mr. Charles Shitow, president of the organisation of the same name managing the Show, exhibition space rates range from US\$3.5 to \$4 per square foot and the minimum available area is 250 square feet.

Hong Kong last year sold 7.3 million sets of transistor radios to the U.S. market, out of a total of 11.5 million sets shipped to 81 overseas markets. The total value of Hong Kong transistor radios exported to this country stood at US\$21.6 million in 1967.

In the same year, the U.S. also imported 161 million transistors from Hong Kong. The majority of them was manufactured by American firms operating factories in the Colony.

Opinion on import controls

At the moment, the electronics industry is divided in its opinion regarding import controls. A spokesman for the Consumer Products Division of the Electronics Industries Association has advocated an open market without import controls.

On the other hand, a group of electronic component makers within the same association claims that is is a "victim of uncontrolled massive attacks" from foreign suppliers. It proposes that imports be regulated to a fixed share of the American market.

While admitting employment in the consumer electronics products industry reaching a peak only 19 months ago, these manufacturers say that since then 45,000 workers have to be retrenched, and the components industry has seen nearly 46,000 workers go jobless since October 1966.

Despite this proposal for import controls, the E.I.A. spokesman has reaffirmed that American component makers are not facing a depression but rather "aggressive and prosperous" and are in need of no protection from imports.

NEWS FROM D. C. & I.

Iceland

The Icelandic Government have introduced with effect from September 3, 1968, a provisional law imposing a 20 per cent import levy.

The text of the provisional law is as follows:

I. A 20 per cent import levy, payable to the Treasury, will be applied on the c.i.f. value of all imported goods. The charge will be collected in accordance with Law No. 63/1968 concerning the customs tariff and Law 68/1956 on customers clearance and inspection.

The levy will be imposed on all goods which are presented for customs clearance on or after September 3, 1968. Customs clearance documents presented before September 3, 1968 and for which all other processing is complete, will be exempt from the levy as laid down in the first paragraph, provided that final clearance takes place before September 10, 1968. The import levy will be applied to goods released from customs against deposit in accordance with Article 22 of Law No. 63/1968, except where final clearance takes place within two months of the promulgation of the present law.

II. The Treasury shall be authorised to pay compensation where the import levy would result in an increase in the price of fuel oil, containers for fishery products, fishing gear (not produced locally), and fodder for agricultural use.

III. It is not permitted to increase the price of stocks of goods on which the import levy has not been paid, or of stocks of industrial products made from materials on which the import levy has not been paid. This applies to stocks on which the import levy has not been paid which are not actually in the hands of the importer.

The Price Commission may authorize increases in the commercial mark-up not in excess of 30 per cent of the amount of the increase in price caused by the import levy.

IV. Where goods on which the import levy is paid are imported on credit terms with the approval of the appropriate Icelandic authorities, the Treasury

has authority to grant a refund of the import levy, or a part thereof, up to the amount of the increase in the Kronur price of the goods caused by any further measures taken during the payment period.

V. The Government has the authority to place a 20 per cent levy on all foreign currency acquired for travel abroad. This will be payable to the Treasury, which will apply any further regulations concerning the collection of the levy.

VI. This law takes effect immediately and is valid until November 30, 1968.

(Mr. J. K. H. Yue, Tel. H-451919)

Israel

The Department has just received a copy of the amendments to the Israeli Customs Tariff which came into force on 1st October, 1968. These amendments, covering 523 items, consist of reductions to both specific and ad valorem rates of duty. Details of the items of interest to Hong Kong are set out at enclosure I which is available at the Chamber.

(Mr. T. H. Chau, Tel. No. H-431233)

Hong Kong to Limit Exports of Garments to Norway

The Hong Kong Government has agreed to limit exports to Norway of certain cotton garments (infants' nightwear, men's and boys' slacks, and skirts and dresses), of woollen and acrylic fibre sweaters for women and girls and of polyester, nylon and rayon blouses.

Commenting on this agreement Mr. T. D. Sorby, Director of Commerce and Industry, recalled that in March this year the Norwegian Government had asked Hong Kong to limit exports of all garments of cotton, wool and other fibres.

Subsequent to this, consultations had been held between representatives of the two Governments in Oslo and London. Further consultations, in which Hong Kong was represented by Mr. D. H. Jordan and Mr. D. G. Jeaffreson of the Commerce and

Industry Department, have been held in Hong Kong over the past four days.

In the course of all these discussions it has been possible to isolate the particular garment items that are considered to be damaging the Norwegian industry, and of which Hong Kong is a principal supplier, with its products holding a major share of the market.

"Our agreement to limit these exports was taken only after a careful examination of the evidence put forward by the Norwegian representatives," said Mr. Sorby. "I have as usual consulted the Cotton Advisory Board at each stage of the discussions. We are satisfied that the level of our exports of these garments has created genuine difficulties for the Norwegian industry. Norway is a relatively small market and in the categories concerned we had obtained a large share of it."

The restraint on cotton garments will run for two years from October 1, 1968 but that on the other garments will be for one year only.

As has already been announced, export licensing for the garments to be subject to export restraint is being suspended. It will be resumed as soon as the administrative arrangements for the control of the trade in 1968/69 can be made. Full details of these will be announced as soon as possible.

Children's Anoraks

The British Home Office has recommended to garment manufacturers that when manufacturing children's anoraks, they should incorporate the following modifications: — (1) it should be a principle of children's clothes that strings do not go round the neck; (2) draw cords should preferably not be used in anorak hoods and should be eliminated by the adoption of such devices as elasticated facepieces or button-up type throat tabs. If cords are used, they should not have toggles or cords on the ends. "Shoe-lace" type ends are probably the best alternative; (3) the breaking strain of draw cords, if used, should not exceed 10 to 12 lbs.; (4) the cord should simply be sewn on to the end of the face-piece without taking it right round the hood.

New International Coffee Agreement

The International Coffee Agreement 1962, to which the United Kingdom Government acceded on Hong Kong's behalf, expired on September 30, 1968. It has been replaced by a new International Coffee Agreement 1968. At the request of the Hong Kong Government the provisions of the new Agreement will be extended to Hong Kong which therefore continues to be a member of the Agreement.

Under the terms of the new International Coffee Agreement, as in the old one, member countries are to restrict imports of coffee from non-member countries to quantities determined by the International Coffee Council.

Hong Kong's quota for imports of non-member coffee has been fixed at approximately 1.6 million lbs. for the "coffee year" commencing on October 1, 1968, according to a spokesman of the Commerce and Industry Department.

The Department is now prepared to consider applications to import coffee from non-members for local consumption. Applications will be considered on a firstcome-first-served basis until the entire quota is committed. Coffee imported for local consumption may not subsequently be re-exported.

Applications to import non-member coffee for re-export will not at present be considered, the spokesman said.

In respect of coffee imported from member countries, import licences will continue to be issued on the production of Certificates of Origin with Coffee Export Stamps affixed on them or Certificates of Re-export, the spokesman added.

TRADE FAIRS

FRANCE.

The chamber has received one admission ticket to the 5° Salon Feminin Du Pret a Porter Francais De Luxe to be held at the Hilton-Paris, France, from 9th to 14th November 1968. This will be given to interested members on a first come first served basis.

INDONESIA.

The Engineering Exhibition will be held from 20th November to 10th December 1968 in the Istora Building, Senajan, Djakarta.

MEMBERSHIP

New Members

Borneo, Greenland & Co., Ltd.
Wing On Life Bldg. 9th floor,
Hong Kong.

Hacny Buying Service 73
Tung Chau Street, 5/F, Hing
Yin Bldg. Kowloon.

Hing Yu Metal Works 22-30
San Po Kong Fty. Bldg. Block
5, Ground floor, Kowloon.

Hongkong Manufacturers As-
sociates 405B Peter Bldg. 58-62
Queen's Road C, 4th floor, Hong
Kong.

Houtoku Furniture H.K. Ltd.
10-12 Causeway Road, G/F,
Hong Kong.

Lam Kee & Company No. 26,
Block 5, Lee Cheng Uk Estate,
Kowloon.

Loyalty I. & E. Co., Ltd. 126
Jervis Street, Ground floor,
Hong Kong.

Mandarin Hair Products Ltd.
28B Stanley Street, 2/F, Hong
Kong.

S. T. Mansfield Trading Co.
1502 Wing On Central Bldg.
Hong Kong.

Philip Trading Co. 619A
China Bldg. 6/F, Hong Kong.

Quanta Trading Co. 802A
Everest Bldg. 241-243 Nathan
Road, Kowloon.

Ronald Trading Co., Ltd. 18
Fenwick Street, 5/F, Hong Kong.

Sik Lau & Company 903 Stag
Bldg. 148-150 Queen's Road C.,
Hong Kong.

Smartaire Manufacturers Ltd.
30 Factory Street, Shauiwan,
Hong Kong.

Spano International, Room
503, 5/F, General Commercial
Bldg. 156-164 Des Voeux Road
C, Hong Kong.

Star Ruby Tourist Consultants
516A Central Bldg. Pedder
Street, Hong Kong.

Union Bras Co., Ltd. 1602A
Realty Bldg. 71 Des Voeux Road
C, Hong Kong.

The Union Traders of H.K.
Plastic Mnfrs. 604-5 Prosperous
Bldg. 48-52 Des Voeux Road C,
Hong Kong.

Victory Company Block B,
Kwong On Bank Bldg. 2/F, 8-
14 Yee Wo Street, Hong Kong.

Yuen Hing Hardware Co. 312
Reclamation Street. Kowloon.

Ceased to be Member

Radha Kishoo & Co. 79
Wyndham Street, 3rd floor,
Hong Kong.

Resignation

Hin Fat & Co., Ltd. 619-622
Mercantile Bank Bldg. 9 Ice
House Street Hong Kong.

Change of Address

L. K. Associates Co. Room
1101 Regent House Queen's Road
C, Hong Kong.

(Formerly Room 1205 Regent
House)

Cathay Advertising Ltd.
Rooms 707-710 Realty Bldg.
7/F, 71 Des Voeux Road C, Hong
Kong.

(Formerly 430 Alexandra House)

Holms Trading Company
Room 701 Regent House, 7th
floor, 84-90 Queen's Road C.
Hong Kong.

(Formerly 209 Regent House)

The International Marketing
Exchange Ltd. 39 Wyndham
Street, Ground floor, Hong Kong.
(Formerly 708 Union House)

Mandarin Mnfg. Supplier
Corp. Ltd. Room 1606 Star
House, Harbour Centre, Kow-
loon.

(Formerly 615 Gloucester Bldg.)

Northern Feather Works Ltd.
1302 Chartered Bank Bldg. Hong
Kong.

(Formerly 902 Chartered Bank
Bldg.)

Thakkar & Company Room
506 Great China House, 14-14A
Queen's Road C, Hong Kong.
(Formerly 629 Central Bldg.)

TENDERS

Hong Kong

Tenders are invited for the following:—

Tender Reference	Subject
PT/99/68	Supply of Australian hardwood sleepers
PT/100/68	Purchase from the Hong Kong Government of used motor vehicles
PT/101/68	Supply of Universal milling machine
PT/102/68	Supply of guillotine and folding machine
PT/103/68	Purchase from the Hong Kong Government of old rails, old rail checks and old rail switches
PT/104/68	Supply of hydrated lime
PT/105/68	Supply of PVC butterfly valves.

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

香港總商會

雙週刊

一九六八年九月十五日

一九六八年國際咖啡協定 非成員國輸港咖啡

總額為千六百萬磅

英國政府為香港而允諾的「一九六二年國際咖啡協定」，已於本年九月卅日終止，將由新的「一九六八年咖啡協定」取代。

在香港政府要求下，新協定的臨時協約，將指定香港繼續為此一協定的成員。

依根新的國際咖啡協定，所有成員國家需限制非成員國家將咖啡入口，而由國際咖啡委員會決定。

據工商業管理處一位發言人表示：由本年十月一日起，非成員國家輸入本港咖啡，已擬定為一千六百萬磅。

目前該處正考慮非成員國家輸入咖啡的申請，而應付本港的消耗，所有申請書以先到先辦，直至滿額為止。輸入本港的咖啡，是不能再予轉口的。

該發言人表示：現時將不致慮非成員國家輸入咖啡，作轉口的申請。

至於成員國家，其入口許可證，仍將依據來源證加蓋咖啡出口印花稅，仍繼續發給。

香港政府已應諾限制若干棉織衣服輸往挪威，這些棉織衣服包括：幼兒服、男裝及童裝睡衣、裙衫、羊毛纖維的汗衫，以及屬尼龍性質的外衣等等。

工商業管理處處長蘇弼棉在評論此一協定時，表示：今年三月挪威政府已要求香港政府，限制若干棉織衣服輸往挪威。蘇處長說：「我們應諾限制這些棉織衣服出口，是經過仔細研究而決定的。每一次磋商情形，我都與棉業諮詢委員會作詳細討論的。」

據悉，有關棉織衣服限制係由本年十月一日起生效，為期兩年，至於其他衣服則為期一年。

短評

△海事署長梅禮彬在聯... 合國亞遠經委會舉辦的港口... 研討會上指出：倘若船務公司或代理公司對所屬輪船的細則，提供詳盡的資料，對港口設置將有更多的改善。

他說：「即以香港來說，就缺乏有關港口交通的獨特知識。」梅氏又說：港口當局必須經常留意其他港口的發展情況。

亞遠經委會舉辦的港口研討會，係於星加坡召開，出席代表來自亞洲及遠東區的國家或地區。

△由瑞典五金機器及電子機器工程協會組成的一個貿易代表團，將於十一月一日至五日訪問香港。各會員有與該團接觸者，請與瑞典駐港總領事聯絡。

周錫年爵士再掌

香港貿易發展局

周錫年爵士再度被委任香港貿易發展局主席，由本年九月卅日開始，為期兩年。

同時，被再度委任的有：鄧律敦治、林思顯、田元瀨及金其峯等四人，由同日開始，出任董事，為期一年。

香港貿易發展局當年董事，包括：工商業管理處長、新聞處長，香港總商會主席赫里士，香港工業總會鍾士元博士、香港旅遊協會利孝和、外匯銀行公會賈乃涵、中華廠商聯合會莊重文等。

△勞工署最近出版了一本中英文對照的小冊「工業中的醫生」，以指導工商業在操作時的衛生服務。該小冊解釋了此項服務對僱工及僱主的利益，及提供了他們應採取的步驟。

英國駐港商務公署

劉福維任新聞主任

英國駐港商務公署，由十月二日開始，新添置了一個主管新聞事務的貿易專員職位。此項職位已由曾任職耶加達英大使館十八個月的劉福維出任。

劉氏的職務分有兩方面；其一，協助促進英國在港的商業及貿易；其二，將英國經濟政策及其表現，予人廣泛的瞭解。

國際羊毛秘書署

執行董事明年 梅登出任

澳洲聯邦事務部基本工業組永遠主管梅登，將出任國際羊毛秘書署的執行董事。這是國際羊毛秘書署主席威廉斯爵士日前在雪梨宣佈的。

梅登現年四十六歲，由一九六二年即出任澳洲聯邦部基本工業組永遠主管。

威廉斯爵士在宣佈此一消息時指出：梅氏出任該職是勝任的，其對羊毛工業及國際貿易的經驗，是特出的，是該署所需要的。

梅氏已婚，有一子一女。他已定明年中離開坎培拉，前赴倫敦履新。