



THE HONG KONG GENERAL CHAMBER OF COMMERCE BULLETIN

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66/N-9

1st May, 1966

The Secretary's New Zealand Report

Import Cuts Less Drastic Than Feared

New Zealand's Import Schedule for the quota year July 1966/June 1967 was received by their businessmen with less despondency than had been anticipated. This was the opinion

of Mr. J. B. Kite, the Chamber's Secretary, who visited New Zealand on the recent inaugural flight between Auckland and Hong Kong.

Mr. Kite, who arrived in Auckland during the week in which the new schedule was released attended a luncheon in which the Hon. N. L. Sheldon, Minister of Customs, made it clear that New Zealand's overseas reserve funds were down and imports would have to be cut. Among the typical comments which greeted the statement was, "The only reason that Government will accept for encouraging industrial development, is to reduce the need to import. We cannot do anything about improving exports and the produce items on which we rely are all handled by Government Boards."

To illustrate this point, the story was told of a merchant firm which had established a healthy and expanding export trade in dairy produce to the West Indies. The Dairy Production and Marketing Board decided to take over this trade, appoint a new agent, and since then, the trade has expanded only 10 per cent. as fast as it was expanding in merchant hands.

In Wellington, however, Mr. Kite found a more optimistic attitude. Here discussions were taking place between the Export Section of the New Zealand Apples and Pears Marketing Board and their Hong Kong

agent who was keen to increase the import of New Zealand apples to Hong Kong to some 5,000 cartons per month. At present shipping space exists for only 27,000 cartons per annum.

More N.Z. Meat?

The possibilities of a further exploration of the Hong Kong market for meat was also mentioned by a leading Auckland merchant. Although a regular trade in prime cuts for three leading hotels has been established further research is to be undertaken into marketing chilled meat for the Chinese population.

During these talks Mr. Kite was told that was at present only a five months export season for beef. The reason, "During the rest of the year the price on the home market is far too good."

Before returning to Hong Kong, Mr. Kite had talks with the Director and Secretary of the Sydney Chamber of Commerce and the Hong Kong tariff consultant in Australia. He also met Mr. W. E. Manson, the Hong Kong Government Representative in Australia and visited the offices of the Hongkong and Shanghai Banking Corporation, Messrs. Swire & Yui and Messrs. Jardine Matheson & Co. Ltd.

FOR SHIPPERS

Ellis Research and Testing Laboratories Ltd., of Surrey, England, offer their services to Hong Kong shippers.

IN THIS ISSUE

Contents of this issue include a Barcelona Trade Fair report, news of the Display Centre, Mrs. Irene Ward's visit to Hong Kong and D.C. & I's statement on the proposed safety code for plastic toys. As before, the Importers and Exporters' sections remain detached from the Bulletin.

Stop Press Tenders

Ceylon. "Invitations to Quote" issued by the Ceylon Government are as follows:

1. Quotations for Porcelain Chinaware;
2. Quotations for Vacuum Flasks;
3. Quotations for Kitchen Utensils of Base Metals;
4. Quotations for Glass Tumblers.

Closing date for quotations — 8th May, 1966.

Further details at Chamber.

Hong Kong. Tenders are invited for the following:

- (1) Supply of Coconut Fibre Brooms, Mop Heads and Wooden Handles
- (2) Supply of Mild Steel Bars and Angles
- (3) Purchase from the Hong Kong Government of Cast Iron Scrap.

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

CHAMBER'S PART IN BARCELONA

Hong Kong Pavilion fully booked

For the first time Hong Kong is to take part in a Spanish trade fair, the Barcelona International Samples Fair, which will be held from June 1st to June 15th. Of the thirteen individual exhibitors taking part, seven are Chamber members.

The Barcelona fair will be unique for Hong Kong in several respects. Apart from the fact that Hong Kong is taking more area than usual (almost 8,000 square feet), the Barcelona venture will be the first fair organised under the auspices of the new Trade Development Office.

The initial survey work for Barcelona was undertaken by Mr. L. Dunning, formerly of the Department of Commerce and Industry, and as a result an Italian firm of exhibitor contractors were appointed to design the Hong Kong area. A Spanish firm of public relations consultants have also been appointed.

Chamber Representation

At present, the Hong Kong delegation will be led by Dr. S. Y. Chung who will be assisted by Mr. L. Y. Leung. Mr. Dunning will also accompany the delegation as pavilion manager and Mr. W. Fish of Government Information Services will look after press relations. An assistant trade officer from D. C. & I. is also expected to accompany the mission.

Following a decision by the T.D.O. a 75 per cent subsidy toward the Barcelona — Hong Kong air fare will be made. Additional financial assistance will be given towards exhibitors freight and insurance costs.

Among the Chamber members expected to participate are: John Cowie & Co. Ltd., Hong Kong Carpets, Hertwig, Carlton Enterprises, World Flashlights, and Shenghsi Foo.

The Chamber will occupy a 100 square foot information stand next to the Trade Development Office area, near the entrance to the Hong Kong pavilion. Representing the Chamber at Barcelona will be one of the Assistant Secretaries, R. P. Wood, who is due to leave Hong Kong on May 26th.

Mr. Wood previously represented the Chamber at the Lausanne National Fair and the Sydney International Trade Fair. He also took part in the first of the Government's provincial fortnightly displays at the

Birmingham Bull Ring. Members who have a particular enquiry regarding Spain are asked to contact Mr. Wood.

Spain has never been considered as one of Hong Kong's major European markets, indeed to quote a Trade Bulletin article (March 1966) Hong Kong has absorbed only an insignificant share of Spanish exports, and in absolute terms its share of Spanish imports is not very significant.

Yet since 1963, Hong Kong's exports to Spain have shown a dramatic rise from \$3,247,844 to \$14,579,024 in 1965, and there is

All The News That's Fit To Print

From time to time members receive copies of the U.K. Press Summary direct from Government Information Services. In order to prune costs — G.I.S. send out some 300 copies of these summaries — they have asked the Chamber to print the contents in the Bulletin. The Chamber has agreed to this and from now on the U.K. Press Summary will appear in the Bulletin and will not be received by individual members.

every indication that this market should continue to prosper. Spain is presently undergoing an economic boom, due mainly to the European tourist and the United States bases. Hong Kong, however, is not alone in casting envious eyes towards Spain. Recently the London Chamber of Commerce combined with the Birmingham Chamber to survey the Iberian peninsula and although guarded in their report, they are to send another mission this year to concentrate upon the ground-work already made.

Currency exchange: 100 Peseta = HK\$9.50

LONDON T.D.O. REPRESENTATIVE IN HONG KONG

Mrs. I.M. Ward, Resident Representative of the Trade Development Office in the United Kingdom has arrived in Hong Kong for discussions with Mr. R.G.L. Oliphant and his staff.

Mrs. Ward, who was formerly in the Hong Kong Government's office in London and transferred to the T.D.O., will stay in the Colony for approximately two weeks. While here Mrs. Ward is anxious to discuss Hong Kong's trade with the United Kingdom with as many people as possible.

Commenting on a British store display of Hong Kong shirts, later in the week, Mrs. Ward was reported as having said the display was a "flop". She said the shirts were priced at 8s. 6d. of which none was sold on the first day and only one on the second day.

Mrs. Ward urged local manufacturers to improve the design and quality of their products. "We must not sacrifice these for cheap and shoddy articles."

Members wishing to contact Mrs. Ward should telephone the T.D.O. (670429) for an appointment.

MRS. IRENE WARD'S TALK TO MEMBERS

Mrs. Irene Ward, the Resident Representative in the United Kingdom of the Trade Development Office, talked to members in the City Hall in which she discussed the changing market in Britain.

A full report on Mrs. Ward's talk will appear in the May 15th edition of the Bulletin.

Barcelona Certificates

Members are reminded that exports to Spain must be covered by a Certificate of Origin 'licensed' by the Spanish Consulate Office in Hong Kong.

NEWS FROM D. C. & I.

U.S.A. — Revised Tariff Schedules

The United States and the United Kingdom have now signed an agreement granting new tariff concessions to offset increases in bound tariff items resulting from the introduction by the United States of a revised tariff schedule, the T.S.U.S.

As well as the United Kingdom's trade, Hong Kong's trade with the United States was affected by the revised tariff schedules. The United Kingdom Government have, therefore, also been negotiating tariff concessions on behalf of Hong Kong. The United Kingdom Government have been advised by the Hong Kong Government and an officer of the Commerce and Industry Department has been present at the negotiations in Geneva and Washington from time to time.

Inter alia, the United States Government have agreed three new concessions —

T.S.U.S. No.	Description	Existing Duty Rate	Final New Duty Rate	U.S. imports from H.K. 1964 HK\$ million
222.60	Bamboo, rattan, willow or chip articles not specially provided for	25%	20%	4,602,861
531.37	Porcelain and sub-porcelain refractory articles	45%	22.5%	Nil
792.60	Ivory articles not specially provided for	12%	8%	2,082,622

The duty reductions will be put into effect in five annual stages—

T.S.U.S. No.	1966	1967	1968	1969	1970
222.60	24%	23%	22%	21%	20%
531.37	40%	36%	31%	27%	22.5%
792.60	11%	11%	10%	9%	8%

The agreement will become effective from 1st May as a result of a Presidential proclamation on 5th April (U.S. Time).

Ref. OTR Cir. No. 16/66

The following items of interest to Hong Kong exporters and manufacturers have been extracted from the Board of Trade Journal dated 25th March, 1966.

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

The Government of Malawi has announced a number of customs tariff changes. The following are of interest to Hong Kong:—

Tariff No.	Item	Duty Rate		H.K. Domestic Exports to Malawi, 1965 HK\$
		Old	New	
76	Piecegoods, woven, knitted, crocheted or felted, n.e.e.:			1,808,337
(a)	Containing more than 50% of cotton, n.e.e.	25% ad val. or 9d. per sq. yd.	30% ad val. or 11d. per sq. yd.	
		whichever duty shall be the higher		
119	(3) Batteries and cells, electrical:			
(a)	Dry primary	15% ad val.	30% ad val.	45,438

Irish Republic (Mr. K. C. Tam, Tel. 442022)

The Government of the Irish Republic has announced that the Temporary Import Levy of 15% on a certain number of imports will continue in operation until 30th June, 1966. For details please see O.T.R. Circular No. 72/65 of 1st December, 1965.

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

An amendment made to the list of exceptions to the Jamaican Open General Licence has the effect of placing imports of "spoons and forks of plastic, paper or wood (excluding wooden ice-cream spoons)" under specific licensing control. Hong Kong's domestic exports of tableware and household articles of plastic to Jamaica in 1965 were valued at \$96,230.

Malaysia

The department has just received a copy of the 1965 edition of *The Straits Times Directory of Malaysia*. The Directory contains in the main separate business directories covering all the states within the Federation of Malaysia plus details of public, foreign government, and local government agencies and organizations throughout Malaysia.

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

Ref. OTR No. 15/66

Penang State Mission

Twelve members of the Penang State Legislative Assembly and the State Executive Council will visit Hong Kong from May 2nd to May 5th. They will be in Hong Kong as part of a tour of South-East Asia with the prime objective of attracting industrial investment in Penang.

Details of the visit are being handled by the Chamber in conjunction with D.C. & I.

French Import Quotas, 1966

The Department has now received details of French 1966 quotas for imports from Hong Kong subject to discriminatory import restrictions.

The French Government have liberalized — judo sets; kimonos; brassieres; binoculars and telescopes without prisms; dolls of plastic materials

They have also allocated quotas for all items (with the exception of watch cases and parts of watch cases) of interest to Hong Kong on the discriminatory import restrictions list; this was not the case last year when their failure to allocate quotas for certain items had the effect of a total import ban.

A further circular will be issued as soon as the French Government announce that applications for import licences may be made for the items still subject to restriction.

For further information or enquiries, please ring Mr. R. A. Davie (Tel: 44-5884) of the Economic Information Centre.

French Import Quotas 1966 (Note: "n.q.a." = no quota allocated)

Tariff No.	Description	1965	1966
Ex 19.03 ex 20.01 ex 20.02 ex 20.06 ex 21.07	Chinese food specialities, Chinese noodles Vegetables in vinegar Bamboo shoots Fruits in syrup Logan Lotusnuts Lychees etc.	350,000 N.F. (HK\$413,000)	350,000 N.F. (HK\$413,000)
ex 20.04	Preserved fruits	25,000 N.F. (HK\$29,500)	25,000 N.F. (HK\$29,500)
39.07 C 39.07 E	Plastic articles	300,000 N.F. (HK\$354,000)	400,000 N.F. (HK\$472,000)
ex 50.09	Fabrics of silk or silk work (Schappe) not printed	150,000 N.F. (HK\$177,000)	150,000 N.F. (HK\$177,000)
ex 51.04 ex 56.07	Woven fabrics of synthetic fibres	n.q.a.	150,000 N.F. (HK\$177,000)
51.04 B 56.07 B	Fabrics of artificial textile fibres	200,000 N.F. (HK\$236,000) of which 100,000 N.F. (HK\$118,000) for fabrics of fibranne	250,000 N.F. (HK\$295,000) of which 100,000 N.F. (HK\$118,000) for artificial cotton fabrics
55.08 ex 55.09 58.04 B ex (1)	Fabrics of cotton, other than unbleached including velvet	60 tons or 720,000 N.F. (HK\$849,600)	70 tons
ex 55.09	Fabrics of cotton, unbleached	110 tons	120 tons
58.02 ex AI	Carpets etc. containing more than 15% by weight of discontinuous artificial textile fibres	n.q.a.	50,000 N.F. (HK\$59,000)

VISITORS FROM PANAMA

An Economical Mission from Panama visited the Chamber for general discussions on Hong Kong and in particular its free port status. It was learned from these discussions that Panama is considering extending its own free port status.

During the discussions the question of expanding trade with Hong Kong was brought up and as a result one member of the delegation placed a considerable order for Hong Kong-made footwear. The delegation's visit to the Chamber was handled by Mr. Geoffrey Archer, Executive Director and Mr. R. T. Griffiths, Assistant Secretary.

Fairs and Exhibitions

● A book exhibition, sponsored by the Department of Extra-Mural Studies, University of Hong Kong, will be held from May 2nd to May 13th at the Extra-Mural Law Centre, Chiao Shang Building, 8th floor, 92-94 Queen's Road, Central, Hong Kong.

● The Chamber has received a limited number of invitations to the 1966 World Trade Week in Los Angeles, California, from May 22nd to May 28th. The Trade Week will specialise in industrial plants and port functions.

● The Fourth Spanish Fair for furniture, wood, wickerwork and woodworking machines, will take place from October 15th to October 24th at Valencia. For further information apply to Apartado 476, Valencia, Spain.

● The 1966 International Clothing Machinery and Suppliers' Exhibition, is scheduled for October 31st to November 4th at the R.A.S. Showground, Sydney. For further information apply to Industrial Public Relations Service of Australia, G.P.O. Box 4180, Sydney.

● The International Chemical and Petroleum Engineering Exhibition will be held in London from June 15th to June 24th. For further information write to the organisers, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1.

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

British. Age 57. Seeks SENIOR EXECUTIVE position in commerce or industry. Detailed knowledge of Indian and South-East African markets. Over thirty years' experience. Full details on file. Contact Chamber or Mr. Stanford, Hotel Miramar, Rm. 322, Hong Kong.

EXECUTIVE. Swiss. Age 28. Eight years' banking experience. Seeks post in a bank, finance company, shipping, airline or other firm. Languages: English, German and French. No. 1

SECRETARIAL

Age 37. Studied at St. Paul's English Evening School. Sixteen years' experience. Knowledge of typing. Languages: Cantonese, Swatow dialect, Mandarin and English. Salary required: \$650/1,000. No. 2

(Part-time 6-8 p.m.) Age 38. Studied at Queen's College to Form IV. Eighteen years' experience. Good knowledge of shorthand and typing. Languages: Cantonese and English. Salary required: \$250. No. 3

CLERKS

Age 26. Completed L.C.C. higher accounting course. Languages: Cantonese, Mandarin, English and French. Salary required: \$800. No. 4

Age 20. Studied at Chu Hai College. Completed business administration course. Three years' experience. Languages: Cantonese and English. Salary required: \$450. No. 5

Age 28. Studied at New Method College to Form V. Five years' experience. Typing 60 w.p.m. Knowledge of c.i.f. calculation. Languages: Cantonese and Eng-

lish. Salary required: \$400. No. 6

Age 26. Studied at St. Francis' X'avier's College to Form V. Passed school leaving examination. Seven years' experience. Knowledge of commercial correspondence, typing, banking and import/export procedure. Good connection with local and overseas manufacturers. Languages: Cantonese, Mandarin and English. Salary required: \$750. No. 7

Age 34. Studied at May Wah Senior Middle School. Completed 'Training Within Industry for Supervisors' course of H.K. Government. Twelve years' experience. Special knowledge of garments and export. Languages: Cantonese, Shanghai dialect, Young-chow dialect, Mandarin and English. Salary required: \$650. No. 8

Age 22. Studied at Wellington English College to Form III. Two years' experience. Languages: Cantonese and English. Salary required: \$320. No. 9

Age 28. Studied at Pooi Sun College to Form V. Six years' experience. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$400/450. No. 10

Age 26. Studied at Eton English School to Form V standard. Three years' experience. Knowledge of book-keeping, shipping and c.i.f. calculation. Languages: Cantonese and English. Salary required: \$300/350. No. 11

Age 20. Studied at Yan Pak College. Two years' experience. Languages: Cantonese and English. Salary required: \$300/400. No. 12

Age 25. Studied at St. Simon's English Evening School to Form V. Five years' experience. Knowledge of shipping, banking, sampling and c.i.f. calculation. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$300. No. 13

Age 20. Studied at New Method College to Form V. Knowledge of export procedure. Three years' experience. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$300/350. No. 14

Age 33. Has seven years' export experience. Knowledge of export procedures. Languages: Chinese and English. Salary required: \$550/600. No. 15

JUNIOR CLERKS

Age 19. Studied at Birmingham English College to Form IV. Languages: Cantonese and English. Salary required: \$250. No. 16

Studied up to Form IV. Knowledge of typing, filing, sampling and office routine. Languages: Cantonese and English. Salary required: \$220. No. 17

Age 17. Studied at Matteo Ricci College. Knowledge of typing. Languages: Cantonese and English. Salary required: \$250. No. 18

CLERK/TYPIST

Age 24. Studied at Pui Ching College to Form VI. Passed Govt. School Leaving Certificate examination. Eight years' experience. Capable of operating the calculating machine. Languages: Cantonese and English. Salary required: \$400. No. 19

Age 23. Studied at St. Pierre's English School. One year's experience. Typing 55 w.p.m. Languages: Cantonese and English. Salary required: \$300/350. No. 20

Age 21. Studied at St. Medard English College. Has some experience. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$300. No. 21

Age 19. Studied at Union College. Has some experience. Typing speed 45 w.p.m. Knowledge of banking, insurance, import/export procedure and book-keeping. Languages: Cantonese and English. Salary required: \$300. No. 22

Age 28. Studied at Pooi Sun English College to Form V. Eight years' experience. Good speed in typing. Languages: Cantonese, English and basic Mandarin. Salary required: \$450. No. 23

JUNIOR CLERK/TYPISTS

Age 19. Studied at New Method English College to Form V. Two years' experience. Typing 50 w.p.m. Languages: Cantonese, Mandarin and English. Salary required: \$260. No. 24

Age 20. Studied at New Method College to Form V. One year's experience. Knowledge of shipping and import/export proce-

dure. Languages: Cantonese, Swatow dialect, Mandarin and English. Salary required: \$400. No. 25

Age 18. Studied at St. Titus Night School to Form IV. One year's experience. Salary required: \$250/300. No. 26

Age 19. Studied at New Method College to Form IV. Two years' experience. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$280. No. 27

Studied up to Form V standard. One year's experience. Knowledge of shipping and export procedure. Typing 60 w.p.m. Languages: Cantonese and English. Salary required: \$250. No. 28

Age 21. Studied at St. Paul's Evening School to Form V. Two years' experience. Typing speed 40 w.p.m. Languages: Cantonese and English. Salary required: \$250. No. 29

JUNIOR TYPISTS

Age 18. Studied at Yan Pak English School. Two years' experience. Knowledge of c.i.f. calculation, shipping and typing. Languages: Cantonese and English. Salary required: \$250. No. 30

Age 19. Studied at New Method E.T. School to Form III. One year's experience. Knowledge of shipping and sampling. Typing speed 40 w.p.m. Languages: Cantonese and English. Salary required: \$250/300. No. 31

ACCOUNTANTS

Age 26. Studied at St. Louis Middle School. Passed book-keeping courses — L.C.C. Intermediate, I.O.C. Higher and A.I.A. Final (section I). Seven years' experience. Capable of operating calculating machine. Languages: Cantonese and English. Salary required: \$550. No. 32

Age 27. Studied at The Progressive English School to Form V. Six years' experience. Knowledge of typing. Languages: Cantonese and English. Salary required: \$600. No. 33

Age 48. Graduated from Kwong Hwa University, Shanghai. B.A. degree of Accounting. Twenty-seven years' experience. Lan-

guages: Cantonese, Shanghai dialect, Mandarin and English. Salary required: \$1,000. No. 34

BOOK-KEEPERS

Age 20. Studied at St. Victor's English College to Form IV. Has some experience. Typing 40 w.p.m. Languages: Cantonese, Mandarin, Fukien and English. Salary required: \$400. No. 35

Age 19. Studied at Winston College to Form V. Passed L.C.C. Book-keeping Elementary stage. One year's experience. Typing speed 50 w.p.m. Salary required: \$250. No. 36

Age 20. Studied at Success Evening College to Form V. Two years' experience. Typing speed 60 w.p.m. Languages: Cantonese and English. Salary required: \$270/350. No. 37

Age 22. Studied at Union College. One year's experience. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$300. No. 38

Age 24. Studied up to Form IV standard. Passed L.C.C. Higher Accounting. Five years' experience. Knowledge of typing, costing, accounting and auditing. Languages: Cantonese and English. Salary required: \$450. No. 39

Age 23. Studied at St. Vincent's College to Form V. Passed Book-keeping course at Lap Shun Accountancy School. Knowledge of typing. Languages: Cantonese and English. Salary required: \$300. No. 40

Age 19. Studied at Academic College to Form V. Two years' experience. Knowledge of c.i.f. calculation and book-keeping. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$300. No. 41

TELEPHONIST

Age 18. Studied at Diocesan Boys' School for five years. Languages: Cantonese and English. Salary required: \$350. No. 42

OFFICE BOYS

Age 40. Studied at Wah Yan College for four years. Many years' experience. Languages:

Cantonese and basic English. Salary required: \$150. No. 43

Age 17. Studied up to Form II standard. Knowledge of abacus. Languages: Cantonese. Salary required: \$170. No. 44

Age 17. Studied at Pui Ying Middle School. Languages: Cantonese and basic English. Salary required: \$150. No. 45

Age 22. Studied at Y.M.C.A. Evening School to Form III. Five years' experience. Knowledge of typing. Languages: Cantonese and English. Salary required: \$250/300. No. 46

Age 18. Studied at Kau Yan Evening School to Form III. Two years' experience. Languages: Cantonese and basic English. Salary required: \$200. No. 47

Age 16. Studied at Wah Yan Evening School to Form II. Languages: Cantonese and English. Salary required: \$180. No. 48

Studied at Wah Yan English Evening School to Form II. Languages: Cantonese, Mandarin and English. Salary required: \$180/200. No. 49

Age 18. Studied at Shing Kwong Church English Evening School to Form I. Salary required: \$180/240. No. 50

Age 16. Studied at St. Joan's English Evening School to Form I. Six years' experience. Language: Cantonese. Salary required: \$150. No. 51

Age 17. Studied up to Form II standard. Knowledge of typing. Salary required: \$160. No. 52

Age 18. Studied at Yan Pak English School to Form III. Has some experience. Knowledge of typing. Languages: Cantonese, Shanghai dialect, Mandarin and English. Salary required: \$160/190. No. 53

Age 19. Studied at Tang King Po School to Form III. Typing 40 w.p.m. Languages: Cantonese and basic English. Salary required: \$200. No. 54

Age 17. Studied at Wah Yan Night School to Form II. Three years' experience. Languages: Cantonese and English. Salary required: \$160. No. 55

Age 21. Studied at Oxford English College to Victoria College. Language: Cantonese. Salary required: \$150. No. 56

Age 18. Studied at Yale English College to Form II. One year's experience. Languages:

Cantonese and basic English. Salary required: \$150. No. 57

Age 18. Studied at Victoria English Evening School. Language: Cantonese. Salary required: \$150/200. No. 58

Age 18. Studied at Pui Chung College for one year. One year's experience. Languages: Cantonese and English. Salary required: \$180/200. No. 59

Age 28. Studied at Harrow English School for two years. One year's experience. Typing speed 35 w.p.m. Languages: Cantonese and English. Salary required: \$180. No. 60

Age 25. Languages: Cantonese and English. Salary required: \$160. No. 61

Age 25. Studied up to Form III standard. Languages: Cantonese and English. Salary required: \$160. No. 62

Age 18. Studied at Kau Yan English College. One year's experience. Language: Cantonese. Salary required: \$150/200. No. 63

Age 16. Studied at Birmingham English School. Languages: Cantonese and basic English. Salary required: \$200. No. 64

Age 18. Studied at Tak Ming English College to Form II. Languages: Cantonese and basic English. Salary required: \$150. No. 65

Age 17. Studied at New Method E.T. School to Form III. One year's experience. Typing 35 w.p.m. Languages: Cantonese and English. Salary required: \$180/200. No. 66

Age 21. Studied at Tai Tung English Middle School to Form II. Three years' experience. Knowledge of typing and general office routine. Languages: Cantonese and English. Salary required: \$180. No. 67

Age 16. Studied up to Form III. One year's experience. Knowledge of typing. Languages: Cantonese, Shanghai dialect and English. Salary required: \$250. No. 68

Age 19. Studied at New Method English School to Form III. Has some experience. Salary required: \$170. No. 69

Age 19. Studied at St. Paul's Church Titus English Evening School to Form III. Two years' experience. Typing 40 w.p.m. Languages: Cantonese and English. Salary required: \$210. No. 70

MESSENGERS

Age 30. Studied up to Junior III in Canton. Four years' experience. Languages: Cantonese, Hakka and Mandarin. Salary required: \$240. No. 71

Age 19. Studied at New Method English Evening School to Form II. Two years' experience. Salary required: \$150. No. 72

Age 17. Studied at Yale English College to Form II. One year's experience. Languages: Cantonese and basic English. Salary required: \$150. No. 73

Age 18. Studied at Hong Kong Technical College Evening Department to Form IV. One year's experience. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$180. No. 74

Age 16. Studied at Wah Yan Evening School. One year's experience. Languages: Cantonese and basic English. Salary required: \$180/230. No. 75

Age 17. Studied at Govt. P.M. School for six years. Two years' experience. Salary required: \$200. No. 76

Age 18. Studied at Progressive English School to Form IV. Two years' experience. Languages: Cantonese and English. Salary required: \$240. No. 77

Age 17. Studied at Raimondi College. Languages: Cantonese and basic English. Salary required: \$150. No. 78

Age 17. Studied at Pui Ying Middle School. Languages: Cantonese and basic English. Salary required: \$150. No. 79

Age 18. Studied up to Primary 6. Languages: Cantonese and basic English. Salary required: \$170/180. No. 80

Age 19. Studied at New Method College to Form III. One year's experience. Languages: Cantonese and English. Salary required: \$170/200. No. 81

Age 18. Studied at Bagdad English College to Form III. Two years' experience. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$150/180. No. 82

Age 20. Studied at Eton English College. Three years' experience. Languages: Cantonese and English. Salary required: \$200. No. 83

Age 18. Studied at St. Luke's Evening School to Form III. One year's experience. Lan-

guages: Cantonese and English. Salary required: \$200. No. 84

Age 16. Has two years' experience. Languages: Cantonese and English. Salary required: \$170. No. 85

MISCELLANEOUS

STORE-KEEPER. Age 22. Studied at Pui Chung College to Form I. Three years' experience. Languages: Cantonese and English. Salary required: \$200/250. No. 86

CARPENTER. Age 53. Studied up to Form I standard. Nineteen years' experience. Good in hand work and wood work. Languages: Cantonese and English. Salary required: \$450. No. 87

CARPENTER. Age 40. Graduated from Chinese Middle School. Completed the Training course of carpentry and masonry. Twenty-two years' experience. Salary required: \$500. No. 88

POSITIONS WANTED FEMALE

SECRETARY. British. Age 20. Studied at Upper China School for eight years. Three years' experience. Shorthand / typing speeds: 110/55 w.p.m. Language: English. Salary required: \$1,400. No. 89

SHORTHAND/TYPISTS

Age 32. Studied at Sacred Heart School to Form V. Ten years' experience. Shorthand / typing speeds: 80/50 w.p.m. Languages: Cantonese, Mandarin and English. Salary required: \$900/1,000. No. 90

Age 19. Studied at St. Mary's Canossian College to Form V. One year's experience. Shorthand / typing speeds: 90/50 w.p.m. Languages: Cantonese and English. Salary required: \$700. No. 91

JUNIOR SHORTHAND/ TYPIST

Age 24. Studied up to Form V standard. Three years' experience. Shorthand / typing speeds: 90/40 w.p.m. Languages: Cantonese and English. Salary required: \$550. No. 92

British. Age 18. Studied in U.K. Passed G.C.E. examination. Has some experience. Shorthand/typing speeds: 80/40 w.p.m. Salary required: \$800. No. 93

Age 20. Studied at Mun Sang College for six years. Shorthand/typing speeds: 70/40 w.p.m. Languages: Cantonese and English. No. 94

Age 24. Studied at New Method School. Four years' experience. Shorthand/typing speeds 80/60 w.p.m. Languages: Cantonese and English. Salary required: \$650. No. 95

CLERK/TYPIST

Age 21. Studied at Union College for four years. Two years' experience. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$300. No. 96

Age 22. Studied at Queen Elizabeth School for four years. Three years' experience. Typing 30 w.p.m. Languages: Cantonese and English. Salary required: \$300/350. No. 97

Age 21. Studied at New Method College to Form V. Two years' experience. Typing speed 60 w.p.m. Languages: Cantonese and English. Salary required: \$350. No. 98

Age 20. Studied at Pak Nam College to Form V. One year's experience. Typing speed 55 w.p.m. Languages: Cantonese, Mandarin and English. Salary required: \$350. No. 99

Age 18. Studied at Kowloon English College. Has some experience. Good knowledge of typing, c.i.f. calculation and export documentation. Languages: Cantonese, Mandarin and English. Salary required: \$300. No. 100

Age 21. Studied at Progressive English School for four years. Two years' experience. Knowledge of shorthand. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$400. No. 101

JUNIOR TYPIST

Age 24. Studied at Eton E.T. School to Form V. Typing speed 45 w.p.m. Languages: Cantonese and English. Salary required: \$270. No. 102

Age 19. Studied at Nam Wah

Middle School to Form V. Typing speed 45 w.p.m. Languages: Cantonese and English. Salary required: \$200. No. 103

Age 20. Studied at Pak Nam English College to Form IV. Has some experience. Knowledge of book-keeping. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$250. No. 104

Age 19. Studied at Victoria English College to Form IV. Has some experience. Knowledge of book-keeping. Typing speed 50 w.p.m. Languages: Cantonese, Shanghai dialect, Mandarin and English. Salary required: \$250/300. No. 105

Age 23. Studied at Academic College to Form V. One year's experience. Typing 40 w.p.m. Languages: Cantonese and English. Salary required: \$200. No. 106

Age 18. Studied at Harrow School to Form V. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$270. No. 107

Age 18. Studied at Eton English Evening School to Form IV. One year's experience. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$180. No. 108

Age 22. Studied at Eton English School to Form V. Typing 30 w.p.m. Languages: Cantonese and English. Salary required: \$250. No. 109

Age 21. Studied at Eton College to Form V. One year's experience. Typing 45 w.p.m. Languages: Cantonese, Mandarin and English. Salary required: \$250/350. No. 110

Age 27. Studied at Tai Tung College to Form V. Six years' experience. Typing 50 w.p.m. Salary required: \$400/500. No. 111

Age 21. Studied at Eton School to Form V. Has some experience. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$250. No. 112

Age 22. Studied at Clementi College. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$300. No. 113

Age 22. Studied at St. Gabriel English College to Form V. One year's experience. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$250/300. No. 114

Age 21. Studied at Bernard College to Form V. One year's

experience. Knowledge of sampling, c.i.f. calculation and filing. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$200/300. No. 115

Age 18. Studied at Chong Hing College for four years. One year's experience. Typing 45 w.p.m. Salary required: \$200/350. No. 116

Age 21. Studied at Eton English College to Form V. One year's experience. Typing 50 w.p.m. Languages: Cantonese, Mandarin and English. Salary required: \$350. No. 117

Two years' experience. Typing 40 w.p.m. Languages: Cantonese, Mandarin and English. Salary required: \$300. No. 118

Age 20. Studied at Victoria College for three years. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$300. No. 119

Age 19. Studied at Govt. Evening Secondary School to Form V standard. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$300. No. 120

Age 21. Studied at Academic College for two years. Languages: Cantonese and English. Salary required: \$250/350. No. 121

RECEPTIONIST

British. Age 28. Studied at Kenya High School for Girls, Nairobi. Eleven years' experience. Languages: English, French, Italian and a little Greek. No. 122

British. Age 25. Attended technical college, England for two years. Passed Oxford G.C.E. 'O' level (9 subjects) 'A' level (2 subjects). Five years' experience. Shorthand/typing speeds: 100/50 w.p.m. Languages: English and French. Salary required: \$1,200. No. 123

MESSENGERS

Age 19. Studied at Y.M.C.A. and Hong Kong School of Commerce. Knowledge of book-keeping. Languages: Cantonese and English. Salary required: \$150/200. No. 124

Age 23. Studied at Progressive English College. One year's experience. Knowledge of typing. Languages: Cantonese, Swatow

dialect, Fukien, Mandarin and English. Salary required: \$200. Indian firm preferable. No. 125

Age 20. Studied at St. Paul's Evening School to Form III. Languages: Cantonese and English. Salary required: \$240. No. 126

MISCELLANEOUS

Teleprinter Operator. British. Age 43. Educated at Wildmore School, Lincoln, England and Technical School, Lincoln. Eleven years' experience. No. 127

TELEPHONISTS

Age 24. Studied at St. Pierre English College. Three years' experience. Typing speed 40 w.p.m. Salary required: \$350. No. 128

Age 22. Studied at Sacred Heart Canossian College for eight years. Three years' experience. Knowledge of shorthand and typing. Languages: Cantonese and English. Salary required: \$250. No. 129

Age 19. Three years' experience. Languages: Cantonese, Mandarin and English. Salary required: \$300/350. No. 130

Age 19. Studied at True Light Middle School to Form V standard. One year's experience. Typing speed 50 w.p.m. Languages: Cantonese, Swatow dialect, Mandarin and English. Salary required: \$200. No. 131

Age 28. Studied at Eton English School to Form IV. Six years' experience. Knowledge of typing. Languages: Cantonese, Shanghai dialect, Mandarin and English. Salary required: \$400/500. No. 132

Age 19. Studied at Sacred Heart Commercial School. One year's experience. Typing 35 w.p.m. Languages: Cantonese and English. Salary required \$300. No. 133

Age 19. Studied at Caine College to Form IV. Knowledge of typing. Languages: Cantonese and English. Salary required: \$200/300. No. 134

JUNIOR TYPIST

Age 20. Studied at Pooi Sun English College. One year's ex-

perience. Typing 50 w.p.m. Languages: Cantonese and English. Salary required: \$250. No. 135

BOOK-KEEPERS

Age 20. Studied at Pak Nam English College to Form V. One year's experience. Passed L.C.C. Book-keeping Elementary stage. Typing 55 w.p.m. Languages: Cantonese and English. Salary required: \$200/300. No. 136

Age 25. Studied at Baptist College for four years. Five years' experience. Typing 50 w.p.m. Languages: Cantonese, Shanghai dialect, Mandarin and English. Salary required: \$500. No. 137

BOOK-KEEPER/TYPIST

Age 22. Studied up to Form V standard. Two years' experience. Typing 60 w.p.m. Languages: Cantonese, Shanghai dialect and English. Salary required: \$320. No. 138

Age 20. Studied at Eton English School to Form V. Passed Book-keeping Intermediate stage. Typing 40 w.p.m. Languages: Cantonese and English. Salary required: \$250. No. 139

Age 20. Studied at Pooi Sun English College. One year's experience. Knowledge of book-keeping. Typing 65 w.p.m. Languages: Cantonese and English. Salary required: \$320. No. 140

Age 24. Studied at Hongkong School of Commerce. Passed Book - keeping Intermediate course. Two years' experience. Typing 45 w.p.m. Languages: Cantonese and English. Salary required: \$350. No. 141

HONG KONG COUNCIL OF SOCIAL SERVICE EMPLOYMENT ASSISTANCE SCHEME

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

MEN—TECHNICAL

Age 36. Graduated from the Kwangtung Provincial Engineering 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/120/1

Age 31. Graduated from the Wah Nam Training Institute, Canton, China, in physics. Has 5 years' teaching and 2 years' construction draughtsmanship experience. Languages: Mandarin, Cantonese and Hakka dialects. EAS/120/2

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/120/3

Age 48. Graduated from the Canton Veterinary College, Canton, China. Has 20 years' laboratory assistant experience. Languages: Mandarin, Cantonese and English. EAS/120/4

Age 31. Graduated from the Hunan University, Changsha, China, in Civil Engineering. Has building construction's experience and five years' experience of supervising, designing and surveying. Languages: Mandarin, Cantonese, Swatow dialects and some English. EAS/120/5

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 dialect. EAS/120/6

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 and teaching experience. Languages: Mandarin, Cantonese and English. EAS/120/7

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/120/8

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/120/9

Age 40. Studied up to Junior Middle School. Has seven years' weaving machinery repairing experience. Languages: Can-

tonese, Mandarin and Shanghai dialect. EAS/120/10

Age 24. Studied up to the fourth 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/120/11

Age 27. Primary School education standard. Has 4 years' weaving machinery repairing and 2 years' motor car driving experience. Has Hong Kong driving licence. Language: Cantonese dialect only. EAS/120/12

Age 30. Graduated from the Chang Chun Motor Car Towing Engine Institute, China. Has several years' motor car repairing experience. Languages: Mandarin, Cantonese and Swatow dialect. EAS/120/13

Age 26. Graduated from the Tak Ming College, Kowloon, in

Civil Engineering. Has some civil engineering experience. Language: Cantonese only. EAS/120/14

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/120/15

Age 31. Graduated from the Pak U Middle School, Hong Kong. Has several years' experience as foreman of building construction and 4 years' cultured pearls producing experience. Languages: Cantonese, Mandarin, Shanghai dialect and English. EAS/120/16

Age 26. An undergraduate of Tak Ming College, Kowloon. Has four years' piling mechanic experience. Languages: Cantonese

and some English. EAS/120/17

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/120/18

WOMAN—TECHNICAL

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: Mandarin, Cantonese and some English. EAS/120/19

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

Tariff No.	Description	1965	1966
ex 58.05	Household linen and various other cotton articles including ribbons	34 tons	35 tons
62.02 A ex (1)		or	
62.02 A II (b)		510,000 N.F.	
62.02 ex B		(HK\$601,800)	
59.05 A	Fishnets	n.q.a.	50,000 N.F. (HK\$59,000)
60.02 ex B	Knitwear of cotton	50 tons	50 tons
60.04 B ex III		or	of which
60.05 A ex II		1,500,000 N.F. (HK\$1,770,000)	5,000 pairs for gloves
60.02 ex B	Knitwear other than cotton	200,000 N.F. (HK\$236,000)	250,000 N.F. (HK\$295,000)
60.03 B ex III		of which	of which
60.04 B I		10,000 N.F. (HK\$11,800)	10,000 N.F. (HK\$11,800)
60.04 B II		for gloves and	for gloves and
60.04 B III		100,000 N.F. (HK\$118,000)	120,000 N.F. (HK\$141,600)
60.04 B IV		for woollen knitwear	for woollen knitwear
60.05 A ex II			
61.01 ex A	Garments and articles of clothing of cotton	46 tons of which 2 tons for handkerchiefs, shawls and scarves and 6 tons for men's and boys' underwear	50 tons but with judo sets, kimonos and brassieres liberalised
61.01 ex B			
61.02 ex B			
ex 61.03	Clothing and articles of clothing other than cotton	100,000 N.F. (HK\$118,000)	120,000 N.F. (HK\$141,600)
ex 61.04			but with judo sets, kimonos and brassieres liberalised
ex 61.05			
ex 61.06			
ex 61.09			
ex 61.09			
64.01 ex B (II)	Footwear coming above the ankle with outsoles and uppers of rubber or artificial plastic materials	n.q.a.	3,000 pairs
64.02 B IV (a) (2) (y)	Footwear with textile uppers and rubber or leather soles	200,000 N.F. (HK\$236,000)	230,000 N.F. (HK\$271,400)
64.02 B IV ex (b)			
66.01	Umbrellas	150,000 units	160,000 units
69.11	Vessels and household and toilet articles of porcelain	95,000 N.F. (HK\$112,100)	95,000 N.F. (HK\$112,100)
71.16	Imitation jewellery	150,000 N.F. (HK\$177,000)	300,000 N.F. (HK\$354,000)
85.03	Electric batteries	50,000 N.F. (HK\$59,000)	75,000 N.F. (HK\$88,500)
85.10 ex B	Flashlights	60,000 N.F. (HK\$70,800)	120,000 N.F. (HK\$141,600)
ex 85.10	Portable electric battery and magneto lamps	n.q.a.	

MEMBERSHIP

Change of Address

Atlas Electronics Corp. Ltd., 510 Gloucester Building, (Formerly 409 Gloucester Bldg.)

Cowan & Company, Lee Wan Bldg. No. 5, Luk Hop St. San Po Kong, Kowloon.

Far Eastern Operating Corporation Ltd., 517-518 Gloucester Building, Hong Kong. (Formerly 301-2 H. & S.B. Bldg. Mongkok)

International Transistor Corporation (H.K.) Ltd., 7th floor, Lead On Industrial Bldg., 18 Ng Fong Street, San Po Kong, Kowloon. (Formerly 31 San Shan Road, 3rd floor)

Pfizer Corporation, Godown A, Taikoo Sugar Refinery, North Point, (Formerly Union House)

Sam Tsang & Company, Windsor Mansion, 4th Floor, 29-31 Chatham Road, Kowloon.

Tsien's Associates Novelty Co., 621 Prince's Building, (Formerly 4 Granville Road)

Trade Group Here

to 'sell' N. Z.

Mr. R. H. Stewart, leader of the New Zealand Manufacturers' Federation Trade Mission, accompanied by his colleagues, visited the Chamber for talks with Chamber members.

Mr. Stewart, who was met by the Chamber's Chairman, the Hon. G. R. Ross was later entertained with his group to lunch in the Chamber's boardroom. Among the Hong Kong members present at the discussions were Messrs. N. I. Meffan, (China Navigation Co. Ltd.); W. K. Mink, (Royal Inter-ocean Lines); W. F. Ko, (Wellcome Co. Ltd.); I. F. Aucott, (Jardine, Matheson & Co. Ltd.); D. J. R. Blaker, (Gilman & Co. Ltd.); R. Burrell, (I. C. I. (China) Ltd.) and A. J. Dodd (Gibb, Livingston & Co. Ltd.)

From the Chamber were Mr. Geoffrey Archer, Executive Director, Mr. J. B. Kite, Secretary and Mr. R. T. Griffiths for trade enquiries.

TAIWAN TRADE

Lousey & Co. Ltd., P.O. Box 22243, Taipei, wish to contact shipping companies intending to add Taiwan to their ports of call. Write direct.

Tariff No.	Description	1965	1966
ex 85.15 A III (b)	Wireless receivers	5,000 units	6,000 units
89.01 B ex II	Pleasure and sports boats for marine use	500,000 N.F. (HK\$590,000)	600,000 N.F. (HK\$708,000)
ex 90.05	Binoculars with prisms	n.q.a.	25,000 N.F. (HK\$29,500)
ex 90.05	Binoculars and telescopes without prisms	n.q.a.	liberalised
ex 90.07	Cameras and cine-cameras	40,000 N.F. (HK\$47,200)	60,000 N.F. (HK\$70,800)
ex 90.08	Compound optical microscopes	n.q.a.	20,000 N.F. (HK\$23,600)
90.12	Watch cases and parts of watch cases	n.q.a.	n.q.a.
92.11 B I	Turntables and record changers	500 units	500 units
93.13 C III	Dolls of plastic materials	200,000 N.F. (HK\$236,000)	liberalised
97.02 A ex II	Certain toys of textiles, skin, wood, paper-board, plastic; balloons; kits	200,000 N.F. (HK\$236,000)	300,000 N.F. (HK\$354,000)
97.02 ex B			
97.03 E			
97.03 GI			
97.03 GII			
97.03 ex H			
ex 97.03	Toys other than those mentioned above	n.q.a.	
98.01 A	Buttons	195,000 N.F. (HK\$230,100)	195,000 N.F. (HK\$230,100)
98.01 BIII (a) (3)			

Ref. OTR Cir. No. 17/66

The Annual General Meeting

The Chamber's Annual General Meeting was held in the Mandarin Hotel on Monday, April 25th, in the Genghis Room. A full report will appear in the May 15th edition of the Bulletin.

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.

That was Business That was

Passing through Hong Kong the other week was a British engineering trade mission who had flown East to visit Peking. The Chamber took the opportunity to contact them when they arrived in Hong Kong and although it was explained they were not particularly interested in building up specific trade with the Colony, the Chamber's facilities were offered.

But as a result of this chance opportunity, one member of the delegation casually mentioned he might be interested in electric drill chucks. Within two hours, Tudor Griffiths, the Assistant Secretary following up trade enquiries, had contacted a suitable Hong Kong manufacturer and a business deal was made for a considerable quantity of chucks.

Radio Hong Kong broadcast an interview between Mr. W. Pearman, Director of the Auckland Chamber of Commerce and Mr. Geoffrey Archer, Executive Director of The Hong Kong General Chamber of Commerce. During the interview Mr. Pearman congratulated the Hong Kong Chamber for its co-operation with overseas visitors and stressed the need for closer relationship between the two Chambers.

RUSH FOR CERTIFICATES

A record number of Chamber certificates of origin was issued in the few days before the Easter holiday. The top figure was reached on April 7th. when 784 certificates were issued.

QUARANTINE

Quarantine restrictions have been imposed against arrivals from Dacca A and Palembang P because of smallpox. Rangoon has been removed from the list of cholera restricted ports. — Port Health Notice.

AGENCY AVAILABLE

A long established (1868) Scottish manufacturer of fully fashioned pure cashmere ladies' sweaters seeks a Hong Kong agent. Members interested should contact the Chamber's Secretary.

ACCOMMODATION

The Chamber has particulars of 600 square feet of office space available from June 1st 1966, in the Mongkok area of Kowloon. Central air-conditioning and heating.

Coming to Hong Kong

Mr. Herb Novick, 5789 Eldridge Avenue, Montreal 29, Quebec, will visit Hong Kong in May. He wishes to represent Hong Kong manufacturers in Canada. Interested members should contact the Chamber's trade enquiry section.

PLASTICS SAFETY CODE

Endorsement of a D.C. & I statement calling for co-operation among plastic toy manufacturers to ensure that the lead content on their toys does not exceed a British Standards Institution measurement, was made by the Chamber.

The D.C. & I statement recommends that toy manufacturers whose products are intended for export to Britain should make sure that the maximum lead content for surface paints should not exceed 11,000 p.p.m. which is 1.1 per cent.

The statement adds that the British Government is at present considering legislation which will establish a maximum lead content for such surface paints and it is believed that this level will not exceed 1.1 per cent and may be possibly lower. The statement goes on to mention that over the past two years the Government has carried out a large number of tests for lead content in surface paints used on toys manufactured in Hong Kong for export and for sale in the domestic market.

Random Sampling

"While the majority of these have been satisfactory, there have been cases where the paints used to coat the surface of the toys contained lead in excess of the recommended maximum. The advice of the Director of Medical and Health Services is that such toys constitute a health hazard and he has advised that the use of unsuitable paints should be strongly discouraged."

D.C. & I add that since most

Continued from Col. 1

toy manufacturers are registered with them for export certification purposes, it is administratively convenient for them to co-ordinate the work of ensuring that toy manufacturers are aware of the need to work within recommended levels of lead content and that manufacturers are in fact working in these safety limits.

In order to provide a suitable system of testing and advice to the toy industry D.C. & I have decided to carry out representative sampling and testing of toys in production, or from stock, in registered factories. These samples will be submitted to the Government chemist for analysis.

Manufacturers will be advised of the results of these tests and, where any paint is considered unsuitable, will be requested to discontinue its use and, if necessary, to destroy any toys which might be considered to represent a health risk.

D.C. & I add that they are prepared to assist manufacturers who are unsure about the lead content in paints they propose to use and will arrange to have tests carried out on samples.

When D.C. & I announced this new move, the Star newspaper informed the Chamber that they had received several adverse comments on the theme that while the large manufacturers would co-operate many smaller unregistered factories would be able to continue as before. The Chamber's press attitude was that any move which would reduce the health hazard in a Hong Kong product was to be welcomed. In particular, they had in mind the allegations of November and December against plastic toy tool sets and plastic water-coolers.

Briefing Course

Attached with this copy of the Bulletin is a leaflet detailing the courses to be held at the Overseas Service College. Further information can be obtained at the Chamber.

The Display Centre to Re-Open

The new Display Centre of Hong Kong products at the Ocean Terminal is expected to open shortly. Manufacturers are now requested to forward examples of their products to the Trade Development Office.

Mr. R.G.L. Oliphant, designate Executive Director of the T.D.O., said arrangements were now in hand for the first display to be mounted at the new premises. He hoped Hong Kong manufacturers, remembering the success of the previous centre in the City Hall, would make every effort to ensure that the first display would be a resounding success.

"We should begin as we mean to go on," said Mr. Oliphant, "and this first display may set standards for many months to come. The Display Centre staff will give every assistance in arranging for the best products of all manufacturers to be shown on a selective basis."

"Following the first display, others will be by rotation, ensuring that all manufacturers have a chance to exhibit their products," he added. "Firms which are interested in entering the first display, and I hope there will be many, are asked to telephone 670151 or 670425 when my staff will be most happy to assist and advise."

The Penitent Stool

In last month's Bulletin it was reported that the Trade Development Office move to the Ocean Terminal had passed without a mention in the local press. The South China Morning Post did in fact report the move together with an account of the T.D.O.'s future role.

Study Team

A marketing study team from the Dutch Centre of Commercial Managers, will visit Hong Kong from May 7th to May 9th. The delegates will be seeking exporters of technical plastic articles, office appliances, intercom and television equipment, jewellery, cameras, photographic and optical articles. Interested members please contact Miss Middleburg, Netherlands Consulate General office, Hong Kong.

JUST FANCY THAT

Bertram Mycock, broadcasting from Britain . . . "and here's another British success story. Hong Kong has already bought from Britain 800 parking meters, which makes more than six thousand from this one firm alone. Congratulations to the Company, Venner's of New Malden, are, I suppose in order, and to the Hong Kong motorist, our deepest sympathy." BBC extract.

Mr. R. G. L. Oliphant's Rotary Speech

Hong Kong's Survival Depends on Selling

"The guiding principle of Export Promotion that I wish to adopt is that there is no substitute for salemen on the ground. We must not become a nation of shop-

keepers waiting behind counters for the customers to come in, unless we have invited them here and we have something to show them.

"We must go out into the markets of the world, and if necessary into the very homes of our customers. We must be aggressive in order to survive, and I shall not be content with mere survival; my aim is constant progress, notwithstanding such artificial restrictions as may be placed upon our trade.

"A basic programme for the year beginning this month, was approved by the Trade and Industry Advisory Board and the Working Committee on Export Promotion Organisation, and is now being implemented. It includes Trade Fairs in Barcelona, Stockholm, Bangkok and may be one more. It also includes displays in big department stores in England, Denmark, Norway, Sweden, Germany and the U.S.A., whilst other projects are still under consideration.

"This programme is the maximum that can be undertaken by the staff I expect to have, but there is no reason why the Associations should not add to it with financial help from the Council, so long as projects fit into the overall plan. I should like to know about all private trade promotion activities both in Hong Kong and overseas, so that these may be integrated with the official programme and the maximum help may be given to and benefit derived from them.

"In the past we have done our best with limited resources of finance and personnel. Now I hope that both are going to be more plentiful. Although I do not intend to run the new organisation on military lines, I think that a military analogy most clearly expresses my plans. We have been sending out rather unrelated reconnaissance patrols, and we now have the means of mounting a sus-

tained offensive, but before a campaign of this nature can be mounted we must go through several unspectacular tasks, some of which have now been done.

Market Information

"A great deal of preliminary work has already been done on these problems, and of course final decisions must be taken by the Council. But even when the answers have been found, there is still one further factor without which nothing can be achieved. I refer to your support. Without your support I can do nothing. I must know that you are behind me, without having to look over my shoulder, and not too far behind at that! I want you to be pushing me along, spurring me to greater efforts. As I see it, my job is first to select the most promising markets and the right products for them; and then to find out what type of promotion is really needed, in order to increase exports without cutting across established trade channels.

"Do not run away with the idea that I hope to build up a huge organisation. I do not; but I must have certain services, by which I mean access to adequate information on markets, our own products and productive capacity. If they are readily available in other organisations I shall make use of them. If they are not, then I may have to build them, but it will be my object to spend as much as possible of the funds at my disposal, on the actual promotion of trade.

"I am certain that insufficient attention has been paid in the past to the reports of previous Trade Missions, both as regards design, packing, packaging and also market opportunities. Several organisations have been considering assistance regarding the former deficiencies, and it is encouraging to hear of the

projected design centre in the Hong Kong Technical College.

"You probably know that the main Industrial and Commercial Associations are to be represented on the Trade Development Council, and you may have read the recent statement of the Financial Secretary, that out of 109,000 registered businesses in Hong Kong, some 47,369 are large enough to be called upon to render tax returns. But do you know that the combined membership of the Federation of Hong Kong Industries, General Chamber of Commerce and Chinese Manufacturers Association, is well under 4,000?

More Representation

"The Trade Development Council cannot listen to tens of thousands of individuals, but even the smallest should have a voice in the Council's affairs. Their spokesmen should be the Association representatives on the Council. If each member of the Associations that I have named, obtained 10 new members, they would be well on the way to representing the most active section of Trade and Industry. Is this too much to ask?

"There have been statements in the press lately regarding the claims to representation of other bodies representing sections of commerce and industry. There have been accusations against the Trade Development Council which does not yet exist because the legislation necessary to bring it into being has not yet been passed. All I would like to say on this subject is that my relations and those of my temporary organisation with these people, are excellent, and I have advised them how to present their case in the right quarter so that consideration may be given to allocating to them spare places on the Council.

Finally, the point above all others that I want you to remember is that it is YOU, the people of Hong Kong, who must do the selling of Hong Kong products. The Trade Development Council will choose the objectives, suggest the products, make the arrangements, supply you, publicise you and help to transport you, but YOU must make the sales. We can only give you the opportunities. Go out and sell!