



THE HONG KONG GENERAL CHAMBER OF COMMERCE BULLETIN

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'A YOUNG LOOK FOR HONG KONG'—K. T. WOO

"My entire promotional idea in the United States is to give Hong Kong a young look," said Mr. K. T. Woo when he spoke to more than 200 Chamber members at a special presentation of his work as the Hong Kong Trade Representative in the United States.

Mr. Woo, who was speaking at the City Hall, said, "Although our exports have increased by 42 per cent, we have not really touched even the very edge of a market of some 200 million people, a market with an increasing population, increasing income and increasing money in the pockets of teenagers. We, like the United States, are a young country, capable of growth, capable of dynamism and capable of meeting many of the demands of the young people."

The export of transistor radios had, he said, given Hong Kong an increasingly better image. Indeed, one of the glamour stories of the year was the growth of Fairchild shares. Their rise from US\$27 to US\$165 was caused by the fact that they had set up a subsidiary company (Semi-Conductor) in Hong Kong. Out of Fairchild's annual volume of 200 million dollars, Hong Kong contributed 10 per cent, or 20 million dollars.

Trade Enquiries

The New York office, Mr. Woo said, handled trade enquiries for Hong Kong from the 20 British Consulate offices throughout the United States and also through some 40 Chambers of Commerce in 22 States who had been supplied with post-paid enquiry forms.

Everything in America has to be made easy, said Mr. Woo, so

it did not involve executive time. "We have in our office files containing 300 classifications of Hong Kong products worth a total of 6,270 names of Hong Kong firms and manufacturers," he went on. "The opposite number will also have 300 product classifications of American importers and buyers."

For definite trade enquiries, Mr. Woo said he needed more help from Hong Kong and

Copies Of The Speech

A verbatim report of Mr. K. T. Woo's speech is available at the Chamber. Should any member wish to obtain a copy please contact Miss Susan Banks (Tel: 237177 ext. 42). Unfortunately a small charge will have to be made for copying.

wanted faster response. "Sometimes our enquiries are not sufficiently descriptive to enable you to make a quotation, sometimes the volume is not indicated for you to make a firm quotation but whenever we fail in that way remember the United States is just three days' letters away from you, remember that the Chamber office and the Federation office as well as the Joint Public Relations office will be more than happy to send

me a telegram to clarify the matter. I am emphasising this because I am competing with Korea, with Taiwan and with Japan. An enquiry which is not properly processed, properly replied to, means business lost to my competitors and business which I cannot possibly regain for Hong Kong. I also urge you as the Chamber will eventually, if they have not done so already, to send me samples, send me literature and price lists.

Trade Promotion

"My whole idea of promotion," said Mr. Woo, "is to stay out of the newspapers. I am not interested for the papers to promote Hong Kong's trade or having Hong Kong written up in general terms. General terms never sell or make. It is only in specific terms that we can move merchandise. In the United States promotion is extremely expensive and we have to use our little resources as best we can, taking free rides whenever available. Most of our promotion is point of sales promotion, that is promotion where a store already has merchandise from Hong Kong and we will make arrangements to put up a show for them. If they don't have our merchandise and they want a display we are not interested. We tell department stores that unless you have a million dollars worth of Hong Kong merchandise in stock we are not interested. You know more than I, as to how much department stores, as a result of our promotion, have increased their purchases. For instance one store in Kansas, as a result of our promotion, increased their sales by 50 per cent. I want to help firms to make more profit as a result of our promotion and our trade enquiries."

Mr. Woo who was introduced to Chamber members by Mr. G. Archer later answered specific trade questions.

OCEAN TERMINAL HOME FOR TRADE DEVELOPMENT OFFICE

With scarcely a word, and not a mention from the local press, the nucleus of the proposed Trade Development Council moved into their new offices at the Ocean Terminal last week.

The move brought the staff of the Joint Administrator's office in Prince's Building and the seconded members of D.C. & I. together under the designate Executive Director, Mr. R. G. L. Oliphant.

The T.D.O., formerly referred to as the Export Development Council, has already started work in co-ordinating the Hong Kong participation in the International Samples Fair at Barcelona in June. It is expected that the complete Hong Kong display will later move to the St. Erik's Trade Fair in Stockholm. Organisation of this fair is being undertaken by the Trade Development Office.

On the same floor as the T.D.O. will be a display of Hong Kong products which is scheduled to open during this month.

So far those appointed to the new T.D.O. are: Mr. D. M. Sellers, Mr. L. Dunning and Mr. Michael Page. Mr. Dunning will be assisted by Mr. Salter and Mrs. Janet Leung (in charge of trade enquiries and the display centre). Mr. Page will be assisted by Mr. George Elliott (formerly of the Joint Public Relations Committee). Mr. Chen Yih will join Mr. K. T. Woo in the United States, and Mr. George Chard (Administrator, London Trade Centre) will return to the United Kingdom shortly to look after the forthcoming Hong Kong display in the Selfridge department store.

Style and address of the new organisation will be the Trade Development Office, Ocean Terminal, Second Deck, Kowloon (Tel: 670151).

Barcelona Samples Fair

Members taking part in the Barcelona Samples Fair are reminded that a visa is required for those holding passports which are not British or European. All persons must hold international certificates for vaccination against smallpox and cholera.

As visas for Spain cannot be obtained in Hong Kong, application should be made to Mr. M. A. Salter, Commerce & Industry Department, Fire Brigade Building, before April 10th.

The Bulletin

The Bulletin will revert to its normal format with the April 15th edition and reappear as a Chamber news magazine on the first of next month.

Chamber Secretary leaves for N.Z.

Mr. J. B. Kite, the Chamber's Secretary, left last week for New Zealand on the inaugural flight of Air New Zealand's Hong Kong service.

Mr. Kite will have talks with Chambers of Commerce and trade circles in New Zealand before carrying on to Australia where he will have similar talks with the Hong Kong Trade Representative in Sydney, Mr. W. E. Manson, and Australian Chambers. Mr. Kite will return to Hong Kong on April 2nd.

Mr. H. D. M. Barton

Mr. Hugh Barton, honorary advisor on European trade affairs to the Joint Public Relations Committee, left Hong Kong last week after a brief visit. Before leaving, Mr. Barton said he would continue as honorary advisor to the Trade Development Council.

G. J. Connington Leaves H.K.

Confidence that a good market for Hong Kong would be developed in East Africa and Zambia, was expressed by Mr. G. J. Connington, Hong Kong Trade Representative, before he left the Colony last week for Nairobi.

Mr. Connington, who had been here on a six-week familiarisation tour, had previously spoken of the opportunities that awaited Hong Kong exports in East and Central Africa. At that time he had mentioned that the attitude of East Africa towards Hong Kong was a friendly one and that both Chamber and D.C. & I. certificates of origin were readily acceptable. He stressed that the African market held opportunities for made-up garments including shoes and enamelware.

He also stressed the new opportunities arising from East Africa's increased building programme and the openings that were presented for building equipment. In return, Mr. Connington spoke of Africa's own exports and added that his Nairobi office would be prepared to give information on the credit-worthiness of African agents.

Top Copy Cats

Success seemingly duplicates itself. Since the Chamber installed their Rank Xerox copier, member firms have found it to their advantage to send their work up to the 9th floor in Union House to be copied. During February the Xerox did 1,621 copying jobs for members.

Reduced Rates

Members who wish to visit the Brussels Trade Fair (April 29th—May 10th) can obtain admission vouchers from the Belgium Trade Officer. The vouchers will enable visitors to obtain a Belgian entry visa, a 25 per cent reduction on rail travel and visit the fair free of charge.

NEWS FROM D. C. & I.

Ceylon: Further to O.T.R. Circular No. 54/65, details of increased tariff on certain imports into Ceylon have now been obtained. The following are of interest to Hong Kong:—

Description	New Rate		Old Rate	
	Preferential	General	Preferential	General
Cotton piecegoods and suiting	15%-18%	20%-23%	per sq.yd. 15-50¢	per sq.yd. 25-57¢
Aluminium— Sheets, flat or corrugated, plates & circles, not fabricated	17½%	27½%	25%	30%
Bars, rods, wires, tubes, strips, not elsewhere specified, and pipes, not fabricated				
Angles, bulbs, channels, shapes and sections, tees, beams, joists, pillars and rails, not fabricated	17½%	27½%	20%	30%
Door and window fittings, locks, padlocks & keys	35%	45%	40%	50%
Lamps & lanterns (except paper) & parts, n.e.s.				
Incandescent:— Iron & steel	48%	58%	54%	64%
Other	—	48%	—	53%
Other than incandescent:— Iron & steel	12%	22%	14%	24%
Other	—	22%	—	24%
Manufactures wholly or mainly of iron and steel, n.e.s.	35%	45%	40%	50%
Electric lighting accessories and electrical goods and apparatus, n.e.s., other than luxury or fancy articles	30%	40%	34%	44%

Should you require further information concerning the above items, please contact Mr. P. K. Y. Tsao, Assistant Trade Officer (Tel. 448148).

A.P.O. Study Course

Hong Kong has been invited to nominate two candidates for the Small Business Management Trainers' and Consultants' Course to be held in Japan from

July 12th to November 29th. Areas of training will cover Japanese small industries, in-plant training, business diagnosis and auditing, management development in small industries and management techniques in vari-

Tenders — Ceylon

The Co-operative Wholesale Establishment Textile Department, 21 Vauxhall Street, Colombo 2, calls for tenders from manufacturers and their accredited agents for the supply of textile items during the 2nd half year 1966. Closing date for submission of bids—30th April, 1966. Further details at Chamber.

Tenders — Hong Kong

Tenders are invited for the following:

- Supply of steel card index and filing cabinets
 - Supply of yellow washing soap
 - Supply of plywood
 - Supply of typewriters
 - Supply of diesel oil emulsifiable concentrate
 - Supply of rubber and canvas footwear
 - Supply of brass bib taps and stopcocks
 - Supply of black lining
 - Supply of sleeve lining
 - Making up of uniforms required by the Police Force
 - Making up of uniforms required by the Commerce & Industry Department.
- Tender forms and further details may be obtained from the Stores Department, Oil Street, North Point, Hong Kong.

ARRIVALS

Mr. J. H. Carroll, 21 Mulgowrie Cresc., Balgowlah Heights, N.S.W., will be visiting Hong Kong from 23rd May for a few days. Mr. Carroll is interested in representing Hong Kong suppliers on an Australia-wide agency basis in textiles, woollen, cotton and synthetic fibres, piecegoods and garments. Direct contact invited.

ous countries.

The Asian Productivity Organisation will provide candidates with an economy class return air fare and a subsistence allowance of US\$10 a day for each candidate.

"Hong Kong Fortnights" — Bristol Enquiries

Any Hong Kong firm interested in any of these enquiries is invited to write to the Commerce and Industry Department, Fire Brigade Building, Connaught Road, Central, quoting the appropriate enquiry reference number.

Ref.	Enquirer's Address	Enquiry
BRIS-1	Bristol, 1 United Kingdom	Sportswear; T-Shirts; Shorts; Rubber shoes etc.
BRIS-2	Bristol, 1 United Kingdom	Heavy steel plates.
BRIS-3	Bristol United Kingdom	Novelty items; Camphor wood chests.
BRIS-4	Bristol, 2 United Kingdom	Cutlery; Watches; Radios; Tape recorders; Human hair wigs.
BRIS-5	Bristol, 3 United Kingdom	Transistor radios.
BRIS-6	Bristol United Kingdom	Fabrics; Table cloths; Shirts, Garments, all types.
BRIS-7	Bristol United Kingdom	Wigs.
BRIS-8	Bristol, 7 United Kingdom	Raincoats; Carcoats; Men's wear.
BRIS-9	Bristol, 8 United Kingdom	Men's wear, all types including nylon shirts, pull-overs, carcoats, raincoats.
BRIS-10	London, N.16 United Kingdom	Men's wear, including Suede and knitted garments; Raincoats; Carcoats.
BRIS-11	North Shields, Northumberland, United Kingdom.	Embroidered / zip-fastened cushion covers.
BRIS-12	Cheltenham, Gloucestershire, United Kingdom	Fancy wax candles; Novelties; Electrical goods. (Wishes to obtain sole U.K. rights for Hong Kong manufacturers).
BRIS-13	Bristol, 4 United Kingdom	Cutlery; Vacuum flasks; Plastic bowls and buckets.
BRIS-14	Bristol, 1 United Kingdom	Wigs.
BRIS-15	Western Super Mare, Somerset, United Kingdom	Transistor radios; Shirts.
BRIS-16	Bath, Somerset, United Kingdom	Plastic flowers.
BRIS-17	Bristol, 8 United Kingdom	Wigs and hair pieces.

Jamaica: A copy of the 1964 edition of the *Jamaica Industrial and Commercial Directory* provides a comprehensive listing of the industrial, commercial and service organisations in Jamaica. It includes also a complete listing of the island's diplomatic, consular and trade organisations, and those non-profit organisations responsible for most of its developmental programmes. The names and addresses of affiliate firms, as well as the firms' business representatives through whom direct contact may be made, are also included.

This directory is available for inspection in the Trade Reference Library located on 3rd floor, Fire Brigade Building, Hong Kong during office hours.

Ref. OTR Cir. No. 13/66

SWITZERLAND

The 10th edition of the *Directory of Swiss Manufacturers and Producers* contains the following—index of products, list of products, and lists of manufacturers and trade firms. The list of manufacturers contained therein has been drawn up on the basis of direct surveys of the firms listed. It includes data on year of establishment, share capital and number of workers and employees.

This publication is available for inspection in the Trade Reference Library located on 3rd floor, Fire Brigade Building, Hong Kong during office hours.

Ref. OTR Cir. No. 12/66

To visit Hong Kong

Mr. S. Bacon of A. Bacon & Son Ltd., London, will visit Hong Kong from April 18th to 24th. He will stay at the Mandarin. Mr. Bacon would like to meet exporters of rattan furniture, basketware, nylon bags, leather and crocodile handbags and travel goods. Interested members contact direct.

Quarantine

Quarantine restrictions have been imposed against arrivals from Lucknow (A) because of smallpox. Similar restrictions are imposed against arrivals from Cebu, because of cholera.—Port Health Notice.

Algeria: The Algerian authorities have recently announced that certain commodities have been added to the list of goods subject to import licence and quota restrictions. The following item is of interest to Hong Kong:

Tariff No.	Description	H.K. Domestic Exports to Algeria, 1965 HK\$
97.03	Other toys; working models of a kind used for recreation purposes	120,189

Hong Kong domestic exports to Algeria in 1965 were valued at HK\$5,826,931—of which clothing HK\$2,894,054 and enamelledware HK\$1,176,749. (Mr. R. Reilly, Tel. 453939).

Thailand: The Government of Thailand has issued a revised list of goods which are subject to import control. The following are of interest to Hong Kong:—

Description	H.K. Domestic Exports to Thailand, 1965 HK\$
Paper umbrella, umbrella frame and paper used in umbrella production	1,882,330 (all umbrellas, sunshades and parts therefor).

For further information contact Mr. J. C. C. Chan (Tel: 448148).

TRADE ENQUIRIES

IRAN. Mr. Yadollah Homayounfar, public relations consultant, P.O. Box 177, cable address 'Younfar', Teheran, wishes to intermediate between exporters and importers in Iran and Hong Kong. Direct contact invited.

ARGENTINA. Luis Casale, Blanco Encalada, 4699, Buenos Aires, manufacturers of baby underwear specialities, seek representative for the Far East. Direct contact invited.

UGANDA. The Ministry of Commerce & Industry (P.O. Box 2900, Kampala) has forwarded a list of exporters and importers arranged according to specific items of imports and exports. No responsibility is accepted with regard to the standing of any firm, company or individual. The list is at the Chamber.

PAKISTAN. S. M. Iqbal & Brothers, 9, Byculla Mansion, New Challi, Frere Road, P.O. Box 196, Karachi, wish to set up the following industries on a joint venture 50/50 basis or with technical collaboration with overseas parties: Manufacture of gas appliances, water and gas meters and speedometers, hurricane lanterns, tyre re-treading, crusher and pulverizer plans and insecticide and pesticide industries.

MEXICO. The Consulate General of Mexico, Hilton Hotel, Hong Kong, has forwarded a list of Mexico's Coffee Exporters and Cotton Exporters. Interested members please contact the Chamber.

PRESENTATION

A Japanese vase, a gift from the Nagoya Chamber of Commerce, was presented to Mr. G. Archer, Executive Director, at a dinner held at the Tai Pak last week. The gift marked the visit of a group of businessmen from Nagoya who flew into Hong Kong on the CPA service.

West African Trade

The Chamber has received a list of some 200 West and Central African business houses anxious to trade with Hong Kong on a sole agency basis. Details in the Chamber library.

TRADE FAIR

The Copenhagen Trade Fair of 1966 will take place in the Bella Centret from October 21st to 30th. Further information at the Chamber.

Catalogues Wanted

An appeal for product catalogues and samples has been made by the trade enquiry office of the Resident Representative in the United States. Members are asked to supply all relevant details of their products to the Hong Kong Resident Representative, 548, Fifth Avenue, New York.

MEMBERSHIP NEWS

New Members

Interocean Trading Co., Room 510, 84-90 Queen's Road C, Hong Kong.

Maxim Industrial Co., Ltd., Room 1404 Takshing House, 20 Des Voeux Road C, Hong Kong.

Vaswani Trading Co. (H.K.) Ltd., 75-77 Wyndham Street, 2nd floor, Hong Kong.

Reinstated

Asia General Agencies, 312 Mercantile Bank Bldg., Hong Kong.

Hong Kong Manufactory, 281 Yu Chau Street, 3rd floor, Kowloon.

Dee Aye Corporation, 303 Mohan's House, 3rd floor, Hong Kong.

Martin & Company, 603 Chartered Bank Bldg., Hong Kong.

Change of Address

Townwell Investment Co. (H.K.) Ltd., 2701-2702 International Building, 141 Des Voeux Road Central, Hong Kong.

Pioneer Corporation, 709-711 Alexandra House, 5-17 Des Voeux Road C., Hong Kong.

Excellent Embroidery Factory, 76 Fuk Lo Tsun Road, Kowloon.

Change of Name

Trans-Ocean Suppliers Co., 40 Stanley Street, 1/F, Hong Kong. (Formerly Halford & Company)

Change of Style

Kong Wing Enterprises, Room 315 Man Yee Bldg., Des Voeux Road C., Hong Kong. (Formerly Kong Wing Company).

Briefing Course

The Overseas Service College is holding its next six-day course on South East Asia and the Far East from May 9th to 14th at the Castle, Farnham, Surrey, England.

EMPLOYMENT REGISTER

The Chamber is attempting to assess the usefulness of its Employment Register to members. Members would assist greatly if they inform the Chamber (Tel: 237177) when they engage individuals originally introduced through the medium of the register.

POSITIONS WANTED

MALE

EXECUTIVE. Age 36. Graduated from Tung Chi University, Shanghai, China. B.A. degree. More than 10 years' experience in construction, engineering, sales and construction investment business. Languages: Cantonese, Shanghai dialect, Mandarin and English. Salary: \$1,000. No. 1

EXECUTIVE. British. Age 39. Educated at Bedford School. Passed matriculation. Twenty-two years' experience. Further details on file. No. 2

EXECUTIVE. Age 34. Studied at Ling Ying Senior Middle School. Studied 'Training within Industry for Supervisors' (Labour Dept. H.K.) More than 10 years' experience. Good knowledge of garment industry. Languages: Cantonese, Shanghai dialect, Young-chau dialect, Mandarin and English. Salary: \$700. No. 3

EXECUTIVE. Age 28. Studied at Wellington College. Completed secondary school and business management course. Passed L.C.C. Higher Accounting and Higher Costing. Six years' experience. Well-versed in export procedure, specialized in garment, hardware and sundries. Languages: Cantonese and English. Salary: \$650. No. 4

EXECUTIVE. Age 32. Attended St. Joseph's College to Form V. Passed L.C.C. Book-keeping examination. Thirteen years' experience. Good connections with local garment and sundry factories. Languages: Chinese and English. Salary: \$800. No. 5

CLERKS

Age 29. Studied at Hong Kong Technical College and Y.M.C.A. English College. Eight years' experience. Shorthand / typing

speeds: 120/60 w.p.m. Languages: Chinese and English. Salary: \$1,000. No. 6

Age 29. Studied at St. Patrick's English School to Form V. Nine years' experience in export business. Languages: Chinese and English. Salary: \$800. No. 7

Age 18. Studied at Tak Ming English College to Form V. Two years' experience. Knowledge of typing, calculating and shipping. Languages: Cantonese and English. Salary: \$300. No. 8

Age 28. Studied at Baptist College to Form V standard. Four years' experience. Languages: Chinese and English. Salary \$500. No. 9

Age 27. Studied at Progressive English School to Form IV. Five years' experience. Knowledge of import/export documentation and c.i.f. calculation. Languages: Cantonese and English. Salary: \$300. No. 10

Age 21. Studied at Eton English Evening School. Three years' experience. Languages: Cantonese and basic English. Salary: \$300. No. 11

Age 23. Attended Queen Elizabeth School and Hong Kong Technical College to Form V. Three years' experience. Experience of N.C.R. electric accounting machine. Languages: Cantonese, Mandarin and English. Salary: \$480. No. 12

Age 23. Studied at Progressive English College. Four years' experience. Languages: Cantonese, Swatow dialect, Mandarin and English. Salary: \$400. No. 13

Age 27. Studied up to Form VI standard. Two years' experience. Typing speed 50 w.p.m. Languages: Chinese and English. Salary: \$350. No. 14

Age 28. Studied at Chinese Middle School. Four years' experience. Knowledge of artificial flower industry. Languages: Cantonese, Hakka, Mandarin, Malay and basic English. Salary: \$275. No. 15

Age 30. Studied at Kan Chi English Evening School. Six years' experience. Knowledge of export procedure and good connections with local manufacturers. Languages: Cantonese, Mandarin and English. Salary: \$500. No. 16

Age 23. Studied at New Method College. Two years' experience.

Knowledge of export procedure. Languages: Cantonese and English. No. 17

Age 25. Studied at Eton English School. Five years' experience. Knowledge of shipping and typing. Languages: Cantonese, English and some Mandarin. Salary: \$400. No. 18

Age 22. Studied at New Method English College to Form V standard. Two years' experience. Typing 40 w.p.m. Knowledge of shipping. Languages: Chinese and English. Salary: \$400. No. 19

JUNIOR CLERKS

Age 20. Studied at Tang King Po School to Senior III. Passed Chinese School Leaving Examination. Knowledge of typing and c.i.f. calculation. Languages: Cantonese, Mandarin and English. Salary: \$280. No. 20

Age 19. Studied at St. Vincent's English College. Knowledge of typing. Languages: Cantonese and English. Salary: \$250/300. No. 21

Age 19. Studied at Cheung Chau Govt. Middle School. Knowledge of typing. Languages: Cantonese, Fukien, Mandarin and English. Salary: \$250. No. 22

Age 20. Studied at St. Pierre's College to Form V. Six months' experience. Languages: Chinese and English. Salary: \$250. No. 23

CLERK/TYPISTS

Age 27. Studied at a Chinese Senior Middle School. Eight years' experience. Knowledge of typing, c.i.f. calculation, sampling, filing, cargo inspection and general office routine. Languages: Cantonese and English. Salary: \$350. No. 24

Age 27. Studied at Tak Ming English Evening School to Form V. Three years' experience. Typing 50 w.p.m. Knowledge of book-keeping. Languages: Cantonese and English. Salary: \$350. No. 25

Age 20. Studied at Lutheran College to Form V. One year's experience. Knowledge of import/export documents and c.i.f. calculation. Typing 45 w.p.m. Languages: Cantonese and English. Salary: \$300/320. No. 26

Age 21. Studied at Tak Ming English College to Form V

standard. One year's experience. Typing 45 w.p.m. Languages: Cantonese and English. Salary: \$340. No. 27

Age 22. Studied at St. Francis Xavier's Evening School to Form IV. Four years' experience. Knowledge of book-keeping, typing, sampling and c.i.f. calculation. Languages: Cantonese and English. Salary: \$350. No. 28

Age 22. Studied at Tsung Tsin Evening School. Four years' experience. Typing 50 w.p.m. Knowledge of import/export procedures. Languages: Cantonese and English. Salary: \$360. No. 29

Age 20. Studied at Kau Yan English College to Form V. Four years' experience. Typing 40 w.p.m. Knowledge of book-keeping. Languages: Cantonese and English. Salary: \$380. No. 30

Age 31. Government school to Form V standard. Nine years' experience. Typing 40 w.p.m. Languages: Cantonese and English. Salary: \$280. No. 31

Age 20. Educated at King's College to Form VI. Passed G.C.E. 'O' level (6 subjects) and 'A' level (1 subject). Knowledge of typing. Languages: Chinese and English. Salary: \$400. No. 32

Age 28. Studied at Eton Evening English Institution to Form V. Seven years' experience. Knowledge of c.i.f. calculation, shipping, documentation and general office routine. Typing 45 w.p.m. Languages: Chinese and English. Salary: \$350/450. No. 33

Age 20. Studied at Lutheran College to Form V. One year's experience. Typing 45 w.p.m. Knowledge of import/export documents. Languages: Cantonese and English. Salary: \$300/320. No. 34

Age 21. Studied at Kwun Tong Vocational Training Centre. Shorthand/typing speeds: 70/50 w.p.m. Languages: Cantonese and English. No. 35

Age 27. Studied at Eton College to Form V. Four years' experience. Typing 55 w.p.m. Languages: Cantonese, Hakka, Mandarin, Malay and English. Salary: \$325/350. No. 36

Age 24. Studied at St. Paul's Boys' College to Form V. Four years' experience. Languages: Cantonese and English. Salary \$500. No. 37

Age 24. Studied at St. Mark's English Evening School. Three years' experience. Typing 55 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$450. No. 38

JUNIOR CLERK/TYPISTS

Age 25. Studied at Pui Ching College to Form V standard. One year's experience. Knowledge of typing, c.i.f. calculation, and general office routine. Languages: Chinese and English. Salary: \$230/250. No. 39

Age 27. Studied up to Form V standard. One year's experience. Typing 60 w.p.m. Knowledge of shipping and export procedure. Languages: Cantonese and English. Salary: \$200/250. No. 40

Age 17. Studied at New Method English College to Form V. One year's experience. Typing 50 w.p.m. Languages: Chinese and English. Salary: \$250. No. 41

JUNIOR TYPISTS

Age 17. Studied at St. Paul's English School to Form II. Two years' experience. Typing 50 w.p.m. Knowledge of telex and office routine. Languages: Cantonese and English. Salary: \$200. No. 42

Age 19. Studied at Lincoln College. Passed L.C.C. Book-keeping Elementary examination. Typing 60 w.p.m. Languages: Chinese and English. Salary: \$250. No. 43

Age 26. Studied at Chatham English School and Hwa Kiu Secondary College. Knowledge of typing. Languages: Chinese and English. Salary: \$280/350. No. 44

Age 17. Studied at New Method E.T. School to Form III. Office experience. Typing 40 w.p.m. Languages: Cantonese and English. Salary: \$250/270. No. 45

Age 18. Studied at Kiu Kwong English College to Form III. Typing 40 w.p.m. Languages: Cantonese and basic English. Salary: \$200. No. 46

Age 19. Studied at New Method E.T. Evening School to Form IV. Three years' experience. Typing 40 w.p.m. Languages: Chinese and English. Salary: \$180/230. No. 47

Age 17. Studied at Eton English School to Form V. Passed Ele-

mentary Book-keeping examination. Typing 35 w.p.m. Languages: Chinese and English. Salary: \$180/250. No. 48

ACCOUNTANCY

Age 30. Graduated from University of Adelaide. Majored in economics and accountancy. Passed matriculation in Hong Kong. Holds B.Ec and A.A.S.A. degrees. Three years' experience. Languages: Chinese and English. Salary: \$1,500. No. 49

Age 28. Studied at St. Stephen's College to Form V. Passed L.C.C. Book-keeping intermediate stage. Six years' experience. Typing 40 w.p.m. Languages: Cantonese and English. Salary: \$500. No. 50

Age 25. Studied at New Method College and Hong Kong School of Commerce. Passed F.O.S. and L.C.C. in advanced stage. Five years' experience. Languages: Cantonese and English. Salary: \$500. No. 51

Age 29. Passed L.C.C. and B.S.C. Book-keeping examination; Advance Banking Management at the Extra Mural Course of H.K. University; and Higher Accounting course in Lap Shun Accountancy School. Eight years' experience. Languages: Cantonese, Mandarin and English. Salary: \$200/250. (Part-time after 5 p.m.) No. 52

BOOK-KEEPERS

Age 23. Studied at Eton English Tutorial School to Form V. Five years' experience. Languages: Cantonese, Mandarin and English. Salary: \$250. No. 53

Age 23. Studied at St. Luke's English School to Form V. Passed L.C.C. Book-keeping intermediate examination. Languages: Cantonese and English. Salary: \$380. No. 54

Age 28. Studied at New Method College to Form IV. Eight years' experience. No. 55

Age 27. Studied at Eton English School to Form V. Passed I.O.C. Book-keeping stage one. Three years' experience. Knowledge of typing and c.i.f. calculation. Languages: Cantonese, Mandarin and English. Salary: \$280/300. No. 56

Age 24. Attended St. Medard English College to Form IV. Seven years' experience. Know-

ledge of accounting and typing. Languages: Cantonese, Mandarin and English. Salary: \$350/400. No. 57

Age 24. Studied at Lap Shun Accountancy School for two years. Five years' experience. Knowledge of export procedure. Languages: Cantonese and English. Salary: \$350. No. 58

Age 20. Studied at Pooi Sun College to Form IV. Completed the Elementary Banking Programme at Hang Seng Bank. One year's experience. Salary: \$300. No. 59

Age 19. Studied at Eton English Evening School. Five years' experience. Languages: Cantonese, English and Japanese. Salary: \$400. No. 60

Age 20. Studied at Progressive English School. Completed Book-keeping Intermediate course. Two years' experience. Languages: Chinese and English. Salary: \$300/350. No. 61

Age 34. Studied at Eton E.T. School and Hong Kong School of Commerce Book-keeping intermediate course. Languages: Cantonese, Vietnamese and some French. Salary: \$200/250. No. 62

BOOK-KEEPER/TYPISTS

Age 21. Studied at St. Patrick's College to Form V. Passed L.C.C. Book-keeping intermediate examination. Typing 45 w.p.m. Experience as book-keeper. Languages: Cantonese and English. Salary: \$350/400. No. 63

Age 20. Studied at St. Peter's School to Form IV. Two years' experience. Knowledge of book-keeping, filing, c.i.f. calculation and typing. Languages: Cantonese and English. Salary: \$250. No. 64

Age 21. Studied at Pui Ching English Evening School. Passed L.C.C. Book-keeping intermediate examination. Four years' experience. Knowledge of banking, typing and export procedure. Languages: Cantonese and English. Salary: \$400/450. No. 65

OFFICE BOYS

Age 18. Studied to Form II in English evening school. Completed Junior Chinese Middle School, Macao. Knowledge of typing, abacus and some book-

keeping. Three years' experience. Salary: \$140. No. 66

Age 16. Studied up to Form I. Three years' experience. Knowledge of typing. Languages: Cantonese and English. Salary: \$180. No. 67

Age 19. Studied at Progressive English School. Some experience. Languages: Cantonese and English. Salary: \$180. No. 68

Age 19. Studied at New Method College. Knowledge of typing. Languages: Cantonese, Swatow dialect and English. Salary: \$200. No. 69

Age 16. Studied at Tsung Tsin English Evening School to Form II. Two years' experience. Languages: Cantonese and basic English. Salary: \$170. No. 70

Age 19. Studied at Wah Yan College to Form III. Has some experience. Languages: Cantonese and basic English. Salary: \$150. No. 71

Age 18. Studied up to Form V standard. Languages: Cantonese and English. Salary: \$150/250. No. 72

Age 18. Studied at Pui Chung College to Form IV. Some experience. Languages: Chinese and English. Salary: \$180. No. 73

Age 19. Studied up to Form IV standard. Some experience. Salary: \$200. No. 74

Age 17. Studied at Pui Ying Middle School to Form I. Languages: Cantonese and basic English. Salary: \$150. No. 75

Age 17. Studied at Wellington College to Form IV. Three months' experience. Typing speed 45 w.p.m. Languages: Cantonese and English. Salary: \$180/230. No. 76

Age 21. Attended St. Joan's Evening School to P.6. Three years' experience. Languages: Cantonese and English. Salary: \$180/200. No. 77

Age 17. Studied at Wah Yan College Night School to Form II. Three years' experience. Languages: Cantonese and English. Salary: \$160. No. 78

Age 18. Studied at St. Medard's English Tutorial Evening School. Some experience. Languages: Chinese and English. Salary: \$200. No. 79

Age 24. Studied at New Method College. Five years' experience. Languages: Cantonese and English. Salary: \$200/250. No. 80

Age 16. Studied up to Form III standard. One year's experience. Knowledge of typing. Languages: Cantonese and English. Salary: \$180. No. 81

Age 18. Studied at St. Paul's English Evening School. One year's experience. Salary: \$150. No. 82

Age 16. Studied at Wilson English Evening School to Form II. Languages: Cantonese and basic English. No. 83

Age 20. Studied at Union College to Form III. Four years' experience. Languages: Cantonese and English. No. 84

Age 16. Studied at St. Joan's English Evening School to Form I. One year's experience. Languages: Cantonese and English. Salary: \$150/180. No. 85

Age 17. Studied at Wah Yan Evening School to Form III. One year's experience. Languages: Chinese and English. Salary: \$180. No. 86

Age 16. Studied at Wilson English Evening School to Form I. Languages: Cantonese and basic English. No. 87

Age 17. Studied at Kau Yan College three years. One year's experience. Knowledge of typing. Languages: Cantonese, Swatow dialect and English. Salary: \$200. No. 88

Studied at Eton English School for four years. One year's experience. Typing speed 40 w.p.m. Languages: Cantonese, Fukien and English. Salary: \$200. No. 89

Age 19. Studied at Pooi Sun English College to Form II. Two years' experience. Knowledge of typing. Languages: Cantonese and English. Salary: \$200. No. 90

Age 17. Studied to Form III standard. Two years' experience. Languages: Cantonese and basic English. Salary: \$150. No. 91

Age 22. Studied at St. Benedict's English Evening School. Two years' experience. Languages: Cantonese, Mandarin and English. Salary: \$140. No. 92

Age 18. Studied at New Method College to Form III. Three years' experience. Languages: Cantonese and English. Salary: \$200. No. 93

Age 21. Studied at Tai Tung English School to Form II. Two years' experience. Typing 30 w.p.m. Languages: Cantonese and English. Salary: \$180. No. 94

Age 18. Studied at St. Luke Co-ed. College to Form III. One year's experience. Languages: Cantonese and English. Salary: \$180. No. 95

MESSENGERS

Age 16. Studied at St. Francis Xavier Evening School. One year's experience. Languages: Chinese and basic English. Salary: \$160. No. 96

Age 18. Studied at Yale English College to Form II. One year's experience. Languages: Cantonese and English. Salary: \$180. No. 97

Age 16. Studied at Eton English School to P.6. Two years' experience. Languages: Cantonese and basic English. Salary: \$200/250. No. 98

Age 17. Studied at St. Francis Xavier's English Evening School for two years. One year's experience. Salary: \$160. No. 99

Age 18. Studied at Kwun Tong Lutheran English Evening School to Form IV. Knowledge of typing. Languages: Chinese and English. Salary: \$280/300. No. 100

Age 21. Studied up to Form IV standard in Evening School. Six months' experience. Knowledge of typing. Languages: Cantonese and basic English. Salary: \$200. No. 101

Age 20. Studied at Wah Yan Evening School to Form II. Languages: Chinese and English. Salary: \$180/200. No. 102

Age 24. Studied to Junior Middle One in Chinese. One year's experience. Typing 40 w.p.m. Salary: \$220. No. 103

Age 17. Studied at Eton English School. One year's experience. Knowledge of typing. Languages: Cantonese and basic English. No. 104

Age 20. Studied at New Method School. Completed the Junior Middle course. One year's experience. Knowledge of typing, calculation and office routine. Languages: Cantonese, Mandarin and English. Salary: \$150. No. 105

Age 25. Studied at St. Joan's English Evening School to Form I. Some experience. Languages: Cantonese and basic English. Salary: \$180/200. No. 106

Age 18. Studied at Titus Night School to Form III. Three years'

experience. Typing speed 50 w.p.m. Languages: Cantonese and English. Salary: \$180. No. 107

Age 17. Studied at Ming Yuen Middle School to Form II. Some experience. Languages: Cantonese and basic English. Salary: \$240. No. 108

Age 18. Studied at St. Gabriel's English Evening School. Some experience. Languages: Cantonese and basic English. Salary: \$180. No. 109

Age 16. Studied at St. Paul's Evening School to Form II. One year's experience. Languages: Cantonese and English. Salary: \$140/160. No. 110

Age 18. Studied at Tai Tung Middle School to Form II. Knowledge of typing and import/export procedures. No. 111

Age 17. Attended Pui Ying Middle School to Form I. Languages: Cantonese and basic English. Salary: \$150. No. 112

Age 18. Studied at Raimondi College to Form III. Languages: Cantonese and basic English. Salary required: \$200. No. 113

Studied at St. Joan's English Night School to Form I. Two years' experience. Language: Cantonese only. Salary \$160. No. 114

MISCELLANEOUS

BUILDING FOREMAN. Age 30. Attended St. Jude's School to Form V. Nine years' experience in Building trade as Foreman and Site Agent. Typing 50 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$600/900. No. 115

AUDIT CLERK Age 22. Studied at Wang Tak College for five years. Passed L.C.C. Higher Accounting and registered student of A.I.A. Two years' experience. Languages: Chinese and English. Salary: \$300. No. 116

DRIVER Age 45. Studied at St. Joseph College. More than 13 years' experience. Languages: Cantonese and English. Salary: \$450. No. 117

DRIVER Age 20. Studied at New Method Evening School to Form III. Typing 40 w.p.m. Languages: Cantonese and basic English. Salary: \$230/260. No. 118

SALESMAN. Age 26. Educated at Walerly College, Sydney,

Australia. Passed matriculation. Three years' experience. No. 119

SALESMAN. Studied at Eton English School three years. Five years' experience. Knowledge of book-keeping, typing and salesmanship. Languages: Chinese and English. Salary: \$350/400. No. 120

POSITIONS WANTED

FEMALE

SECRETARIES

British. Age 28. Passed G.C.E. Six years' experience. Shorthand/typing speeds: 120/70 w.p.m. Languages: English and French. Salary: \$1,700. No. 121

British. Age 45. Graduated from grammar school. Twenty-seven years' experience. Shorthand/typing speeds: 100/60 w.p.m. Knowledge of Telex, general personal assistant and hotel management. No. 122

SHORTHAND/TYPISTS

Age 26. Studied at St. Rose of Lima's School to Form V standard. Four years' experience. Shorthand/typing speeds: 100/50 w.p.m. Languages: Cantonese and English. Salary: \$850. No. 123

Portuguese. Age 24. Studied at Maryknoll Convent to Form V. Passed School Leaving Examination and secretarial course. Five years' experience. Shorthand/typing speeds: 120/75 w.p.m. Languages: English and Chinese. Salary: \$1,200. No. 124

Age 23. Studied at Ho Tung Technical School for Girls. Passed L.C.C. Book-keeping Intermediate stage. Five years' experience. Shorthand speed 90 w.p.m. Languages: Cantonese and English. Salary: \$700. No. 125

Age 23. Studied at Progressive English School. Three years' experience. Shorthand/typing speeds: 130/70 w.p.m. Languages: Chinese and English. Salary: \$900. No. 126

Age 23. Studied at Maryknoll Convent School to Form V. Passed School Leaving examination. Three years' experience. Shorthand/typing speeds: 110/60 w.p.m. Languages: Cantonese and English. Salary: \$900. No. 127

JUNIOR SHORTHAND/ TYPISTS

Age 21. Studied at Pooi Sun College to Form V. Shorthand/typing speeds: 70/50 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$300/350. No. 128

Age 25. Studied at St. Clare's Girls' School. Three years' experience. Shorthand / typing speeds: 80/50 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$600. No. 129

Age 22. Studied at New Method English College to Form V. Two years' experience. Shorthand/typing speeds: 90/40 w.p.m. Knowledge of c.i.f. calculation, sampling and filing. Languages: Cantonese, Mandarin and English. Salary: \$300/350. No. 130

Age 24. Studied at Sacred Heart Canossian Convent to Form IV. One year's experience. Knowledge of invoicing, filing and general office routine. Shorthand/typing speeds: 80/45 w.p.m. Languages: Chinese and English. Salary: \$400/450. No. 131

Age 25. Studied at St. Mary's School. Seven years' experience. Shorthand/typing speeds: 80/45 w.p.m. Languages: Cantonese, English and some French. Salary: \$500/600. No. 132

Age 20. Studied at Rosary English College. Two years' experience. Shorthand/typing speeds: 70/50 w.p.m. Languages: Cantonese, Swatow dialect, Mandarin and English. Salary: \$400. No. 133

Age 25. Studied at Ellis Kadoorie Girls' School and St. Clare's Girls' School. Four years' experience. Shorthand/typing speeds: 90/50 w.p.m. Languages: Cantonese, Toi-shan dialect and English. Salary: \$450/500. No. 134

Age 23. Studied at St. Paul's Secondary School for four years. Two years' experience. Shorthand/typing speeds: 70/50 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$150/200. (Part-time only) No. 135

CLERKS

Age 27. Studied at Sacred Heart School to Form V. Seven years' experience. Good knowledge of shipping, banking and documentation. Languages: Cantonese,

Mandarin and English. Salary: \$400. No. 136

Age 23. Studied at Literary College for five years. Four years' experience. Languages: Chinese and English. Salary: \$350. No. 137

CLERK/TYPISTS

Age 20. Studied at Progressive English College. Two years' experience. Typing 50 w.p.m. Languages: Cantonese, Shanghai dialect, Mandarin and English. Salary: \$350. No. 138

Age 22. Studied at St. Clare's English School to Form V. Three years' experience. Typing 50 w.p.m. Knowledge of filing, sampling, c.i.f. calculation and general office routine. Languages: Cantonese and English. Salary: \$350. No. 139

Age 19. Studied at Alliance Evening School to Form V. Two years' experience. Languages: Cantonese and English. Salary: \$320. No. 140

Age 24. Studied at New Method College and Sacred Heart Commercial School. Two years' experience. Knowledge of shorthand. Languages: Cantonese, Mandarin and English. Salary: \$300. No. 141

Age 25. Studied at St. Paul's English Evening School. Two years' experience. Languages: Cantonese and English. Salary: \$350. No. 142

Age 22. Studied at Progressive English School. Five years' experience. Typing: 45 w.p.m. Languages: Chinese and English. Salary: \$300. No. 143

Age 22. Studied at St. Jude's English School. Two years' experience. Typing: 40 w.p.m. Languages: Cantonese and English. Salary: \$350/400. No. 144

JUNIOR CLERK/TYPISTS

Age 20. Studied up to Form V standard. One year's experience. Knowledge of shorthand and typing. Languages: Cantonese and English. Salary: \$250. No. 145

Age 22. Completed book-keeping and import/export courses. Two years' experience. Languages: Cantonese, Mandarin, general English and a little Spanish. Salary: \$200/250. No. 146

Age 18. Studied at St. Paul's Evening School. Six years' experience. Typing 45 w.p.m. Languages: Cantonese and English. Salary: \$250. No. 147

Age 18. Studied at Hong Kong School of Commerce. Typing 45 w.p.m. Knowledge of shorthand. Languages: Cantonese, Shanghai dialect, Mandarin and English. Salary: \$300. No. 148

TYPISTS

Age 19. Studied at Cognition College to Form V. One year's experience. Typing 50 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$350. No. 149

Age 20. Studied at Eton English School to Form V standard. Two years' experience. Typing 65 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$300. No. 150

Age 19. Studied at Kau Yan Evening School to Form IV. Typing 40 w.p.m. Languages: Cantonese and English. Salary: \$180. No. 151

Age 18. Studied at Wellington College to Form IV. Typing 50 w.p.m. Languages: Cantonese, Mandarin, Fukien and English. Salary: \$300. No. 152

Age 22. Studied at Oriental English Evening School. One year's experience. Typing speed 50 w.p.m. Languages: Cantonese and English. Salary: \$200/250. No. 153

Age 20. Studied at Po Kok Vocational School and Oriental English Tutorial Evening School. One year's experience. Typing 50 w.p.m. Languages: Cantonese and English. Salary: \$200/250. No. 154

Age 20. Studied at Eton English Tutorial School to Form V standard. Typing 45 w.p.m. Knowledge of book-keeping. Languages: Cantonese and English. Salary: \$280. No. 155

Age 23. Studied at St. Pierre's College. Typing 40 w.p.m. Languages: Cantonese, Hakka and English. Salary: \$200. No. 156

Age 21. Studied at St. Luke's Co-ed. College to Form IV. Typing speed 50 w.p.m. Languages: Cantonese and English. Salary: \$300. No. 157

Age 18. Studied at St. Paul's Evening School to Form IV. One year's experience. Typing 50

w.p.m. Languages: Cantonese and English. Salary: \$200. No. 158

Age 21. Studied at Rosary Evening School to Form III. Some experience. Typing 45 w.p.m. Languages: Cantonese and English. Salary: \$250. No. 159

Age 20. Studied at Progressive English School to Form V. One year's experience. Typing 45 w.p.m. Knowledge of book-keeping. Languages: Cantonese and English. Salary: \$250. No. 160

Age 23. Studied at Sacred Heart Canossian School to Senior III. Knowledge of typing. Languages: Cantonese and English. Salary: \$250. No. 161

Age 20. Studied at Victoria College for four years. Knowledge of typing. Languages: Cantonese, Mandarin and English. Salary: \$250. No. 162

Age 20. Studied at Good Hope School to Form V standard. Typing 50 w.p.m. Languages: Cantonese and English. Salary: \$200/250. No. 163

Age 20. Studied at Po Kok Vocational Middle School to Form V. Has some experience. Typing 50 w.p.m. Languages: Chinese and English. Salary: \$250. No. 164

Age 16. Studied at St. Paul's English Evening School. Knowledge of typing. Languages: Cantonese, Mandarin and English. Salary: \$250. No. 165

Age 21. Studied at Eton English School to Form V. Typing 40 w.p.m. Languages: Cantonese and English. Salary: \$200/250. No. 166

Age 19. Studied at Victoria Evening School to Form V. Few months' experience. Knowledge of typing and general office routine. Languages: Cantonese and English. Salary: \$200/400. No. 167

Age 19. Studied at New Method College to Form IV. Typing 40 w.p.m. Languages: Cantonese and English. Salary: \$350. No. 168

Age 19. Studied at New Method English Evening School to Form IV. Two years' experience. Typing 60 w.p.m. Languages: Cantonese and Mandarin. Salary: \$200. No. 169

Age 20. Studied at Govt. Evening Secondary School. Typing 40 w.p.m. Knowledge of book-keeping and abacus. Languages:

Cantonese and English. Salary: \$300. No. 170

Age 21. Studied at Kau Yan College to Form IV. Typing 40 w.p.m. Languages: Cantonese and English. Salary: \$150. No. 171

BOOK-KEEPERS

Age 25. Studied at Tak Ming Evening School and Lap Shun Accountancy School. Six years' experience. Typing 45 w.p.m. Capable of operating the N.C.R. accounting machine. Languages: Cantonese and English. Salary: \$320/350. No. 172

Age 20. Studied at Sam Yuk Secondary School for four years. Passed L.C.C. Book-keeping elementary examination. Knowledge of typing. Languages: Cantonese and English. Salary: \$250/300. No. 173

BOOK-KEEPER/TYPISTS

Age 20. Studied at Eton English Tutorial School to Form V. Passed Intermediate Book-keeping course. Typing 40 w.p.m. Languages: Cantonese and English. Salary: \$280. No. 174

Age 19. Studied at Government secondary school to Form V standard. Knowledge of typing and book-keeping. Languages: Cantonese and English. Salary: \$300. No. 175

Studied at St. Stephen Girls' College to Form V. Four years' experience. Typing 40 w.p.m. Knowledge of shorthand and book-keeping. Languages: Cantonese and English. Salary: \$300. No. 176

Age 20. Studied at Pui Chung College to Form IV. Passed book-keeping examination. Typing 50 w.p.m. Languages: Chinese and English. Salary: \$200/250. No. 177

Age 30. Studied at Baylor University, Texas, U.S.A. for one year. Five years' experience. Typing 45 w.p.m. Knowledge of filing, abacus, book-keeping and adding machines. Languages: Cantonese and English. Salary: \$450. No. 178

TELEPHONISTS

Age 21. Studied at Eton English School to Form V standard. Six years' experience. No. 179

Age 21. Studied at Pui Chung College to Form IV. Typing 50 w.p.m. Knowledge of book-keeping and c.i.f. calculation. Languages: Cantonese and English. Salary: \$200. No. 180

Age 19. Studied at New Method College to Form V. One year's experience. Typing speed 50 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$300. No. 181

Age 20. Studied at St. Francis Canossian College. Knowledge of typing. Salary: \$300. No. 182

Age 19. Studied at St. Luke's English College to Form V. Knowledge of typing. Languages: Chinese and English. Salary: \$300. No. 183

Age 20. Studied at Kiang Tsu Chekiang College to Form V. Three years' experience. Typing 50 w.p.m. Languages: Cantonese, Mandarin, Japanese and English. Salary: \$350. No. 184

Age 22. Attended Progressive English School to Form V. Typing 50 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$200. No. 185

Age 23. Studied at St. Rose Middle School to Form V. Two years' experience. Languages: Chinese and English. Salary: \$300/350. No. 186

Age 20. Studied at Tsung Tsin English College to Form IV. One year's experience. Languages: Cantonese and English. Salary: \$200. No. 187

Age 25. Studied up to Form IV standard. Two years' experience. Knowledge of typing and book-keeping. Languages: Cantonese and English. Salary: \$200/250. No. 188

Age 20. Studied at Sir Ellis Kadoorie A.M. School. One year's experience. Typing speed 50 w.p.m. Languages: Cantonese, Mandarin and English. Salary: \$280. No. 189

Age 23. Studied at Sacred Heart Canossian School. Four years' experience. Salary: \$400/450. No. 190

Age 27. Studied up to Form II standard. Two years' experience. Languages: Cantonese, Shanghai dialect and English. Salary: \$200. No. 191

Age 19. Studied at Tak Ching Girls' School to Form V. Passed Chinese School Leaving Certificate Examination. Some experience. Knowledge of typing and general office routine.

Languages: Cantonese, Mandarin and English. No. 192

RECEPTIONISTS

Age 19. Studied at Eton English School to Form V. Languages: Chinese and English. Salary: \$200/250. No. 193

Australian. Age 26. Graduated from University of Queensland, Australia. Four years' experience. Knowledge of typing. Languages: English and some French. Salary: \$1,000. No. 194

Age 22. Studied at Good Hope English School for three years. Languages: Cantonese and English. Salary: \$250. No. 195

Age 25. Studied at South Western College. Some experience. Knowledge of book-keeping and typing. Languages: Cantonese and English. Salary: \$200. No. 196

Age 20. Studied at New Method College to Form V. Typing 50 w.p.m. Languages: Cantonese and English. Salary: \$280. No. 197

HONG KONG COUNCIL OF SOCIAL SERVICE EMPLOYMENT ASSISTANCE SCHEME

(Phone Supervisor, Mr. K. M. LAU, Telephone No. 440711)

MEN—TECHNICAL

Age 31. Graduated from the Wah Nam Training Institute, Canton, China, in Physics. Has five years' teaching and two years' construction draughtsmanship experience. Languages: Mandarin, Cantonese and Hakka dialects. EAS/118/1.

Age 48. Graduated from the Canton Veterinary College, Canton, China. Has 20 years' laboratory assistance experience. Languages: Mandarin, Cantonese and English. EAS/118/2.

Age 29. Graduated from the Chang Chun Automobile and Tractor Institute in automobile construction designing. Has five years' automobile construction designing experience. Languages: Mandarin, Cantonese and Swatow dialects. EAS/118/3.

Age 36. Graduated from the Kwangtung Provincial Engineer-

ing College, Canton, China, in civil engineering. Has 11 years' hydraulic engineering and two years' site formation and building construction experience. Languages: Mandarin, Cantonese and some English. EAS/118/4.

Age 25. Graduated from the Chu Hai College, Kowloon, in architecture. Has two years' building construction and draughtsmanship experience. Languages: Mandarin, Cantonese and some English. EAS/118/5.

Age 29. Graduated from the Wah Nam Training Institute, Canton, China and East Asia College, Hong Kong, in pure mathematics. Has more than one year's experience as foreman of building construction. Languages: Cantonese, Mandarin, Swatow dialect and some English. EAS/118/6.

Age 34. Graduated from the Chung Wah Middle School, Hong Kong and Wu Han Technical College of Hydraulics, China, in hydraulic construction. Has six years' hydraulic works and teaching experience. Languages: Mandarin, Cantonese and English. EAS/118/7

Age 31. Graduated from the Hunan University, Changsha, China, in civil engineering. Has knowledge of building construction and five years' experience of supervising, designing and surveying. Languages: Mandarin, Cantonese, Swatow dialect and some English. EAS/118/8.

Age 24. Studied up to the 4th year in the Wu Han Geologic College, China. Has four years' civil engineering and surveying experience. Form II English Standard. Languages: Mandarin, Cantonese and some English. EAS/118/9.

Age 54. Educated in the King Wah College, Nanking, China, in civil engineering. Has several years' experience as site foreman and storekeeper. Languages: Mandarin, Cantonese, Swatow and Hakka dialects. EAS/118/10.

Age 27. Primary School education standard. Has four years' weaving machinery repairing and two years' motor car driving experience. Has Hong Kong driving licence. Language: Cantonese only. EAS/118/11.

Age 40. Studied up to junior middle school. Has seven years' weaving machinery repairing experience. Languages: Cantonese, Mandarin and Shanghai dialect. EAS/118/12.

Age 30. Graduated from the Chang Chun Motor Car Towing Engine Institute, China. Has several years' motor car repairing experience. Languages: Cantonese, Mandarin and Swatow dialect. EAS/118/13.

Age 29. Graduated from the Tsing Hua University, Peking, China, in Electrical Engineering. Has several years' electrical engineering experience. Languages: Mandarin, Cantonese, Swatow and Hakka dialects. EAS/118/14.

Age 27. An undergraduate of the Tak Ming College, Kowloon, in civil engineering. Has some experience in surveying and civil engineering. Languages: Cantonese and some English. EAS/118/15.

Age 26. Graduated from the Tak Ming College, Kowloon, in civil engineering. Has some civil engineering experience. Language: Cantonese only. EAS/118/16.

Age 26. An undergraduate of the Tak Ming College, Kowloon. Has four years' piling mechanic experience. Languages: Cantonese and some English. EAS/118/17.

Age 31. Graduated from the Pak U Middle School, Hong Kong. Has several years' experience as foreman of building construction and four years' cultured pearls producing experience. Languages: Cantonese, Mandarin, Shanghai dialect and English. EAS/118/18.

FEMALE—TECHNICAL

Age 35. Female. Graduated from the Hip Woo Christian University, in architecture. Has some 10 years' experience in architectural design and sketches. Also good in jewelry design. Languages: Cantonese, Mandarin, Shanghai dialect and English. EAS/118/19.

Age 27. Female. Trained in the Veterinary Service of the Wah Nam Agriculture College in Canton, China for four years. Has experience in veterinary field. Languages: Cantonese, Mandarin and some English. EAS/118/20.

Applicants are also available for positions as accountants, store-keepers, caretakers, watch-typists, book-keepers, cooks, men and office boys.