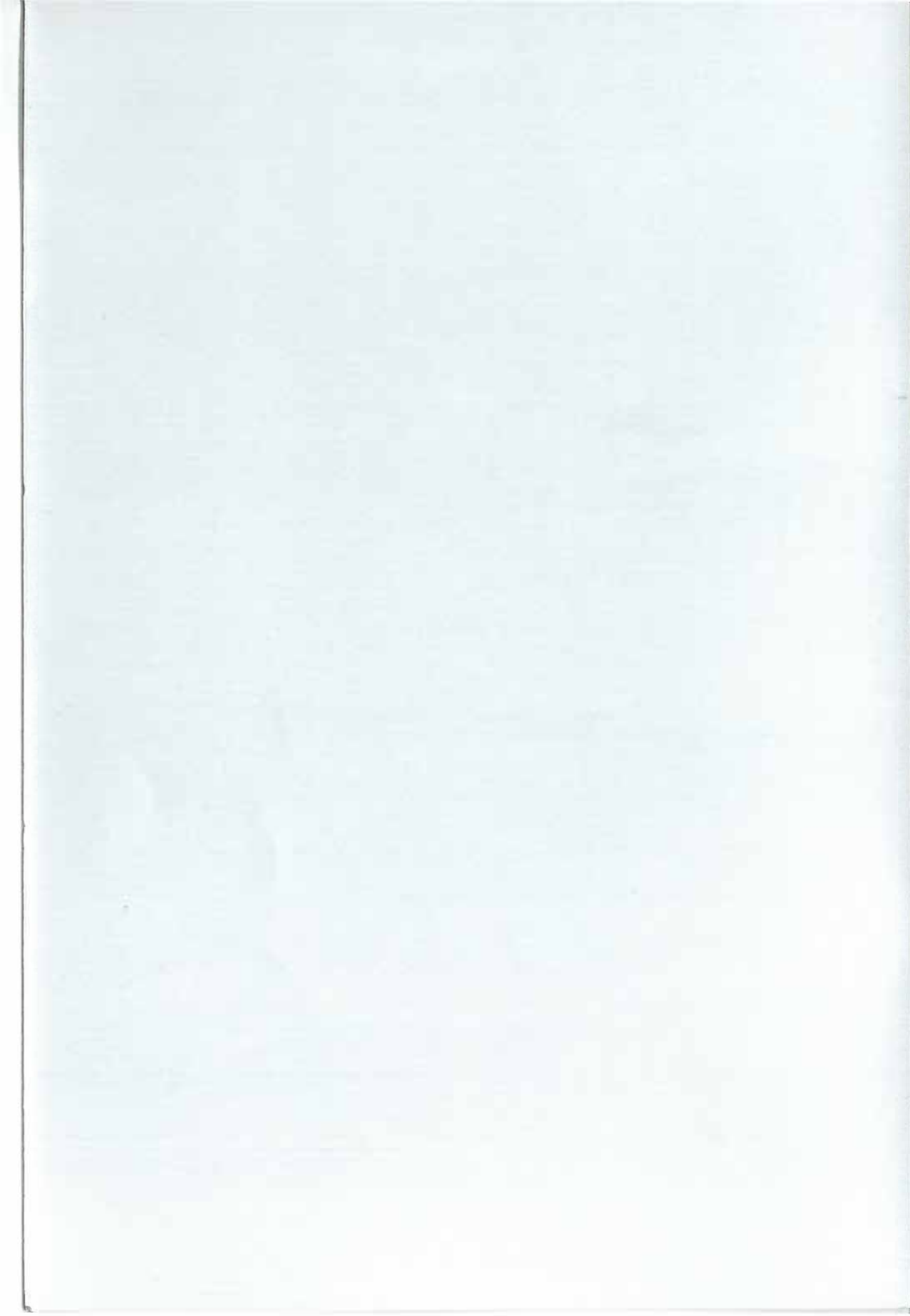




**THE HONG KONG
GENERAL CHAMBER
OF COMMERCE
ANNUAL REPORT
AND ACCOUNTS
FOR 1972**



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General Committee

Hon. P. G. Williams
(Chairman)

H. P. Foxon
(Vice-Chairman)

Hon. T. K. Ann, OBE

Hon. H. J. C. Browne, OBE

R. Burrell, OFC

Hon. Sir Sik-nin Chau, CBE

Hon. Sir Douglas Clague, CBE, MC

Henry S. H. Fung

L. W. Gordon
(K. A. Miller — September 1972)

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

Hon. Sir Yuet-keung Kan, CBE, LLD

H. Keswick

N. A. Rigg

Hon. G. R. Ross, OBE

G. M. B. Salmon, OBE

G. M. Sayer

Director

J. B. Kite, OBE

Bankers

The Hongkong and Shanghai
Banking Corporation

Treasurers

Lowe, Bingham & Matthews

Chairman's Statement

In 1972 common sense showed in international affairs. Few years in history have seen more determined efforts to ease major political tensions. The visits by President Nixon to Peking and Moscow, and the resolute pursuit of a cease fire in Vietnam are three outstanding examples. The SALT talks in Helsinki and the moves towards NATO/Warsaw Pact countries' talks in Vienna are other signs that businessmen may look forward to an atmosphere of political calm in which trade may develop to the benefit of all. Of particular interest to Hong Kong has been the stepping up of Britain's diplomatic relations with the People's Republic of China to ambassadorial level.

It is unlikely that all these events will lead to a dramatic rise in China's overseas trade. Visitors to the Spring and Autumn Kwangchow Fairs, have been told repeatedly that China's capability to export is not only conditioned by the vagaries of weather and crops but also by the need to supply the domestic market and raise standards of living within the country. The trade figures during the first ten months of the year do, however, show increasing purchases by Hong Kong from China and, so far as it is possible to trace such goods through Hong Kong, show a somewhat larger increase (26 per cent) in the amount of such goods being re-exported from Hong Kong. With our trade figures being expressed almost exclusively in terms of value, rising prices have had some part in bringing about this increase but do not by any means account for all of it. China will continue to conduct the great majority of her trade on a direct shipment basis but the experience of Hong Kong merchants and the sophisticated services Hong Kong can offer are readily available to help the trade in either direction.

The achievement of a cease fire in Vietnam, at least so far as American forces are concerned, is but the beginning of a long road that we hope will lead eventually to political and economic stability for this long suffering country. Rehabilitation of the war-shattered economy will take a long time and, again, our merchant and industrial community stand ready to help.

With Britain a full member of the expanded European Economic Community, even if the implications for Hong Kong are uncertain, at least we can plan in the light of some certainties. We know the date, 1st January, 1976 by which Commonwealth Preference will be finally phased out so far as sales to the United Kingdom are concerned. Some of our goods may not remain competitive on the UK market. However, much of our production has been selling well, over the Common External Tariff, into the EEC and we are confident that, given fair trading conditions, this trade will continue and, hopefully, expand, with the United Kingdom as well as with her EEC partners. We are concerned that the Community's Common Commercial Policy will be developed in a broad minded manner and not directed to restrictions in the form of quantitative controls on imports from Hong Kong. Assurances have been given from time to time of the United Kingdom's ability to look after Hong Kong's interest more strongly from within than from outside the Community, but I am reminded of a comment made by my predecessor of some 12 years ago who reminded us that in matters of trade, particularly in textiles, the interests of Britain and those of Hong Kong did not always completely coincide. The Chamber does, therefore, feel some concern that Hong Kong's interests in the EEC should be represented at appropriate levels throughout the Community and we note with some anxiety that, for example, in any further discussions under the GATT aimed towards extension or modification of the Long Term Arrangement for cotton textiles, Hong Kong's interests would be the responsibility of a single representative of the EEC.

After a full year of experience of the EEC Generalised Preferences Scheme under the UNCTAD agreement, it is clear that full advantage is being taken of the tariff quotas made available to Hong Kong and in almost every case, the quota has been over subscribed by several times. It cannot be helped, but the quota is being administered in a way whereby the benefits of preferences accrue to the European importer rather than to the Hong Kong shipper. The Scheme announced by Japan was a great disappointment to Hong Kong with such a long list of exclusions embodying almost every item in which Hong Kong had any prospects of making progress in the Japanese market. Representations on this subject have been made at the highest level and we hope that a more liberal attitude towards their country's second largest export market will be adopted by the Japanese Government.

In Hong Kong much happened in 1972. For the first time, over one million tourists visited us. We became a container port and big boxes became a common sight both in the Harbour and inland. The cross harbour tunnel became, and an underground railway scheme came closer to being a reality. A start was made on a desalination plant capable of producing 40 million gallons a day together with progress on the 60,000 million gallon High Island reservoir scheme. The scene of Hong Kong ever changed as new buildings, office blocks, residences, hotels, factories, continued to soar. And a welcome change to this scene came at the year's end with a most successful "Clean Hong Kong" campaign.

For the future well being of the people of Hong Kong a most important event was the announcement by His Excellency the Governor in October of the Government's plans for the seventies with three main priorities. A drive over the next decade to provide housing to a higher standard for 1,800,000 people or 45 per cent of the population. By 1980 to provide three years of secondary education for every child. (This alone will require the building of some 200 additional secondary schools.) Lastly a 5-year plan of ambitious developments in social welfare.

But, without doubt, the event, or series of events, that has caught the eye of the rest of the world, has been the activity on the Colony's stock exchanges which rose to four in number and, between them, reached a level of trading volume about fourth in the world. Vast numbers of new investors were attracted, many, it must be admitted, having little idea of what it was all about but, at the same time, doing very well indeed out of their investments provided, as always, that they can get out in time.

First and careful steps were taken by the Government to control the number of exchanges operating in the Colony and comprehensive securities legislation will be introduced in 1973 to ensure some regularity in their operations. Some nervousness was expressed at Government's intervention in this area. Others wanted stronger action to be taken. It certainly became clear that something had to be done to protect the "new investors" from, if nothing else, their own ignorance. From the Colony's point of view, the long term danger lies in the possible diversion to the exchanges of capital resources from productive enterprise, for fortunes made on the stock exchange feed few mouths.

The Colony's evident prosperity and the stability of the Hong Kong dollar have attracted to our community many of the famed international firms of merchant bankers and other financial institutions. The Chamber Council examined the possibility of an Asian Currency Unit Market being established here and, finding the proposition attractive, made appropriate recommendations to Government. For such a venture to be successful would call for the dropping of our 15 per cent withholding tax on interest income but in our view, the loss of income to the public purse would quickly be made up from increased collections of profits tax from those involved.

Allied to the stock exchange boom, and providing much of the fuel for its continuance, has been the ever rising level of the value of land. Government's firm adherence to the policy of letting the price of land find its own level at auction or in the market place, has its merits and is within the Colony tradition. But if Government controls the supply of land to the market they are, ipso facto, controlling the price of land. Some 12 years ago my predecessor reminded Government that the way to keep land prices reasonable was to put more of it on the market and the same principle applies today.

Government's decision to put, for the first time ever, a restrictive clause on the type of industry which may be set up on some industrial land shortly to go to auction, is a bold one and it will be interesting to measure the success that attends this forthright effort to encourage diversification of our industry.

High cost of land and soaring costs of building, combined with the ability to pay by a prosperous business community, have led to our having, according to the Financial Times, rentals in the Central area higher than anywhere else in the world. There are, already, signs of some business houses moving away from the centre of town, particularly in the direction of Wanchai and as far as North Point, the advantages accruing not only from lower rentals but also from easier access for staff as well as more readily available and less expensive restaurant facilities for them.

On the more sombre side of the shortage of land were the two landslide disasters at Sau Mau Ping and at Kotewall Road, during the exceptionally heavy rainstorms of June. Both caused heavy loss of life and equally had their origins in the recontouring of land to provide building space, giving yet another costly example of nature's response to interference. Hong Kong was indeed lucky to be able to call on three men of such high intellectual ability and practical experience as sat on the Commission of Enquiry into these disasters. Their report, so quickly completed, is still being studied but many of the recommendations are already being put into effect.

Not many of us believed the difference which the road tunnel would make to life in Hong Kong, the comment having been rightly made that we now live in a single city. Again, I offer the congratulations of the Chamber to those who pushed through this great enterprise ahead of schedule, against at many times the open scepticism of the opponents of change.

The next great project is the mass transit railway system on which the Chamber welcomes Government's decision to go ahead. The size of this undertaking, its cost, and the complications which will certainly attend its construction, require thinking and action on the grand scale but, what has been achieved in Tokyo, Moscow, Paris and other great cities will certainly not daunt our engineers and entrepreneurs, but there will be vast traffic complications and serious upset to the lives of many during its construction.

Limited access to roads only go part of the way to solve the Colony's traffic problems and more and more throughout the year dire threats have been made to the private motorist. Some reduction of the numbers of vehicles on the roads is highly desirable, but we feel strongly that this objective should not in any way be sought by extraordinary fiscal means which would merely deprive the not-so-wealthy citizen of one of his aspirations and facilities to make space available for his more affluent neighbour. Similar drawbacks attend attempts to establish user priorities which can only lead to jealousies and other disharmonies. On-street parking must be reduced and the Chamber welcomes the construction of another multi-storey car park in the Central area and others being planned on both sides of the harbour. Provision of off-street parking facilities in areas outside the main business areas are long overdue and could well lead to a reduction of congestion in town, provided there are adequate public transport services thereto from these parking areas.

Another aspect of traffic problems which has been becoming more acute this last year is the result of the development of containerised shipment of cargoes both for import and export. Internal movement of containers and provision of space in which they can be stuffed or unstuffed have become much more urgent questions with the opening of the Container Terminal at Kwai Chung. Whether we like it or not (and there have been quite a few who are finding the change-over difficult) this form of transportation is here to stay and will grow in volume. To derive benefit from containerisation, cargoes should be shipped in full container loads and these containers should be stuffed at the shipper's premises so as to avoid double handling. One way or another Hong Kong must, as it has always done in the past, keep up with or preferably slightly ahead of development in anything connected with shipping.

Containerised cargoes have brought with them big changes in documentation and the Chamber is maintaining continuous contact with the International Chamber of Commerce and other bodies so as to have the latest information available for members. Evolution of a satisfactory combined transport document and definition of the liability,

vis-a-vis insurance, of the combined transport operator are the main problems and these may well take some time to resolve. It was clear that many shippers moving into the container era wanted an opportunity to study changes necessary in procedure and documentation and this the Chamber provided by organising a very successful symposium conducted in two sessions, English and Chinese, and attended by more than 500 representatives of member firms.

The formal opening of the Polytechnic marked a great step forward in the Colony's educational system and the Chamber unreservedly welcomed it. The Chamber also welcomed the decision to go ahead with the establishment of the other technical institutes recommended by the Industrial Training Advisory Board. With these facilities for the training of technologists and technicians in full operation Hong Kong's industry should be well equipped to continue its own development along even more sophisticated lines.

Education of the general public in environmental matters was a major step for Government to undertake and the organisers of the Clean Hong Kong Campaign are to be congratulated on the imagination and energy that was put into it and resulted in nothing less than a metamorphosis which has been favourably commented on by many regular visitors to the Colony. It was also a most encouraging indication that there are depths of local pride that can be aroused. Keeping the impetus in such work is always a problem but Government can be assured that the Chamber's support will be forthcoming in further efforts of this nature.

Another cleaning up operation which must be tackled with vigour is that of the rising crime rate. The Chamber recognises this as a serious problem affecting the whole community and though we appreciate the liberal thinking behind some of the opposition to the tougher line being adopted by Government at the present time, we feel that some sacrifice may have to be made for the good of the community as a whole.

I doubt if any of my predecessors have advanced so far in their annual statement without commenting on the Colony's trade prospects. This arrangement is deliberate; partly to show how complex and changed Hong Kong has become and also to hope that the final word will give added force to a restatement of our conviction that international trade is and will remain the life force of Hong Kong.

In 1972 domestic exports increased by 10.9 per cent; not the high rate of increase of the sixties when the average was 15 per cent but a solid performance in increasingly competitive conditions. It is encouraging to note that at a period when textiles in particular are the target for restrictions in many countries, the textiles and clothing share of total Colony domestic exports increased to over half; a creditable performance.

Imports increased by 7.5 per cent and re-exports by over 20 per cent. It is worth noting that visible trade is approaching balance which must give underlying strength to the Hong Kong dollar.

Some concern is expressed about the future of our export industries. There are problems. Of these the increasing cost of land is the most serious, for none of our international competitors have to face land costs of the frightening order encountered in Hong Kong. Labour and other costs are rising but this is a general phenomenon and apart from land, these costs have been better contained here than in many places. Currency instability overseas makes international trading difficult, but with our first-class financial facilities and expertise, good communication and trading skills, this could be turned to our advantage.

In the early 1960's many bodies came into being to enrich our commercial and industrial infrastructure; the Trade Development Council, the Federation of Hong Kong Industries, the Management Association, the Productivity Centre, the Packaging Council, the Design Centre, are some of them. These investments both in money and the time of many of our leading businessmen given voluntarily to nurture these infant organisations is certainly now reaping its reward. These are major institutions of international stature and the collective contribution which they are now making to the Hong Kong economy is of the greatest importance and a considerable strength for the future. The Chamber has happy and productive associations with all of them.

We live in a changing world and it is Hong Kong's ability to react quickly to change and take advantage of it, that gives me confidence that we shall continue to prosper.

Chamber Review

Secretariat

The far reaching changes of the previous years in the Chamber's Committee and staff structure tended to make 1972 for the Chamber Secretariat somewhat less exciting. It was more of a solid work, routine year, when so many of the questions, appearing as new Chamber activities in 1971, had to be thoroughly investigated and discussed with Government and other authorities prior to representations or other action by the Chamber.

The strengthening of the Secretariat by the addition to it of Senior Executive, Miss Cecilia Fung, has proved of great value, enabling subjects for consideration by the Council, General Committee and the main specialist committees to be researched in much greater detail than was possible before.

The Chamber Council has had two full meetings at which the main subjects for discussion have been Technical Education and the possible establishment in Hong Kong of an Asian Currency Market. At the March meeting for the discussion on Technical Education, the Council were fortunate in being able to have with them the Hon. J. Canning, Director of Education and Mr. David Lai, Assistant Colonial Secretary for Social Services. For the September meeting on the subject of the Asian Currency Market, neither the Hon. Financial Secretary nor the Deputy Economic Secretary understandably found themselves able to accept the Council's invitation to join them. However, the Chamber's recommendations on this subject were given in writing to the Financial Secretary and developments in this respect are awaited with interest.

Another subject which has occupied much of the Secretariat's time and been before the Council has been the thorny problem of the revised rents applicable to renewable Crown Leases on renewal. This question in one form or another is one that has been before successive Chamber Committees since nearly forty years ago and has strong emotional overtones. With a view to finding out exactly what the effects were likely to be on commercial and industrial interests the Chamber undertook, with the assistance of the appropriate department of our auditors' firm, a survey. It turned out that, so far as commercial and industrial premises were concerned, very few lessees indeed had been given, or even had sought renewal

terms for their leases. This had the result of our having to work on a very small sample, but even this demonstrated clearly that revised Crown Rents could, where an industry was working on tight margins, mean the difference between profit and loss. This information was communicated to Government and may or may not have had some influence on Government's decision to modify some of the terms.

The Committee continued with its policy of having the Chamber represented at appropriate international conferences by members of the staff. The Director attended the 4th Biennial Conference of the Confederation of Asian Chambers of Commerce and Industry in Perth, Western Australia. The next Conference will be in New Delhi in 1974 and the Chamber will be keeping an eye on developments.

From Perth, the Director proceeded to Wellington, New Zealand, as a guest observer at the 5th General Meeting of the Pacific Basin Economic Council from 16th to 19th May. This influential body may be expanding its membership beyond the five nations (New Zealand, Australia, Japan, Canada, USA) limits at present applying and the new President of the Council, Mr. K. H. J. Clarke from Canada, had discussions with members of the Committee during an Autumn visit to Hong Kong. Since then, several leading members of the Hong Kong Business Community have received invitations to attend the next meeting in Sydney.

The Secretary, Mr. R. T. Griffiths has, over the past several years, done a lot of research on the documentation of containerised shipments and the Chamber was glad to make him available, on the invitation of the Hong Kong Government, to attend the ECAFE Preparatory Meeting on Containerisation and Regional Preparation for the UN/IMCO Conference on Container Traffic, the meeting being held in Bangkok from 24th to 29th April.

Mr. Griffiths should also have attended the 20th Session of the International Chamber of Commerce Commission on Asian and Far Eastern Affairs in Taipei from 3rd to 5th April. At this meeting he was to have presented his paper on "Containerisation and its Impact on Trade in the CAFE/ICC Region", but there were immigration difficulties and his paper had to be presented at the meeting by the resident representative in Taipei of a member firm who was fortunately able to make himself available.

In the Autumn, Mr. Griffiths was once more able to accept an invitation from the Chinese authorities to visit the Kwangchow Autumn Fair, which he did from 18th to 28th October and found much of interest which has been passed onto members and others concerned.

Back to the subject of international container traffic, it was fortunate that arrangements for Mr. Griffiths' vacation leave in Europe could be fitted to his attending the UN/IMCO Conference in Geneva during November. One of the Chamber's main interests in this context is whether or not we should seek to become the Hong Kong authority for the issue of TIR Carnets and to act as guarantor under Article 5 of the Customs Convention on the International Transport of Goods by Road. Mr. Griffiths has had further discussions on this topic with the ICC in Paris and with H. M. Customs and with the Road Hauliers Association in the United Kingdom and will be reporting to the Committee early in the New Year.

The Chairman/General or other Committees and the senior staff have received many distinguished visitors. These included Mr. Daniel Jones, M.B.E., Member of Parliament for Bury and Vice-Chairman of the Hong Kong Parliamentary Group at Westminster.

We also received the three Conservative Members, Messrs. A. D. Dodds-Parker, A. G. F. Hall-Davies and A. D. Walker, who made a sponsored visit to the Colony. Also from London came Mr. A. M. J. Wright, C.M.G., Resident Commissioner in charge of the Hong Kong Government Office; Mr. M. A. R. Herries, O.B.E., M.C., our past Chairman, currently Chairman of the Hong Kong Association and an office bearer, as Honorary Treasurer, of the London Chamber of Commerce. We were also glad to have here for a two and a half weeks visit, Mr. E. S. Bush, the Secretary of the Hong Kong Association, who came for an up-dating visit and found so much to see that his feet hardly touched the ground while here. Leading the British Food Export Council Mission and supported by several vendors of Scotch Whisky, was Mr. Norman Wood, C.B.E., whose group reported a most successful visit.

Mr. W. Thomassen, the Lord Mayor of Rotterdam, was another welcome guest, as were Mr. Per H. Houge, Director of the Overseas Market Division of the Export Council of Norway, Mr. Kikau Kamei, Governor of Fukuoka Prefecture, Japan and the top executives from the UK/USA/Canada who made up the "Policy Makers" Inward Mission sponsored by the Trade Development Council and British Overseas Airways Corporation. Also from Europe were Mr. H. J. Hailer of the Deutsch Bank, Frankfurt and from India we had useful discussions with Mr. P. L. Tandon, Chairman of the State Corporation.

International Trade Committee and Area Sections

Since the new Area Section Committee structure was set up in mid-1971, the Committees have been meeting on a regular basis, keeping informed and up to date with the latest developments in their areas. Committee members have also met with numerous visiting businessmen, and over 24 trade missions which have called on the Chamber while in Hong Kong in 1972. The International Trade Committee, to which all Area Committee Chairmen belong, have continued to coordinate and direct the work of these Area Committees.

In April, each area section held its own annual general meeting to elect their respective committees for 1972/73. During the year, a new Area Committee was established for the East Europe Area, bringing the total number of area committees to twelve. At the end of the year, area membership had grown to UK (644 members); Europe (832); East Europe (145); Africa (494); Middle East (429); North America (702); Central America (433); South America (444); Australia, New Zealand and South West Pacific (617); Japan, Korea and Taiwan (485); China (249); and South East Asia (238). The total number of members belonging to the various area sections at the end of 1972 stands at 1049.

International Trade Department

The Department is under the management of Mr. S. L. Chung, assisted by the Department's three area specialists — Mr. Clement Tsang who is in charge of the United Kingdom, Europe, East Europe, Middle East and Africa area sections, Mr. F. M. Castro, who has responsibility for the American continents, and Mr. Philip Choy, who has responsibility for the rest of the world — Australia, the Far East and the Pacific.

In its first full year of operation under this new structure to provide service for the Chamber's International Trade Committee and the twelve area committees and area section members, the Department has been highly successful.

In the latter half of 1971, it was decided that in order to give the area members a chance to maintain closer contacts with the area they were interested in furthering two-way trade with, a new service in the form of Business Travel Groups should be initiated.

These groups are different from trade missions in that members only leave Hong Kong as a group. Other than that, they are free to go wherever they wish and there is no fixed itinerary. A Chamber representative accompanies the groups to assist and advise members when necessary, as well as to act as overall coordinator.

In March, 1972, the first travel group left for North America. Among the cities visited were San Francisco, Los Angeles, Dallas, New York, Chicago, Honolulu and Toronto.

A second group was organised and visited Australia and New Zealand in May, stopping at Perth, Adelaide, Melbourne, Sydney, Wellington and Auckland.

A mission to the Middle East was also organised in cooperation with the Trade Development Council in November of this year. This mission visited Kuwait, Bahrain, Dubai and Jeddah.

In every case, the trips were highly successful. Closer links were made with the areas visited and an encouraging amount of business was also conducted.

While on these trips, the Chamber executives who accompanied the groups also called on Chambers of Commerce and other Trade Organisations in the area, thereby establishing closer working relations with their counterparts in those areas.

As in previous years, the German Consulate General sponsored the participation of the Hong Kong delegation to the Partners for Progress Fair in West Berlin in August, with the Chamber's co-operation. Mr. Clement Tsang accompanied the group.

In addition, Mr. John MacKenzie, Chairman of the Chamber's new East Europe Area Committee and Mr. Tsang, Secretary of the Committee, attended the Leipzig Autumn Fair, and also called on Chambers of Commerce in Bulgaria, Rumania and Hungary.

With the normalising of relations with China, Mr. S. L. Chung, the Manager of the Department, was invited to attend both the Kwangchow Spring and Autumn Fairs. In July, QANTAS extended an invitation to Mr. Chung as a guest on their inaugural flight Port Moresby/Singapore as well as a visit to Melbourne and Sydney when he took the opportunity in furthering closer contacts with the various Chambers of Commerce and trade organisations in those cities.

Throughout the year, whenever it was thought that area members would benefit from a lecture and discussion session given by a specialist in area matters, the Department organised subscription "working" luncheons or talks. Among those who gave talks were Prof. Eric Axilrod, Director of the Economic Research Centre at the Chinese University; Prof. Max Stewart of the University of Alberta, Canada; Mr. John Barrow, the Counsellor for Hong Kong Affairs at the British Embassy in Washington D. C. and Prof. John Lindauer of Claremont College, California.

All area sections also maintained close contact with the respective consular offices and trade commissions for their area.

Area newsletters, which were introduced in 1971 to keep area members informed of events taking place within their areas, were sent at periodic intervals to all members during the year.

In addition a total of 25 Operation Contact newsletters were sent to all Members in 1972, keeping them informed of potential opportunities to meet visiting businessmen to Hong Kong. As a result, 875 appointments were made for Members to meet overseas traders.

The Department also continued to handle trade enquiries under the direction of Mr. Dennis Yeung, and a total of over 14,646 were handled throughout the year. Of these, 4,664 were processed by the Department's punch card system, while, 7,681 were circulated to all members through the twice-monthly Trade Enquiry publications. A further 2,301 were replied to direct.

A total of 147 trade complaints were also received and handled by the Department. Of these 62 cases were settled amicably, while 85 are still pending. A further 465 complaints from non-Member firms were forwarded to the Department of Commerce and Industry.

The Department's statistics section, headed by Miss Veronica Loo, continued to produce monthly analyses of trade with Hong Kong's over 50 major trading partners, as well as preparing special studies on certain markets and areas when called on to do so.

During the year, the Department also issued or endorsed 716 letters of introductions for Members making business trips abroad.

The twice-monthly Employment Register was published until September 1972, when it was decided that Members who wished to avail themselves of the service could more effectively contact Miss Ellen Chan, who is directly responsible for the service.

The Department's Rank Xerox copying service was in as much demand as ever, and a total of 13,568 copies were provided for Members in 1972.

The total staff establishment for the Department is 17.

Certification

A total of 152,315 Certificates of Origin were processed by the Department in 1972. This figure represented an 11.1 per cent decrease over the previous year.

A number of factors contributed to this decline, all of which the Department had no control over. The ruling that the EEC Certificates of Origin for use under the Generalised Preference Scheme be processed by Governmental authorities, which in the case of Hong Kong meant the Department of Commerce and Industry, has been one of the main reasons for the loss of revenue for the Department. This is particularly important since Certificates of Origin for the EEC countries made up a large part of the CO's processed by the Department. Sweden, New Zealand and Japan were brought into the same Scheme during the year and were therefore subject to the same regulation.

Throughout 1972, the Chamber has made active representation to the International Chamber of Commerce, the EEC Commission in Brussels and to the Department of Commerce & Industry in HK with which the Department works closely, regarding the exclusion of the Chamber from the list of approved issuing authorities for Type A Certificates issued under the UNCTAD Generalised Preference Schemes. As an approved and recognised issuing authority since 1923 under the Geneva Customs Formalities agreement of that year, this exclusion seems neither fair nor logical.

In an effort to maintain a high standard of processing, the Department introduced some new procedures in October. The number of Manufacturer/Exporter Declarations was limited to three per application for a certificate of origin. In a case where Consular Endorsements are necessary, special arrangements are made. A charge of \$2.50 is charged for any amendment except for a first amendment which is free. A full fee of \$7.50 for Members and \$15.00 for Non-Members is charged for all documents submitted for amendment more than one month after the date of issue. A small charge is also made for Certificate of Origin application forms which previously had been free. As from January 1, 1973 the fees for Certificates of Origin for Members were increased to \$10.00.

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 inspections. For this, the Department has a staff of 11 inspectors.

As usual, there were some applications that had to be refused, but these amounted to less than half of one per cent of the total submitted. Many of the refusals were due to undervaluation, at the request of consignees on commercial invoices submitted for endorsement, a practice which the Chamber cannot, and will not, condone.

The Department continued to maintain its two offices in Kowloon. The Mongkok office, situated at 301 & 302 Hongkong and Shanghai Banking Corporation Building, 664 Nathan Road, is supervised by Mr. C. T. Wu, an Executive Assistant in the Department. Mr. W. K. F. Wang, Assistant Manager in the Department, continues to head the Star House office in Tsim Sha Tsui.

The main office in Hong Kong is under the supervision of Mr. A. C. C. Stewart, Manager of the Department, who exercises overall responsibility for all Chamber Certification. As always, throughout the year the Department continued to cooperate closely with the Certification Coordination Committee, on which the Chamber is represented along with other issuing authorities.

Public Relations

The Public Relations Committee, established in 1971, continued to meet under the Chairmanship of Mr. Nigel Rigg throughout the year. In view of the need to observe economies in the running costs of the Chamber, announced at the 1972 Annual General Meeting and stressed by the General Committee throughout the year, much of the Committee's deliberations were devoted to a consideration of how the P R Department could continue to operate with maximum effectiveness on a reduced budget, and at the same time, how it could contribute to increasing Chamber revenue.

In this climate of semi-austerity, the year 1972 can therefore perhaps best be regarded as a period of consolidation. The Department continued to perform all the functions as it has carried out in the recent past, but introduced few innovations.

Among the innovations that did however occur probably the most successful was "The Hong Kong Diary", a prestige desk diary for executives produced by the Department for sale at an advantageous price to Member companies. The Chamber plans to continue producing "The Hong Kong Diary" in future years, and, to judge from the reception accorded the 1973 edition, it could become the source of a small but regular income for the Chamber.

The need to control costs gave the Department a useful opportunity to look critically at its methods, particularly in the field of publishing. As a result, a decision was taken at the end of 1972 to put the charges for advertising space in The Bulletin, the Chamber's monthly magazine, on a more realistic basis. In the past,

charges for advertising had been merely token in keeping with the Chamber's position as a non-profit earning organisation. To take effect from January 1973, the Chamber has appointed an outside firm of advertisement sales consultants to act as its agents, in order to bring the revenue earned from advertising more into line with the costs of producing The Bulletin. It is expected that the revenue earned from sales of advertising space will subsidise to a degree the costs of publishing the magazine.

The Department was active in its relations with the local communications media, and requests for information, interpretation and comment from press, radio and television come to the Chamber with regularity and frequency, in both the English and Chinese languages. The Department's policy is to assist reporters whenever it reasonably can, but this policy seems at times to lead to requests for comment on issues that are only very remotely connected with the activities of a chamber of commerce. The role of "instant experts" on a wide variety of subjects is one the Department views with mixed feelings!

The slide presentation, "Take One Barren Rock . . .", produced in 1971, was much in demand from business visitors to Hong Kong. Showings were frequent throughout the year, and it appears to have won for itself a reputation as a useful means of introduction to Hong Kong for both the visitor and the more permanent newcomer. The plan to extend the basic presentation with a series of shorter "mini-presentations" had to be postponed in view of the need for economies, but it is hoped to revive this when circumstances allow.

Publication of The Bulletin continued throughout the year, and it seems fair to claim that the magazine, like the slide show, has become an established part of the Hong Kong commercial scene. So much so in fact, that a suggestion that it might be dropped at the end of 1972 in favour of a different type of publication was met with immediate disapproval.

The Department continued to publish and distribute other regular publications — the Trade Enquiries, Commercial News and Hong Kong News (a newsletter from the Chairman, circulated to Chamber contacts overseas). As a result of a survey into the demand for these publications, a decision was taken in the Autumn to discontinue publishing the Employment Register. The Employment Register service is still available for Members' use, but it is no longer distributed in printed form to all.

The Department maintained close contact throughout the year with the Information Services Department, the Trade Development Council and the Tourist Association. Regular meetings with representatives of these organisations have been found to be useful and helpful. One result of the liaison with the Information Services Department in particular was the Chamber's active participation in the "Keep Hong Kong Clean" campaign.

The Department continued under the management of Harry Garlick, assisted by Mrs. Lee Sherard and Miss Glynis Djeng, who joined the staff in March. After three years with the Department, Mrs. Sherard resigned early in 1973 and a new recruit, Miss Sharon Au, was appointed.

Membership

Nineteen-seventy-two continued to see the growth of membership and by the end of the year, the number had reached a record-breaking 2121.

During the course of 1972, 276 new Members were elected and 217 resignations were received. The result was a net increase of 59 Members.

The Department continued under the supervision of the Assistant Secretary for Membership, W. S. Chan. The Department continued its regular programme of visits to Members and over 600 Members were visited throughout the year.

The annual subscription fee was increased from \$400 to \$600. This was the main reason for a large number of the resignations in 1972.

As always, comments and suggestions from Members were regularly referred to the Departments concerned for consideration and possible action. Members were reminded that all facilities in the Chamber were open to them.

The programme of familiarisation visits to the Chamber for new Members, which was introduced in May 1970, was continued throughout the year. Three visits took place in 1972 and were attended by over 110 Members.

Recruitment continued during the year. Recruitment letters and membership folders were sent out every month to about 100 potential members of which, out of a total of 1700, 280 subsequently applied for membership and another 150 replied that they might be interested in becoming members of the Chamber.

The Department lent a hand to the activities of the Trade Development Council when, in July, visits to 150 Members were arranged for an Assistant Economist from the T D C. who was making a survey of the feasibility of textile machinery imports from East European countries.

It was decided that the Department's Membership List would be produced once a year instead of bi-annually as before. This move was made in an attempt to minimise spending in a year when there was a need to observe economies in costs of printing. A newly designed and more comprehensive Membership List was produced and distributed in mid-1972.

"The Chamber and You", a booklet describing the Chamber's services and activities for Members, was revised. In addition, a synopsis of the booklet was translated into Chinese and printed as a four-page insert to go with each copy of the English version.

An up-to-date membership record was also completed by the Department at the end of November. Importer/exporter Members still accounted for 63 per cent of membership. Manufacturer Members increased by one per cent in the last year. Increases also occurred in the services and transport category.

Home Affairs Committee

Mr. H. P. Foxon continued as Chairman of this Committee until the end of June, in order to take part in discussions which had been arranged with Mr. A. F. Meyers, The Government Town Planner, but, having been elected as Vice-Chairman of the General Committee, he handed over the Home Affairs 'Chair' to Mr. N. A. Rigg.

The discussions on town planning brought out several sides to the question which had not before been fully appreciated by the business community. Notable among this was the effect that Hong Kong's extremely high property values has on planning. This did not mean that there was nothing that could be done but, though amendment to the Town Planning Ordinance was called for, we could afford neither the money nor the delays inherent in applying sophisticated planning legislation.

Schools were another problem, being heavy users of land space both for buildings and for recreational use. The tendency had been for them to be concentrated in particular areas, leading to serious traffic problems at various times in the day whereas they should be zoned on a sort of neighbourhood basis.

With these problems to be taken care of, it was desirable for Hong Kong to avoid drastic changes and it had to be accepted that with the shortage of land in urban areas of Hong Kong and much of Kowloon, new private development would in the main be restricted to the re-development of existing property.

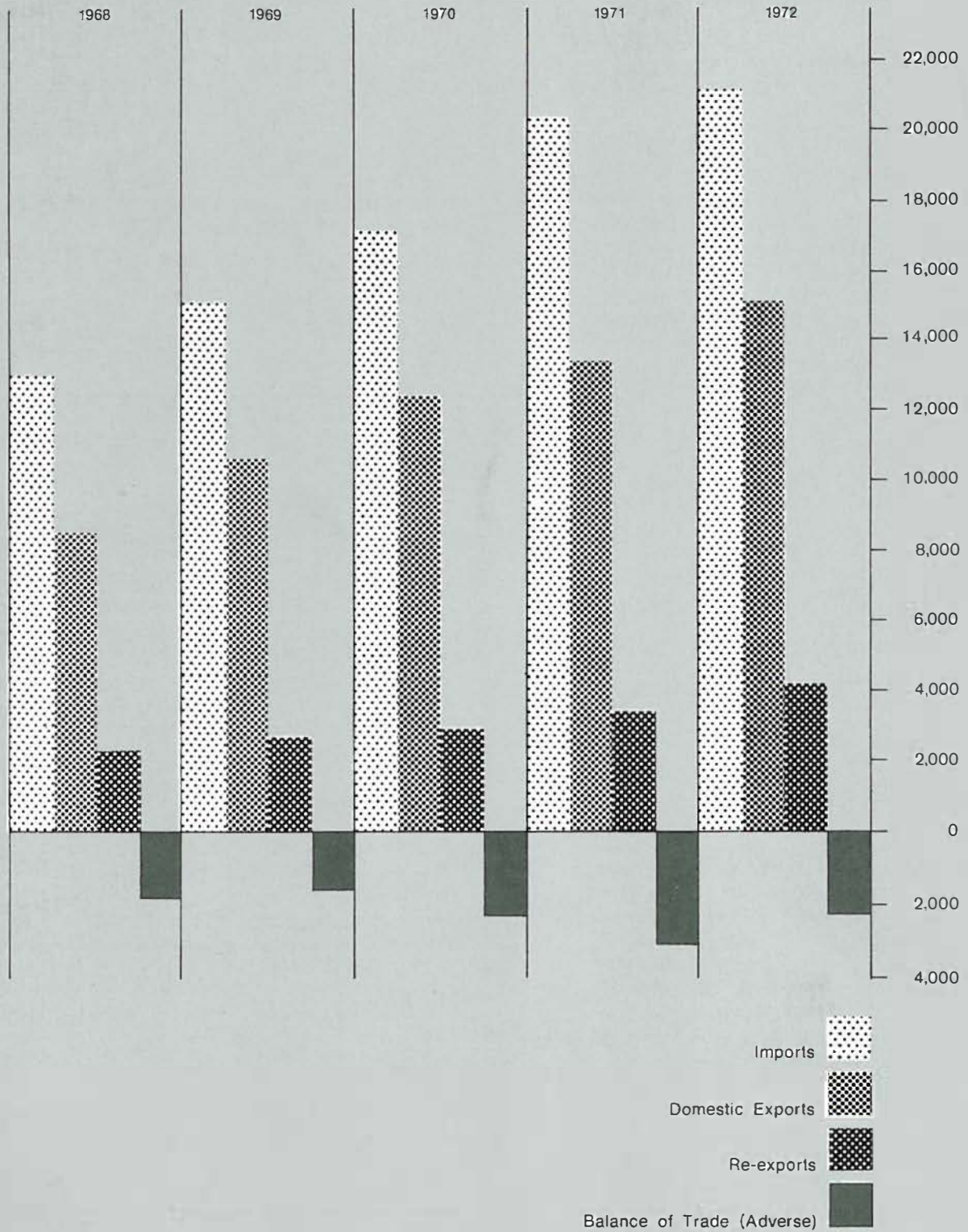
The next big subject to engage the Committee's attention was the "Keep Hong Kong Clean" campaign and in October a joint meeting was held with the Campaign Coordinator, Mr. Hector Ross, of the Urban Services Department. The sheer magnitude of the task facing the Department is best illustrated by some figures made available as this report is being written at nearly the end of January 1973. The normal daily load to be collected is some 2,828 tons of refuse and 275 tons of junk. Since the campaign started on 1st November, an additional 24,285 tons of refuse and junk have been collected and disposed of.

During the same period 5,186 waggon loads or 6¼ million gallons of water have been used for washing the streets.

The Chamber fully appreciated that the impetus for this campaign must come from top management in commerce and industry and has cooperated with the campaign office in giving publicity through the medium of the monthly Bulletin to members. In the industrial sector, the campaign for cleaner factories, particularly in "common use" areas of factory buildings such as staircases has a cross-bearing on the question of insurance rates for factory premises, a subject that has been engaging the attention of the Industrial Affairs Committee.

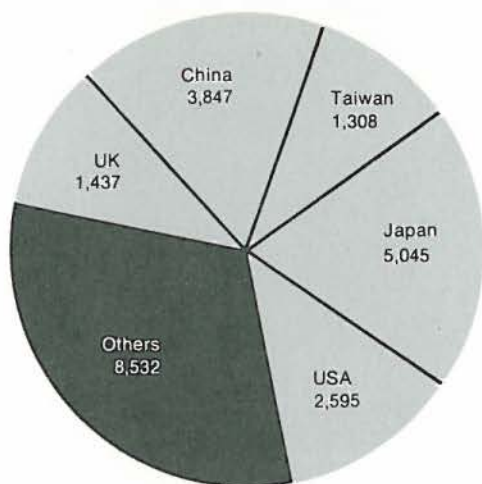
Publication in October of the Government "Green Paper" entitled "Social Welfare in Hong Kong — The Way Ahead" marked the first occasion when a draft White Paper was published for members of the public and interested non-government organisations to consider and offer their comments. The Social Welfare Planning Committee did not realise at first the Chamber's interest in this subject, and did not send us their Questionnaire which had gone to a wide distribution list of private citizens and organisations. A copy of the Questionnaire was however obtained and answers to it were prepared by the Committee which, after endorsement by the General Committee, were sent to the Director of Social Welfare. Broadly speaking, the Chamber supports the proposals in the draft Paper and feels it to be a matter of urgency that implementation gets under way. The Chamber sees a need for more attention to be given (from the Social Welfare point of view) to training for employment and assistance in finding employment for young persons. This will call for coordination with the Departments of Labour and Education, but the need to attain such coordination must not be allowed to hold back implementation of the overall plan.

Overall Trade (HK\$ Million)

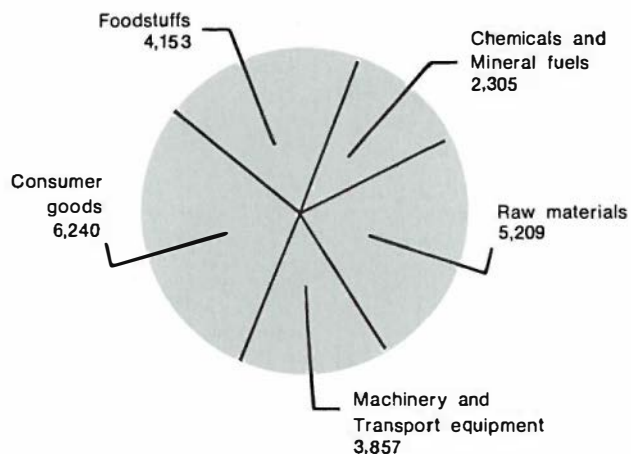


Trade in 1972 (HK\$ Million)

Imports-Suppliers HK\$21,764 Million



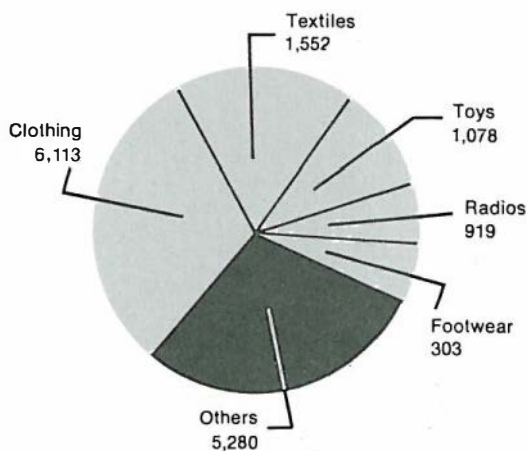
Imports-Products HK\$21,764 Million



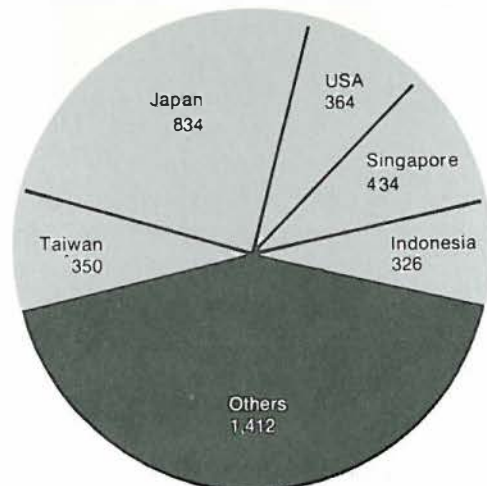
Exports-Markets HK\$15,245 Million



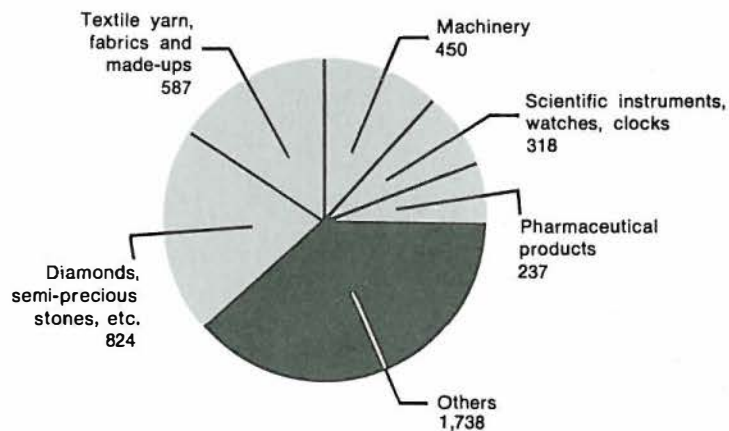
Exports-Products HK\$15,245 Million



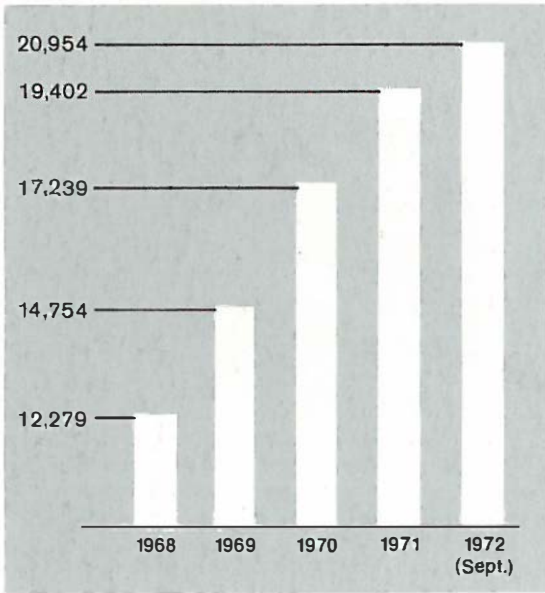
Re-exports-Markets HK\$4,154 Million



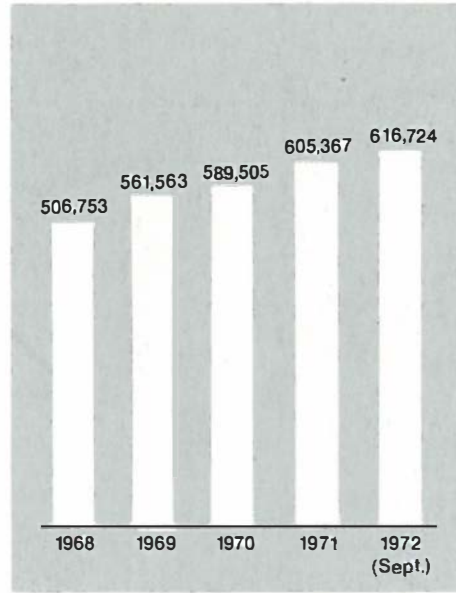
Re-exports-Products HK\$4,154 Million



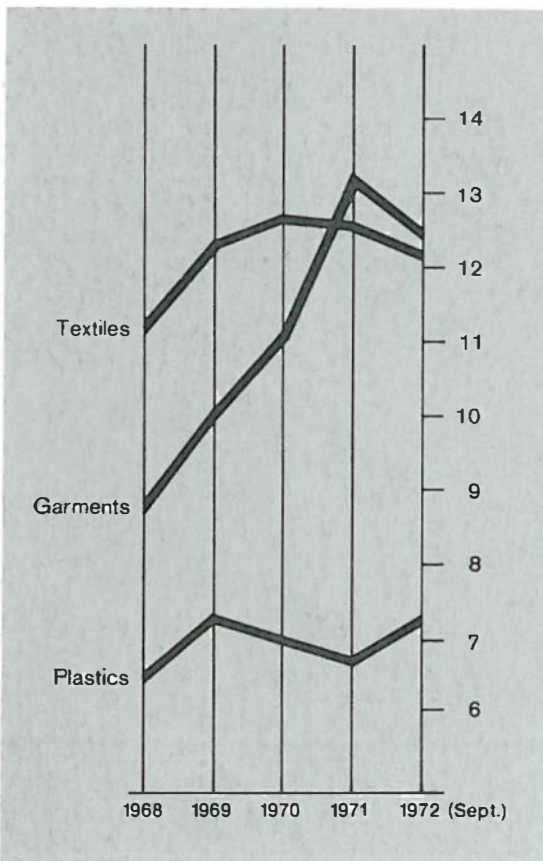
Industry — Total Number of Undertakings



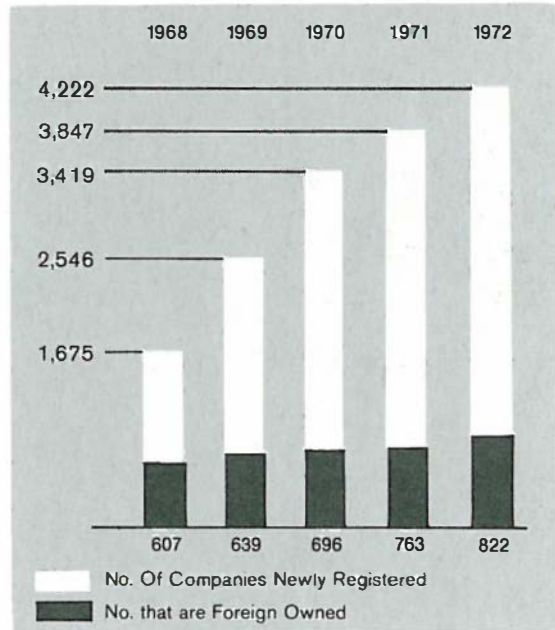
Industry — Total Number of Employees



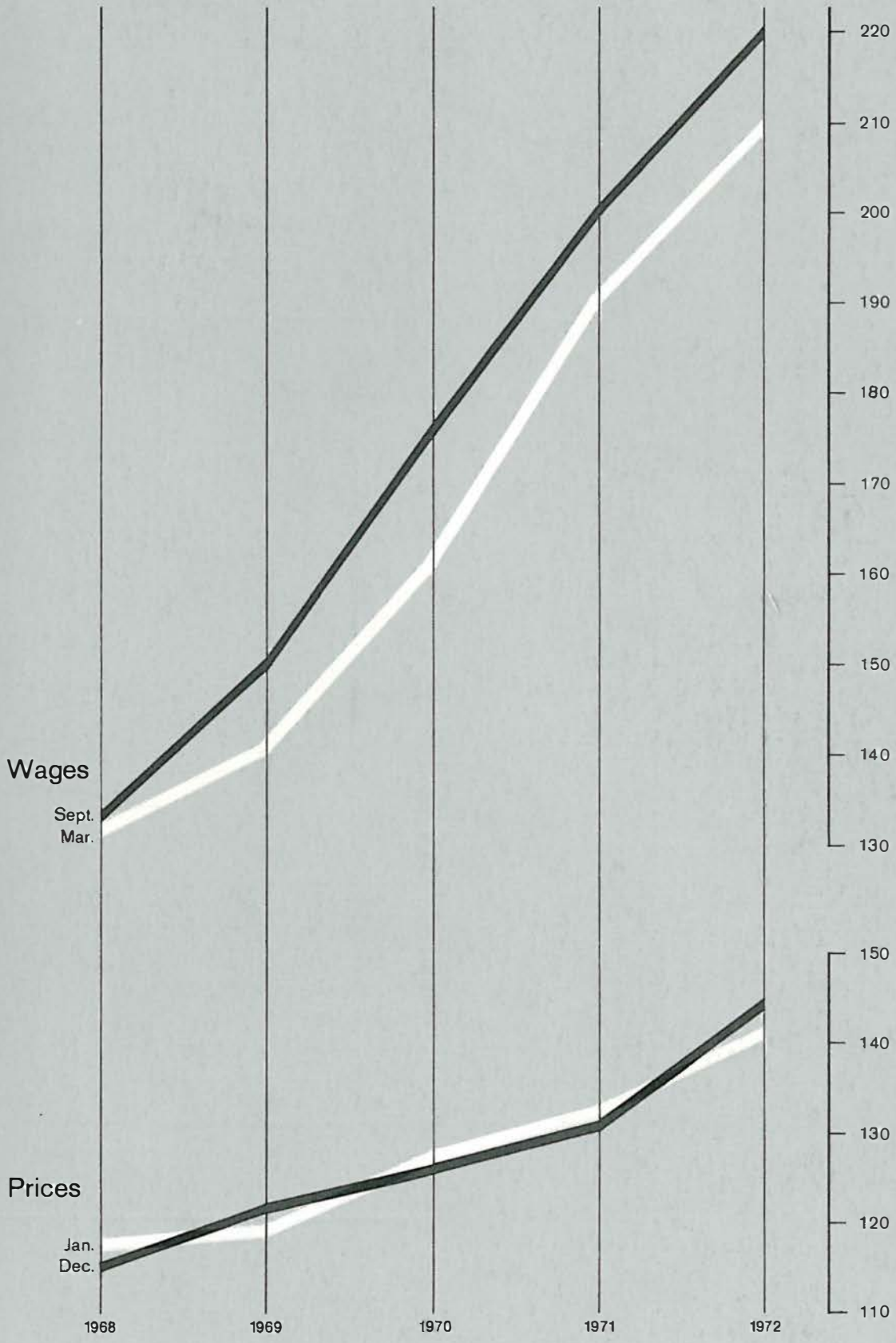
Industry — Industries with Largest Number of Employees ('000)



Number of Companies Newly Registered

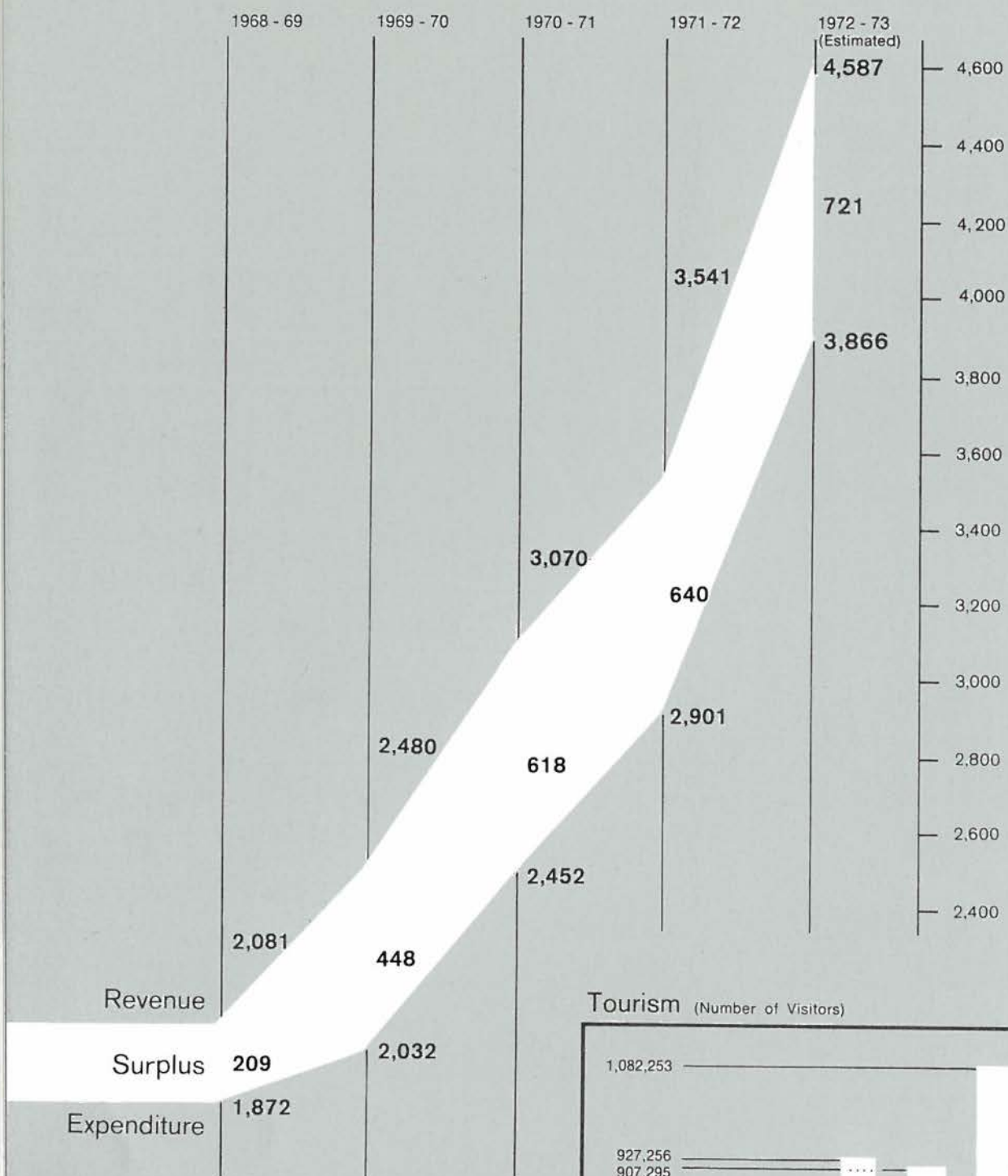


Industrial Wage Index (Base: March 1964 = 100)
Consumer Price Index (Base: Sept. '63-Aug. '64 = 100)

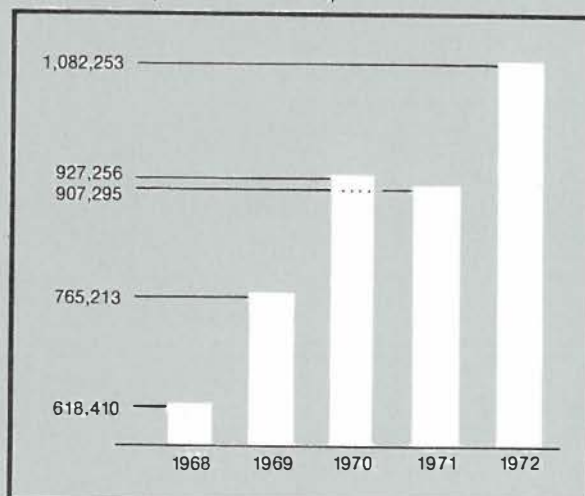


Government Revenue and Expenditure (HK\$ Million)

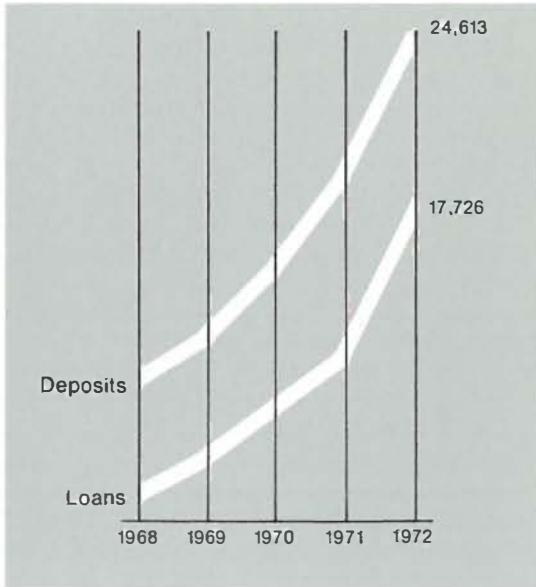
(Financial Year—April 1 to March 31)



Tourism (Number of Visitors)

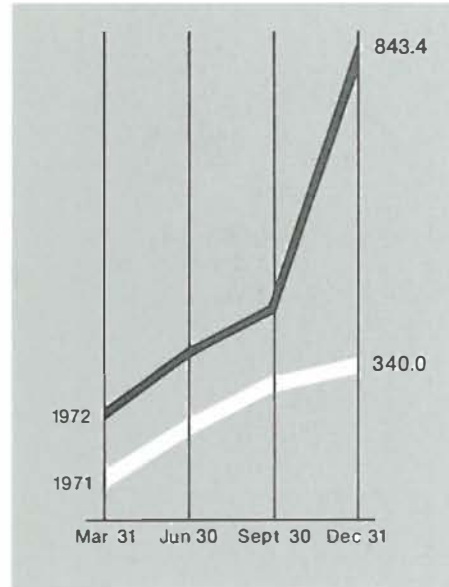


Banking (HK\$ Million)

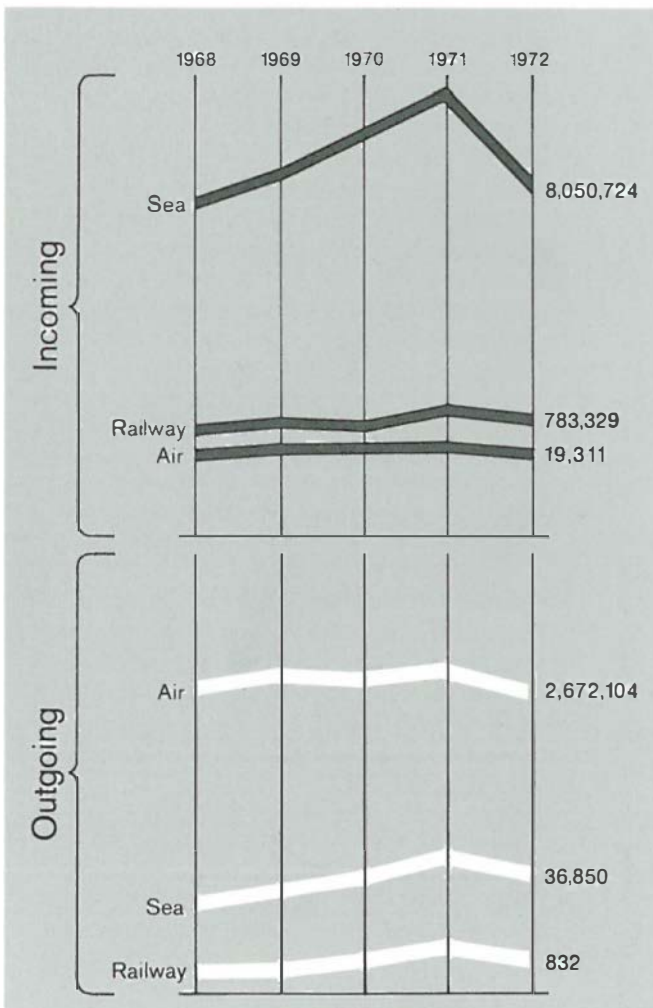


Stock Exchange — Hang Seng Index

(Base = July 1964 = 100)



Incoming and Outgoing Cargo (Tons)



International Trade & Finance

The dynamic upsurge in the Hong Kong economy that followed the ending of the 1967 Disturbances continued throughout 1972 — despite the many trading problems facing Hong Kong. However, partly because of these problems the direction of this drive altered somewhat. Indeed, the casual observer might claim that, in comparison with 1968, '69 and '70, 1972 saw a distinct fall-off in Hong Kong's thrust. On the other hand, the energy, adaptability and speed of decision-taking that characterised the boom of the late sixties/early seventies was still very much in evidence, but was in part channelled into new directions.

For many Hong Kong exporters and manufacturers, quotas and other trading restrictions had a more inhibiting effect during 1972 than was the case in previous years. The results of this can be seen in Hong Kong's textile trade with the United States. Sales of clothing to the US market increased substantially during the years 1967 to 1971, with a growth rate in excess of 25 per cent per annum being not uncommon. The quotas imposed by the US Government towards the end of 1971 took effect during 1972 so that growth in what had generally been regarded as Hong Kong's most dynamic market, though still significant, has nonetheless lost the momentum it had in previous years. Exports during the period January — November 1971, totalled some HK\$12,650 million. During the equivalent period last year, exports were worth HK\$14,032 million.

Restrictions in the UK textile market, which were intensified at the end of 1971, did not have so inhibiting an effect. Clothing exports to the UK increased from HK\$864.68 million during 1971 to HK\$986.85 million during 1972. Exports of non-clothing textiles showed an increase in absolute terms from HK\$1,274 million in 1971 to HK\$1,405 million in 1972. The pattern of this trade however shows that there was a substantial percentage increase in non-cotton (i.e. man-made) woven fabrics, compared with a decline in most other categories. Equally, the upsurge in clothing exports to the UK came about largely in the man-made category, principally in polyester/cottons.

But in the Autumn of 1972, in response to pressure from the Lancashire textile industry, the UK Government further intensified its restrictions on imports specifically to limit the import of polyester/cottons. It is yet too soon to assess the long-term effects of this on Hong Kong's exports.

Equally, the future trend of Hong Kong's exports overall to the UK must now be interpreted with some caution consequent on the UK's entry to the European Economic Community. While this move is generally viewed in Hong Kong as being to the Colony's long term benefit, temporary problems are bound to arise during the change-over period when Britain comes into line with Community practice. Although this will not finally be achieved before mid-1977, the interim period could see an adjustment in the pattern of Hong Kong/UK trade.

A further difficulty encountered by Hong Kong exporters during 1972 was the implementation of the discriminatory Japanese Generalised Preference Scheme. Domestic exports to Japan declined during Jan.-Nov. 1972 by 0.2 per cent. It is perhaps inaccurate to attribute this decline entirely to the GPS, since, after growing by a substantial percentage during the years 1967 to 1970, domestic exports to Japan showed a 1½ per cent decline in 1971, prior to the introduction of Preferences. This trend was maintained during 1972 and is partly the result of competition encountered by Hong Kong manufacturers from low-cost suppliers in other parts of the region. The effect of Preferences has been to carry the trend yet further, since benefits have been extended to competitive suppliers that have not been extended to Hong Kong, and from which, indeed, Hong Kong has been excluded solely and specifically.

The market for Hong Kong's domestic exports in Japan has never been as large as that in North America or some European countries (the volume of *re-exports* from Hong Kong to Japan is in fact greater than the volume of direct exports). Nonetheless, Japan represented a substantial and growing market for Hong Kong goods which has been limited by a clearly discriminatory move. Hong Kong views this as particularly unfortunate in view of the pre-eminence of Japan as Hong Kong's principal supplier.

Another event which will have some repercussions on Hong Kong trade was the decision by the Australian Government to revalue the Australian Dollar by 4.85 per cent in December 1972. The revaluation means that Hong Kong exports will be more competitive in Australia — if the Australian Government does not act to curb imports from Asia. On the other hand Australian goods selling in Hong Kong will be more expensive thus affecting Hong Kong consumers. The net result of the revaluation can only be assessed with time.

Despite these problems, and other limitations of lesser scale, Hong Kong's total volume of exports increased once again during 1972. At HK\$14,032 million in the first 11-month period, exports were 10.9 per cent up on 1971. Positive growth, after allowing for the effects of inflation, has once again been obtained on an ever-widening base, and it must be expected that the seemingly astronomical percentage increase of the late nineteen-sixties could not be maintained indefinitely.

The overall pattern of this trade remains similar to that established in earlier years. The market for wigs continued to decline from the height of the fashion boom experienced in 1969 and 1970, but this decline was clearly heralded towards the end of 1970 — when it became apparent that over-production and over-stocking had occurred — and continued throughout 1971. Nineteen-seventy-two saw a further withdrawal, and the industry must now be regarded as being closer to a realistic level of output than during the untypical days of 1969/70.

Wigs apart, trade in the majority of Hong Kong's major export items was good. Sales of clothing — still by far the Colony's most valuable export product — increased by 13 per cent. Of non-clothing textiles, man-mades registered an extremely large increase (85 per cent) but other categories did not fare so well, some recording a slight decrease, to give an overall growth rate of 10 per cent.

Substantial growth was achieved in sales of radios and transistors, household equipment, and watches. The toy industry, Hong Kong's second largest export after the textile industry, did not grow at so fast a rate as in recent years, but nonetheless positively increased its exports earnings by HK\$82 million (19 per cent). Sales of footwear however fell 12 per cent below their 1971 level.

The pattern of markets again remained much the same as in previous years. The USA (overall growth of eight per cent) continued as Hong Kong's largest customer, followed by Britain (growth of 12 per cent), West Germany (36 per cent), Canada (five per cent), Japan (decrease of 0.2 per cent) and Australia (growth of 10 per cent).

Indeed, of Hong Kong's markets world-wide the only one to show any serious fall-off was South Africa, where during the year sales declined from HK\$145.14 million in 1971 to HK\$92.44 million in 1972.

Trade in products re-exported continued to grow extremely well, and increased over the totals recorded in 1971 by 20 per cent. Although the value of this trade accounts for only about 20 per cent of Hong Kong's total export trade, it nonetheless represents an extremely useful form of export revenue for the Colony. The pattern of re-export trade followed that of previous years, and continued to show the significant role played by Hong Kong as a distribution centre for the Far East region. Hong Kong's largest re-export markets were Japan (HK\$744.04 million), Singapore (HK\$387.98 million), USA (HK\$330.28 million), Taiwan (HK\$312.16 million) and Indonesia (HK\$288.30 million). Major products re-exported were manufactures of non-metallic minerals (\$930.14 million), textiles (\$533.13 million), instruments such as cameras and watches (\$295.29 million), pharmaceuticals (\$213.31 million) and electrical products (\$193.74 million).

Hong Kong's imports, which in many ways are more a profound index to the Colony's economic performance than are exports, increased by a smaller margin than in recent years. At HK\$19,783.95 million, they were 6.8 per cent up on 1971.

Foodstuffs are of course the Colony's main import, and the value of these increased by six per cent during the year. Increased prices, some of which were passed on to the consumer, account for part of this growth. But since the vast majority of the Colony's food supplies comes from China, where, despite some mid-year fluctuations due to the floating of Sterling, prices remained reasonably steady, the slight but real growth in imports of foodstuffs points to a continued rise in the Colony's living standards. Further indication of this trend is given in substantially increased imports of clothing and tobacco, although part of these undoubtedly find their way into Hong Kong's re-exports.

The fact that Hong Kong managed to increase imports of these goods at a time of uncertainty in world exchange rates is a vindication of the policies set by the Hong Kong Government in December 1971, when the decision was taken to follow Sterling and revalue the Hong Kong dollar upwards, and again in mid-1972, when the decision was taken, following the floating of Sterling, to define the parity of the HK dollar in terms of the US dollar rather than the British pound. Both moves undoubtedly contributed to a stabilisation of the Colony's cost of living.

Imports for industry also continued to increase, although it is significant that the rate of increase in the import of textile materials showed a considerable falling-off in comparison with previous years. At the height of the boom of the late 'sixties, annual increases in imports of textiles materials were running at a rate of 20 per cent or more. In 1972, the rate of growth, reflecting the restrictions imposed on Hong Kong's industry, dropped to four per cent. There was also some change in the pattern of textile suppliers, as a result of the high prices obtaining in the USA for much of the year, which led to a demand from lower cost producers such as Pakistan.

Imports of chemicals, plastic, and iron and steel increased marginally. On the other hand, the Hong Kong market for industrial machinery, including transport equipment, remained quiet, suggesting that little expansion or re-equipment was undertaken by industry during the year. In view of the general uncertainty facing many of the Colony's exporters, this is not surprising. In particular, Hong Kong's textile industry, which was somewhat slow to enter the man-mades field and relied until lately more heavily on cotton, recalled getting its fingers burned at the end of 1971, when many manufacturers were undertaking re-equipment only to find their hopes curtailed by the sudden British volte-face on textile imports.

Japan, despite the revaluation of the Yen at the end of 1971, continued to maintain its position as the Colony's leading supplier. However, the growth enjoyed by Japanese suppliers in recent years fell off sharply in 1972. It is however hard to say how far this decrease resulted from revaluation, rather than from a general slowing of industrial expansion in Hong Kong. However, substantial growth in imports from Korea (up 76 per cent), Taiwan (up 32 per cent) and Singapore (up 19 per cent) suggests that there may have been substitution of suppliers of products in the lower price ranges.

The developed nations generally did not improve their export performance to Hong Kong during 1972. The UK and Australia exported less to the Colony, while the USA recorded an almost negligible increase of one per cent. Even West Germany, which in recent years has become an important supplier for Hong Kong, showed an increase of only three per cent. Indeed, only Switzerland (largely because of its specialist position as a supplier of watches for re-exports) and France were able to record significant advances.

On the other hand, in addition to advances made by the Far Eastern countries already mentioned, China increased its sales to the Colony substantially from HK\$2,996.93 million during 1971 to HK\$3,482.80 million last year.

In trading circles, *the* event of 1972 was the speculation over the role China would play as a world trading force. Following from the new diplomatic rapprochement between China and other nations, attendance at both the Spring and Autumn Trade Fairs at Kwangchow (Canton) reached record levels, with Japanese traders being much in evidence, and a few newcomers, particularly from the USA, savouring their first experience of 'China trade'. It seems doubtful if this increased activity heralds the entrance of China into the world's heavy-weight trading league. Those with experience of this trade, and with a modicum of inside knowledge of China's policies, doubt if China wishes at present to become a world trading power, although they hasten to add that in time it could well do so. China's present policy, it is suggested, is to become self-supporting to an increased degree. The need therefore is not for consumer goods — China will produce these internally in its own good time — but for the means to develop its economy, ie. capital goods, equipment, transport goods and the like. And if these can be accompanied by the 'loan' of western technology so much the better.

China will continue to export its traditional products so as to earn foreign exchange sufficient to meet its import bills — but no more. It is believed that trade with China is likely to expand at about 10 per cent per annum over the next few years, but by little more. Hong Kong, because of its unique position and commercial expertise, expects to gain some 'spin-off' from this trade, but sees no immediate prospects of a bonanza.

The event of 1972 in Hong Kong occurred however not in the field of trade, but in the field of finance. The Year of the Rat in the Chinese Lunar calendar was the Year of the Stock Exchange in Hong Kong. Stock exchange turnover crept steadily upwards throughout the early months of the year and by the middle of the year had reached a level of around HK\$170 million per day. The Hang Seng Index rose from 496.5 on September 30th to 843.4 on December 31st, a jump of around 70 per cent for the three-month period, and ninety-eight companies have issued shares for the first time in the four stock exchanges. Total turnover for the year was HK\$43,100 million. It is food for thought to compare this figure with 1971, at HK\$14,793.39 million.

The two figures are not of course directly comparable, since the trade figure represents real goods changing hands and is hence a measure of true economic activity. The turnover figure includes repetition, and although it gives some indication of the activity on Hong Kong's four stock exchanges, it cannot be said to reflect the true market worth or real assets of Hong Kong quoted companies. Nonetheless it highlights the growing importance of Hong Kong as a financial centre.

It has been suggested that part of the reason for the upsurge in the stock market was the availability of liquid cash in the banking system, consequent upon the more restrained rates of growth in trade and manufacturing. Funds which in the past have been devoted to financing expansion found this outlet absorbing less cash in 1972 than in previous years, and thus found their way into the stock market.

If this analysis is correct, it can be claimed that the stock exchanges have performed a useful economic function by easing bank liquidity, since the loans/deposits ratio during the course of the year suggested that perhaps too much cash was chasing too few borrowers. It seems more than coincidence that month-end bank deposits (which, like stock market turnover, is a fluctuating index measuring funds deposited only at a given moment of time) also hit an all time record in 1971 at HK\$18,785 million. At the end of November 1972, the year-end level of deposits was HK\$24,783 million, an increase of 31.9 per cent over 1971. Loans increased by 49.9 per cent from HK\$11,836 million to HK\$17,746 million. Bank liquidity throughout most of the year was above the minimum prescribed limit of 25 per cent.

It must not be thought however that the banking community necessarily either encouraged or even sympathised with trends on the stock market. Several banking leaders issued warnings that the stock market was over-heated and perhaps a trifle unhealthy, and pointed to the need both for greater caution by investors and for closer control by the Authorities. Measures announced by the Financial Secretary during the year have gone some way to meet the need for the latter, and undoubtedly more are promised for the very near future.

In addition to providing an outlet for funds that may otherwise have been unemployed, the growth of stock market activity served to emphasise Hong Kong's growing reputation as a financial centre.

Six overseas banks have opened representative offices in Hong Kong during the course of the year. Hong Kong now has a number of merchant banks, whereas a few years ago it had virtually none. Many of the overseas merchant banks seeking business in Hong Kong have seen the wisdom of selecting a local partner. Among these joint ventures have been Schrodgers and Chartered Merchant Bank and London & County (Far East) Ltd.

Overseas brokers have also been attracted to the lucrative Hong Kong market. During 1972, W. I. Carr & Co., Richardson Securities of Canada, Daiwa Yamaichi, among others, opened offices in Hong Kong.

Coming, as it did, at a time when the abolition of the Overseas Sterling Area in June cut off the one major source of overseas funds normally available to Hong Kong, the growth of the Colony as a financial centre in its own right was timely.

Now debate is occurring on how Hong Kong may develop financially. The growth of property companies, always an important ingredient in the Colony's financial 'mix', proceeded during the year, and culminated with the takeover by Hong Kong Land, the Colony's largest company in terms of market capitalisation, of the Dairy Farm food processing and retailing company. This was Hong Kong's first real takeover battle, on a scale normally reserved for larger and older established economic centres. The fact that it was a property company which won the battle is seen by many as significant.

A move is also afoot to investigate the desirability of Hong Kong's entering the Asia Dollar market, which so far has been largely the preserve of Singapore — in so far as an Asia Dollar market can be said to exist in its own right rather than as an offshoot of the Euro-dollar market. Several responsible bankers are known to be in favour of this move, and regard it as a logical development for Hong Kong. It would however be necessary to make adjustments in Hong Kong's at present relatively uncomplicated taxation system before the Colony could provide a market for Asia Dollar borrowers.

The financial events of 1972 in many ways suggest that the Colony may have reached the first major turning point in its development since the Disturbance of 1967. The upsurge in trade, which followed the Disturbance year, is now showing signs of stabilising at what many would regard as a more normal growth level. The year of the Disturbances also heralded growth in both the level of bank deposits and in stock market activity. The former have grown steadily over the intervening years, but it is only during the last year or so that stock market activity has become a truly significant factor in the Colony's economic development. Although for the time being Hong Kong must remain primarily a manufacturing and trading centre, there are already distinct signs that it is in addition about to become a major financial centre.

Industrial Affairs

Mr. R. Burrell, D.F.C., continued as Chairman of the Industrial Affairs Committee while Messrs. H. L. Ho and J. L. Soong, replaced Messrs. Y. F. Wu and W. H. Henderson as members. Six meetings were held as well as a special joint meeting with the Home Affairs Committee to discuss the 'Keep Hong Kong Clean' Campaign.

The long standing interest shown by the Chamber in the field of technical and technological training was further demonstrated during the year with the subject appearing in one form or another in the proceedings of every meeting of the Committee. The pressure maintained by most of the industrial and commercial associations for improved facilities has in the end borne some fruit, with the birth of the Hong Kong Polytechnic and the announcement by H.E. the Governor, when opening the new Session of the Legislative Council in October, that Government would be going ahead with establishment of the last two of the five technical institutes recommended by the Industrial Training Advisory Committee.

Another aspect of training for industry which has been supported by the Chamber has been the Apprentice Training Scheme supervised by a specially recruited Senior Training Officer in the Labour Department. The Officer concerned, Mr. H. R. Knight, attended the January meeting of the Committee and explained in detail progress made since the Department's Apprenticeship Unit was established in 1969, with some 86 firms employing approximately 1,000 apprentices who had set up apprenticeship training schemes. However, if craftsmen in the numbers forecast by the Industrial Training Advisory Committee were to be available to industry, many more apprentices would have to be indentured and the Chamber has been supporting the Labour Department in this matter, both with publicity among Members and with appropriate introductions for officials of the Department to the Chairmen and other senior officials of industrial Members.

Some consideration was given early in the year as to whether the Chamber should sponsor the establishment of a prevocational training school with the object of helping to bridge the two year gap between the normal leaving age from primary school to the age at which employment can legally be taken up. It was, however, decided that this was properly a responsibility of Government with which the Chamber should not interfere.

As mentioned in the 'Home Affairs' section of the Report, 'Keep Hong Kong Clean' has been another subject of concern to the Industrial Affairs Committee. It is generally recognised as important that the cleanliness habit be encouraged in industry on the shop floor and one Member, with many outlets for its products, started a 'Cleanest Distribution Point' award within its own organisation. The Chamber has recommended to Government that a 'Cleanest Workshop Award' be initiated.

Fire insurance premium rates have been to the forefront in the latter part of the year, with a 30 per cent surcharge on all industrial risks coming as an unpleasant shock to many Members. The Chamber accepts that some action had to be taken to keep fire insurance worthwhile for both the insurer and the insured but it is extremely difficult to find a way to achieve this other than by adjustment of rates. Much could and should be done in the way of tightening up by the fire prevention authorities but this cannot achieve anything without the cooperation of members of the industrial community, many of whose rates are inflated by their tenancy of space in buildings where high fire risk industrial operations are being undertaken. The Committee feels that a proper answer to this problem can only be found through consultation and cooperation between fire prevention authorities, industrial landlords, tenants and insurance interests and has recommended to Government that appropriate discussions be arranged.

Clearly as the Chamber recognises the need for some form of control to be exercised, on grounds of consumer protection, over quality and safety of certain goods exported, the Committee was not wholly in favour of the proposal announced by Government towards the end of the year to institute export licensing in respect of shipments of foodstuffs, electrical goods and toys. Proposals were submitted to Government for shipments from producers with a clear record to be made under open general licence which could be withdrawn as soon as any complaint was made against them. At the end of the year Government still found itself unable to accept the Chamber's proposal, which was again under discussion.

Shipping and the Port

Nineteen-seventy-two must forever in Hong Kong shipping circles be remembered as the year of the container, having as its crescendo the race between the first purpose built container ship from Europe to enter Hong Kong for the handling of cargo, M/S Tokyo Bay, and the contractors laying the asphalt surface of the Kwaichung container berth where it was to dock. The race went to the contractors by about five hours. Containers and their handling were not, however, the only subjects to engage the attention of the Chamber and will be covered in a later section of this report.

Numbers of ocean-going ships entered and cleared, net tonnages of ships and quantities of cargo landed and loaded all increased, the most dramatic proportionate increase being in the tonnage of cargo loaded, which went up by over 20 per cent. This figure was no doubt influenced by the fact that, by one of the quirks of arrival and sailing dates, some 53 more vessels cleared from Hong Kong than entered the port but, irrespective of this, the increase is significant. The only sad figures, particularly for those travellers who enjoy a sea voyage, are provided by the passengers disembarking and embarking which, at 11,655 and 12,576 respectively, stand at just about 50 per cent of the comparable 1971 figures, a truly dramatic illustration of the takeover by airlines of passenger carrying.

Some of the losses on the swings of the ocean-going ships have been partly made up on the roundabouts of the river steamer and hydrofoil traffic, but this is not the same sort of traffic and does not apply to cargo landings or loadings.

Proposed Hong Kong Registry of Shipping

Considerable discussion has taken place on proposals that there should be established a separate Hong Kong Registry of Shipping. Hong Kong had been up-to-date a port of registry with the Director of Marine deriving his authority from the Merchant Shipping Acts of the United Kingdom. Hong Kong had, in this context, a status similar to Liverpool or London but, following recommendations of the Rochdale Committee, the United Kingdom Government was preparing to ratify the Merchant Shipping Act of 1970 inter alia, outlines rules for the registration of vessels in the U.K. only, thereby excluding Hong Kong and other British territories for the first time.

Discussions with local shipping interests made it clear that many Hong Kong owned and manned vessels were registered other than British because of the rigid requirements that the Master, Chief Officer and Chief Engineer should be British nationals and secondly the insistence of British rules for equipment, particularly that concerning safety of life at sea, being installed in new construction overseas.

The Committee's view was that Hong Kong should enact legislation to create an autonomous registry whilst maintaining the British flag. Conditions of registry and officer manning might be liberalised so as not to make it mandatory that qualified officers be British nationals. The Director of Marine, as Registrar, might be authorised to delegate the work of surveying and possibly certification to Classification Society surveyors and the rules regarding certification of equipment should allow inclusion of equipment other than British that would reflect an international standard, without reducing standards of safety and always in conformity with the requirements of international conventions.

These views were communicated to Government and the subject was still under consideration at the end of the year.

Containerisation

The advent of the container era did not necessarily mean that from that time on, everything for the importer or the exporter would be just plain sailing. The change from the system where an inward cargo was received over the ship's side into a lighter with whose owner the importer had a special arrangement for taking the goods direct to the importer's own warehouse or to that of a friend with whom he also had a special arrangement, is profound. The change in the dispatch of export cargoes is possibly even more radical, and some shippers have needed considerable reassurance that shipment in containers is to the long term benefit both of themselves and their consignees.

One of the main problems to be faced in the development of container transportation for Hong Kong is that of the physical movement of containers on the Colony's crowded roads. Allied to this problem is that of provision of on-street parking for the "stuffing" or "unstuffing" of containers at shippers'/consignees' premises. It is obvious, though not apparently to all government officials, that unless full container loads can be put into or taken out of the boxes at the

appropriate premises, the greater part of the object of containerisation is lost in that the shipment will have to bear the cost of double handling. An "Ad Hoc" Committee of container shipping representatives had for some time been in discussion with various departments of Government on these two problems and early in the year the Container Operators' Committee came under the aegis of the Chamber as a Sub-Committee of the Shipping Committee.

The main efforts of the Committee have been directed to persuading Government to rescind a ban due to be placed on on-street parking of containers on 1st April, 1973 and in this, at the end of the year, the Chamber was cooperating closely with the Hong Kong Shippers' Council and the relative Freight Conferences. There were signs that Government's position on this problem was becoming somewhat less rigid but no written indication has yet been given that the ban will be rescinded.

The other major aspect of containerisation to which the Chamber has bent its efforts is that of documentation. The Secretary, Mr. R. T. Griffiths, has over the past few years, through the International Chamber of Commerce and its appropriate committees, kept the Chamber up-to-date with developments in this field in which the main problem is the devising of an acceptable, and negotiable, through document of title. Progress in this direction is slow but, as ever, banks are finding ways and means pending the evolution of a document that can be agreed by international convention.

The Committee felt that the coming changes in documentation of export cargoes were so great that it would be helpful if the Chamber conducted a symposium on this subject and a "Through-Transportation Committee" was appointed in February with terms of reference to keep the General Committee up-to-date on developments and to arrange educational programmes to assist trade and industry to understand and assess the value of through-transportation.

This Committee had as its Chairman, Mr. R. C. Tucker, with members representing banking, shipping, insurance and merchant interests. The symposium, which was conducted in August, was a substantial success, with some 557 participants attending in almost equal numbers, the session in English or the one the following evening

in Cantonese. Papers for it were based on questions sent in by Member firms which almost all concerned the "grey" areas in banking, insurance, land transport and documentation. Conference papers, together with all Members' questions and the answers worked out by the Committee were made available to Members for a small fee and there was a remarkably good sale for these both in English and Chinese.

The Through-Transportation Committee remains in being and will possibly, as the situation develops, organise further educational activities on similar lines. Meanwhile, the Chamber Secretariat is working on a suggestion put forward by the Chinese Language Press Institute that there should be greater uniformity in the use of container terminology in the Chinese language.

Mr. Griffiths attended with an official Government representative from the Marine Department, the ECAFE Conference preparing the regional view for the UN/IMCO Conference on International Container Traffic in Geneva during November which he also attended, under the aegis of the International Chamber of Commerce. The subjects being covered by the Conference were: Customs, Safety and Through Documentation. His report on this Conference will be available to members.

Whilst in Geneva and later in London, Mr. Griffiths also had consultations with international transport organisations regarding carnets covering the movement of containers through national customs jurisdictions. Again, Members will be kept advised as the situation develops.

Mr. M. J. Connor

The Chamber deeply regretted the sudden death in September of Mr. M. J. Connor, who had served on the Shipping Committee for 6 years and had represented the Chamber, with Mr. Simon Lee, on the Pilotage Advisory Committee. In both capacities he was succeeded by Mr. A. V. Cooke.

The Hong Kong General Chamber of Commerce

Balance Sheet as at 31st December, 1972

1971		HK\$
	General Fund	
\$1,567,314	As at 31st December, 1971	\$1,191,731.91
375,582	Less: Excess of Expenditure over Income for the year	<u>136,285.14</u>
<u>\$1,191,732</u>		1,055,446.77
	Reserves	
\$ 200,000	Trade Promotion	200,000.00
\$ 45,000	Staff Hospital and Surgical Expenses Fund	45,000.00
\$ 90,085	Staff Superannuation Reserve	78,240.21
	Current Liabilities, Provisions and Receipts in Advance	
\$ 40,000	Leave Passages	\$ —
84,843	Creditors	57,071.19
597,600	Subscriptions for 1973 Received in Advance	<u>660,000.00</u>
<u>\$ 722,443</u>		717,071.19

Notes:

- 1) These Accounts do not include the Assets and Liabilities of the Staff Provident Fund for which the Chamber acts as Trustees
- 2) US dollar balances have been converted at the following rate of exchange in the above balance sheet: US\$1.00=HK\$5.70

P. G. Williams Chairman

H. P. Foxon Vice Chairman

R. T. Griffiths Secretary

Lowe, Bingham and Matthews
Chartered Accountants, Treasurers.

\$2,249,260

HK\$2,095,758.17

1971			HK\$
	Fixed Assets		
	Property — R.B.L. No. 588		
	At cost less amounts written off per last Account		
\$ 6,600		\$ 6,600.00	
	Less: Amount written off	1,000.00	5,600.00
	Motor Car — at cost less amounts written off per last Account		
4,300		\$ 4,300.00	
	Less: Amount written off	1,070.00	3,230.00
	Furniture and Fittings — at cost less amounts written off		
		<i>Office</i>	<i>Staff Quarters</i>
	As at 31st December, 1971	\$218,000.00	\$ 28,300.00
	Additions during year	9,000.00	4,691.00
		\$227,000.00	\$ 32,991.00
	Less: Sales	400.00	—
		\$226,600.00	\$ 32,991.00
	Less: Amounts written off	45,300.00	6,591.00
246,300		\$181,300.00	\$26,400.00
\$ 257,200			
			207,700.00
			216,530.00
	Investment		
	\$157,000 Hong Kong Government 3½ %		
	Rehabilitation Loan 1973/78 at cost		
\$ 141,180		\$141,180.22	
33,000	Less: Provision for Diminution in Value	25,000.00	
\$ 108,180			116,180.22
	(Market Value as at 31st December, 1972 — \$116,180)		
	Current Assets		
	Stock on Hand — Stationery and Supply as certified by the Secretary		
\$ 18,933		\$ 22,385.30	
128,564	Debtors and Prepayments	163,936.31	
	Bank and Cash Balances		
1,664,630	Deposits	1,540,900.00	
63,733	Current Account	28,228.84	
8,020	Cash in Hand	7,597.50	
\$1,883,880			1,763,047.95
\$2,249,260			
			HK\$2,095,758.17

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 so 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, 1972 according to the best of our information and the explanations given to us and as shown by the books of the Chamber.

Hong Kong, 28th February, 1973

Signed Peat, Marwick, Mitchell & Company
Chartered Accountants

The Hong Kong General Chamber of Commerce

Income and Expenditure Account for the year ended 31st December, 1972.

1971	Expenditure	HK\$
Staff		
1. \$1,490,630	Salaries and Staff Quarters	\$1,659,757.00
4. <u>153,392</u>	Contribution to Staff Provident Fund	<u>175,027.89</u>
14,164	Medical Expenses	42,471.10
96,093	Leave Passages	56,443.55
15,070	Local Travelling	13,604.00
8,164	Training	5,188.10
1,826	Recruiting	903.50
<u>\$1,779,339</u>		<u>1,953,395.14</u>
		65%
Office		
2. \$ 310,134	Rent, Light and Telephone	\$ 376,398.53
6. <u>133,464</u>	Printing and Stationery	<u>127,359.08</u>
50,767	Postages	59,469.82
2,701	Telegrams and Telex	1,499.00
25,176	Sundry Expenses	21,149.46
28,995	Maintenance, Repairs and Cleaning	30,216.09
18,060	Structural Alterations	2,770.00
13,663	Books and Newspapers	15,402.42
<u>\$ 582,960</u>		<u>634,264.40</u>
\$ 5,367		6,430.93
Insurance		
Services		
\$ 1,500	Audit Fee	\$ 2,000.00
15,000	Treasurers' Fees	15,000.00
—	Survey Fee	3,000.00
8,161	Legal Fees	1,200.00
<u>\$ 24,661</u>		<u>21,200.00</u>
Property Expenses and Depreciation		
\$ 7,157	Property Expenses — 73 Mt. Kellett Road	\$15,347.00
64,002	Depreciation on Property, Motor Car and Furniture and Fittings	<u>53,961.00</u>
<u>\$ 71,159</u>		<u>69,308.00</u>
Subscriptions and Educational Donations		
\$ 21,619	Subscriptions to Trade Associations	\$21,089.01
12,700	Scholarships and other Donations	11,300.00
<u>\$ 34,319</u>		<u>32,389.01</u>
\$ 60,700	Exchange Loss	\$ —
5. <u>134,017</u>	Publications	<u>115,441.13</u>
44,541	Advertising	16,042.91
3. <u>208,475</u>	Trade Promotion Expenses	<u>120,961.32</u>
18,564	Credit Information Bureau	—
<u>\$ 466,297</u>		<u>252,445.36</u>
<u>\$2,964,102</u>		<u>HK\$2,969,432.84</u>

1971	Income		HK\$
\$ 773,400	Members' Subscriptions		1,219,300.00
1,670,476	Fees		1,515,187.50
24,628	Other Income		—
106,016	Interest		86,669.88
—	Interest Tax Recovered	\$9,817.44	
—	Less: Corporation Profits Tax 1972/73	<u>5,953.00</u>	3,864.44
—	Exchange Gain		125.88
14,000	Provision for Diminution in Value of Investment written back		8,000.00
375,582	Balance — Excess of Expenditure over Income for the year		136,285.14

\$2,964,102

HK\$2,969,432.84

Chamber Council

Hon. P. G. Williams
(Chairman)
H. P. Foxon
(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
Henry S. H. Fung
L. W. Gordon
(K. A. Miller — September 1972)
Hon. Sir Sidney Gordon, CBE
M. Jebesen
L. Kadoorie, CBE
Chev. Leg. d'Honneur
Hon. Sir Yuet-keung Kan, CBE, LLD
H. Keswick
K. S. Lo, OBE
J. MacKenzie
J. L. Marden, MA
D. L. Millar
N. A. Rigg
Hon. G. R. Ross, OBE
A. de O. Sales, OBE
G. M. B. Salmon, OBE
G. M. Sayer
J. Wolf
(W. H. Henderson — May, 1972)

Committees

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

Arbitration

Hon. P. G. Williams
G. H. P. Pritchard
E. J. S. Tsu

Certification

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

Home Affairs

N. A. Rigg
Andrew Eu
H. M. G. Forsgate
J. L. Marden
J. H. W. Salmon
K. A. Watson

Industrial Affairs

R. Burrell
Cha Chi Ming
H. L. Ho
(Y. F. Wu — August, 1972)
Michael Y. L. Kan
J. Peacock
J. L. Soong
(W. H. Henderson — April, 1972)
Dennis H. S. Ting

International Trade

H. P. Foxon
Henry S. H. Fung
L. A. Heming
D. K. Newbigging
A. J. Moody
G. H. P. Pritchard
A. C. W. Blaauw
J. MacKenzie
E. U. Lyen
N. P. Pavri
Lt. Col. I. G. Daniel
Richard Wang
S. Bennema
D. P. Inglis
N. A. S. Mills
J. J. G. Brown
K. J. Greenwood
(C. K. Yang — Jan., 1973)

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
J. A. Clarke
A. V. Cooke
R. M. Hall
H. Hennig
A. T. Inman
Simon Lee
H. M. P. Miles
C. L. Pan
F. O. van Randwyck

Taxation

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

Through-Transportation

R. C. Tucker
D. A. Crawford
P. C. S. Deveson
H. Hennig
A. Ismail
Frank C. H. Jen
N. A. Keith
G. E. S. Stevenson
Capt. O. L. Work

Area Committees

United Kingdom

G. H. P. Pritchard
E. J. S. Tsu
G. Nolan
F. M. V. Johnstone
P. M. Searle (Mrs.)
C. I. Chan
G. D. M. Cook
D. J. B. Middlemass
R. S. McMeekin
(S. G. Smallwood — Sept. 1972)
K. C. Tam

Europe

A. C. W. Blaauw
N. E. Weibel
R. D. Beasley
(R. F. H. Bolt — Nov. 1972)
T. Gebauer
F. M. V. Johnstone
H. K. Salander
E. U. Lyen
R. K. Schneidewind
H. P. Southwell

East Europe

J. MacKenzie
A. J. Moody
S. J. Fairchild
S. H. Miller
M. Milliken
O. J. Nicholl
E. J. S. Tsu
Paul T. Yin

North America

Lt. Col. I. G. Daniel
M. K. Brown
C. D. Beale
H. S. Woo
A. C. W. Blaauw
Randolph N. Earman
R. M. Janssen
Paul T. Yin
Y. C. Wong
Geoffrey Archer
Henry Tseng Chiu-Hin
Central America
Richard Wang
Moti Karamchand
M. Yuen
V. K. Parekh
Paul M. Grol
(William L. Datoe — June 1972)
G. B. Mahbubani
L. L. Pomeroy
H. D. R. Edwards
D. A. Crawford

South America

S. Bennema
A. M. Blackstock
(C. W. Dalrymple — Dec. 1972)
N. A. Keith
(I. M. Lewis — Dec. 1972)
Ho Man
D. K. Patel
J. D. Webster
Billy K. P. Chao

Africa

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

Middle East

N. P. Pavri
S. H. Sung
(I. M. Lewis — Dec. 1972)
Omer A. K. Al-Aidarous
T. Dayaram
William Yem
Fung Wai
Wong Kai-hong
M. P. Ladharam

Australia & New Zealand & S.W. Pacific

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

Japan, Taiwan & Korea

N. A. S. Mills
Y. Kitahora
Simon Lee
H. Yoshizawa
M. J. Simpson
R. Sundin
L. van der Kroft
Wong Po Yan

China

J. J. G. Brown
H. Schneider
N. Horn
Y. C. Huang
D. P. Inglis
F. O. van Randwyck
W. Russell
M. G. R. Sandberg
M. J. Simpson
R. Stauffer
W. M. Sulke

South East Asia

K. J. Greenwood
(C. K. Yang — Dec. 1972)
A. Gopi
Y. H. Chiu
J. Chang
P. A. Hirst
R. C. Kwok
G. Moore
Solomon Saul
Dora Wu (Miss)

Officers of The Hong Kong General Chamber of Commerce — Post-War

Year	Chairman	Firm
1946	R.D. Gillespie	Imperial Chemical Industries (China) Ltd.
1947	R.D. Gillespie	Imperial Chemical Industries (China) Ltd.
1948	C.C. Roberts	Butterfield & Swire
	P.S. Cassidy	John D. Hutchison & Co. Ltd.
1949	P.S. Cassidy	John D. Hutchison & Co. Ltd.
1950	C.C. Roberts	Butterfield & Swire
1951	P.S. Cassidy	John D. Hutchison & Co. Ltd.
1952	H.J. Collar, C.B.E.	Imperial Chemical Industries (China) Ltd.
1953	C. Blaker, M.C.	Gilman & Co. Ltd.
1954	J.A. Blackwood	Butterfield & Swire
1955	J.A. Blackwood	Butterfield & Swire
1956	C. Blaker, M.C.	Gilman & Co. Ltd.
1957	C. Blaker, M.C.	Gilman & Co. Ltd.
1958	J.D. Clague, C.B.E., M.C.	John D. Hutchison & Co. Ltd.
1959	J.D. Clague, C.B.E., M.C.	John D. Hutchison & Co. Ltd.
1960	G.M. Goldsack	Dodwell & Co. Ltd.
1961	W.C.G. Knowles	Butterfield & Swire
1962	W.C.G. Knowles	Butterfield & Swire
1963	S.S. Gordon	Lowe, Bingham & Matthews
1964	S.S. Gordon	Lowe, Bingham & Matthews
1965	G.R. Ross	Deacon & Co. Ltd.
1966	G.R. Ross	Deacon & Co. Ltd.
1967	J. Dickson Leach, O.B.E.	Union Insurance Society of Canton Ltd.
1968	M.A.R. Herries, O.B.E., M.C.	Jardine, Matheson & Co. Ltd.
1969	M.A.R. Herries, O.B.E., M.C.	Jardine, Matheson & Co. Ltd.
1970	G.M.B. Salmon, O.B.E.	Mackinnon, Mackenzie & Co. of HK Ltd.
1971	G.M.B. Salmon, O.B.E.	Mackinnon, Mackenzie & Co. of HK Ltd.
1972	P.G. Williams	Dodwell & Co. Ltd.

Year	Vice-Chairman	Firm
1946	G. Miskin	Gilman & Co. Ltd.
1947	P.S. Cassidy	John D. Hutchison & Co. Ltd.
1948	P.S. Cassidy	John D. Hutchison & Co. Ltd.
	N.O.C. Marsh	Mackinnon, Mackenzie & Co.
1949	C. Blaker, M.C.	Gilman & Co. Ltd.
1950	P.S. Cassidy	John D. Hutchison & Co. Ltd.
1951	C. Blaker, M.C.	Gilman & Co. Ltd.
1952	C. Blaker, M.C.	Gilman & Co. Ltd.
1953	J.A. Blackwood	Butterfield & Swire
1954	R. Gordon	Jardine, Matheson & Co. Ltd.
1955	L.B. Stone	Union Insurance Society of Canton Ltd.
1956	J.D. Clague, C.B.E., M.C.	John D. Hutchison & Co. Ltd.
1957	L.B. Stone	Union Insurance Society of Canton Ltd.
1958	B.T. Flanagan	Mackinnon, Mackenzie & Co.
1959	H.D.M. Barton, M.B.E.	Jardine, Matheson & Co. Ltd.
1960	W.C.G. Knowles	Butterfield & Swire
1961	S.S. Gordon	Lowe, Bingham & Matthews
1962	S.S. Gordon	Lowe, Bingham & Matthews
1963	G.R. Ross	Deacon & Co. Ltd.
1964	G.R. Ross	Deacon & Co. Ltd.
1965	J. Dickson Leach, O.B.E.	Union Insurance Society of Canton Ltd.
1966	J. Dickson Leach, O.B.E.	Union Insurance Society of Canton Ltd.
1967	M.A.R. Herries, M.C.	Jardine, Matheson & Co. Ltd.
1968	G.M.B. Salmon, O.B.E.	Mackinnon, Mackenzie & Co. of HK Ltd.
1969	G.M.B. Salmon, O.B.E.	Mackinnon, Mackenzie & Co. of HK Ltd.
1970	P.G. Williams	Dodwell & Co. Ltd.
1971	P.G. Williams	Dodwell & Co. Ltd.
1972	H.P. Foxon	Gilman & Co. Ltd.

