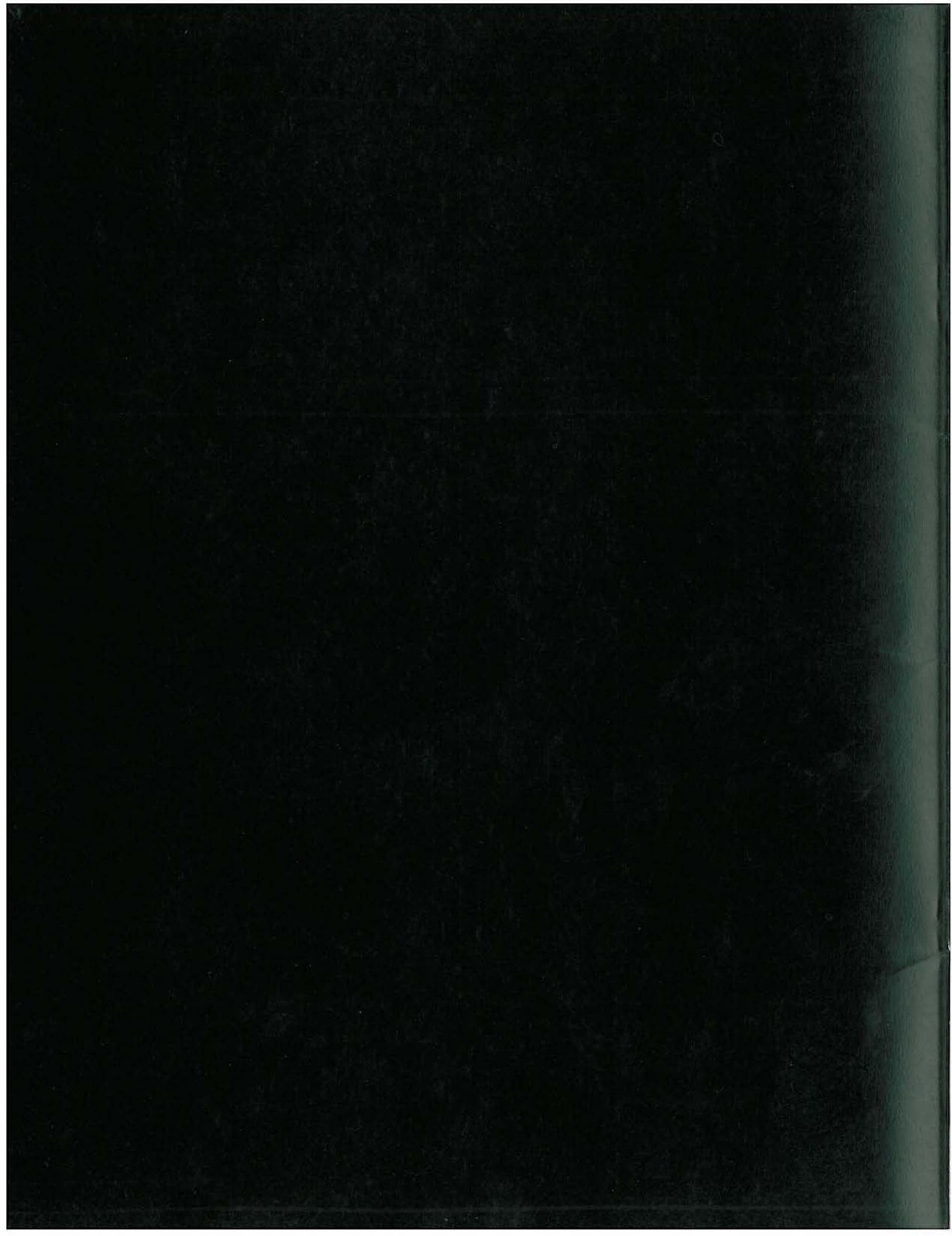


**THE HONG KONG
GENERAL CHAMBER
OF COMMERCE
ANNUAL REPORT
AND ACCOUNTS
FOR 1971**





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General Committee

Hon. G.M.B. Salmon
(Chairman)

P.G. Williams
(Vice-Chairman)

Hon. T.K. Ann, OBE

Hon. H.J.C. Browne, OBE

R. Burrell, DFC

Hon. Sir Sik--nin Chau, CBE

Hon. Sir Douglas Clague, CBE, MC

H.P. Foxon

H.C. Fung, OBE

L. Kadoorie, CBE
Chev. Leg. d'Honneur

Hon. Sir Yuet-keung Kan, CBE, LLD

H. Keswick

K.A. Miller

N.A. Rigg

Hon. G.R. Ross, OBE

Hon. J.A.H. Saunders, CBE, DSO, MC

Director

J.B. Kite, OBE

Bankers

The Hongkong and Shanghai
Banking Corporation

Treasurers

Lowe, Bingham & Matthews

Chairman's Statement

The Chairman's Statement in the Annual Report has hitherto attempted to provide a panoramic review of Hong Kong's international trade and domestic affairs. An incidental and wholly beneficial result of wider participation in Chamber work, following the restructuring and expansion of our committee system, is that the Chairmen of the specialist committees can report on matters within their terms of reference and so enable the Chairman to concentrate on those points which seem to him particularly worthy of comment and to claim the prerogative of the elder statesman to advise, warn and even sometimes to praise.

1971 has been yet another exciting but more often traumatic year for commerce and industry and has, as in few previous years, tested the quality of managerial decision-making both strategic and tactical. Some commentators, who should know better, have been guilty of rationalising our reaction to adversity to the extent of declaring that Hong Kong thrives on riots, typhoons and the threat of economic disaster. It is of course much nearer the truth that Hong Kong thrives despite vicissitudes such as Typhoon Rose which in 1971 took a sad toll in human life and personal suffering.

The concern expressed in my Statement last year about the resurgence of protectionist sentiment in the USA proved unfortunately to be justified by events. The Presidential measures announced on August 15th were followed by further restrictions in such key-markets as UK, Canada, Denmark and Australia. The removal of the American surcharge following a realignment of international currency exchange rates prevented a serious situation for Hong Kong from deteriorating rapidly and with the ending of a crippling dock strike on the West Coast of America we can at least move our goods, which have been accumulating, to American importers.

America's agreements with the EEC and Japan on trade liberalisation measures as a necessary precondition for the de jure devaluation of the US dollar in terms of gold are most welcome and, although designed to

redress the USA trade imbalance, could also provide an opportunity for Hong Kong to improve its own export performance, particularly in Japan, our principal source of supply.

It is necessary yet again to remind our overseas suppliers that Hong Kong is completely dependent on them for raw materials and capital goods but that our capacity to buy from them depends on their readiness to buy from us. Their failure to do this can only result in a reduction of their exports of raw materials and capital goods to Hong Kong. A review of international trade in this Report draws attention to our 1971 imports of textile machinery. Many machinery orders were placed in reasonable anticipation of a modest growth in textile orders. The imposition of "voluntary" quotas in USA and of "involuntary" quotas in UK led to the cancellation, and, where this was not possible, the diversion of machinery orders. The threat of additional restrictive measures will result in Hong Kong's inability to invest further in re-equipment. In 1971 this is believed to have amounted to some HK\$290 million for specialised synthetic fibre machines alone.

Britain's entry into the EEC has been regarded as a foregone conclusion by most Hong Kong businessmen and industrialists and we look to Her Majesty's Government to secure sympathetic and realistic treatment for Hong Kong. Commonwealth Preference will have been phased out to zero by July 1st, 1977. We will then face the full EEC common external tariff and may well find ourselves at a tariff disadvantage with those countries which enjoy associate status in EEC.

The changing situation presents a challenge to us all, especially the Trade Development Council who, while still maintaining a strong representation in our main markets, have wisely decided to diversify their 1972/73 programme and are breaking new ground in trade promotion, a policy we have long advocated. With a greatly strengthened and considerably more active international trade section the Chamber is now geared to co-operate more closely with the Trade Development Council. It would make good sense for both organisa-

tions to seek a more effective and rational combination of resources since our ultimate objectives are after all the same. We have continued to assist the Council in the reception of inward missions and we look forward to a more effective partnership in the promotion of out-going trade missions.

A particularly pleasing feature of 1971 has been the improved co-operation among Chambers of Commerce in Hong Kong. We will endeavour to nurture this by more frequent informal meetings and the offer of our specialised Facilities. The endeavour to strengthen the links with leading overseas Chambers of Commerce continues by means of a quarterly newsletter and personal contact. While leading a TDC mission to Scandinavia, I was able to visit Chambers in Denmark, Sweden and Norway. On a visit to Australia, I took the opportunity to call on Chambers at Sydney, Melbourne and Perth and more recently I had a most useful discussion with the President of the Japanese Chamber of Commerce in Tokyo. Our Director, Secretary and Assistant Managers in the International Trade Department have made extensive visits to UK and Continental Chambers and to Chambers in East Asia. Further personal contacts will be made in 1972 by staff representatives accompanying Chamber groups planned to visit Australia and New Zealand, USA and UK.

In common with many other Chambers, we are most concerned about the implications for our origin certification function of the UNCTAD Generalised Preference Schemes. Welcome as these are, the effect of donor countries' regulations has been to exclude Chambers of Commerce from exercising their traditional and effective role as certifying authorities. An example of the value of personal contact can perhaps be illustrated by the fact that following the Secretary's visit to Singapore and Malaysia in October 1971, a joint representation was signed by the Chairman of the International Chamber of Commerce, Singapore, the President of the International Chamber of Commerce, Malaysia and myself as Chairman of the Hong Kong General Chamber of Commerce and addressed to the International Chamber of Commerce in Paris. On his recent visit to Europe,

the Director followed up this written representation. We hope that our efforts will assist the International Chamber of Commerce in prevailing upon donor countries to accept the certification of those Chambers which possess the necessary experience and resources.

I make no apology for again stressing that Hong Kong's educational system should reflect the fact that Hong Kong is now mainly a manufacturing economy, dependent on exports for survival. Unfortunately there is a tendency to ignore this basic fact of our society and to regard secondary education primarily as a means of gaining university entrance or "white collar" jobs. In secondary education the majority of places are allocated to academic type schools preparing students for the Certificate of Education examination. Insufficient provision is made for the child with a more practical bent. Our secondary educational system should also provide a psychological preparation for entry into an industrial society. It is here that prevocational training could be so valuable.

Government's declared aim is to provide 3 years of secondary education for 50 per cent of the appropriate age-group by 1976. This means that Government will then be fully subsidizing some 50,000 secondary places. Unfortunately only 11,000 of these are to be allocated to prevocational schools; and this despite the fact that many non-government organisations have indicated interest in helping to set up such schools.

We have been glad to welcome to the Chamber many distinguished visitors and missions in 1971 and to list them all would fill many pages. It was a great honour to receive HE the Governor on 3rd January, 1972. Sir Murray visited every department of the Chamber and met staff responsible for departmental operations. His visit, the first by a Governor to the Chamber, has been greatly appreciated by us all.

At a dinner in his honour on 22nd September, 1971, we were able to express our thanks to Sir David Trench for his firm and wise guidance of Hong Kong affairs over a period of seven years.

The Chamber's Special Relief Fund has continued to provide a much needed and appreciated source of assistance to dependents of members of the public service killed on duty and to those who sustained injury. Since the Fund was set up in 1967, it has provided for forty-three cases. Immediate financial assistance has been given and when needs have been assessed, further assistance provided. I thank my co-trustees and the Hon. Secretary for devoted service so readily given.

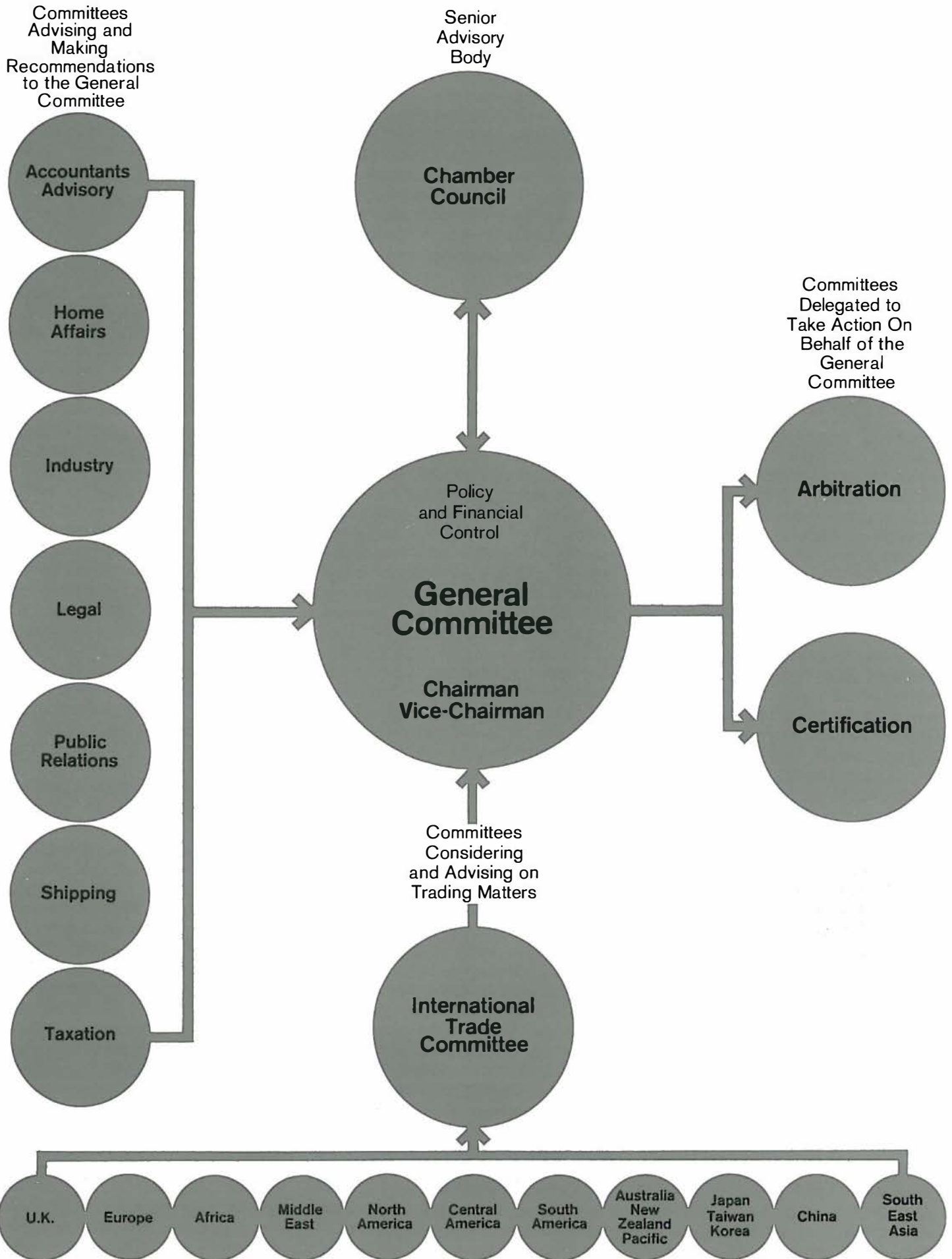
Most of the work put in by Chamber Committee members, many of whom also represent the Chamber on outside Boards and Committees, goes unseen and unheralded. Mention should, however, be made of Dr. Lawrence Kadoorie's service as the Chamber's representative on the Companies Law Revision Committee since as long ago as 1963. An effective and enforceable Companies Ordinance is as vital to companies themselves as it is to Government and to investors. We have every reason to believe that the deliberations of the Committee will result in such an Ordinance.

I am convinced that the Chamber, in line with most other major Chambers of Commerce in other parts of the world, has much to offer toward the solution of Hong Kong's many problems. It is to this end that there was a reorganisation of our committee structure and the establishment of a Council in line with my announcement at the last annual general meeting of the Chamber. The Council has studied such questions of topical interest as education, transport and pollution and every meeting has resulted in a report to the Colonial Secretary. Although so far we have no evidence that specific action has resulted, we should like to think that our views receive the attention of Government. It is not intended to confine Council deliberations to local affairs and we will, as the occasion arises, be dealing with other problems arising from Hong Kong's leading position in international trade.

The Chamber's membership is now over the 2,000 mark and many members are involved in Chamber work. The Chamber is a going concern and must be seen to be so. The Public

Relations Department is fulfilling its role by ensuring that Chamber affairs are fully reported through all media. The new committees have all been hard at work and I thank all committee members for the time and effort they are contributing.





Secretariat

The year 1971 was a year of change for both the Chamber's Secretariat, and for Member companies. During the Annual General Meeting for 1971, the Chairman said that he wished to broaden the base of the Chamber's activities, and to bring more Members into an active role within the Chamber. The results of this intention were revealed to Members at an Extraordinary General Meeting held on June 14th, at which Members authorised the General Committee to go ahead with the revision.

Arising from this, a Chamber 'upper house' – the Council – came into existence. Members of the Council are senior businessmen with considerable experience of Hong Kong, who for a variety of reasons have been unable in the past to offer their services to the General Committee, together with the current members of the General Committee. The Council is essentially an advisory body, since, by the Articles of Association, Chamber policy and the management of its funds must remain with the General Committee.

The Council meets quarterly. Its function is to make available to the Chamber its advice on broader questions affecting the overall interests of Hong Kong commerce and industry, which, in its closer concern with day-to-day policy for the Chamber, the General Committee may not be able to debate as fully as it would wish.

The Council met for the first time on June 21st, and has since met two times.

Together with the establishment of the Council, a far reaching revision of the Chamber's committee structure was undertaken. The old title of 'sub-committee' was dropped, and a number of new committees was established in order to make available to the Chamber expert advice in a variety of areas, and at the same time to bring into the Chamber a number of Hong Kong businessmen whose experience would not have fitted easily into the old sub-committee structure.

Three major new advisory committees

were established to deal respectively with Home Affairs, Industrial Matters and Public Relations.

In addition, the need was re-affirmed for the existing advisory committees in Shipping, Legal matters, Taxation, Accountancy, and the executive committees dealing with Certification, and with Arbitration.

Probably the most far reaching move was the replacement of the previous Imports Sub-Committee and Exports Sub-Committee with an International Trade Committee. This acts as a link between the General Committee and the eleven area section committees whose formation and activities are described more fully on page of this report.

The Credit Information Committee continued in existence during the year, in order to guide the activities of the Chamber's Credit Information Bureau. Toward the end of the year it was decided that the costs of operating the Bureau were out of proportion to the revenue obtained from the subscriptions of Members using the Bureau. Despite efforts to increase the number of subscribers, it was apparent that the service could not hope to become a viable proposition in the immediate future and it was therefore reluctantly decided to discontinue its operations after 31st December, 1971.

The task of seeing through these and related improvements in the Chamber's methods of working fell heavily on the Secretariat. Despite this, normal duties continued throughout the year. Distinguished visitors received included the Rt. Hon. P.A.R. Blaker MP; Mr. S.K. Williams, Ghana's Ambassador to Japan; Lalet Narayan Mishra, India's Minister of Foreign Trade; Mr. Edmund de Rothschild, the merchant banker; Sir Alfred Nicholas, Chairman of the Development Corporation for Wales; Mr. Kam Son, Korean Director of Customs; the Rt. Hon. Charles Fletcher-Cooke, MP; the Rt. Hon. Michael Niblock, MP; members of the South African Parliamentary Delegation – Senator H.F.B. Oehrich, Mr. G.P. van den Burg MP, and Mr. J.C. Greyling, MP; and A.C. George, Indian Deputy Minister of Foreign Trade.

During April, the Hon. H.J.C. Browne, accompanied by Mr. J.B. Kite, represented the Chamber at the 23rd Congress of the International Chamber of Commerce, held in Vienna.

Mr. R.T. Griffiths attended the meeting of CAFE/ECAFE held in Bangkok at the end of October, and the ECAFE meeting held in Bangkok at the beginning of December.

With effect from January 1st 1972, it was decided to change the titles of Chamber senior staff, in order to give a more accurate description of individual responsibilities.

As a result, Mr. J.B. Kite, previously Secretary of the Chamber, became Director. Mr. R.T. Griffiths took over the position of Secretary.

Other affected by the change were executives who had previously all used the title Assistant Secretary. The new titles are: Manager International Trade Department – Mr. S.L. Chung; Manager Certification Department – Mr. A.C.C. Stewart; Manager Public Relations – Mr. Harry Garlick.

Mr. C.K.S. Tsang and Mr. F.M. Castro both became Assistant Managers, International Trade Department, and Mr. W.S. Chan became Assistant Secretary – Membership.

This alteration in titles does not imply any change in responsibilities or status.



Certification

A total of 172,887 certificates of origin were processed during the year, which is a 6.9 per cent decrease on 1970.

This decline in the number of certificates issued can be attributed to two major external factors over which the Department had no control. The first was the uncertainty caused by the cumulative effects of the dock strikes in the USA, which resulted in US importers requesting local exporters to cancel shipments or to hold them up until a later date.

The unrest on the West Coast had not died down at the end of 1971, but if the situation eases early in 1972, the Department may then catch up with the backlog of shipments which have been held up.

The second factor is the ruling that the new EEC Certificates of Origin for use under the Generalised System of Preference, which came into effect on August 14, 1971, can only be processed by Governmental authorities, which, in the case of Hong Kong, means the Department of Commerce and Industry.

Certificates of Origin for the United States and the EEC countries make up the majority of COs processed by the Department, and it is hoped that 1972 will see a return to the upward trend of past years, but this is contingent on two factors.

Firstly, the continuance at a reasonable rate in growth of exports to the United States. For reasons discussed elsewhere in this Report, the increases Hong Kong may hope to achieve here are limited by several factors, but an improvement in the overall economy of the USA, already widely forecast, may go some way to mitigating these limitations.

Any upswing in certification of exports to EEC countries must depend on the Chamber's being recognised by the relevant authorities. The Chamber has already made active representation to the International Chamber of Commerce, the EEC Commission in Brussels, and to the Department of Commerce and Industry in Hong

Kong, pointing out that it has been a recognised and highly reputable issuing authority since the Geneva Customs Formalities of 1923. The Chamber will continue to develop its case during 1972.

Throughout the year, the Department maintained a high rate of consignment checking. An average of 12 per cent of all consignments shipped under the Chamber's certificates of origin were subject to spot checks.

Some half of one per cent of applications filed were refused. The three main reasons for refusal were, firstly, the wrong declaration of origin of the goods, secondly, wrong declaration in labelling, and thirdly, cases in which the declared factory was found not to be the actual manufacturer.

As a service to the many companies located in North Kowloon and the New Territories, the Department opened a new office in Mongkok in June, 1971. The office has full-scale receiving, processing and issuing facilities and is located at 302 Hong Kong and Shanghai Banking Corporation Building, 664 Nathan Road. The office is under the charge of Mr. C.T. Wu, an Executive Assistant in the Department.

Meanwhile, Mr. W.F.K. Wang was promoted to Assistant Secretary of the Department in May and took over supervision of the Department's Star House Office in Kowloon, which opened in new premises in January, 1971.

Another member of the staff, Mr. Alphonso Chung, was promoted to Executive Assistant grade I and was transferred into the Department from the Trade Enquiries Section in May.

The Main Office in Hong Kong is under the direction of Mr. A.C.C. Stewart, Manager of the Department, who continues to exercise overall responsibility for Certification.

As always throughout the year the Department continued to co-operate closely with the Certification Co-ordination Committee, on which the Chamber is represented along with other issuing authorities.



International Trade Committee and Area Sections

During the early months of 1971, a series of meetings of interested Members was held in order to form Area Section Committees. Members willing to serve were elected to these Committees and Chairmen appointed.

Following from this, the Chairmen of the Area Committees – who together comprise the membership of the International Trade Committee – met for the first time on 28th July, under the Chairmanship of Mr. P.G. Williams. The International Trade Committee has since met on three occasions.

During the latter part of the year, meetings of the newly formed area committees were held at monthly intervals. Towards the end of the year, however, it was agreed that this schedule was unnecessary, and that meetings should take place in the future at two-monthly intervals, emergencies excepted.

By the end of the year, eleven area sections were well established, with a strong membership. These are UK (565 members); Europe (731); Africa (434); Middle East (365); North America (608); Central America (369); South America (382); Australia, New Zealand and South West Pacific (536); Japan, South Korea and Taiwan (417); China (204); and South East Asia (196).

International Trade Department

This new Department was established on May 1st, replacing the previous Business Promotion Department. It was set up in order to provide a service structure for the Chamber's International Trade Committee, and in particular for the eleven Area Committees reporting to this Committee.

The objective is to provide within the Department a staff specialist who will concentrate on the work of a particular area. In addition to acting as Secretary to his area committee, this specialist will concentrate on building up a detailed knowledge of two-way trade with the area, and actively promoting such trade for

the benefit of members of sections. His work will include visits to the area, in order to increase the flow of direct trade enquiries, and to build up a business relationship with executives of Chambers of Commerce and other relevant bodies.

While the long term intention is to have one executive concentrating on one or two areas only, the Department during its initial days has grouped areas into three sections to cover, firstly, the American continents; secondly, Europe, the Middle East and Africa; and thirdly, the rest of the world.

Acting under the management of Mr. S.L. Chung, who assumed overall responsibility for the Department, Mr. F.M. Castro was appointed Assistant Manager with responsibility for the first group of areas, and Mr. C.S.K. Tsang was made Assistant Manager with responsibility for the second group of areas. Mr. Philip Choy, executive assistant, has responsibility for the third group.

The work of the area sections has got off to an encouraging start and already travel groups are planned for visits to North America in March 1972, to Australia and New Zealand in May 1972, and to the UK and Europe later in the year.

The Department also organised during 1971 a number of functions for members of particular Area sections. Among other events, there were talks on market opportunities given by relevant national officials to the North America, Australia, Europe and Korea sections; a reception for members of the Europe group; and a reception given for the visiting London Chamber of Commerce Travel Group.

While these were events in which section members could actively participate, a great deal of work has also gone on within the Department devoted to building up contacts within areas, to encourage trade enquiries, and to process the enquiries that have resulted from these efforts.

Mr. C.S.K. Tsang made an initial tour of his area in September and October, when he visited the Partners for Progress Fair in West Berlin. Hong Kong's participation in this event was

sponsored by the German Consulate, and was co-ordinated by the Department. After leaving Berlin, Mr. Tsang called on Chambers of Commerce in Germany, Belgium and the UK.

In order to keep area members informed of events within their area, a series of newsletters was introduced in the Autumn. These go exclusively to members of each section, and are intended to keep them up-to-date with current trade and economic developments, as well as reporting on events within the Section. In addition, the Operation Contact newsletter, introduced in 1970, was mailed at periodic intervals to all members, advising them of opportunities to meet business visitors to Hong Kong. A total of 25 Operation Contact circulars were issued during the year, resulting in 1,427 appointments for members to meet overseas traders.

In addition to its new responsibilities, the Department continued to perform the work of the previous Business Promotion Department. Thus during the course of the year over 13,791 trade enquiries were handled. Of these, 5,731 were processed by the Department's punched card system, while 5,165 were circulated to all Members via the twice-monthly Trade Enquiries circulars. A further 2,895 were replied to direct. The trade enquiries section is the responsibility of Mr. Dennis Yeung, executive assistant, who joined the Department upon its inception, having previously been an Inspector with the Certification Department.

The Department also handled a total of 135 complaints received either from or against Member companies. Of these, an amicable settlement was obtained in 53 cases. Of the remainder, a substantial number remained unresolved at the year-end. A further 458 complaints involving non-members firms were passed on to the Department of Commerce and Industry for action.

Other Services

Miss Veronica Loo was recruited in May as an executive assistant to head-up the Statistics Section. This section continued to produce monthly analyses of trade with more than 50 major trading partners, in addition to

producing quarterly analyses of trade in a rather larger number of markets. As well as this routine work, the Section undertakes particular analyses, ranging on the one hand from detailed studies of trade in a particular product or with a particular market, to, on the other, brief synopses of trends prepared to assist departments within the Chamber or for the guidance of business visitors.

The twice monthly Employment Register was published throughout the year, and details of more than 2,417 job applicants were circulated.

The Rank Xerox copying service proved once again to be in demand, and a total of 20,889 copies were provided for Member firms using the service. This service and the Employment Register are supervised by Miss Ellen Chan.



Membership

In 1971 the Chamber reached a landmark in membership when its 2000th member, Oceanic Cotton Mills Ltd., joined in October. A special ceremony was held on October 29th in the Chamber's boardroom to mark the occasion.

During the year, 324 new Members were elected, and 93 resignations were received. The result was a net increase of 231 Members, bringing the total membership to 2062 at the end of the year.

In May, W.S. Chan, formerly Executive Assistant in charge of the Statistics Section was promoted to Assistant Secretary and took over the Membership Department from Clement Tsang, who became Assistant Manager in charge of the UK and Europe Sections of the newly established International Trade Department.

Continuing the regular programme of visits to Members, the Department called on over 600 Member companies throughout the year. As always, comments and suggestions from Members were regularly referred to the Departments concerned for consideration, and where thought fit, action.

The programme of familiarization visits to the Chamber for new Members, which was introduced in May 1970, was also continued. Organised regularly once every two months, six visits took place in 1971 and were attended by over 255 Members.

For the information of prospective Members, a series of three pamphlets describing the three main services of the Chamber – Certification; business promotion; and information and communications – were produced for the Department with the co-operation of the Public Relations Department. During the year, these folders, which include reply forms, were sent to over 2400 potential Members, of which 350 subsequently applied for membership and another 260 expressed interest in becoming Members.

Also in conjunction with the Public Relations Department, two regular bi-annual editions of the Chamber's

membership lists were produced and distributed to Members, and the Chamber and You, a booklet for Members describing the Chamber's service and activities, was revised.

A new, up-to-date membership record was also completed by the Department during the year.



Public Relations

The Chamber took advantage of the opportunity given by the revision of its committee structure to set up a Public Relations Committee, replacing the previous Publications Committee. The new Committee acts as an advisory body with a particular brief to watch over the Chamber's image within Hong Kong and Hong Kong's image in overseas markets, and where necessary to make recommendations to the General Committee. Additionally, it guides the PR Department in policy matters, while avoiding specific involvement in the day-to-day work of the Department. The Committee's members include a number of individuals working in local communications media, under the Chairmanship of Mr. N.A. Rigg. They met for the first time in June, and have since met at intervals of approximately six weeks.

Within the Public Relations Department, the major undertaking during the year was the production of *Take One Barren Rock...*, a 22-minute audio-visual show, making use of colour slides with synchronised commentary and original music. This production attempts to introduce Hong Kong to the Chamber's many overseas visitors and to answer some of the questions most frequently asked. Its purpose is to put over in a more entertaining and attention-catching style what might otherwise be given in the form of a lecture. Although the emphasis is on the economic progress of Hong Kong, the production also shows aspects of daily life in Hong Kong – housing, education, entertainment, restaurants, construction work, transport etc.

The year was also noteworthy for the frequency with which senior staff were called upon for explanation and comment by news media reporters. Nineteen-seventy-one was of course characterised by many international events that had important repercussions for Hong Kong, including the international monetary crisis, Britain's entry to the EEC, the imposition of textile restrictions by several nations, the implementation of the UNCTAD Generalised Preferences schemes. These and many other issues were discussed in the press and on radio and television by Chamber spokesmen during the

course of the year.

The Department co-operated with the Festival of Hong Kong office and the Education Department in organising a design competition for students, entries to which formed the basis of an exhibition staged during the period of the Festival. Work was submitted in a variety of categories, including interior decoration, product design, textile design and fashion design. A total of five scholarship awards were made to students whose effort were judged the most successful.

The Chamber's full-time fashion design scholarship holder, Mr. Philip Au-Yeung, also returned to Hong Kong in October, on the successful conclusion of his two-year course at the Fashion Institute of Technology, New York. In addition to his academic studies, Mr. Au-Yeung gained valuable experience working part time in New York with leading designers. He is presently employed by the Trade Development Council, assisting with preparations for the Ready-to-Wear Festival.

The Department continued with its programme of publications throughout the year. Most important among these is *The Bulletin*, the Chamber's monthly magazine. In accordance with the policy established in 1970, priority was given to original articles dealing with major economic and trading issues facing Hong Kong. Several of these appeared in the form of a *Plain Man's Guide* – an attempt to explain the real issues behind the sometimes confusing language of official statements, and to set into perspective what these issues might mean for Hong Kong.

The circulation of *The Bulletin*, apart from a small number of complimentary copies, is restricted to Members of the Chamber. To overcome the communications gap for the Chamber's many overseas contacts, the *Hong Kong News*, a quarterly newsletter from the Chairman, was introduced towards the end of 1970. Publication of this has continued throughout 1971. The *Hong Kong News* is divided into four sections – a brief introduction from the Chairman, a statistical section recording the progress of the HK economy during the most recent quarter, one short article

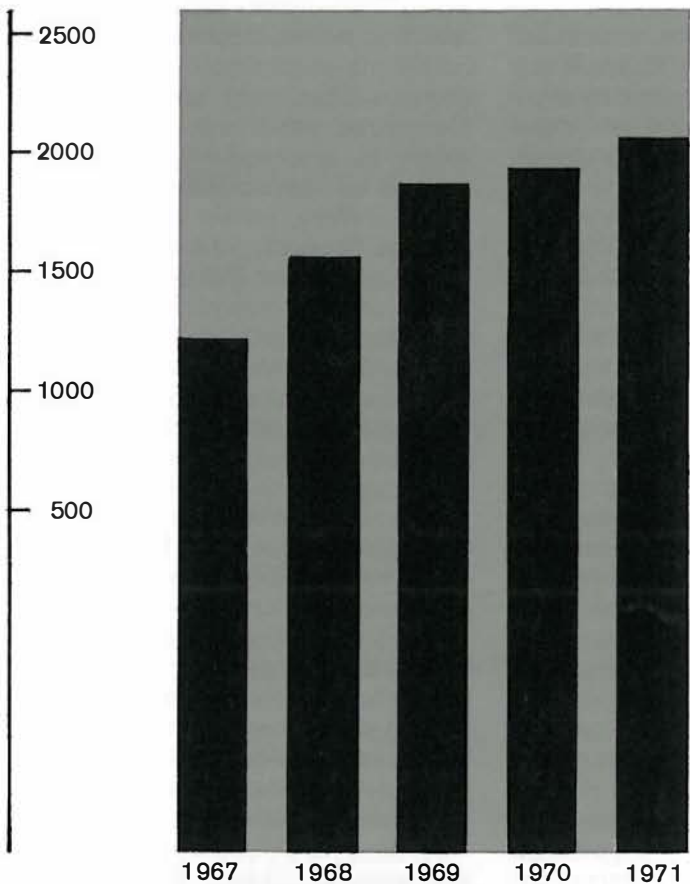
discussing an issue of current importance and giving Hong Kong's viewpoint, and a second article aimed at stimulating trade or joint venture opportunities.

Noteworthy among events of a social nature which the Department helped to organise was the farewell dinner given to Sir David Trench on September 22. Earlier in the year, a series of two luncheon parties was organised for members of the Consular Corps. These were felt to provide a useful opportunity to introduce Consular officials to the activities of the Chamber, and the event was repeated early in 1972.

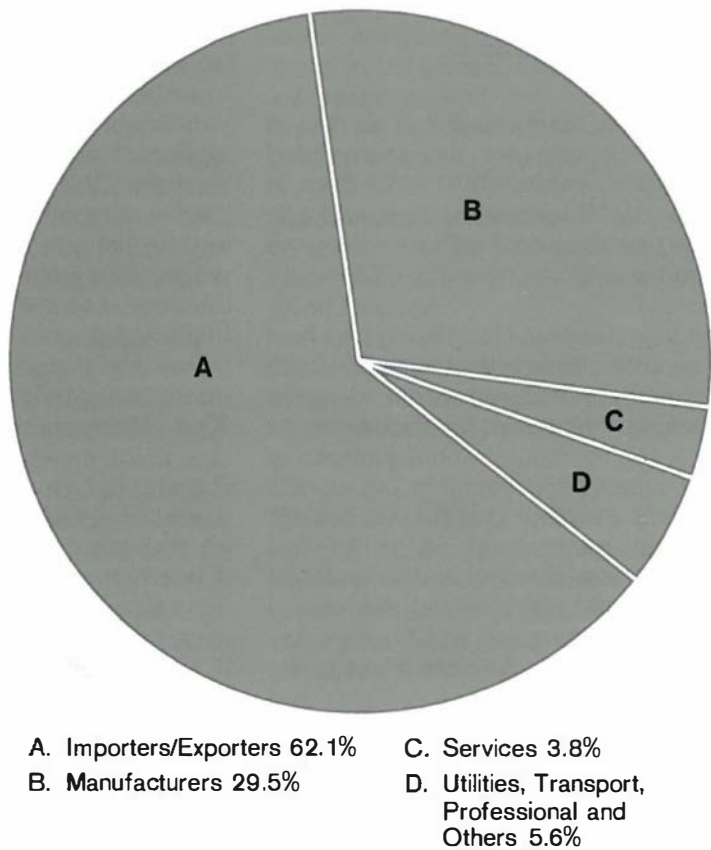
The Department continued under the management of Mr. Harry Garlick, assisted by Mrs. Lee Sherard.



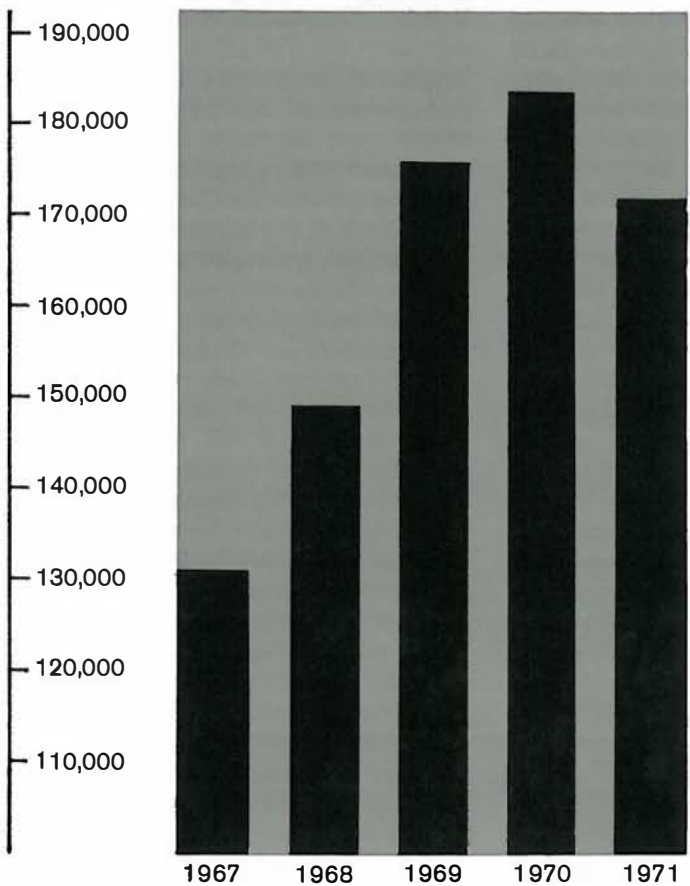
The Chamber Membership



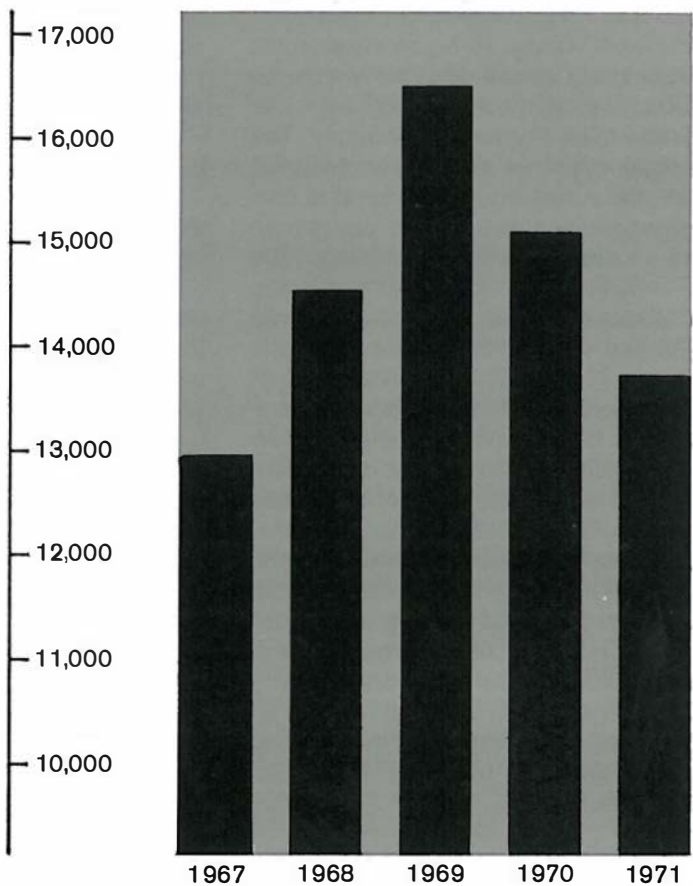
Membership Breakdown 1971



Number of Certificates of Origin Issued



Number of Trade Enquiries Dealt With



Annual General Meeting Held April 6, 1971

Chairman's address

Ladies & Gentlemen – The Report and Accounts for the year ended 31st December, 1970 have been in your hands for several days, and with your permission I will take them as read.

In May last year, Hong Kong was host to a conference of the Commonwealth Chambers of Commerce, and on the last day there was a discussion on the future role of the Chamber of Commerce movement in the world's rapidly developing industrial society. In the background paper for this discussion, there was one question that caught my eye, and this was – "Will the Chambers of Commerce as a World Group be able to resist the further encroachment of specialist trade associations, Federations of Industry and producer organisations"? So I spoke briefly on this subject, and my point was that rather than resist, or try to resist, specialist associations, Chambers of Commerce should create a sensible and useful inter-organisation link with them and thus strengthen their joint endeavours.

Here in Hong Kong, for example, I am often asked whether we in the Chamber do not overlap with the Trade Development Council. The answer is "not if we can help it", as there is no point in the two organisations working in any sense of rivalry or empire building. The T.D.C.'s main task is to develop present and new markets and forge the trade links that will enable the Hong Kong General Chamber of Commerce, and indeed other organisations here, to follow up in promoting new business and reinforcing present business. We have some new ideas for the Chamber's own promotional activity which I will be mentioning later. Suffice it to say that I welcome the friendly help and co-operation from the T.D.C. and other organisations, as well as the Commerce and Industry Department, and hope that we shall all get even closer together, maintaining our respective roles, in the years to come.

I now want to say something about the

Chamber itself which does not exist to provide jobs for the boys, nor for a Committee to meet once a month, but to serve, and be seen to serve, our members and the community as a whole with purposeful and meaningful activity. I am particularly concerned that the Chamber is seen to serve, and in this connection I hope you will agree that our monthly Bulletin has improved a great deal over the last 12 months or so and is now a useful and informative publication. If members have any suggestions for improvement, we would like to have them. Our Membership Secretary visits some 80 members a month and in helping over any problems they may have, does I am sure do a useful job in maintaining contact between the Chamber and the membership. An innovation, introduced last year, is for new members to be invited to the Chamber office to see our organisation and set-up on the spot. And finally we have this annual meeting, and our Annual Report which covers the year's activities. With all respect to those on the General Committee and Sub-Committees, I think perhaps only the Chairman really knows the extent of what goes on, largely behind the scenes as it were, and I can give full assurance that the Chamber is not only very busy in its various spheres of activity, it is still fulfilling its original prime function, which is to watch over and protect the general interests of Commerce and of the commercial community.

We are also anxious that more members play an active part themselves in the work of the Chamber, and partly with this in view, but also to broaden the base of our activity, we are planning to reorganise our various Committees. I would explain here that these Committees are not to be talking shops, which would be a waste of time, but rather they should be active Committees considering problems and putting up these problems and their recommendations through the Secretariat so that they can be dealt with in the appropriate places by our many representatives on Boards and Councils or some other positive way.

I will not go into full detail of the Committees planned but remaining as at present will be Legal, Taxation,

Shipping, Textiles, Arbitration, Certification, Credit Information and Staff, and then there will be four new ones.

These will be firstly, a Home Affairs Committee which will have a wide range of responsibilities for such matters as town planning, pollution, social welfare, public transport and so on. Secondly, there will be a Public Relations Committee in the place of the present Publications Sub-Committee. Thirdly, there will be an Industrial Affairs Committee which will concern itself with labour relations and legislation, industrial training and other allied subjects.

Finally, and most important of all, there will be an International Trade Committee which will replace the present Imports and Exports Sub-Committees and will probably consist of some members nominated by the General Committee together with the nominees of the various area committees to whose establishment I will be referring in a moment. The responsibilities of the International Trade Committee will, I need hardly say, be wide and far reaching and can best be summed up by saying they will be to encourage and co-ordinate the work of the Chamber in its promotion of its members' interests and trade overseas.

The area committees which I have just mentioned are part and parcel of the plans we have in hand for the expansion and reorganisation of the Business Promotion Department. The intention is to invite members to join geographically defined area sections of the Chamber. We anticipate establishing nine or ten such sections and members are not to be restricted as to the number of sections they join. Area sections will elect their own committees and will be allocated Chamber staff at Assistant Secretary level so that both the area committees and the staff servicing them will become specialists in the problems, prospects and promotional activity for their particular trading areas. I will not go into detail now as to the work these area sections will do, (it will be largely up to area committees and their specialised staff anyway!), but we certainly envisage the assistant secretaries visiting their respective parishes from time to time to establish and maintain contact with their op-

posite numbers in Chambers of Commerce and other organisations. Indeed I see no reason why, in due course, area committees should not organise their own trade missions overseas.

I commend this expansion and re-organisation of our vital business promotion activity to your approval and am confident that it will prove of much benefit to our members taking part in it. These and other plans we have for broadening the Chamber's base of usefulness and influence will require a close look this year at our Articles of Association, and we will keep members advised of progress.

The present subscription of \$400 per year has been in force since 1962, and it may be thought that with the rising costs everywhere we all know so well, it is no mean feat to have kept the subscription unchanged for 10 years. We have even made modest surpluses in most years, and our reserves are at present equal to about six months projected expenditure for 1972 which is a satisfactory position. But I am afraid that while we expect a levelling off of income from certification fees, which is of course our main income, our costs are rising steeply, in particular with regard to office rents and staffing costs. We are in no way exceptional in this respect. It would make little sense to dip for long into reserves for recurrent expenditure and our calculations show that we are likely to have a deficit this year and a more serious deficit in 1972 and future years unless the subscription is raised. Later in this meeting, I will therefore be asking for your approval for an increase in our subscriptions.

This is an occasion when I should, according to precedent, say something on some of Hong Kong's problems. I could speak on many of these, as the Chamber has been and is concerned with most, if not all, of them. May I just say, however, that with the reorganisation of our Committees, the Chamber will be even more closely concerned with problems, both at home and abroad, and our voice will be heard in a sensible, constructive way. I might add that the Chamber's assistance, in any way possible, has already been offered to His Excellency The Governor in

putting over Hong Kong's case with regard to the UNCTAD generalised preference scheme and other possible restrictions to Hong Kong's external trade.

Finally it remains for me to thank all those on the General Committee and the Sub-Committees for all they have done in the last year, and for the time they have given to Chamber affairs; and also all those who serve the many different Boards and "outside" Committees on our behalf. I am sure I speak for us all when I say how much we appreciate all the valuable work these gentlemen do for the common good. Also on your behalf, and in particular my own, I would like to thank sincerely all members of the staff for all their help and co-operation over a busy year, a year made busier perhaps by the many groups who came to visit us before or after Expo Osaka. I warmly congratulate our Secretary, Mr. Jock Kite, on the O.B.E. awarded to him in the New Year's Honours List, an award not only well deserved, but one also reflecting perhaps, the standing and status of the Chamber itself. I said at the beginning of this speech that the Chamber does not exist to provide jobs for the boys, and after a year as Chairman I can assure you we are fortunate to have a first rate staff doing a first rate job of work.

I now formally propose the adoption of the Report of the Committee and the Accounts of the Chamber for the year ended 31st December, 1970, and would ask for someone kindly to second this proposal. After this, I shall be happy to answer to the best of my ability any questions members may have.

Speech by Mr. J. Eitzen, seconding the proposal by the Chairman of the Chamber for the adoption of the Report and Accounts for the year ended December 31, 1970

Mr. Chairman, Ladies and Gentlemen,

I am sure we all have been very interested in the various points the Chairman has touched upon in his report and present speech.

Turning to the report for the year, the figures given for Hong Kong's external trade are certainly impressive and there would possibly be a number of countries around the world which could be rather envious of such a performance.

I can certainly endorse the Chairman's remarks about the Chamber's Monthly Bulletin, which is now very good indeed.

I feel that the proposed new committees will be steps in the right direction and results of such planning will be eagerly awaited.

Personally I should like to make special reference to the proposed Public Relations Committee. I have on many occasions over a long time emphasized the necessity of better public relations and the new committee will certainly have my full support.

Increasing freight rates are also referred to in the report and as a Shipping-man, I am afraid I have to inform you that this trend will continue. Operational and other costs are spiralling and liner freight rates will have to be adjusted upwards in order that good quality shipping service necessary to Hong Kong's trade can be maintained. Here again I feel that an active Public Relations Committee is urgently required in order to put the problems squarely and fairly before our partners – the shippers and consignees.

As regards Hong Kong affairs, I am impressed by the interests shown by the Chamber in the fields of education, transport, town planning – all subjects being of vital interest to us all.

The Chairman has also in his speech referred to increased costs of running the Chamber. Whilst an increase in the subscription is regretted, we all have to face that expert advice and service will be expensive and this is something we have to meet.

I am sure we all agree that this has been a most active year for our Chamber and our thanks are due to the Chairman – General Committee – and the various Sub-Committees, and last, but not least, to our and last, but not least, to our Secretary

and his staff for all their hard work – in the interest of the Colony in general and our Chamber in particular.

I would like, on behalf of all members, to associate us with the Chairman's remarks on the award of O.B.E. to our Secretary, Jock Kite.

In conclusion, I wish to bring up a matter which has caused business friends and me considerable concern, i.e., the way Export Quotas are now utilized in Hong Kong – more specifically the sales of quota rights.

I cannot see the justification for quota holders to reap substantial annual and repeated profits just by selling their rights.

This undeserved income increases the product cost – which is no advantage to Hong Kong. It blocks the entry of new and active suppliers, which likewise is no advantage to Hong Kong, and it encourages laziness on the part of quota holders, which I submit is not the spirit of Hong Kong.

I urge the Chamber to make representations to the Government to stop this practice.

With these remarks, I take great pleasure in seconding the adoption of the report and the accounts for the year ended 31st December, 1970.



Home Affairs

Early in 1971 the General Committee decided the Chamber should have an Advisory Committee to consider subjects which could best be classed under the heading of "Home Affairs". The new Committee would watch over the increasing number of subjects having a bearing on our commercial and industrial life and on which the Chamber is often asked for advice or on which it ought to have and express a view.

Mr. Foxon undertook the chairmanship of the new Committee and was joined as Committee members by Mr. Andrew Eu, Mr. H.M.G. Forsgate, Mr. George Ho, Mr. J.L. Marden, Mr. J.H.W. Salmon and Mr. K.A. Watson, who, between them, have long experience of urban affairs, the environment, public transport, housing and public relations. The Committee immediately got down to work and has been meeting regularly to discuss subjects of current and long term importance with the assistance of background research papers prepared by the Chamber Secretariat.

At its first meeting in June, it was agreed that a proper order of subjects for study was social welfare, public transport, education, the environment including pollution, housing, town planning and health.

Mr. G.M.B. Salmon, the Chamber Chairman, attending the first Home Affairs Committee Meeting, emphasized the fact that the Chamber's views on social as well as on purely commercial questions are frequently invited by Government, the press and international organisations. Such was the frequency and complexity of many current issues that it had become necessary to consult an informed body of opinion within the Chamber.

A further reason for the setting up of the Committee was that the Chamber should take the initiative when appropriate in social as well as in commercial affairs. To implement this latter point, an analysis of Government Boards and Committees was undertaken, in order to establish on which of these the Chamber was already represented, in addition to others dealing with subjects within the terms

of reference of the Home Affairs Committee, with a view to obtaining representation for the Chamber.

Rev. K.L. Stumpf, Director of the Lutheran World Service, and Mr. L.B. MacQuarrie, Director of the Hong Kong Council of Social Service, attended the Home Affairs meeting in August to discuss the role of voluntary agencies and to advise on how best the Chamber might assist in the field of social welfare. A main point which came out of this meeting was that social and economic policies should be considered together, and that it was necessary to adopt a professional approach in dealing with social problems – much as a business organisation would conduct market research before making budgetary allocations.

There is in Hong Kong a proliferation of voluntary social welfare agencies. More could be done to mitigate the wasteful consequence of this by Government's setting long range social goals and requiring voluntary agencies to set up programmes to achieve these goals. Government officers in all Departments should be involved in social welfare – it is not enough to leave this question to the Social Welfare Department alone.

Since the problem of pollution is receiving attention from the Chamber's Home Affairs Committee, Mr. Forsgate's appointment as Chairman of the Government Advisory Committee on Environmental Pollution of Land and Water is particularly welcome.

Mr. M.A. Webster, Secretary of the Conservancy Association, attended the December meeting of the Home Affairs Committee and outlined the aims and objectives of his Association. The Chamber and the Conservancy Association can assist each other in creating a greater awareness of environmental problems e.g. the Association's detailed study of New Territories streams, which makes startling reading.

The 23rd Congress of the International Chamber of Commerce, held in 1971, voiced the growing concern felt within industry and commerce about the deterioration in many aspects of the human environment. This deterioration is often the indirect consequence of

the utilisation of modern technology, while in other cases it results from an incorrect choice of technological options. It is significant that the International Chamber of Commerce, which represents leaders of business and industry in both industrialised and developing countries, has decided to pursue these questions through continuing work in co-operation with other organisations on a wide series of environmental problems. The Hong Kong General Chamber will be keeping in close touch with the International Chamber on the outcome of this work.

The International Chamber has also recommended that Governments should make use of the skills of advertising, public relations and communications specialists. The Chamber has offered Mr. Forsgate's Committee the public relations facilities of the Chamber in helping to bring about an awareness of the problem.

Since town planning is also a priority subject for study by the Home Affairs Committee, the Chamber welcomes Mr. Foxon's appointment to the Town Planning Board.

Following recommendations from the Home Affairs and Industrial Affairs Committees, the Chamber Council has agreed that some form of mass transit system provides the only long term solution to Hong Kong's traffic problem. Meanwhile, access to and between the industrial areas must be given top priority. The Council agreed that the Chamber should oppose any restrictions in the form of penal taxation on the use of private cars, since it was felt that car ownership and use is a natural and proper objective for all and that penal taxation would only hit the less well-to-do. On the vexed problem of car-parking the Council considers that multi-storey car-parks should be provided either above or below ground, but away from the centre of town to persuade commuters to use public transport to reach the town centre.

The report of the Government Working Group studying the mass transit proposals made by consultants is still awaited. The Commissioner of Transport recently stated that the strength of the minibuses lies in the

fact that they can stop virtually anywhere. Not all motorists and pedestrians will agree! In his 1970 statement, the Chairman noted that the Asian Development Bank had expressed its willingness to consider an application for a loan for the subway project. The Chamber is gratified to know that Government consultation with the Bank has ensued.



Industrial Affairs

In deciding to appoint a Committee to advise on industrial affairs, the General Committee emphasized that it was not intended to usurp in this field the functions of the Employers' Federation of Hong Kong Industries. The Chamber intends to continue the traditional close liaison with these two organisations. There are, however, innumerable questions affecting industry and its development on which the Chamber is asked to advise and it is therefore essential to have access quickly to informed Chamber opinion.

Mr. R. Burrell accepted the invitation to chair the Committee and has as his colleagues Messrs. Cha Chi Ming, W.H. Henderson, Michael Y.L. Kan, J. Peacock, Dennis H.S. Ting and Y.F. Wu.

The main terms of reference of the Committee are to study and advise the General Committee on reports and draft legislation likely to affect industry and its development in Hong Kong, having a bearing on industrial safety, environment, industrial training, zoning of industry, manufacturing standards, supply of utilities, transport of goods and such other subjects as may arise from time to time.

Mr. Burrell has been representing the Chamber on the Industrial Training Advisory Committee and Mr. Dennis Ting represents the Chamber on the DC & I ad hoc Committee on Safety and Health Standards.

Matters arising from the work of these two Committees have been discussed in detail. The major recommendation by ITAC in 1969 was for the provision of four Technical Institutes to supplement existing facilities at Morrison Hill. Government has approved two only, but even then the first will not be completed until 1975 with the second in 1976. It is considered that by then Hong Kong will certainly need at least the four additional Institutes which ITAC recommended. Furthermore, the Industrial Affairs Committee is concerned at the delay in the appointment of a Deputy Director of Education (Technical), a new post approved by Government a year ago. It is felt that until this appointment is filled, the provision of technically qualified teaching staff for the Institutes could

be held up. On the advice of the Industrial Affairs Committee, the Chamber Council has reported its concern to Government.

Mr. H.R. Knight, who is currently both Secretary of the Industrial Training Advisory Committee as well as Senior Training Officer (Apprenticeship), Labour Department, attended the meeting of the Industrial Affairs Committee in January and explained the apprenticeship scheme. Following Mr. Burrell's subsequent report to the General Committee, it was decided that the Chamber should give full support to the scheme, should publicise Mr. Knight's paper on this subject and give him every facility in meeting senior industrial members. The recent period of tightness in the labour situation appears to be over and it is hoped that school leavers might now be more willing to sign apprenticeship contracts and remain within one industrial organisation.

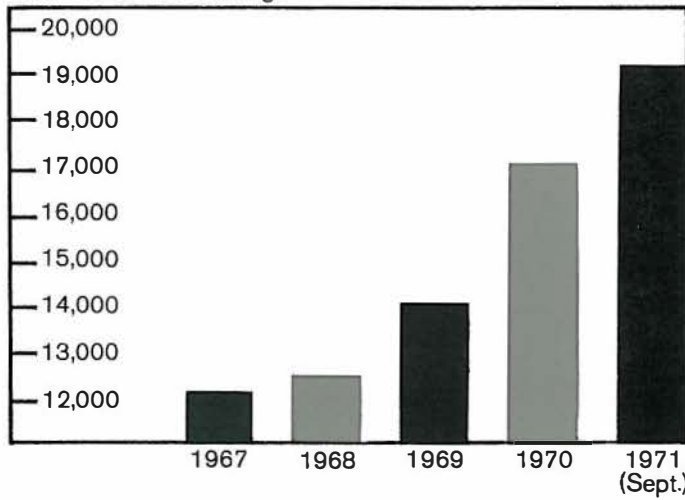
In providing industrial training at technician level Hong Kong can benefit from overseas offers. Many donor countries providing technical training facilities appreciate that this can be in the long term interests of the donor countries themselves. This point was emphasized to Mr. Daniel Jones, MP for Burnley, on his visit to Hong Kong, in the hope that leading firms in UK will realise that there is a long term opportunity here. The UK Minister for Overseas Development has given details of the facilities for industrial training which exist in UK and these could be of great benefit to Hong Kong industry, despite the fact that the UK is likely to accept only a small number of trainees from Hong Kong.

The Chamber has recorded the appreciation of the work done by Mr. Burrell and indeed by all who have served on the Industrial Training Advisory Committee. Altogether some 12,000 man hours have been spent by members of the ITAC in Committee meetings. It remains now for the recommendations of the Committee to be implemented. The Chamber is able to play some small part in this and the Secretary was invited to serve on the Ad Hoc Advisory Panel for Technical Institute Planning.

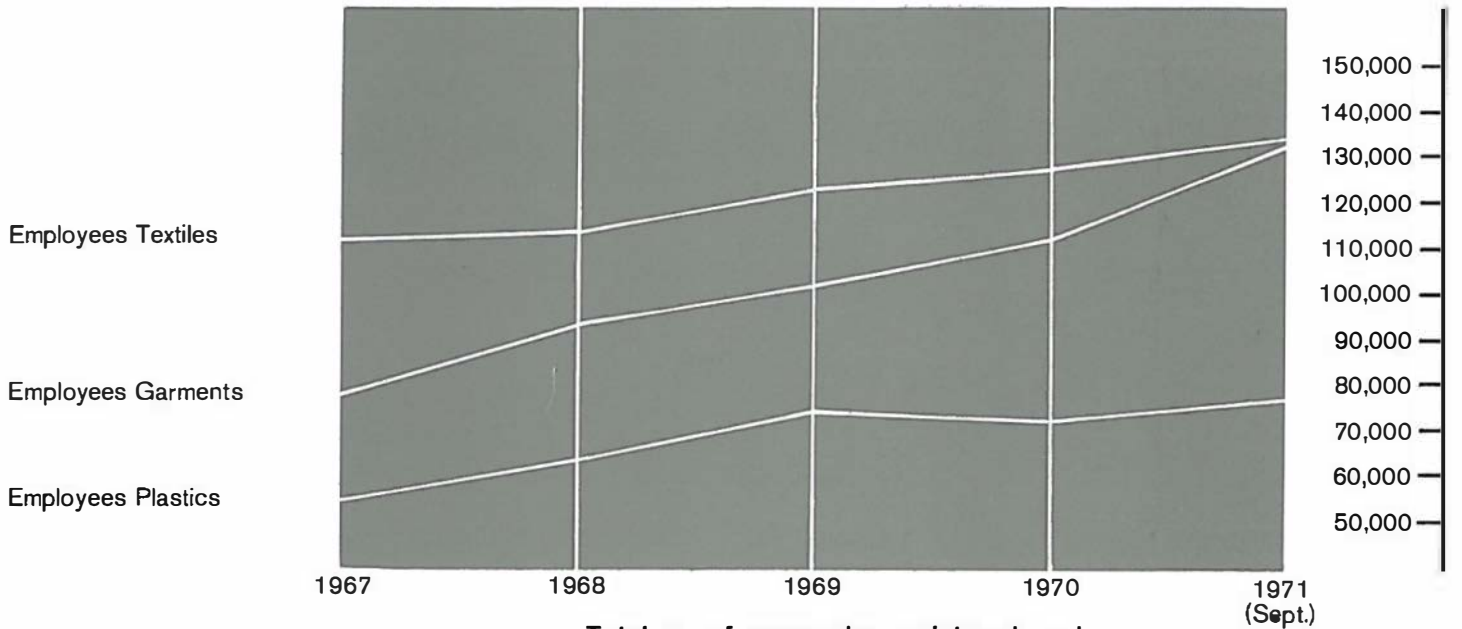
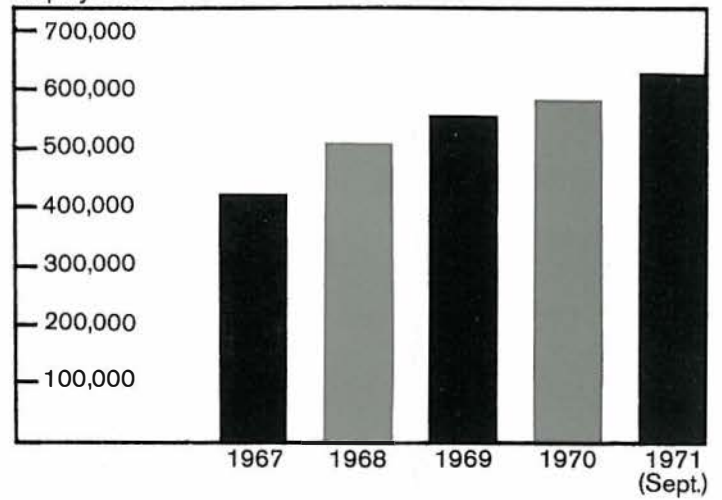
The Industrial Affairs Committee is

Industry Major Industrial Undertakings and Employment

Total no. of Undertakings

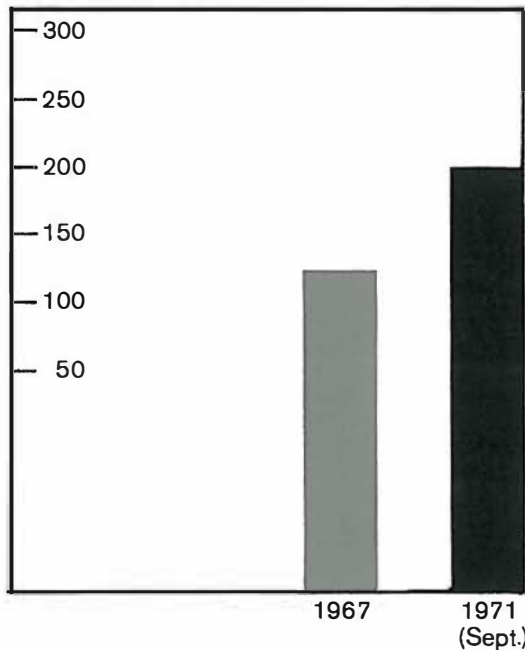


Employees All Industries



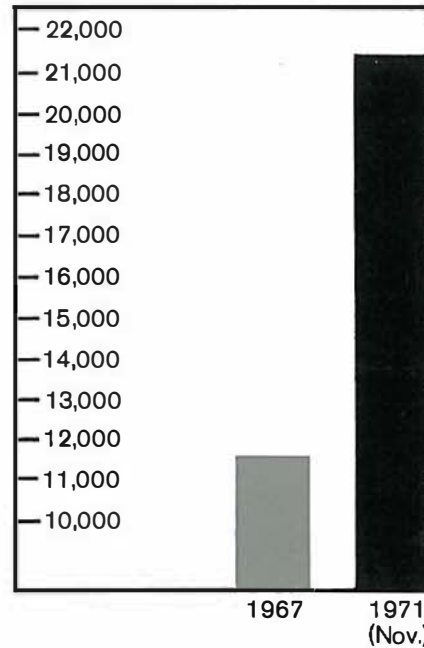
Industrial Wage Index

Base : March 1964 = 100

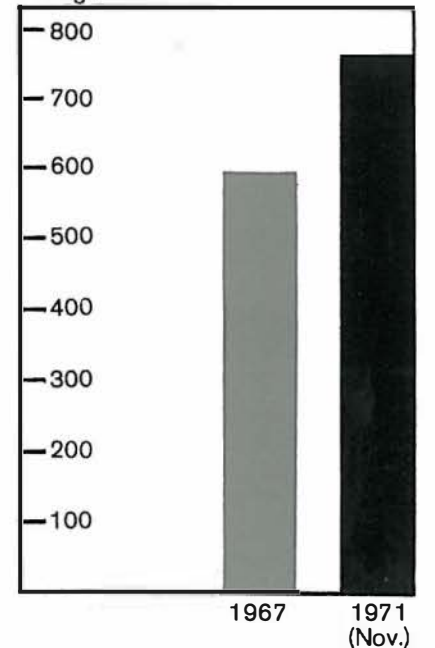


Total no. of companies registered, and number of that total that is Foreign owned

Total



Foreign owned



considering what part, if any, the Chamber should play in the provision of pre-vocational technical training. It is understood that other leading industrial organisations in Hong Kong are thinking on the same lines and although unnecessary duplication is to be avoided, there may be a role for the Chamber, despite the fact that the Chamber commercial school which was started in the early 1950's did not prove to be viable and was closed in 1965. The Industrial Affairs Committee continues to consider this problem in conjunction with the Education Department.

The Federation of Hong Kong Industries has invited the Chamber to nominate a representative to serve on a Federation working party to look into the feasibility of setting up an Industrial Quality Council. The Chamber has accepted this invitation and the Secretary has been nominated to represent the Chamber.

At an Industrial Training Advisory Committee meeting, Mr. Burrell voiced the Chamber's extreme concern that adequate provision of technical teachers should be made now, and should not be held in abeyance until the two Institutes had been built. According to the Final Report of the Industrial Training Advisory Committee, the major function of the Technical Institutes is to provide the latest technical education to complement the practical training provided by industry, i.e. to educate apprentices.

It is possible that one main reason for the decision to provide only two instead of the four additional Technical Institutes recommended by the ITAC is the fact that according to the Supplement to the First Report of the Working Party on Instructor Training of ITAC, there would be a requirement for approximately 300 teachers, including senior staff up to the level of principal, to staff the four additional Institutes. The Chamber considers that Government must if necessary accept the principle of 'pay-for-the-job' if it is to recruit technical teachers in sufficient number and of the necessary calibre. Technical teachers should be local men so that the teaching can be in the Chinese language. The Director of Education appreciates our concern over this vital question of instructors and has assured the Chamber that

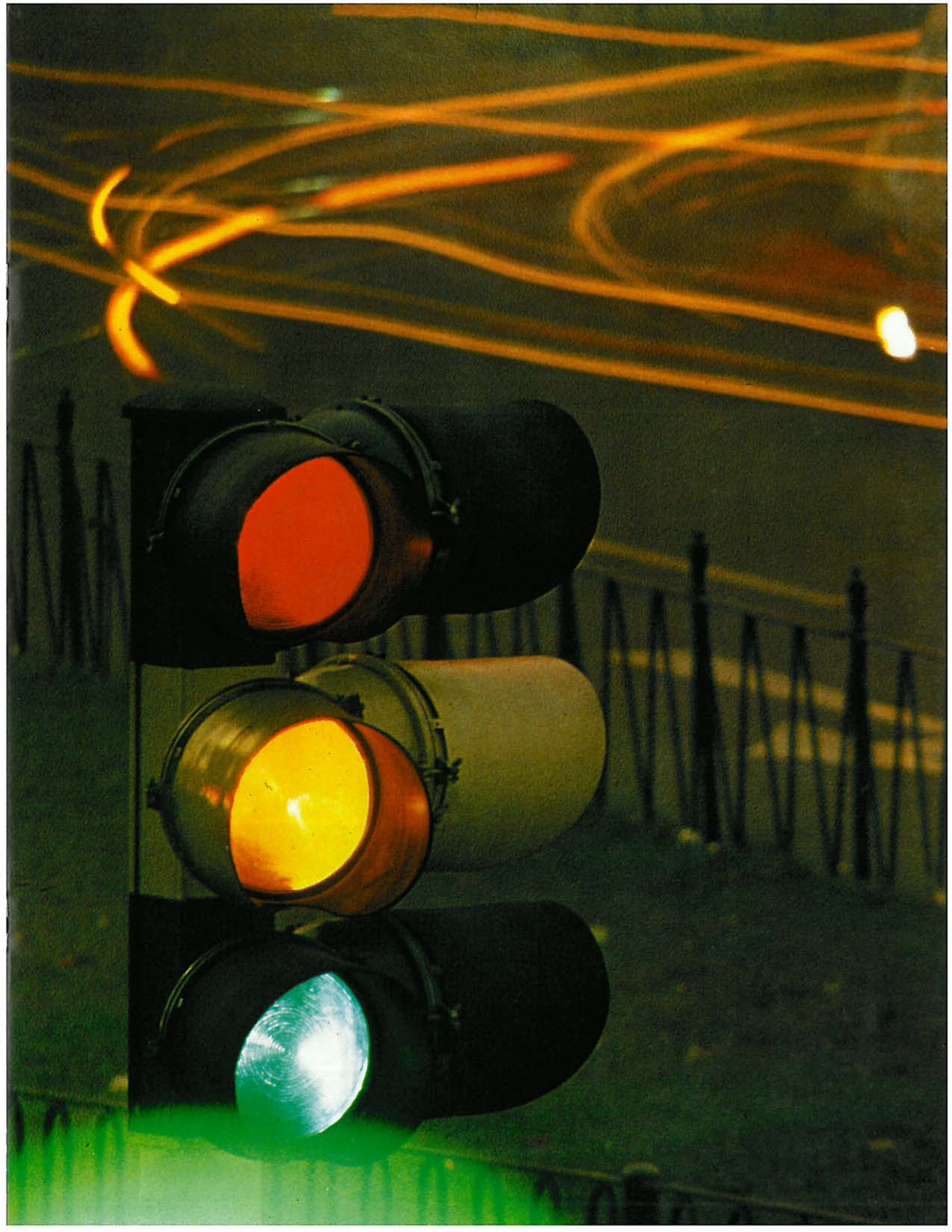
the problem will receive close and continuing attention.

The Chamber hopes that industry will be quick to take advantage of the facilities provided by the additional Technical Institutes by starting organised apprentice training on an industry-wide basis as recommended by ITAC. Industry as well as Government has a clear responsibility in this field.

The Committee has also considered the question of public transport. There are over 24,000 goods vehicles on the road and off-street parking of these is causing severe traffic congestion. The Committee has noted that problems are arising from the movement of containers. It considers that containers must be allowed mobility at all times of the day. The problem of transport for workers to and from factories remains, and the provision of a mass transit system is the only possible alternative to intolerable congestion on the roads. The Committee agrees with the Commissioner of Transport that the priorities should be the underground railway, buses, trams, minibuses, goods vehicles, private cars and taxis, in that order; but that once a subway is available, goods vehicles should be placed before mini-buses in priority.

The Membership Department has analysed the Chamber's industrial membership on the basis of information provided by members when joining the Chamber. As a result of this analysis, it has been found that there are some 600 members who are engaged in industrial enterprise. This figure represents about 30 per cent of the total membership of the Chamber and the firms cover the whole spectrum of Hong Kong's manufacturing industry.





Hong Kong and transport

In common with cities all over the world, Hong Kong today lives through a transport revolution – on land, on sea and in the air.

For a century the harbour was Hong Kong: it remains its principal lifeline. Here, ocean-going vessels rest at anchor surrounded by a myriad of smaller craft – ferry boats, junks, sampans and lighters.

But now, in 1972, hydrofoils skim past them, taking gamblers and tourists to the casinos and hotels of nearby Macau; and men can walk beneath the harbour, through a tunnel that will soon carry a rush of taxis, buses, cars and goods vehicles between Hong Kong island and Kowloon.

Above the harbour, helicopters hover, taking businessmen from the island's commercial district to the busy airport at Kai Tak, dodging safely across a runway that has been built wholly from land reclaimed from the sea.

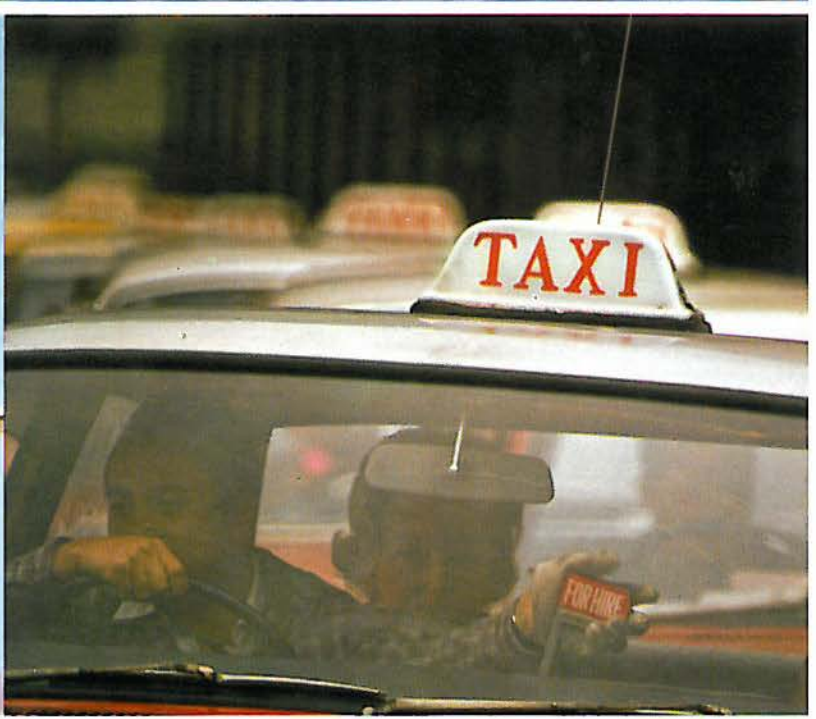
At Kai Tak, jumbo jets land daily, and for the future we are promised supersonic aircraft, that will cut to a few hours journeys that used to take six weeks.

On land, Hong Kong feels the problems experienced by all big cities, as private transport increases and new methods of freight transport, particularly containerisation, become increasingly used.

To the motorist, congested traffic is frustrating. To the Hong Kong observer, it is a feast of colour, in which dignified green tram cars majestically rock past impudent red-and-yellow minibuses, while distinctive taxis in red, in green and in yellow, jostle for position with cream and sienna buses.

As Hong Kong comes to grips with today's problems – some believe the answer is the proposed underground railway – two individual forms of transport perform as efficiently now as they have done for over half a century. The peak tram runs at a breath-taking angle up Victoria Peak, carrying both commuters and tourists; while the unique Kowloon-Canton railway stands out as one of the very few regularly used land-links between China and the rest of the world.







International Trade and Banking



International Trade and Finance

The ever increasing complexity and volume of the figures to be compiled and studied before any annual review of trade can be attempted, result in our having to accept figures for only the first eleven months of 1971 as our starting point.

On this basis, 1971 was far from being a bad year, with the total values of imports, domestic exports and re-exports for the period January to November 1971 being in each case greater than those for the whole of the previous year. Percentage-wise, by comparison with the first eleven months of 1970, imports are up by 16.3, domestic exports by 11.4 and re-exports (on a much smaller base) by 21 per cent. It can be assumed that year-end figures, when available, will not depress much further these growth rates which, in almost any country of the world other than Hong Kong, would be regarded as exceptional. Here, following a long succession of growth rates that made total trade self-doubling in four years, they tend to be regarded, at least, with suspicion. "Has the bubble burst, or is it about to?" is the question that springs to the minds of many and the situation clearly calls for more detailed examination.

There were no significant changes in the pattern of our import trade. The five largest suppliers ranked according to value – Japan, China, USA, United Kingdom and Taiwan – altogether supplied 68 per cent of our total imports of HK\$20,256 million. These suppliers achieved, in various degrees, a rate of growth ranging from 10 to 20 per cent. Among other principal suppliers, two countries deserve special mention, namely, Singapore which had achieved a growth rate of 50 per cent to a total of \$537 million and Australia, at a rate of 42 per cent, to a total of \$611 million. These increases largely reflect increases in petroleum imports in the case of Singapore, and manufactured consumer items from Australia.

Import bills for food supplies increased by 14 per cent to over \$3,474 million in 1971. While the import of cereals remained steady, fresh fruits and vegetables jumped from a total import

value of \$671 million in 1970 to \$759 million last year, showing an increase of 13 per cent and livestock, coming mostly from China, showed a more significant increase of 30 per cent. This trend can be regarded as an indication of the rise in our standard of living.

Imports of industrial materials increased, both in value and in quantity. For instance, the largest single item of imports, textile fibre, yarn and fabrics, reached, by an increase rate of 15 per cent, a total value of over \$3,450 million. Of this, Japan supplied about half the total, China supplied 15 per cent and Taiwan 12 per cent. Chemicals used by various industries, of which plastic materials is the most important item, reached a new record of \$1,045 million with an increase rate of 6 per cent.

Our purchases of machinery and transport equipment constitute 17 per cent in value of our total import bills – a very dominant feature. Textile machinery alone shows an import growth rate of 32 per cent, as compared to 20 per cent, the growth rate for the entire product group. During the year, over 74,000 units of textile machinery were imported, amounting to a value of nearly \$392 million. Japan, West Germany and the United Kingdom were the leading suppliers. In line with further development in our construction industry and government projects, the import of construction materials increased by 12 per cent to a total of \$520 million.

Imports of miscellaneous consumer items also showed substantial increases. Watches, cameras and optical equipment increased by 12 per cent to reach a value of over \$983 million. It is interesting to note that while many of our overseas buyers of clothing are claiming that imports are disturbing their garment industries, Hong Kong, on the other hand, managed to increase its purchases of clothing by 30 per cent, to a total value of \$364 million. For every fifteen dollars worth of clothing exported, Hong Kong imported one dollar's worth of clothing.

As in any export-oriented industrial economy, it is the earnings from domestic exports that provide the

truest thermometer of economic health. The increase of 11 per cent over 1970 figures gives a gross increase of HK\$1358 million. This figure is not as high as that achieved in recent years but is nonetheless greater than that between 1966 and 1967 which, at HK\$1000 million, showed a growth rate of 17 per cent.

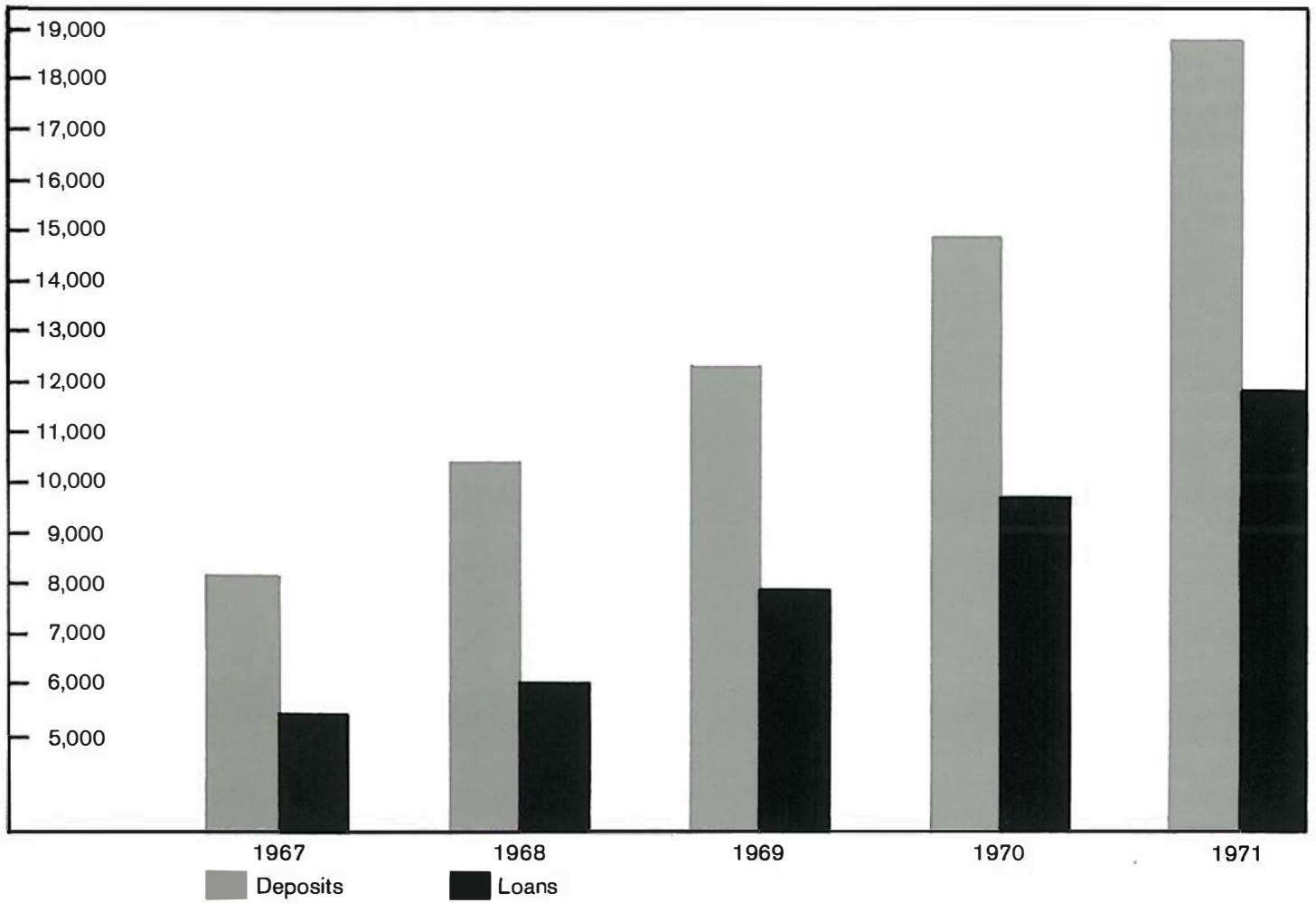
In our major markets, the United States not only retains its position at the head of the list, but showed the biggest gross increase. Closely following the USA in actual increase figures, 33 per cent up on 1970, was the United Kingdom. West Germany, moving over the HK\$1000 million mark for the first time retained its position as our third largest customer. In the eleven months' figures, Canada, whose purchases had gone up by 24 per cent, replaced Japan as our fourth largest market. Japan in fact showed a decline of some 3 per cent. The results, or rather lack of them, of increased promotional activity in Japan are frankly disappointing, particularly since Japan is by a wide and increasing margin our biggest supplier of imports. Hong Kong is not, of course, alone in this experience of trade with Asia's economic giant. Nevertheless, it is hoped that Japan will in the coming years increase her purchases of Hong Kong consumer items. This could to a certain extent fill a gap in Japan's industrial development, which has latterly experienced a great advancement in the sector of heavy industries.

The British government's negotiations with the EEC gained pace in the summer and by autumn Britain's entry into the Market became virtually certain. On 22nd January this year, Prime Minister Heath formally signed the agreement confirming entry on 1st January 1973.

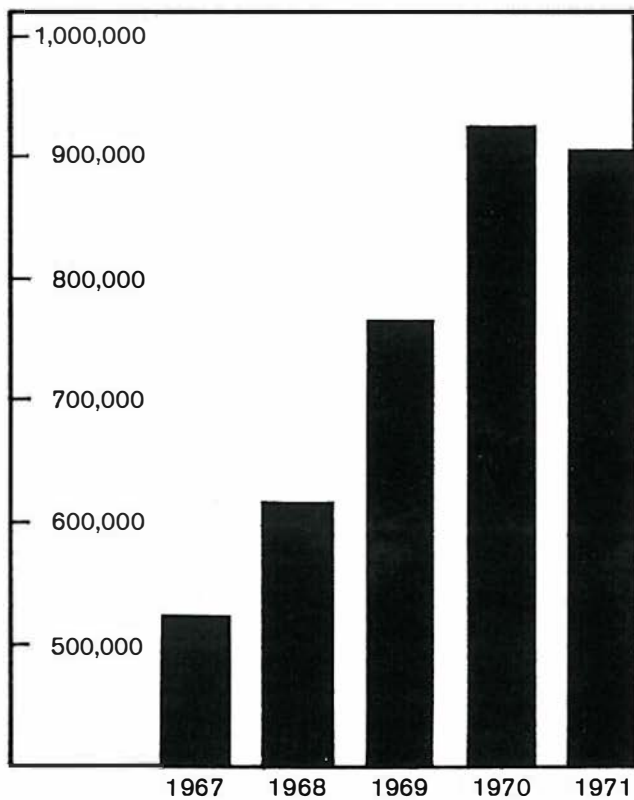
The EEC announced in July a Generalised Preference Scheme, under which Hong Kong became a beneficiary country. A large range of goods, which include most items Hong Kong exports to the EEC, are on the liberalisation list – they can be imported free of duty according to 'pre-determined quota levels'. Goods exceeding these levels are subjected to normal rates of duty. Not on the list are footwear and the extremely sensitive item of textiles, where

Other Economic Indicators Banking

HKS million

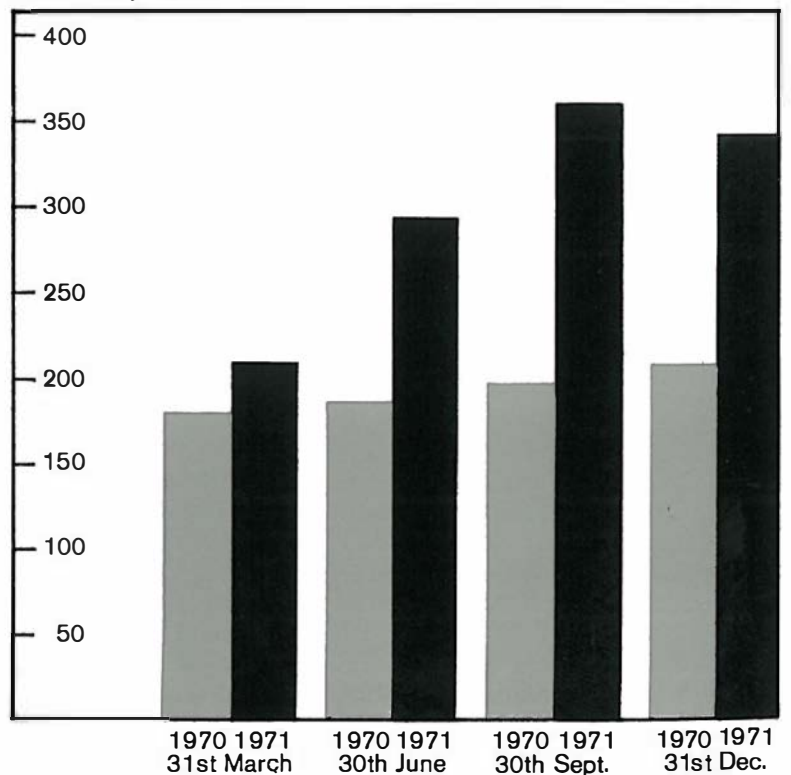


Tourism Total no. of visitors



Stock Exchange – Hang Seng Index

Base = July 1964 = 100



individual member-states determine agreements with any third country.

Britain is to be in full alignment with the EEC Common External Tariff by mid-1977. The Commonwealth Preference Scheme will therefore be phased out over a period of four-and-a-half years, but Britain has announced her readiness to examine any trade problems the developing countries within the Commonwealth, including Hong Kong, might encounter due to entry into the EEC.

At present the product patterns of Hong Kong's exports to Britain and the EEC are different. For Britain, textiles and footwear are dominant, while for the EEC, 'newer' items, such as radios and toys, are dominant, though clothing is important for both. It is generally believed that the established items of textiles and footwear have lost, or are about to lose, a large part of their competitiveness in the United Kingdom, but are subsidised, as it were, by the Commonwealth Preference Scheme. With the ending of this Scheme, the pattern of exports to Britain might therefore change. In any event, a growth rate of 33 per cent will be difficult to maintain.

It is to be expected that an enlarged Common Market will, in the long term, provide better opportunities for our products, although our exports to individual member countries could vary considerably.

Following President Nixon's decisions on economic measures in August, there was a period of uncertainty in the world of commerce. For Hong Kong, there is the additional problem of the United States' restraints on exports of man-made fibre and woollen fabrics, imposed in November, 1971. At the time, this was considered particularly unfair, as this restraint came on top of the temporary 10 per cent surcharge imposed on all imports except textiles under restraint. It is estimated that under the new restrictions, exports to the US of man-made fibre and woollen textiles will be kept down to a yearly expansion rate of around 7 – 10 per cent – while for the past few years Hong Kong shippers have become accustomed to an expansion rate of 25 – 30 per cent. It will inevitably require painful adjustment to cope with the new

situation.

It was with relief that we learned in December that the 10 per cent surcharge was to be abolished. As the United States is by far our biggest export market, we hope, in the long-term interests of both the USA and Hong Kong, to see a rapid and sustained improvement in the US economy.

The Chamber has for many years advocated the advisability of diversification into other markets as well as into newer products. Following this policy, the Chamber formed, in 1971, eleven Area Sections each with a committee to promote two-way trade. It is hoped that new markets of substance might be developed through these efforts.

Reviewing the overall banking position at the end of 1971, Mr. J.C. Patterson, the Commissioner of Banking, said that since 1967, all banks had improved their earnings each year, and some measure of the extent to which this has contributed to their sound financial position was evidenced by the balance sheets and accounts of the 31 locally incorporated banks.

During 1971, bank deposits had increased by 25.6 per cent from \$14,955 million to \$18,785 million and advances increased by 22.4 per cent from \$9,670 million to \$11,836 million. The rate of growth over the last quarter was, however, lower than that over the first three quarters. Bank liquidity had consistently remained well above the minimum prescribed limit of 25 per cent.

Over the past five years, the number of licensed banks has not increased but the number of branch offices operated by the 73 banks conducting business in the Colony had increased from 318 to 431. Additionally, 31 foreign banks have established representative offices in the same period, bringing the total number to 40.

Over the last three years, a number of merchant banks, finance and acceptance houses and reputable dealers in securities from the United Kingdom, the United States and Japan, as well as the representative banks, have established places of business in the Colony. When their particular expertise

and contacts with the rest of the world begins to be felt, Hong Kong's reputation as a major financial centre in the Far East should gradually grow.

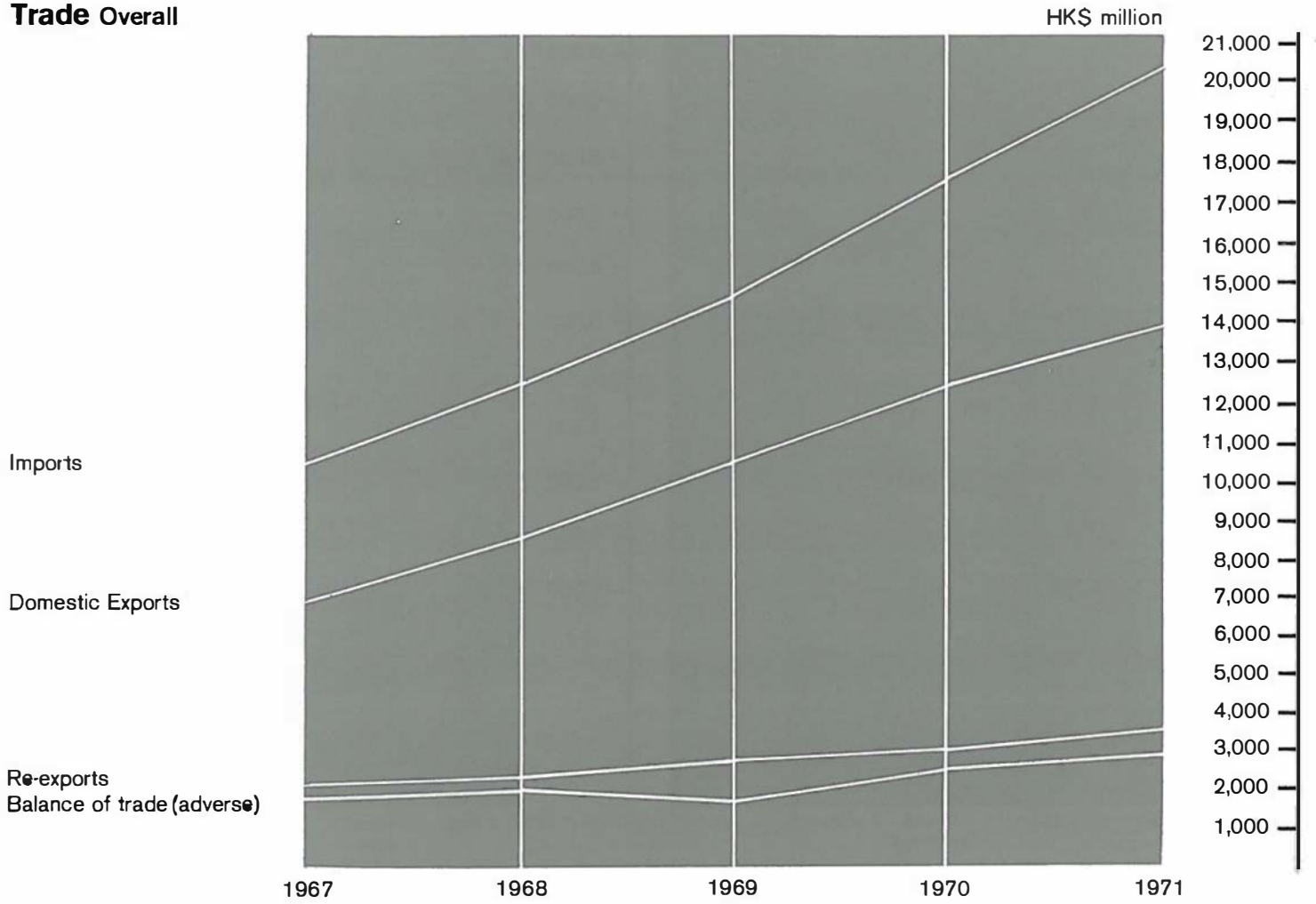
The major topic of the year was undoubtedly the world monetary crisis. The situation had been tense for a long time and in the early months of the year, the US dollar-to-gold rate had become increasingly unrealistic. The announcement of President Nixon in August to float the dollar did not dispel the uncertainty. Finally, on December 20th, the United States devalued the dollar by 7.9 per cent. The Hong Kong Government, in line with sterling, subsequently announced a revaluation of Hong Kong dollar by 8.57 per cent, following the realignment of world currencies.

The consensus of local opinion was that the decision to follow sterling was probably the best compromise. Basically there were two choices: to devalue in order to maintain parity with the US dollar and so protect the selling prices of our exports to the United States and other markets, or to revalue to maintain parity with sterling so as to cushion the effects of increases in our import bills from revaluing suppliers. Hong Kong imports most of its raw materials from Japan and with such a steep revaluation of the yen, devaluation of the Hong Kong dollar would have caused production costs to rise to such an extent that either export prices would have to be increased or profit margins reduced.

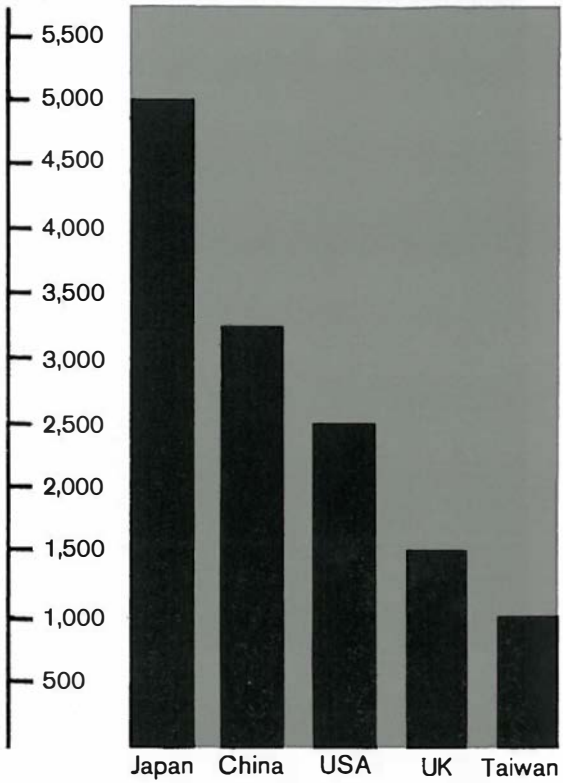
It was held however by many informed observers that while it was wise to revalue, Hong Kong should not have followed sterling all the way, as this could reduce the competitiveness of our exports with those of countries such as Taiwan and South Korea, which have maintained parity with the US dollar.

The HK Government was very concerned to avoid adopting a policy that would have led to a steep rise in the cost of living. This appears to have been achieved, and in addition our selling prices to Japan can now be more competitive and our exports to US, it is believed, can still survive competition from countries which have gained a "currency edge" over Hong Kong.

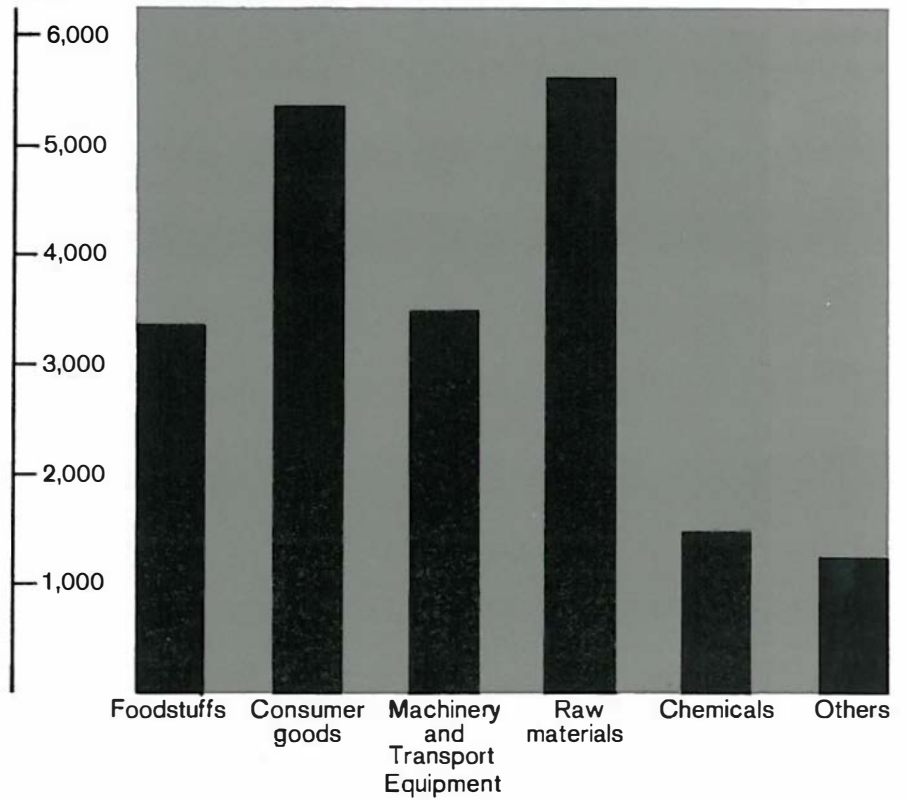
Trade Overall



Imports – Suppliers 1971

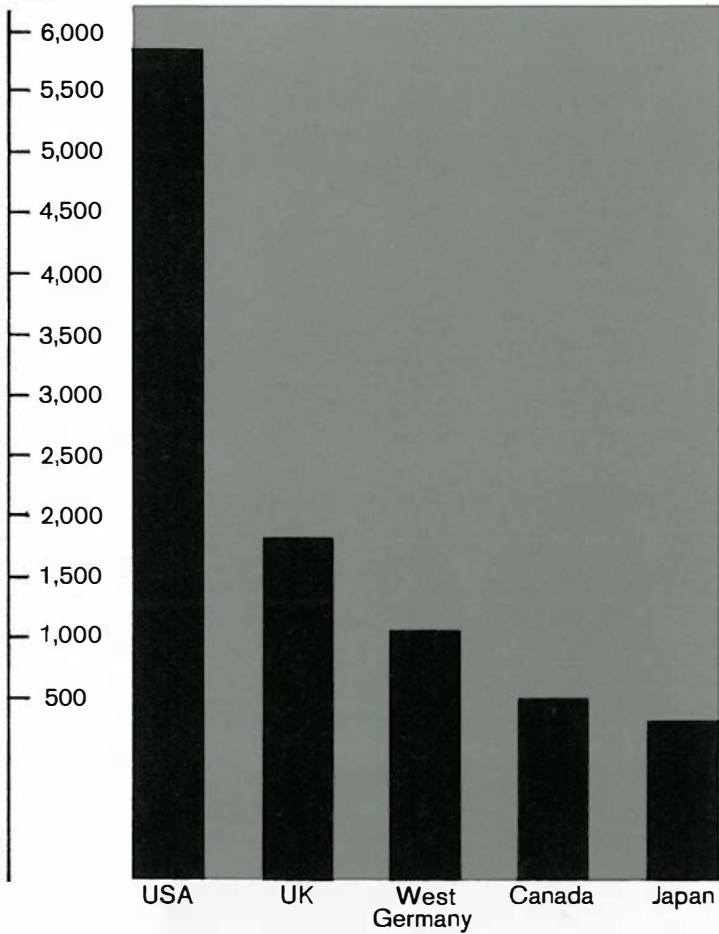


Imports – Products 1971



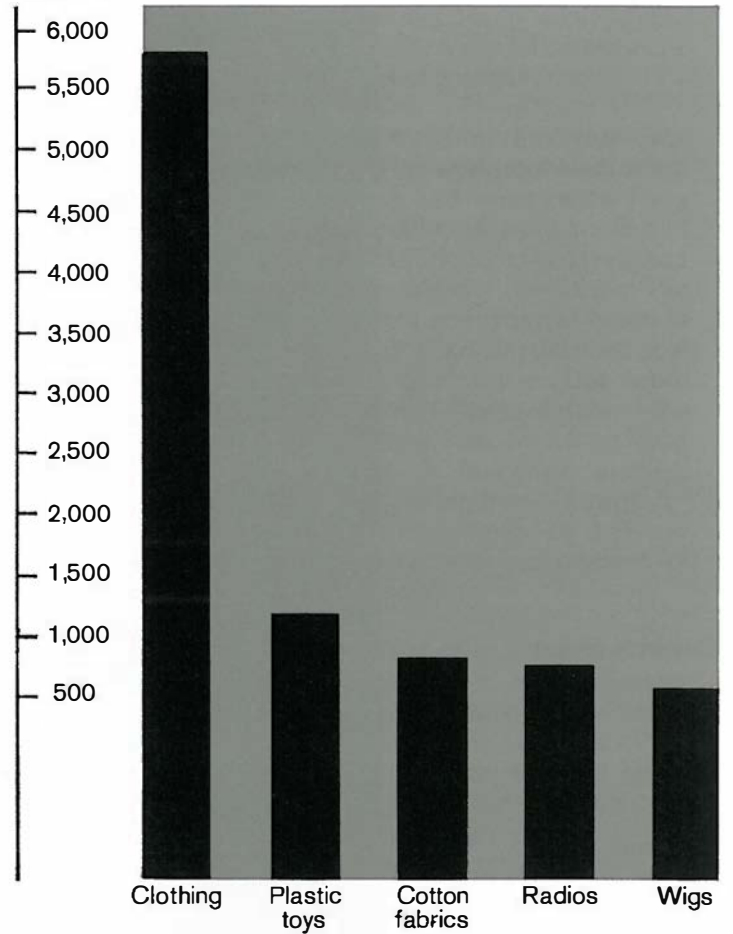
Exports – Markets 1971

HKS million



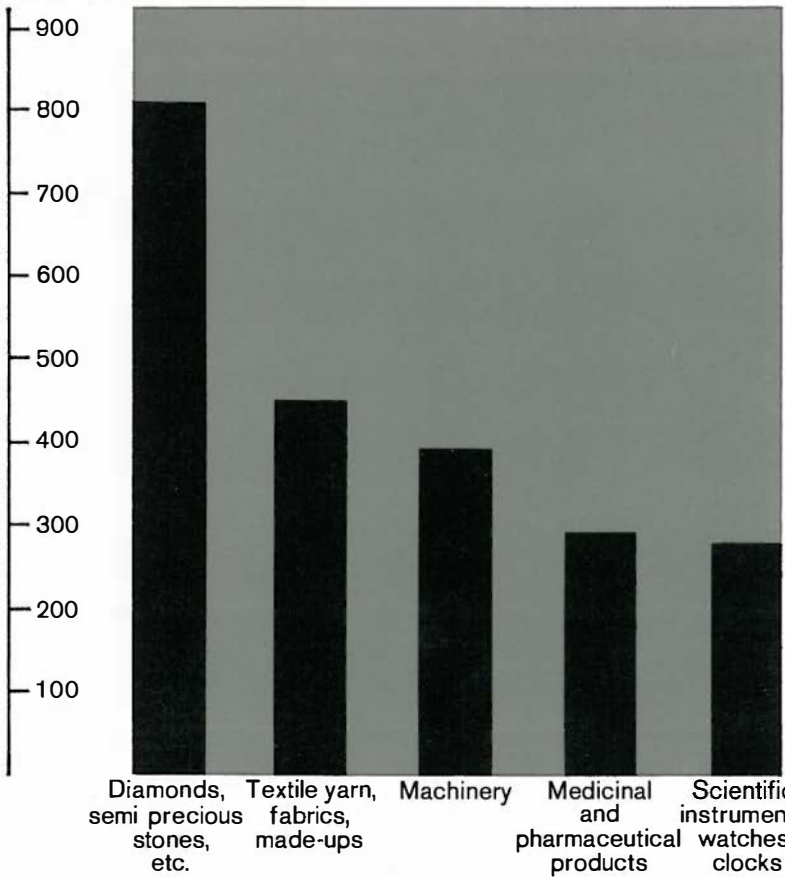
Exports – Products 1971

HKS million



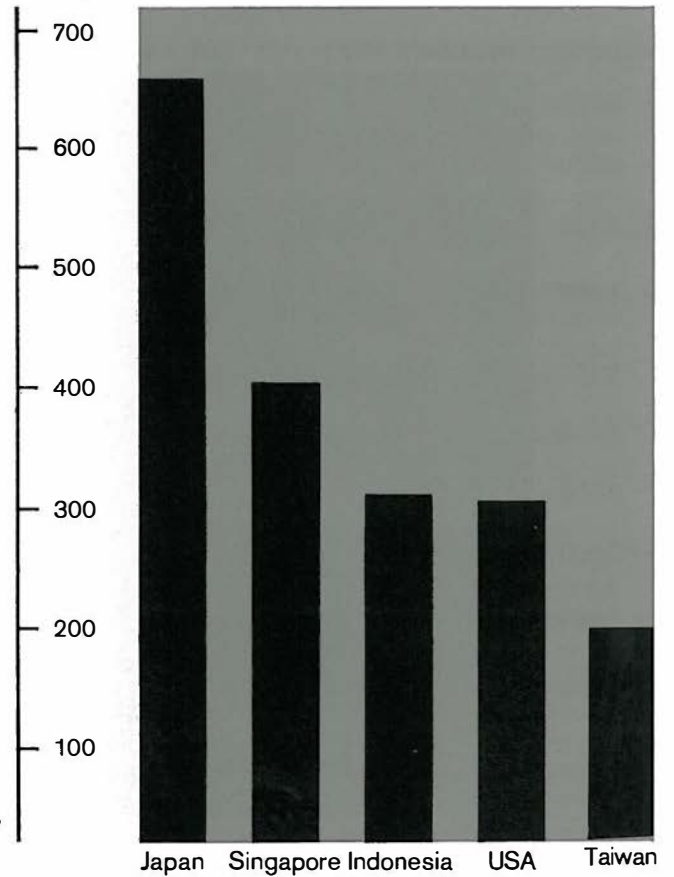
Re-exports – Products 1971

HKS million



Re-exports – Markets 1971

HKS million



In spite of these difficulties, coming as they did on top of the crippling docks' strikes in the United States, prospects for 1972 are by no means gloomy. Our exceptionally high rate of growth will however inevitably be more difficult to maintain.

All agree that the most important hope for Hong Kong is that the US economy should expand in 1972 since this will undoubtedly provide the soundest basis for sustained and profitable growth.



Shipping & the Port

7714 ocean-going vessels, a tonnage of 24.26 million, entered Hong Kong in 1971 as against 7,086 (22.9 million) in 1970. Cargo discharged totalled 10,210,310 tons (1970 9,341,721 tons) and cargo loaded 2,969,058 tons (1970 2,802,540 tons). There was a notable increase in imports of cement, reflecting the considerable increase in building activity, and of fuel and grains. The monthly average number of vessels entering the port was over 650 compared with just over 600 in 1970. The peak month was August when a record number of 708 vessels entered. Despite this increase, no shortage of buoys or pressure on harbour moorings was reported.

The number of containers handled rose steadily from some 7000 in December to a peak of over 12,000 (both for arrivals & departures) in July, since when trade with the west coast of USA virtually stopped due to the Longshoremen's strike. This was reflected in a very sharp fall in the number of containers arriving and departing Hong Kong.

To assist in dealing with the many problems arising from containerisation, LASH and other through transportation developments, the Shipping Committee recommended that the Chamber should have a Through-Transportation committee-representative. This recommendation has been accepted by the General Committee.

Two common user container terminals are already in operation in Hong Kong and it is expected that the first exclusive user terminal at Kwai Chung will be ready for the Europe-Far East container service due to commence in September 1972.

Typhoon Rose hit Hong Kong on the night of August 16th/17th and caused heavy loss of life as a result of the sinking of two ferry vessels and five fishing trawlers. A further twenty-six vessels went aground. Rose was one of the most intense and violent typhoons ever to have affected Hong Kong. Sterling service in search and rescue operations and in clearing up after the storm was rendered by the Royal Navy, Marine Police, Marine Department and ferry companies.

The demand for typhoon shelter space is greatly in excess of present supply. It is estimated that there are over 20,000 people living on over 3,600 squatter boats in Hong Kong waters, occupying about 40 acres of valuable typhoon shelter space and presenting both a fire and a health hazard. The Port Executive Committee has examined the problem and as a result, the Marine Department have submitted proposals to Government.

Damage to shipping from typhoon storms and fires, and the danger of a major oil spillage, have resulted in demands for services to contain the spread of spillage and to remove oil from stricken vessels. It is clear from the official reply to a question in Legislative Council that Government is not satisfied that the present arrangements are adequate and the Port Committee is considering what further precautions Government should be advised to take.

The Director of Urban Services has reported that most of the refuse collected within the harbour emanates from the land and that attempts are being made to prevent this at source. The Marine Department hopes to re-introduce a free-of-charge refuse collection service for ocean-going vessels. The scavenging service is to be extended to Aberdeen harbour and a refuse collection service provided in two of the biggest typhoon shelters.

Without any disruption to shipping movements in the harbour, the dredging operations and the sinking and securing of the prefabricated steel units for the cross harbour tunnel were almost complete by the end of 1971. This complex civil engineering undertaking is proceeding on schedule and the tunnel is expected to be operational by October, 1972. Labour and technical problems were encountered in the early stages of the programme but were successfully overcome.

Since its inauguration in 1969, the radio pratique service has never been fully used. Companies and agents have been asked to promote its use thereby achieving a quicker turn-round of vessels and a more efficient use of Port Health Office personnel. At the request of the Shipping Com-

mittee, the Director of Immigration extended the facility of pre arrival immigration clearance of cargo vessels to include wives of crew members, provided they are listed on ships articles and are in possession of valid travel documents.

On a trial and experimental basis, the Director is conducting examination of limited passenger-carrying vessels at berth or buoy instead of at quarantine anchorage.

In Dec. 1971 the Pilotage Ordinance was enacted. Mr. M.J. Connor and Mr. Simon Lee, who have for several years represented the Chamber on the ad hoc committee, were nominated for appointment by HE the Governor to serve on the Pilotage Advisory Committee as representatives of the shipping industry in Hong Kong.

Mr. A.G.S. McCallum and Mr. T. Vinde (in succession to Mr. Eitzen) continued to represent the Chamber on the Seamen's Training Committee. The final report has been submitted to the Colonial Secretary.

After nearly seven years as Chairman of the Shipping Committee, Mr. A.G.S. McCallum, on transfer to Japan, was succeeded by Mr. D.K. Newbigging as Chairman and by Mr. H.M.P. Miles as a member.

On departure from Hong Kong, Mr. H.D. Carl, who had served for seven years on the Committee, was succeeded by Mr. J.A. Clarke.

Mr. P.G. Williams continued to represent the Chamber on the Port Executive Committee.

Hon. G.M.B. Salmon, Hon. H.J.C. Browne, Mr. D.K. Newbigging and Mr. F. Terwogt continued as members of the Port Committee.

At a meeting of representatives of Governments and shippers organisations within the Economic Commission for Asia and Far East Region Mr. R.T. Griffiths, Chamber Secretary, represented the International Chamber of Commerce as an observer. There was a constructive discussion and frank exchange of views on problems of shippers in the region.

After 22 years' service in the Marine Department, five of them as Director, Mr. K.M. Milburn has left Hong Kong on well-earned retirement. He takes with him our thanks and good wishes. We congratulate Mr. A. Fletcher on his appointment as Director and assure him and his officers the Chamber's continued co-operation and support.



THE HONG KONG GENERAL CHAMBER OF COMMERCE
Balance Sheet as at 31st December, 1971

1970			HK\$
	General Fund		
\$1,386,643	As at 31st December, 1970	\$1,567,313.81	
<u>180,671</u>	Less: Excess of Expenditure over Income for the year	<u>375,581.90</u>	1,191,731.91
<u>\$1,567,314</u>			
	Reserves		
\$ 200,000	Trade Promotion	\$ 200,00.00	
<u>11,000</u>	Provident Fund Investment and Deposits		
\$ 211,000	Fluctuation and Exchange Differences	<u>—</u>	200,000.00
<u>\$ 45,000</u>			
\$ 102,071	Staff Hospital and Surgical Expenses Fund		45,000.00
	Staff Superannuation Reserve		90,084.93
	Current Liabilities, Provisions and Receipts in Advance		
\$ 42,000	Leave Passages	\$ 40,000.00	
<u>89,836</u>	Creditors	84,842.76	
448,400	Subscriptions for 1972 Received in Advance	<u>597,600.00</u>	722,442.76
<u>\$ 580,236</u>			

Note: These Accounts do not include the Assets and Liabilities of the Staff Provident Fund for which the Chamber acts as Trustee

G.M.B. Salmon..... Chairman

P.G. Williams..... Vice Chairman

J.B. Kite..... Secretary

Lowe, Bingham and Matthews
Chartered Accountants, Treasurers.

\$2,505,621

HK\$2,249,259.60

1970			HK\$
	Fixed Assets		
	Property – R.B.L. No. 588		
\$ 7,800	At cost less amounts written off per last Account	\$ 7,800.00	
	Less: Amount written off	<u>1,200.00</u>	6,600.00
	Motor Car – at cost less amounts written off		
5,800	per last Account	\$ 5,800.00	
	Less: Amount written off	<u>1,500.00</u>	4,300.00
	Furniture and Fittings – at cost		
	less amounts written off		
		Office	Staff Quarters
	As at 31st December, 1970	\$150,000.00	\$ 26,700.00
	Additions during year	<u>122,758.95</u>	<u>8,843.00</u>
		\$272,758.95	\$ 35,543.00
	Less: Sales	<u>500.00</u>	<u>200.00</u>
		\$272,258.95	\$ 35,343.00
	Less: Amounts written off	<u>54,258.95</u>	<u>7,043.00</u>
<u>176,700</u>		<u>\$218,000.00</u>	<u>\$ 28,300.00</u>
<u>\$ 190,300</u>			246,300.00
			257,200.00
	Investment		
	\$157,000 Hong Kong Government 3½% Rehabilitation Loan 1973/78 at cost		
\$ 141,180	Less: Provision for Diminution in Value	\$ 141,180.22	
36,000		<u>33,000.00</u>	108,180.22
<u>\$ 105,180</u>	(Market Value as at 31st December, 1971 – \$108,330)		
	Current Assets		
	Stock on Hand – Stationery and Supply as certified by the Secretary	\$ 18,932.85	
\$ 21,322	Debtors and Prepayments	128,563.79	
193,940	Bank and Cash Balances	1,664,630.00	
1,936,112	Deposits	63,732.74	
50,074	Current Account	<u>8,020.00</u>	
8,693	Cash in Hand		1,883,879.38
<u>\$2,210,141</u>			
<u>\$2,505,621</u>			HK\$2,249,259.60

Auditors' Report to the Members of The Hong Kong General Chamber of Commerce

We have examined the above Balance Sheet and have obtained all the information and explanations we have required. In our opinion the Balance Sheet is properly drawn up as to exhibit a true and correct view of the state of the Hong Kong General Chamber of Commerce's affairs as at 31st December, 1971 according to the best of our information and the explanations given to us and as shown by the books of the Chamber.

Hong Kong, 3rd March, 1972.

Signed Peat, Marwick, Mitchell & Company
Chartered Accountants

THE HONG KONG GENERAL CHAMBER OF COMMERCE
Income and Expenditure Account for the year ended 31st December, 1971.

1970	EXPENDITURE		HK\$
	Staff		
\$1,312,664	Salaries and Staff Quarters	\$1,490,629.68	
132,493	Contribution to Staff Provident Fund	153,392.00	
17,197	Medical Expenses	14,163.60	
38,162	Leave Passages (Including Provision)	96,093.21	
13,779	Local Travelling	15,070.00	
13,209	Training	8,164.30	
1,544	Recruiting	1,826.00	
<u>\$1,529,048</u>			1,779,338.79
	Office		
\$ 241,078	Rent, Light and Telephone	\$ 310,134.15	
115,376	Printing and Stationery	133,463.97	
39,877	Postages	50,766.68	
2,162	Telegrams and Telex	2,701.25	
19,394	Sundry Expenses	25,175.53	
22,156	Maintenance, Repairs and Cleaning	28,995.16	
9,740	Structural Alterations	18,060.00	
10,613	Books and Newspapers	13,663.02	
<u>\$ 460,396</u>			582,959.76
6,598			5,366.60
	Insurance		
	Services		
\$ 1,500	Audit Fee	\$ 1,500.00	
15,000	Treasurers' Fees	15,000.00	
3,000	Consultant's Fee	—	
4,651	Legal Fees	8,161.00	
<u>\$ 24,151</u>			24,661.00
	Property Expenses and Depreciation		
\$ 30,110	Property Expenses – 73 Mt. Kellett Road	\$ 7,157.00	
47,937	Depreciation on Property, Motor Car and Furniture and Fittings	64,001.95	
<u>\$ 78,047</u>			71,158.95
	Subscriptions and Educational Donations		
\$ 21,232	Subscriptions to Trade Associations	\$ 21,619.22	
11,825	Scholarships and Other Donations	12,700.00	
<u>\$ 33,057</u>			34,319.22
	Exchange Loss		60,699.68
119,115	Publications	\$ 134,017.52	
62,161	Advertising	44,541.32	
140,387	Trade Promotion Expenses	208,474.97	
23,472	Credit Information Bureau	18,564.17	
<u>\$ 345,135</u>			405,597.98
180,671	Balance – Excess of Income over Expenditure for the year		—
<u><u>\$2,657,103</u></u>			<u><u>HK\$2,964,101.98</u></u>

1970	INCOME	HK\$
\$ 709,200	Members' Subscriptions	773,400.00
1,783,287	Fees	1,670,475.50
19,894	Other Income	24,628.20
137,722	Interest	106,016.38
7,000	Provision for Diminution in Value of Investment written back	14,000.00
—	Balance – Excess of Expenditure over Income for the year	375,581.90

\$2,657,103

HK\$2,964,101.98

Chamber Council

Hon. G.M.B. Salmon
(Chairman)
P.G. Williams
(Vice-Chairman)
Hon. T.K. Ann, OBE
Hon. H.J.C. Browne, OBE
R. Burrell, DFC
Hon. Sir Sik-nin Chau, CBE
Dr. the Hon. S.Y. Chung, OBE
Hon. Sir Douglas Clague, CBE, MC
H.M.G. Forsgate
H.P. Foxon
H.C. Fung, OBE
Hon. Sir Sidney Gordon, CBE
W.H. Henderson
L. Kadoorie, CBE
Chev. Leg. d'Honneur
Hon. Sir Yuet-keung Kan, CBE, LLD
H. Keswick
Hon. K.S. Lo, OBE
J. MacKenzie
J.L. Marden, MA
D.L. Millar
K.A. Miller
N.A. Rigg
Hon. G.R. Ross, OBE
A. de O. Sales, OBE
Hon. J.A.H. Saunders, CBE, DSO, MC

Committees

Accountants' Advisory

Thomas Le C. Kuen & Co.
Lowe, Bingham & Matthews
Peat, Marwick, Mitchell & Co.
Wong, Tan & Co.

Arbitration

Hon. G.M.B. Salmon
G.H.P. Pritchard
E.J.S. Tsu

Certification

H.C. Fung
A.C.W. Blaauw
B. Johnson
O.E. Julebin
J.C.B. Slack

Home affairs

H.P. Foxon
H.M.G. Forsgate
Andrew Eu
George Ho
J.L. Marden
J.H.W. Salmon
K.A. Watson

Industrial

R. Burrell
Cha Chi Ming
W.H. Henderson
Michael Y.L. Kan
J. Peacock
Dennis H.S. Ting
Y.F. Wu

International Trade

P.G. Williams
H. Keswick
H.C. Fung
J. MacKenzie
A.G.S. McCallum
P. Pecaric
G.H.P. Pritchard
A.C.W. Blaauw
E.U. Lyen
N.P. Pavri
D.W.N. Landale
Douglas McDonald
S. Bennema
D.P. Inglis
N.A.S. Mills
J.J.G. Brown
C.K. Yang

Legal

P.A.L. Vine
I.R.A. MacCallum
B.S. McElney
G.E.S. Stevenson
W. Turnbull

Public Relations

N.A. Rigg
D.A. Adkins
Stephen Chou
Shum Choi Sang
R.J. Warren

Shipping

D.K. Newbigging (1972)
(A. G.S. McCallum - 1971)
J.A. Clarke
M.J. Connor
R.M. Hall
H. Hennig
Simon Lee
C.L. Pan
F.O. van Randwyck
D. Reid
H.M.P. Miles

Taxation

K.A. Miller
J.C. Hodson
B. Johnson
M.K. Tan
P.A.L. Vine

Area Committees

United Kingdom

G.H.P. Pritchard
E.J.S. Tsu
G. Nolan
F.M.V. Johnstone
P.M. Searle (Mrs.)
G.D.M. Cook
C.I. Chan
D.J.B. Middlemass

Europe

A.C.W. Blaauw
N.E. Weibel
Rolf F.H. Bolt
T. Gebauer
F.M.V. Johnstone
H.K. Salander
E.U. Lyen
R.K. Schneidewind

North America

D.W.N. Landale
Lt. Col. I.G. Daniel
C.D. Beale
H.S. Woo
R.M. Jenssen
A.C.W. Blaauw
M.K. Brown
Randolph N. Earman

Central America

Douglas McDonald
L.L. Pomeroy
M. Yuen
David Young
R. Wang
V.K. Parekh
Albert S.H. Lee
Moti Karamchand

N.J. Harboe
D.P. Inglis
W. Russell
M.G.R. Sandberg
R. Stauffer
Baron F.O. van Randwyck
Y.C. Huang
M.J. Simpson
W.M. Sulke

South America

S. Bennema
C.W. Dalrymple
N.A. Keith
A.M. Blackstock
I.M. Lewis
J.D. Webster
D.K. Patel
Ho Man

South East Asia

C.K. Yang
A. Gopi
Y.H. Chiu
J. Chang
P.A. Hirst
R.C. Kwok
G. Moore
Y.C. Wong

Africa

E.U. Lyen
F.O. Van Randwyck
K.K. Chu
N.P. Pavri
S.H. Sung
S.J. Shroff
K. Wong
P.F. Wight

Middle East

N.P. Pavri
Simon Lee
J.M. Pomerantz
I.M. Lewis
Omer. A.K. Al-Aidarooos
S.H. Sung
T. Dayaram
Solomon Saul

Australia & New Zealand

D.P. Inglis
Henry S.H. Fung
P.I. Archer
S. Bennema
C.I. Chan
J.D. Mackie
R. Wang
J.D. Webster

Japan, Taiwan & South Korea

N.A.S. Mills
S. Funasaka
Cheung Kam-wing
R.K. Louis
Eizo Murata
M.J. Simpson
R. Sundin
Laurens Van Der Kroft

China

J.J.G. Brown
H. Schneider

Officers of The Hong Kong General Chamber of Commerce

Year	Chairman	Firm	Vice-Chairman	Firm
1861	Alexander Percival	Jardine, Matheson & Co. Ltd.	W. Walkinshaw	Turner & Co.
1862	James MacAndrew	Jardine, Matheson & Co. Ltd.	C.W. Murray	Briey & Co.
1863	J.J. Mackenzie	Dent & Co.	C.F. Still	Liyall, Still & Co.
1864	H.B. Gibb	Gibb, Livingston & Co.	H.B. Lemann	Gilman & Co. Ltd.
1865	H.B. Lemann	Gilman & Co. Ltd.	H.B. Gibb	Gibb, Livingston & Co.
1866	John Dent	Dent & Co.	P. Ryrie	Turner & Co.
1867	P. Ryrie	Turner & Co.	W. Nissen	Siemssen & Co.
1868	P. Ryrie	Turner & Co.	G.J. Helland	J. Burch & Co.
1869	W.J. Bryans	Turner & Co.	G.J. Helland	J. Burch & Co.
1870	W. Keswick	Jardine, Matheson & Co. Ltd.	J.B. Taylor	Smith Archer & Co.
1871	P. Ryrie	Turner & Co.	A. Zimmern	Reiss & Co.
1872	P. Ryrie	Turner & Co.	L. Kahn	Reiss & Co.
1873	P. Ryrie	Turner & Co.	L. Kahn	Reiss & Co.
1874	P. Ryrie	Turner & Co.	James Crieg	The Hongkong and Shanghai Banking Corporation
1875	P. Ryrie	Turner & Co.	James Crieg	The Hongkong and Shanghai Banking Corporation
1876	P. Ryrie	Turner & Co.	W. Keswick	Jardine, Matheson & Co. Ltd.
1877	W. Keswick	Jardine, Matheson & Co. Ltd.	H.H. Nelson	Chartered Mercantile Bank
1878	W. Keswick	Jardine, Matheson & Co. Ltd.	H.L. Dalrymple	Birley & Co.
1879	W. Keswick	Jardine, Matheson & Co. Ltd.	H.H. Nelson	Chartered Mercantile Bank
1880	W. Keswick	Jardine, Matheson & Co. Ltd.	H.H. Nelson	Chartered Mercantile Bank
1881	W. Keswick	Jardine, Matheson & Co. Ltd.	P. Ryrie	Turner & Co.
1882	F.B. Johnson	Jardine, Matheson & Co. Ltd.	H.L. Dalrymple	Birley & Co.
1883	F.B. Johnson	Jardine, Matheson & Co. Ltd.	P. Ryrie	Turner & Co.
1884	W. Keswick	Jardine, Matheson & Co. Ltd.	P. Ryrie	Turner & Co.
1885	W. Keswick	Jardine, Matheson & Co. Ltd.	P. Ryrie	Turner & Co.
1886	P. Ryrie	Turner & Co.	A.P. MacEwen	Holiday Wise & Co.
1887	P. Ryrie	Turner & Co.	A.P. MacEwen	Holiday Wise & Co.
1888	P. Ryrie	Turner & Co.	J. Bell Irving	Jardine, Matheson & Co. Ltd.
1889	P. Ryrie	Turner & Co.	J. Bell Irving	Jardine, Matheson & Co. Ltd.
1890	E. Mackintosh	Butterfield & Swire	A.P. MacEwen	Holiday Wise & Co.
1891	E. Mackintosh	Butterfield & Swire	J.J. Keswick	Jardine, Matheson & Co. Ltd.
1892	E. Mackintosh	Butterfield & Swire	J.J. Keswick	Jardine, Matheson & Co. Ltd.
1893	J.J. Keswick	Jardine, Matheson & Co. Ltd.	A.G. Wood	Gibb, Livingston & Co.
1894	J.J. Keswick	Jardine, Matheson & Co. Ltd.	E. Mackintosh	Butterfield & Swire
1895	A.G. Wood	Gibb, Livingston & Co.	A. McConachie	Gilman & Co. Ltd.
1896	A. McConachie	Gilman & Co. Ltd.	Herbett Smith	Butterfield & Swire
1897	R.M. Gray	Reiss & Co.	Herbett Smith	Butterfield & Swire
1898	R.M. Gray	Reiss & Co.	Herbett Smith	Butterfield & Swire
1899	R.M. Gray	Reiss & Co.	A. McConachie	Gilman & Co. Ltd.
1900	R.M. Gray	Reiss & Co.	J.J. Keswick	Jardine, Matheson & Co. Ltd.
1901	Sir Thomas Jackson	The Hongkong and Shanghai Banking Corporation	C.S. Sharp	Gibb, Livingston & Co.
1902	C.S. Sharp	Gibb, Livingston & Co.	E.A. Hewett	P & O Steam Nav. Co.
1903	E.A. Hewett	P & O Steam Nav. Co.	D.R. Law	Butterfield & Swire
1904	E.A. Hewett	P & O Steam Nav. Co.	D.R. Law	Butterfield & Swire
1905	E.A. Hewett	P & O Steam Nav. Co.	A.G. Wood	Gibb, Livingston & Co.
1906	E.A. Hewett	P & O Steam Nav. Co.	A.G. Wood	Gibb, Livingston & Co.
1907	E.A. Hewett	P & O Steam Nav. Co.	A.G. Wood	Gibb, Livingston & Co.
1908	E.A. Hewett	P & O Steam Nav. Co.	A.G. Wood	Gibb, Livingston & Co.
1909	E.A. Hewett	P & O Steam Nav. Co.	J.R.M. Smith	The Hongkong and Shanghai Banking Corporation
1910	E.A. Hewett	P & O Steam Nav. Co.	J.R.M. Smith	The Hongkong and Shanghai Banking Corporation
1911	E.A. Hewett	P & O Steam Nav. Co.	H. Keswick	Jardine, Matheson & Co. Ltd.
1912	E.A. Hewett, C.M.G.	P & O Steam Nav. Co.	N.J. Stabb	The Hongkong and Shanghai Banking Corporation
1913	E.A. Hewett, C.M.G.	P & O Steam Nav. Co.	C.H. Ross	Jardine, Matheson & Co. Ltd.
1914	E.A. Hewett, C.M.G.	P & O Steam Nav. Co.	J.W.C. Bonnar	Gibb, Livingston & Co.
1915	E.A. Hewett, C.M.G. D. Landale	P & O Steam Nav. Co. Jardine, Matheson & Co. Ltd.	J.W.C. Bonnar	Gibb, Livingston & Co.
1916	G.T. Edkins	Butterfield & Swire	J.W.C. Bonnar	Gibb, Livingston & Co.
1917	P.H. Holyoak	Reiss & Co.	S.H. Dodwell	Dodwell & Co. Ltd.
1918	P.H. Holyoak	Reiss & Co.	S.H. Dodwell	Dodwell & Co. Ltd.
1919	S.H. Dodwell	Dodwell & Co. Ltd.	S.H. Dodwell	Dodwell & Co. Ltd.
1920	P.H. Holyoak	Reiss & Co.	E.V.D. Parr	P & O Steam Nav. Co.
1921	P.H. Holyoak	Reiss & Co.	E.V.D. Parr	Mackinnon, Mackenzie & Co.
1922	A.O. Lang	Gibb, Livingston & Co.	A.O. Lang	Gibb, Livingston & Co.
1923	D.G.M. Bernard	Jardine, Matheson & Co. Ltd.	D.G.M. Bernard	Jardine, Matheson & Co. Ltd.
1924	J. Owen Hughes	Harry Wicking & Co.	E.V.D. Parr	Mackinnon, Mackenzie & Co.
1925	P.H. Holyoak	Holyoak, Massey & Co. Ltd.	A.O. Lang	Gibb, Livingston & Co.
1926	D.G.M. Bernard	Jardine, Matheson & Co. Ltd.	A.O. Land	Gibb, Livingston & Co.
1927	D.G.M. Bernard	Jardine, Matheson & Co. Ltd.	T.G. Weall	Dodwell & Co. Ltd.

1928 T.G. Weall	Dodwell & Co. Ltd.	C.G.S. Mackie	Gibb, Livingston & Co.
1929 B.D.F. Beith	Jardine, Matheson & Co. Ltd.	W.H. Bell	Asiatic Petroleum Co. (South China) Ltd.
1930 C. Gordon Mackie	Mackinnon, Mackenzie & Co.	T.H.R. Shaw	Butterfield & Swire
1931 W.H. Bell	Asiatic Petroleum Co. (South China) Ltd.	T.H.R. Shaw	Butterfield & Swire
J.A. Plummer	Bradley & Co.	T.H.R. Shaw	Butterfield & Swire
1932 T.H.R. Shaw (Acting)	Butterfield & Swire		
1933 C. Gordon Mackie	Mackinnon, Mackenzie & Co.	T.H.R. Shaw	Butterfield & Swire
1934 C. Gordon Mackie	Mackinnon, Mackenzie & Co.	W.H. Bell	Asiatic Petroleum Co. (South China) Ltd.
1935 W.H. Bell	Asiatic Petroleum Co. (South China) Ltd.	S.H. Dodwell	Dodwell & Co. Ltd.
1936 S.H. Dodwell	Dodwell & Co. Ltd.	A.W. Hughes	Union Insurance Society of Canton Ltd.
1937 M.T. Johnson	Mackinnon, Mackenzie & Co.	A.L. Shields	Shewan, Tomes & Co.
1938 A.L. Shields	Shewan, Tomes & Co.	T.E. Pearce	John D. Hutchison & Co. Ltd.
1939 T.E. Pearce	John D. Hutchison & Co. Ltd.	J.K. Bousfield	Asiatic Petroleum Co. (South China) Ltd.
1940 J.K. Bousfield	Asiatic Petroleum Co. (South China) Ltd.	S.H. Dodwell	Dodwell & Co. Ltd.
1941 S.H. Dodwell	Dodwell & Co. Ltd.	G. Miskin	Gilman & Co. Ltd.
1942 to			
1945 War in the Pacific			
1946 R.D. Gillespie	Imperial Chemical Industries (China) Ltd.	G. Miskin	Gilman & Co. Ltd.
1947 R.D. Gillespie	Imperial Chemical Industries (China) Ltd.	P.S. Cassidy	John D. Hutchison & Co. Ltd.
1948 C.C. Roberts	Butterfield & Swire	P.S. Cassidy	John D. Hutchison & Co. Ltd.
P.S. Cassidy	John D. Hutchison & Co. Ltd.	N.O.C. Marsh	Mackinnon, Mackenzie & Co.
1949 P.S. Cassidy	John D. Hutchison & Co. Ltd.	C. Blaker, M.C.	Gilman & Co. Ltd.
1950 C.C. Roberts	Butterfield & Swire	P.S. Cassidy	John D. Hutchison & Co. Ltd.
1951 P.S. Cassidy	John D. Hutchison & Co. Ltd.	C. Blaker, M.C.	Gilman & Co. Ltd.
1952 H.J. Collar, C.B.E.	Imperial Chemical Industries (China) Ltd.	C. Blaker, M.C.	Gilman & Co. Ltd.
1953 C. Blaker, M.C.	Gilman & Co. Ltd.	J.A. Blackwood	Butterfield & Swire
1954 J.A. Blackwood	Butterfield & Swire	R. Gordon	Jardine, Matheson & Co. Ltd.
1955 J.A. Blackwood	Butterfield & Swire	L.B. Stone	Union Insurance Society of Canton Ltd.
1956 C. Blaker, M.C.	Gilman & Co. Ltd.	J.D. Clague, C.B.E., M.C.	John D. Hutchison & Co. Ltd.
1957 C. Blaker, M.C.	Gilman & Co. Ltd.	L.B. Stone	Union Insurance Society of Canton Ltd.
1958 J.D. Clague, C.B.E., M.C.	John D. Hutchison & Co. Ltd.	B.T. Flanagan	Mackinnon, Mackenzie & Co.
1959 J.D. Clague, C.B.E., M.C.	John D. Hutchison & Co. Ltd.	H.D.M. Barton, M.B.E.	Jardine, Matheson & Co. Ltd.
1960 G.M. Goldsack	Dodwell & Co. Ltd.	W.C.G. Knowles	Butterfield & Swire
1961 W.C.G. Knowles	Butterfield & Swire	S.S. Gordon	Lowe, Bingham & Matthews
1962 W.C.G. Knowles	Butterfield & Swire	S.S. Gordon	Lowe, Bingham & Matthews
1963 S.S. Gordon	Lowe, Bingham & Matthews	G.R. Ross	Deacon & Co. Ltd.
1964 S.S. Gordon	Lowe, Bingham & Matthews	G.R. Ross	Deacon & Co. Ltd.
1965 G.R. Ross	Deacon & Co. Ltd.	J. Dickson Leach, O.B.E.	Union Insurance Society of Canton Ltd.
1966 G.R. Ross	Deacon & Co. Ltd.	J. Dickson Leach, O.B.E.	Union Insurance Society of Canton Ltd.
1967 J. Dickson Leach, O.B.E.	Union Insurance Society of Canton Ltd.	M.A.R. Herries, M.C.	Jardine, Matheson & Co. Ltd.
1968 M.A.R. Herries, O.B.E., M.C.	Jardine, Matheson & Co. Ltd.	G.M.B. Salmon	Mackinnon, Mackenzie & Co. of HK Ltd.
1969 M.A.R. Herries, O.B.E., M.C.	Jardine, Matheson & Co. Ltd.	G.M.B. Salmon	Mackinnon, Mackenzie & Co. of HK Ltd.
1970 G.M.B. Salmon	Mackinnon, Mackenzie & Co. of HK Ltd.	P.G. Williams	Dodwell & Co. Ltd.
1971 G.M.B. Salmon	Mackinnon, Mackenzie & Co. of HK Ltd.	P.G. Williams	Dodwell & Co. Ltd.

Chamber's representatives on the Legislative Council of Hong Kong

1884-87	T. Jackson (A.P. MacEwen 1886)	The Hongkong and Shanghai Banking Corporation Holiday, Wise & Co.
1887-90	A.P. MacEwen (B. Layton 1888)	Holiday, Wise & Co. Gibb, Livingston & Co.
1890-1902	T.H. Whitehead (A. MacConachie 1894) (H. Smith 1900) (J. Thurburn 1900) (R.G. Shewan 1902)	Chartered Bank of I.A. & China Gilman & Co. Butterfield & Swire Mercantile Bank Shewan, Tomes & Co.
1902-1906	R.G. Shewan (H.E. Pollock, K.C. 1903)	Shewan, Tomes & Co. Barrister at Law
1906-1915	E.A. Hewett (M. Stewart 1908 and 1912) (J.W.C. Bonnar 1912)	P & O Steam Nav. Co. Stewart Bros. Gibb, Livingston & Co.
1915-1926	P.H. Holyoak (S.H. Dodwell 1917) (E.V.D. Parr 1919) (A.O. Lang 1921) (D.G.M. Bernard 1926)	Reiss & Co. (later Holyoak, Massey & Co. Ltd.) Dodwell & Co. Ltd. Mackinnon, Mackenzie & Co. Gibb, Livingston & Co. Jardine, Matheson & Co. Ltd.
1926-1927	D.G.M. Bernard	Jardine, Matheson & Co. Ltd.
1927-1931	J. Owen Hughes (B.D.F. Beith 1929)	Harry Wicking & Co. Jardine, Matheson & Co. Ltd.
1931-1935	C.G.S. Mackie (W.H. Bell 1932)	Mackinnon, Mackenzie & Co. The Asiatic Petroleum Co. (South China) Ltd.
1935-1936	W.H. Bell	The Asiatic Petroleum Co. (South China) Ltd.
1936-1937	A.W. Hughes	Union Insurance Society of Canton Ltd.
1937-1938	M.T. Johnson	Mackinnon, Mackenzie & Co.
1938-1944	A.L. Shields (J.K. Bousfield 1939)	Shewan, Tomes & Co. Ltd. The Asiatic Petroleum Co. (South China) Ltd.
1946-1948	R.D. Gillespie	Imperial Chemical Industries (China) Ltd.
1948	C.C. Roberts	Butterfield & Swire
1948-1953	P.S. Cassidy (C. Blaker, M.C., 1949)	John D. Hutchison & Co. Ltd. Gilman & Co. Ltd.
1953	H.J. Collar, C.B.E.	Imperial Chemical Industries (China) Ltd.
1953-1958	C. Blaker, M.C. (J.A. Blackwood, 1954 and 1955) (J.D. Clague, C.B.E., M.C., T.D., 1956)	Gilman & Co. Ltd. Butterfield & Swire John D. Hutchison & Co. Ltd.
1958-1960	J.D. Clague, C.B.E., M.C., T.D.	John D. Hutchison & Co. Ltd.
1960-1961	G.M. Goldsack	Dodwell & Co. Ltd.
1961-1964	W.C.G. Knowles (J. Dickson Leach, O.B.E., 1963)	Butterfield & Swire Union Insurance Society of Canton Ltd.
1964-1968	G.R. Ross (J. Dickson Leach, O.B.E., 1965) (M.A.R. Herries, M.C., 1967)	Deacon & Co. Ltd. Union Insurance Society of Canton Ltd. Jardine, Matheson & Co. Ltd.
1968	M.A.R. Herries, O.B.E., M.C. (G.R. Ross, O.B.E.)	Jardine, Matheson & Co. Ltd. Deacon & Co. Ltd.
1969	M.A.R. Herries, O.B.E., M.C. (G.M.B. Salmon) (G.R. Ross, O.B.E.)	Jardine, Matheson & Co. Ltd. Mackinnon, Mackenzie & Co. of HK Ltd. Deacon & Co. Ltd.
1970-1971	G.M.B. Salmon	Mackinnon, Mackenzie & Co. of HK Ltd.

