



THE HONG KONG GENERAL CHAMBER OF COMMERCE BULLETIN

66/N-10

15th May, 1966



Seen above at the Trade Development Office are, from left to right: Mr. Michael Page, Mr. Geoffrey Archer, Mr. R.G.L. Oliphant, Mr. J.B. Kite, Mr. D.M. Sellers, Mr. Peter Wood and Mr. L. Dunning.

Chamber's Goodwill Message to T.D.O. T.D.O. — 'MUST BE FREE FROM RED TAPE'

A promise of support by The Hong Kong General Chamber of Commerce was made for the new Trade Development Office by the Chamber's Executive Director, Mr. Geoffrey Archer, when together with the Secretary, Mr. J. B. Kite and an Assistant Secretary, Mr. R. P. Wood, a visit was made to the T.D.O.'s Ocean Terminal offices.

Mr. Archer presented an ivory paper knife to Mr. R. G. L. Oliphant, Executive Director of the T.D.O., to stress the Chamber's keenness for the success of the new venture. Said Mr. Archer, "The Trade Development Office has a tough task ahead. With competition increasing everywhere, and bearing in mind that sooner or later Britain will enter the Common

Market, the need is greater today than ever, for strong Hong Kong trade representation overseas. There is a danger that Hong Kong might be content to freewheel over the trade routes of the world. To prevent this we must have experienced marketing men abroad.

"I sincerely hope, Mr. Oliphant, that this organisation with your excellent guidance

Continued from Col. 2 and nucleus of intelligent and energetic people you have about you will not become merely an empty voice, suffocated by apathy and strangled by lack of funds."

Mr. Archer added, "The people of Hong Kong, its manufacturers, traders and Government must realise how vitally important your role is. They must not only speak of their support but pledge it in hard terms.

"Certainly you will have full support from the Chamber."

IN THIS ISSUE

In this issue of the Bulletin is a report of Mrs. Irene Ward's speech to members, the Chairman's speech at the Annual General Meeting and Mr. T.K. Ann's comments, notice of a visit by Pakistan Businessmen and news of the St. Erik's Trade Fair in Stockholm.

The exporters and importers section of the Bulletin remain detached as before. The Bulletin will revert to its previous format for the next two issues.

After a newspaper report of the T.D.O.'s appeal for a maximum degree of flexibility, the Chamber issued the following statement:

"The Chamber's views on the Trade Development Office were expressed by their Chairman in his Legislative Council speech. At that time The Hon. G. R. Ross said: 'The Trade Development Office must be a dynamic force, free as far as possible from red tape and in no sense must it give the impression of a Government department. It must be free to have complete autonomy over staff, particularly overseas where it is necessary to pay the going rate.'"



Mr. Geoffrey Archer, Executive Director of the Chamber presents an ivory paper knife inscribed with the Chamber's motif, to Mr. R.G.L. Oliphant, Executive Director of the Trade Development Office.

COMMENT

The other day, on behalf of the Chamber, I made a formal pledge of support to the new Trade Development Office and took advantage of the occasion to promise that whenever possible our Chamber will assist the new organisation in every way they can. I feel this was a very important pledge to make: if Hong Kong is to succeed in its impact on the markets of the world then we must give our complete backing to whichever body will be at the forefront of this campaign. I don't think anyone here has any doubts on the challenges and the difficulties that lie ahead of us. Negotiations, which to the most part are reasonably satisfactory, have recently been concluded over textiles with both the United Kingdom and the United States. But these negotiations will become meaningless unless we have strong and vigorous representation overseas. This will be the task of the T.D.O. backed by the intangible links which this Chamber has made not only in the Commonwealth, but in almost every country in the world. We wish the T.D.O. well.

G. Archer,
Executive Director.

RAYON YARN KNITWEAR

The Chamber has received information of strong action taken by the U.S.A. Federal Trade Commission and the New York Fire Department to prevent the sale of knitted sweater sets made of rayon yarn. The sweater sets which have been the subject of the action were not made in Hong Kong, but members sealing in articles of like nature made from this material should ensure that their goods are not likely to become involved.

The Annual Report

Members who wish additional copies of the Chamber's 1965 Annual Report should ring Miss Katherine Coombes at the Chamber. A nominal price of \$2 for each copy will be charged.

Pakistan Mission

A ten-member Pakistan businessmen's mission, sponsored by Pakistan Federation of Chambers of Commerce and Industry and led by its Vice-President, Mr. S. M. Anwar, will visit Hong Kong from May 19 to 25th.

The mission is particularly interested in meeting importers of cotton, textiles, fish products, leather and leather goods, paints, varnishes, engineering goods, pharmaceuticals, chemicals.

Interested members please contact Pakistan Government Trade Commission, Man Yee Building. (Tel. 221654)

Skilled Workers

Members' attention is drawn to the training facilities now being carried out by the Kwun Tong Vocational Training Centre. Here, young people are taught a variety of crafts and trades ranging from tailoring, book-keeping to engineering and photography. Young men, skilled in these trades are available for employment. Further details at the Chamber.

Going Up

Twenty-four new members have been elected to the Chamber bringing the total membership now to 1,230. During the month, the membership liaison executive visited 42 members and reported their suggestion for possible improvements.

Representation Offered

The department manager of a leading import/export house in Hong Kong who has been obliged to retire to Europe is able to offer active representation throughout the United Kingdom and Europe. Will be available in Hong Kong until May 22nd. Interested members please contact Mr. R.T. Griffiths.

Flats available

The Chamber has on their files details of flats erected by a local land development company which will be available in 1968 at Shauiwan. The flats (465 square feet, 385 square feet) will be for sale to business organisations or to their employees.

The Annual General Meeting

CHAIRMAN'S CALL TO YOUTH LEADERS

The Annual General Meeting of the Chamber was held in the Genghis Room of the Mandarin on April 25th. More than 60 members attended the meeting at which the Accounts and Report for 1965 were submitted and approved. The following is an extract from the Chairman's speech.

The Accounts reflect once more the increased stature and activity of the Chamber. It is perhaps pertinent to remark that in the nine years that I have served on the General Committee, the figures in the Income and Expenditure Account have more than quadrupled.

This increased support of and activity by the Chamber has brought with it additional responsibilities and, particularly this year, these have to be looked at in the context of the establishment of the Trade Development Office.

Your Committee has kept in continuous touch with the steps leading up to this Office being established. I and my colleagues consider that the interests of the Colony will be best served if the new organisation has the full support of the already established Trade and Industrial Associations and, so far as the Chamber is concerned we have pledged that support. We consider the Chamber's role as complementing the work of the Trade Development Office and supplementing it with independent activities directly on behalf of our own membership. To this end, provision has been made in our budget for the current year.

Kowloon Riots

The recent disturbances in Kowloon came as an unpleasant surprise and I should like to place on record immediately our appreciation for the prompt, firm and effective steps taken by the forces of law and order to restore normal conditions. Through the years the Commercial Community has lent its support to the Hong Kong Regiment and the Auxiliaries, and their confidence in these voluntary bodies has once again been

fully justified.

Various reasons have been ascribed for this sudden flare-up but until the inquiry ordered by His Excellency the Governor has been completed, we must wait and see. There is, however, one aspect of this matter which may well be relevant and on which I would like to comment.

Considerable comment has been made on the high proportion of young people who took part in the Kowloon disturbances and it has been suggested that in their case it was once more a matter of Satan finding work for idle hands to do. Training, Sport and Recreation facilities for young people are subjects close to my heart as they should be to all who wish for the future well-being of our community.

Community Duty

Over 48 percent of our present population are aged nineteen or under and it is in the hands of these young people that the future rests. Quite irrespective of riots, they have a right, and the community has a duty, to provision of facilities which will give them a chance to develop both the physique and character which will be needed to ensure that those hands are safe ones.

I commend to the attention and support of members, the projected "Outward Bound" School of whose committee my Colleague, Mr. G. M. B. Salmon, is Chairman, and to the attention of all, the Report and Recommendations on this subject of Mr. K. I. Gill of the Central Council of Physical Education in England as a result of the Survey which he completed last year.

Need for Flexible Agreement

— T. K. Ann

In seconding the Chairman's proposal, Mr. T. K. Ann said: "Like all members, I have watched with pride the increasing size, activity and effectiveness of our Chamber and I welcome the Chairman's assurance that the Chamber is to give active support to the new Trade Development Office.

Hong Kong must develop its trade on the widest possible front and it is through the whole-hearted co-operation of organisations such as our Chamber that this outward thinking can be developed to the mutual profit of all our community.

I am a textile man and it would not be natural of me if I do not mention the negotiations that are going on at the present time.

Safeguard Interests

I personally believe it a criterion for these negotiations between Hong Kong and the United States that we must not be allowed to look back in future years to this year 1966 as the best year in the history of United States-Hong Kong textile trade. In other words, apart from any overall figures which might be suggested, I should like to see that more flexibility in categorization could be introduced so that the new scheme would truly prove mutually beneficial, as voiced by the leader of the American delegation.

There are always standing buyers and consumers for Hong Kong textile products in the United States. I am sure that a liberal government policy will definitely take care of both the producers and the consumers.

Regarding the talks in Geneva, the latest news indicated that Britain had failed to win

Continued on Page 4

Mr. Ann's speech continued the approval of some of its trading partners for her new import system on cotton textiles. While we shall expect the receipt of further news from Geneva where two of our strong personalities, Mr. Cowperthwaite, the Financial Secretary and Hon. P. Y. Tang, flew on Wednesday last in a hurry to safeguard Hong Kong's interest, I have reason to believe that the United States, the E.E.C. countries, India and Hong Kong would support the U.K. proposal.

I hope that in spite of obvious difficulties the British Government will see her way to keep Hong Kong's channel of supply open in the traditional manner so that the Hong Kong textile industries will not feel disturbed by the lack of accommodation of U.K.'s other trading partners.

As the beginning of second half of 1966 is drawing near, it is the unanimous demand by both traders and manufacturers in Hong Kong that the allocation for the second 50% of the U.K. Quota should be made available without any further delay, otherwise the business opportunities for many seasonable items would have to be lost.

My other worry for the rest of 1966 is the repeated threat of the reduction or removal of the remaining 10% Surcharge at any moment and in the past without its being removed instantly every time when the topic was brought up in international forum. We all have experienced that such an overhanging threat has repeatedly made buyers shake every time when they feel like to place orders with Hong Kong.

Management Consultants

Urwick Orr & Partners International Ltd., Management Consultants, have two resident partners in Hong Kong who are available for preliminary discussions. The firm employs more than 300 consultants in the specialist fields of control (accounting and management information), production, personnel, marketing and selling and operational research.

They operate internationally and their services are available to commercial and industrial firms of all sizes. Further information at the Chamber (Mr. R. T. Griffiths).

Sweden in September for Hong Kong

Hong Kong is going to Europe again this year — this time to Stockholm where the new Trade Development Office has taken 6,460 square feet of space at the St. Erik's Trade Fair.

The St. Erik's fair, which is to be held from August 31st to September 11th., is considered as one of Scandinavia's leading international consumer goods fairs.

Hong Kong's imports to Scandinavia (Norway, Sweden and Denmark), have shown a steady increase over the past four years, with made-up clothing being

SELLING TO SWEDEN

A complete break-down of Hong Kong's trade with Sweden detailing the Colony's exports since 1962 and their percentage share of the market by commodity, is available at the Chamber for members. Members who are not directly taking part in the St. Erik's fair, but wish their products to be displayed by the Trade Development Office, should contact the T.D.O. now.

predominant, but it is felt there is considerable scope for improving the Hong Kong share of the Scandinavian market, with Sweden as a first class starting point for a promotion drive.

Subsidies for Hong Kong participants are again being offered: the T.D.O. will pay 75 per cent of the cost of one return economy class air passage from Hong Kong to Stockholm for any firm which takes 100 square feet or more at the fair. Part of the cost of stand construction and some assistance in expenses for freight, insurance, customs clearance and delivery of exhibits to the fair-ground will also be made.

The St. Erik's fair is expected to attract some 200,000 visitors including a large number of

European trade buyers.

In view of the fact that goods consigned to Stockholm must be transhipped in Gothenburg, the latest ships which will guarantee the arrival of exhibits in Stockholm in time for the fair are the 'Burma' sailing on June 15th, and the 'Ancona' sailing on June 22nd. Applications for space at St. Erik's should be made to the Trade Development Office (Tel: 670151, ext. 48) not later than May 25th.

Priority will be given to firms who have previously exhibited at St. Erik's or who have existing trading connections with Sweden.

British Standards Safety Code

A D.C. & I circular, which contains useful advice on the British Standard Code of Safety Requirements for Children's Toys and Playthings, is available at the Chamber.

Interested members can obtain a complete copy of the paper.

In the circular, the D.C. & I stress that manufacturers engaged in the production of toys and playthings intended for export to Britain should ensure that their products conform to the standards set out in the code. The question of lead content in paints used to coat toys is also dealt with.

A foreword to the report says that the vast majority of toys and playthings given to children are in themselves perfectly innocuous. Provided such toys are used broadly in the ways envisaged, no harm can result. Unfortunately, children may be given toys unsuited to their ages and they may devise totally unforeseen ways of using them. Apart from this consideration, instances are occasionally reported of injuries to children which could have been avoided had the toy with which they were playing at the time been better constructed.

The report then goes on to detail recommendations referring to flammable materials, extractable materials, metals, plastics, glass, fillings and electrical and clockwork mechanisms.

Copies of the full report are also available in the Chinese language.

NEWS FROM D. C. & I.

Third Sydney International Trade Fair 1965

Below is a further list of trade enquiries resulting from the above fair. 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. NO.	LOCATION	ENQUIRY
SYD — 01	Sydney	Novelty lines, Costing in the range of 1 to 2 Hong Kong Dollars.
SYD — 02	Brisbane	White camphor oil 35% cineol, White camphor oil 85% cineol.
SYD — 03	Arncliffe, N.S.W.	Quinine Sulphate N.P., Quinidine Sulphate B.P.
SYD — 04	Bondi, N.S.W.	Bark tanned leather (suitable for manufacturing football).
SYD — 05	Geelong, Victoria	Sports goods, Rattan furniture, Domestic furniture, Aluminium furniture, Tent manufacturers, Floor coverings both woven and plastic.

Singapore. (Mr. J.C.C. Chan, Tel. 448148)

The Singapore Government has announced that for the three-month period from 1st March, 1966 certain import quotas have been established. The following items are of interest to Hong Kong:

Description	Quota	Hong Kong's Domestic Exports to Singapore HK\$
Stockings or socks of pure, natural silk not rubberized, knitted or crocheted	100% of 1964 imports	606,115*
Stockings or socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted	1% of 1964 imports	192,780

* including stockings and socks of artificial silk.

Certificates of Origin for France

With reference to my Certificate of Origin Circular No. 2/66 dated 5th April, 1965 and my letter dated 30th April, 1965, I am to inform you that certain changes have been made by the French authorities on the list of products, which still require to be covered by Certificates of Origin issued by this department endorsed to show a 50% Commonwealth content, when exported from Hong Kong to France. An up-to-date list of the products is below.

Certificate of Origin Circular

No. 2/65 is hereby cancelled.

Goods for which the 50% C.O. issued by the Commerce and Industry Department are required for shipment to France.

Tariff

Tariff	Description
42-03	Clothing and accessories made of natural leather or imitation leather, including coats, overcoats, gloves, aprons, straps, belts, bracelets, watch bands etc.

Not included in this article: Tanned leatherwear, cloth-

ing made with fabrics reinforced with hide or leather, shoes, buttons.

46-03 Basket ware and all articles made of rattan bamboo splits, straws, vegetable fibres, wood strips, skins and bark of trees or plants, paper slips, plastic filaments and strips (but not synthetic fibres)

Not included in this article: Cord, thread, artificial flowers, brushes, headwear, toys and sports articles.

58-01 Rugs, woven or tufted

58-02 Carpets, woven or tufted

Cap. 60 Knitwear of all kinds

Not included in this article: Embroidered knitted cloth, socks and stockings, not knitted; brassieres, belts, straps, headwear, quilts, made of knitted cloth.

69-12 Crockery, household utensils, and toiletware, in ceramic

Not included in this article: Bath-tubs, bidets, sinks etc.

69-13 Ornamental articles made of ceramics including statuettes, bric-a-brac and articles for furnishing and decoration, including busts, reliefs, figurines, gadgets, smokers articles, jewellery boxes, sweet boxes, etc.

82-14 Cutlery

84-41 Sewing machines

85-15 Apparatus for transmitting and receiving radio telephone and telegraphs, including T.V. sets

ex 90.07 — 8 Cameras and cine cameras

92.11 BI/93. 13CIII Turntables and record changers

94-03 Furnitures of all kinds

Not included in this article: Lamp stands, electric apparatus stands or supports, mirrors, safes, special tables for radio, T.V., sewing machines or dental surgery purposes; mattresses, billiard tables, etc.

France: Continued

98-03 Fountain pens, ball point pens

98-10 Cigarette lighters and their accessories

Not included in this article:

Flints and wicks

Ref. Certificate of Origin Cir. No. 3/66

Sarawak — New Customs Procedure

I am to inform you that a new procedure has been adopted by the Customs authorities of Sarawak for Hong Kong manufactured goods imported into Sarawak under claim to preference.

With effect from 1st May, 1966, all such consignments must be supported by:—

- a form G120A signed by the manufacturer and endorsed by this department; and
- a Commonwealth Preference Certificate prepared by approved accountants and countersigned by me in which is stated the percentage of Commonwealth content of the goods to which it relates.

As from 1st May, all application forms 185A for Commonwealth Preference Certificates to Sarawak must be accompanied by the abovenamed certificates.

I should be grateful if you would convey the contents of this circular to your members/clients.

Ref. Commonwealth Preference Cir. No. 5/66

Australia—Cotton Knitted Shirts

Anti-dumping cash securities may be required by the Australian Customs authorities in respect of knitted shirts imported from Hong Kong into Australia on and after 18th April, 1966, if the export prices FOB of the shirts are lower than the "normal values" calculated by the Australian authorities. Details of the normal values may be made available to Australian importers by Collectors of Customs in Australia.

The above action taken by the Australian authorities is expected to be temporary until further

enquiries, including most likely reference to the Australian Tariff Board, have been made to ascertain whether or not imports of knitted shirts are being dumped on the Australian market and are causing or threatening injury to an Australian industry.

Hong Kong's exports of cotton knitted shirts to Australia in 1965 amounted to just over HK\$1 million.

For further details please contact Mr. R.A. Davie (Tel. 445884) of this Department's Economic Information Centre. Details of further developments will be notified by circular in due course.

Australia — P.V.C. Products

The Special Advisory Authority in Australia is to hold an inquiry regarding a request received by the Minister for Trade and Industry, to whom the Authority will also report, that Australian industry be accorded temporary protection against imports of the following P.V.C. products:

sheets, strip, film, foil, etc., other than pressure sensitive adhesive material
curtains
tablecloths

Any protection which may be accorded on the recommendation of the Special Advisory Authority will be temporary until the Australian Government has considered the general question of protection following an inquiry and report by the Tariff Board at a later date.

For further details contact R.A. Davie (Tel. 445884).

South Vietnam. (Mr. J.C.C. Chan, Tel. 448148)

Details of a new revenue tax imposed by the South Vietnamese Government on imports from all sources have been received and are available for inspection in the Overseas Trade Relations Branch, Li Po Chun Chambers, Hong Kong (Tel. 451919). This new tax is applicable solely to imports financed from Vietnamese Government funds.

Zambia. (Mr. J.C.C. Chan, Tel. 448148)

With effect from 4th January,

1966 the Zambian Government has introduced a new one-column tariff in replacement of its previous four-column tariff. A copy of the new tariff has been received and is available for inspection at the Overseas Trade Relations Branch, Li Po Chun Chambers, Hong Kong (Tel. 451919).

Mexico. (Mr. D. Sum, Tel. 431233)

The concessions granted to the Free Zones of Chetumal, Cozumel Isla Mujeres and Xcalek of the Territory of Quintana Roo have been extended for a new period from 1st February, 1966 to 31st January, 1967.

On entering the free perimeters in the territory of Quintana Roo, a limited number of goods must pay appropriate import duties, and among these items, cloths and fabrics of all kinds of vegetable and animal fibres, articles of clothing of any animal and vegetable cloth, are of interest to Hong Kong. In 1965 Hong Kong's domestic exports of cloths and clothing to Mexico were valued at \$4.16 million.

Japan.

The Department has received the 1st edition of the "J.I.T. Directory" (Japan International Trade Directory) which contains details of about 8,500 Japanese organizations, including importers and exporters, manufacturers, industrial and economic organizations and tourist firms. The commodities and trades are listed in English, Spanish, French and German. The directory, which also contains a Trade Mark register, is available for inspection during office hours in the Trade Reference Library, located on 3rd floor, Fire Brigade Building, Hong Kong.

Australia — Knitted Shirts

With reference to OTR Circular No. 18/66, the Australian anti-dumping provisions notified in that circular apply to all knitted shirts, blouses and similar garments. Full details, according to the Australian Tariff classifications, are available from Mr. R.A. Davie (Tel. 445884) of the Department's Overseas Trade Relations Branch.

Australia — Tariff Preference Quotas for Less-Developed Countries

Australian importers have been invited to apply for allocations of quotas to import certain items from specified less-developed countries at preferential rates of duty. Hong Kong is included on the list of less-developed countries for most items and the items for which preference quotas have been set together with the rates of duty normally applicable to Hong Kong, the new preference rates, the total level of the preferential tariff quotas and Australian imports from Hong Kong of the items concerned in 1963/64 (the latest year for which detailed figures are available). The table is available at the Chamber.

For further information please contact Mr. R.A. Davie (Tel. 445884) of this Department's Overseas Trade Relations Branch.

Ref. OTR Cir. No. 19/66

Trade Enquiries

Switzerland. Wilhelm Meister AG, Todistrasse, Zurich 2, offers to act as agent for firms wishing to establish a branch in Switzerland. Direct contact invited.

South Africa. Continental Trading Agencies, Voortrekker Road, Woltemade, C.P., seek agent for promoting trade between Hong Kong and South Africa. Direct contact invited.

United Kingdom. A recently formed British company seeks an agent for their adjustable template former. This newly developed apparatus, which is offered at extremely reasonable prices, has a wide market in Britain where it is used by engineers, woodworkers etc. Interested members contact the Secretary.

MASON & SUMMERS LTD., Swinton House, 324 Gray's Inn Road, London, W.C.1, seek representative for their top quality Scotch whisky. Direct contact invited.

CAFEA CONFERENCE

Mr. J. B. Kite, Secretary of the Chamber of Commerce, left for Tokyo to attend a CAFEA Conference.

Coming Here

● **Philippines.** Mr. Eduardo H. Torres, vice president of Ramcar Incorporated, 472 Padre Faura Street, Ermita, Manila, will visit Hong Kong from May 26th to May 31. Mr. Torres wishes to contact manufacturers or suppliers of automobile accessories, novelties, gift items, advertising and promotional materials, torch combination screwdrivers with leather cases. Direct contact invited.

● **United Kingdom.** Mr. Chilton, assistant managing director of the Audio Visual Division of the Rank Organisation, will visit Hong Kong from May 19th to May 20th. Mr. Chilton would like to meet Hong Kong manufacturers of cameras which accept the Kodak instamatic film cartridges, and cine cameras which take the Kodak Super 8 cartridge. Interested members contact Mr. Blaker of Gilman & Co., Ltd., telephone 227011.

● **U. S. A.** Mr. John M. Shank of Shank Power Products Company, Inc., will be arriving in Hong Kong on May 21, staying at the President Hotel. Mr. Shank is primarily interested in the production of fasteners, electrical fittings, clips, nuts, bolts, screws, etc. and metal products industrial requirements now produced in Hong Kong. Members interested contact Chamber's Trade Enquiries Section.

● **Australia.** Mr. Riddell of F. R. Schaer Co Pty. Ltd., 60 Hunter Street, Sydney, N.S.W., will visit Hong Kong from 16th to 20th May staying at the Ambassador Hotel. Mr. Riddell is interested in contacting suppliers of watches, watch cases, bracelets, imitation and semi-precious jewellery, beaded/metal evening handbags, etc. Their bankers are the Comptoir National D'Escompte de Paris, 12 Castle-reagh Street, Sydney.

● Mr. Roger Blunt of Roger Blunt Hardware Co. Pty. Ltd., 469 Burwood Road, Belmore, N.S.W., will be visiting Hong Kong from 17th to 24th May residing at the Ambassador Hotel. Mr. Blunt is interested in contacting suppliers of hardware particularly builders hardware (screws, hinges, etc.)

● Mr. K. P. Lawlor of Jewel Enterprises Pty. Ltd., 22 City

Road, Chippendale, N.S.W., will visit Hong Kong on 29 May and stay at Ambassador Hotel for about one week. Jewel Enterprises Pty. Ltd. are manufacturers of bed spreads and cushions and Mr. Lawlor is interested in contacting potential suppliers of textile piecegoods, braids, trimmings, etc. Their bankers are the English, Scottish & Australian Bank, Head Office, George Street, Sydney.

● Mr. R. G. Stewart, customs attache of the Australian Embassy, Tokyo, will be visiting Hong Kong from 30th May to 4th June 1966 and will see members who may wish to discuss Australian customs problems. Appointments through the Australia Government Trade Commissioner, Union House, Hong Kong.

Quarantine

Quarantine restrictions have been imposed against arrivals from Rangoon and Chalna because of cholera. Similar restrictions are imposed against arrivals from Palembang and Dacca because of smallpox. — Port Health Notice.

T.I.A.B. Notice

The Chamber has received a copy of T.I.A.B. M/20/66 on the stainless steel cutlery industry. Interested members are invited to call at the Chamber.

Briefing Course

The Oversea Service College, the Castle, Farnham, Surrey, England, will hold a six-day course on South-East Asia and the Far East from June 27th to July 2nd. Details at the Chamber.

Trade Fairs

The Third International Engineering Show will be held from August 15th to August 20th at the Royal Agricultural Society's showground, Sydney. Apply P.O. Box 4180, Sydney.

The 11th. National Plastics Exposition will be held at the New York Coliseum from June 6th to June 10th. Further information from U.S. Consulate, Hong Kong.

TENDERS

Hong Kong.

Tenders are invited for the following:

1. Replating of storage batteries
2. Retreading of tyres
3. Supply of white powdered limestone
4. Supply of P.V.C. diaphragm or ball valves
5. Supply of cotton drill
6. Supply of calico
7. Supply of phosphor or manganese bronze and cast iron propellers
8. Supply of Chinese toilet paper
9. Laundering of traffic uniforms
10. Supply of Furnace fuel oil
11. Supply of appliance room floor tiles (vitreous clay)
12. Supply of extinguishers
13. Supply of sign plates
14. Supply of Australian hardwood sleepers
15. Purchase from Hong Kong Government of unserviceable stores
16. Purchase from Hong Kong Government of used lubricating oil.

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

Ceylon.

The Co-Operative Wholesale Establishment, 21 Vauxhall Street, Colombo, invites quotation for the supply of toys. Quotations should be sent to above office before 31st May 1966. Further details at Chamber.

Burma.

The Myanma Export Import Corporation, Rangoon, invites tenders for the following:

1. High carbon steel bars.
2. High carbon steel flats. (Closing date for submission of bids — 30th May 1966)

Details concerning these tenders are available at the Chamber.

MEMBERSHIP

New Members

Achelis (H.K.) Ltd., 23 Printing House, Hong Kong.

American Dry Cleaners Co., 12 Elm Street, Taikoktsui, Kowloon.

China Plastics Co., Ltd., 117 How Ming Street, Kwun Tong, Kowloon.

K. Chang, 404 Kwong On Bank Building, Hong Kong.

Dymo International (H.K.) Ltd., 608, 610 & 612 Hongkong Hilton Hotel, Hong Kong.

Essabhoy Ebrahim (H.K.) Ltd., 610 Takshing House, Hong Kong.

Enamelware Alliance Ltd., 1A Chungking Mansions, 3rd Fl., Kowloon.

Ess Tee United Traders, Rm. 503 Mohan's House, Hong Kong.

General Watch Band Manufactory, 196, Tsat Tse Mui Rd. 9th Floor, North Point, Hong Kong.

Helmut Horten GmbH, Hongkong Buying Office, Internl. Bldg. Rms. 2202/3, Hong Kong.

Hongkong Bottlers Ltd., Union House, Hong Kong.

Hanimex (H.K.) Ltd., 94-96 How Ming St. 8th Floor, Kwun Tong, Kowloon.

Hongkong Handbags Ltd., 2nd floor, 12 Hok Yuen Street, Kowloon.

Ideal Flor International Ltd., 405 Fife Bldg. Mongkok, Kowloon.

Lewquan & Company, 205/6 Bo Yip Building, 6, Ashley Road, Kowloon.

Maykong Development Co. Ltd., Room 1002, Regent House, Hong Kong.

North China Trading Co., 10 Stanley Street, 3rd Floor, Hong Kong.

Pan Africa Shippers, Room 84, 2nd floor, Chungking Mansions, Kowloon.

Tan Soon Seng Co., 170 Wing Lok St. W. 1st Floor, Hong Kong.

Tat Wah Hong Jewellery Mngf. Co., 231, Nathan Road, 3rd Floor 'B', Kowloon.

Tai Cheong Loong Garment Mngf. Co., 113-125 Tung Chau St. 1st Floor, Kowloon.

Wing Kong & Co., 1226 Central Bldg., Hong Kong.

Winsome Trading Co. Ltd., 15th Floor, P.&O. Building, Hong Kong.

You On Company, 72 Canton Road, Kowloon.

Integration

Pfizer Corporation, Godown A, Taikoo Sugar Refinery, 4th floor, Quarry Bay, North Point, Hong Kong. (formerly Pfizer Corporation. Taikoo Sugar Refinery Godown A, 4th floor, Quarry Bay, North Point Hong Kong, and Pfizer Eastern Corporation Taikoo Sugar Refinery Godown A, 4th floor, North Point, Hong Kong.)

Change of Style

Hong Kong Mercantile Industries Ltd., 1204, Manning House, Hong Kong. (Formerly Hongkong Mercantile Corp.)

Change of Address

J. P. Moyles & Co., Ltd., No. 6, Macdonnell Road, 4th floor, Flat 10, Hong Kong. (Formerly 122 Edinburgh House.)

Kiu Foong Enamel Factory (H.K.) Ltd., B2, 105 Austin Road, 3rd Floor, Kowloon.

Muller & Phipps (China) Ltd., 1524 Union House, Hong Kong.

Monotype Corporation (Far East) Ltd., 144 Jardine House, Pedder Street, Hong Kong.

Kai Ming Trading Co., Ltd., 801 Bank of East Asia Bldg., Hong Kong.

Ziang Kong Co., Ltd., Keystone House, 2nd Floor, 6 Hankow Road, Kowloon.

CERTIFICATION

During April 9,963 Certificates of Origin were issued compared with 8,701 for the same month last year. Since January this year a total of 37,476 certificates have been issued.

Better Design

A nine day seminar on "Product Development, Design and Packaging," will be held from May 31 to June 8th. Details at the Chamber.

SURCHARGE LIFT IS APPLAUDED

The Chamber adopted an optimistic attitude to Hong Kong's immediate prospects on the lifting of the United Kingdom's 10 per cent. import surcharge.

The Hon. G.R. Ross, the Chamber's Chairman, was reported as saying that although some disruption in trade between Hong Kong and the United Kingdom must be expected, it was a good thing to give businessmen as much as six months to make their future plans.

Mr. Ross also mentioned that he considered there would not be any serious change in the export of seasonal goods to the United Kingdom. He expressed the hope that the Colony would not miss out on the Christmas sales in the United Kingdom.

Mr. T.K. Ann said that the worst feature of the surcharge was undoubtedly the uncertainty as to whether it would again be reduced or abolished at short notice. In these circumstances, British importers were understandably disinclined to hold stocks and tend to trade for the remainder of the year on a hand-to-mouth basis.

U.K. View

An agency report from Manchester quoted The Guardian said importers would withhold shipments wherever possible until the closing weeks of the year, so that arrivals during the next few months were likely to be unusually small.

"It is doubtful, however, if such a temporary reduction in importers will be of any advantage to producers here," the report said, stressing that it is to be expected that there will be a flood of goods from abroad as soon as the surcharge is removed.

"Even now," The Guardian said, "supplies of imported cotton goods in this country are too large for comfort as a result of the heavy arrivals, especially from Hong Kong in January and February."

We're off to Spain!

Interested in selling to Spain? Here is a comparatively untapped market for Hong Kong which has every indication of being a highly expanding one.

So far Hong Kong's exports to Spain bear little comparison to that of the other European countries. But the picture today is changing. Spain is enjoying a revival with her monetary reserves up and pesetas in the pockets of the people.

If you want a specific enquiry made about Spain contact the Chamber now. One of the assistant secretaries, Mr. R.P. Wood, will leave for Barcelona on May 26th to represent the Chamber in the Barcelona Samples Fair, to be held from June 1st to June 15th. Call the Chamber and tell him exactly what you want to know about Spain.

Already the Chamber has been in touch with Spanish businessmen and many more contacts will be made. While the Chamber will secure as many trade enquiries as possible for its members, you can have a personal enquiry made if you telephone the Chamber now.

Just Fancy That

"... as all the sub-committee members would like an opportunity of discussion with you or your representatives on this subject we feel that any discussions thereon should be at a dull meeting of the sub-committee." Extract from a Chamber circular that nearly went out to members.

Magazine supplement on local trades

The editor of the well known German language magazine, *Asien-Wirtschaft* (Asian Economy), Dr. F.E.W. Altmann, is at present in Hong Kong compiling material for a special Hong Kong supplement.

Asien-Wirtschaft has a circulation of 10,000 and is seen in prominent German business communities both in Europe and overseas. Dr. Altmann is anxious to contact Chamber members, particularly those engaged in either manufacturing or exporting handicrafts, to obtain details for an article on this industry.

This will be the second special Hong Kong edition produced by *Asien-Wirtschaft*, which is a quarterly magazine.

Dr. Altmann can be contacted either through the Chamber or c/o Patio da Boa Vista, No. 4, Macau.

NEW RULES ON TOY IMPORTS

Regulations dealing with the safety of children's toys will be circulated shortly in Britain. This was stated in Parliament in reply to a question by Mr. Maddan (Conservative, Hove) who asked the Secretary of State when draft regulations under the Consumer Protection Act, 1961, dealing with children's toys would become mandatory.

Replying, Miss Alice Bacon (Labour, Leeds South-East) said the new regulations would also include details on poisonous substances in paint.

Mrs. Irene Ward's talk to members

Play hard, Spend hard: that's Britain 1966

The people of Britain have more money to spend than ever before, this was the opinion of Mrs. Irene Ward, the Trade Development Council's representative in Britain, when she spoke to Chamber members in the City Hall.

Said Mrs. Ward, "I think most of you know there is a demand for quality goods and that prices are higher for home products than ever before. I am sure these facts are not fully appreciated in Hong Kong. Hong Kong has been shipping low price goods to the U.K. for so long that when trade falls off it is thought there is a depression in Britain and the goods are not to blame. This is not the case.

In the U.K. the spending power is greater than it has ever been beforehand; the money is with the working people who spend as fast as they get it; those are the people who will buy Hong Kong goods, but they want good garments and good merchandise and they are prepared to pay the price. There have also been enormous fashion changes which many of us do not like but nevertheless Hong Kong manufacturers could take advantage of this and increase the Hong Kong/British trade. There would be a wider profit margin and I am sure a very profitable business."

Mrs. Ward went on to say that the spending power was with the young people of 16 to 28 who work hard and play hard and spend all they got. "They don't want cheap goods" claimed Mrs. Ward, "they want the high modern fashions, and if this is what they want this is what they are going to get, and if Hong Kong doesn't supply them they can get all they need from the Continental countries who are turning out well designed goods and very good quality garments. These countries will cash in on Hong

Kong's lapses."

London Office

Under the Trade Development Office, Mrs. Ward said she would have a staff of nine people who would deal with trade enquiries. There would also be a permanent exhibition of Hong Kong products and more office space and facilities to offer to visiting businessmen. Mr. George Chard would look after the exhibition, trade fairs and stalls. Two more staff would be recruited as information officers whose sole job would be to examine and advise Hong Kong people on projecting an image of Hong Kong.

"There are several ways of projecting this image", said Mrs. Ward, "one is large scale advertising in trade magazines, fashion magazines, and the very expensive but effective way, through the T.V. This costs a lot of money but if we are not going to be left behind, and not give way to other countries this is what we have to do.

At a recent meeting here I mentioned to one colleague how impressed I was by the up-to-date methods of Hong Kong firms. But I am afraid that I also said that there were a few exceptions when it came to using modern methods for selling their products to U.K. It does seem to me that when the samples are dispatched, the work of "selling" ceases. I feel this very strongly, and I think some people will not care to acknowledge it."

Referring to poor quality goods, Mrs. Ward said "I am not just talking about garments and poorer textiles. Parents who seem over indulgent will

spend £1 or £2 on toys for their children, any kind which their children can play safely with, but how loudly they complain if they spend \$1 on a toy and when it falls to the ground it breaks. Every time this happens they regard this as a personal slight against the country of origin.

"Hong Kong manufacturers should try to ensure that the quality of goods is high, but unfortunately you get a lot of visitors who are looking for these cheap merchandise and the manufacturer jumps at the opportunity of a big offer. What they fail to realise is that this type of business is not going to last, it might happen once or twice.

Image Promotion

"I feel that in the U.K. we have so many Continental countries who are in the European Unity that we will have to increase our image if we are going to compete. Many people who were against Britain joining the Common Market are changing their minds. They see just how much good European Unity is doing for the economy of other countries, and are now very much in favour of it.

"I have been talking to manufacturers recently", Mrs. Ward went on, "and they say they are doing very well with America and they don't need to concentrate on the U.K., but we well know how many of us have suffered before by putting all our eggs in one basket. How much better to spread the load in the U.K. as well as in the U.S.A."

Mrs. Ward, who was introduced by the Executive Director, Mr. Geoffrey Archer, was thanked by Mr. Michael Page of the Trade Development Office.

Penang State Delegation

The Chamber was hosts to members of the Penang State Delegation who visited Hong Kong earlier this month. The mission met several members interested in investment possibilities in Penang and were entertained to lunch by the General Manager of the Chartered Bank and the Deputy Chief Manager of the Hongkong and Shanghai Banking Corporation.