

The Bulletin

The Hong-Kong General Chamber of Commerce



JULY 1970

In Brief

News and announcements from Hong Kong and abroad

□ General Committee members, **the Hon. J. D. Clague, the Hon. J. A. H. Saunders, and the Hon. S. S. Gordon** have been re-appointed as unofficial members to the Executive Council from July 1, 1970 to December 31, 1971.

□ A new booklet entitled "**The Labour Department Offers You Its Services**", printed in English and Chinese, outlines briefly the functions of each of the Department's units. Free copies are now available at all the City District Offices, the New Territories District Offices, and the branch offices of the Labour Department.

□ Trade Development Council has put out two survey reports. One is on the **Hong Kong Watch and Clock Industry**, and the other is on the **Umbrella and Umbrella Parts Industry**. Both reports are available for members' perusal in the Chamber library.

□ The British International Trade Index, published by the old established firm Sells Ltd., has notified the Chamber that it is looking for a company or an individual to **take charge of local advertisement sales**. Members who are interested should contact A.S.D. Carr, Business Dictionaries Ltd., Sell's House, 39 East Street, Epsom, Surrey, England.

□ The University of Hong Kong and the Management Association are offering a **part-time course in Per-**

sonnel Management, leading to the award of a certificate. The duration of the course is from October 1970—December 1971. For further information, members should contact the Department of Extra-Mural Studies, Hong Kong University.

□ **The New Territories Commercial and Industrial Directory**, published by the New Territories General Chamber of Commerce, is now in the Chamber's library.

□ The Chamber's next series of **Chinese Language Examinations** will be held in August, according to the following schedule — **Mandarin** (Preliminary, Intermediate and Final levels) — Friday, August 28th, 1970. **Cantonese** (Preliminary, Intermediate and Final levels) — Saturday, August 29th, 1970.

Candidates must register with the Chamber not later than 12 noon, Saturday, August 15th, 1970. The following information should be included (a) level, (b) firm and address of the candidate, (c) telephone number at which the candidate can be contacted.

The Examination fee of \$30 per candidate must accompany each application. The Committee regrets that applications which are not accompanied by the appropriate fee cannot be accepted. Cheques should be made payable to the Hong Kong

Cover: Jewellery, like watches and cameras, is a big buy in Hong Kong. No one knows just how many millions of dollars worth of jewellery is sold to tourists every year, but apart from this, direct exports of jewellery, precious metal and gems, set or unset, made over 31 million dollars HK for the Colony last year, which is a 30% increase over 1968. Principal markets are the USA and Singapore.

General Chamber of Commerce and should be crossed.

Details of the syllabus and conditions for these examinations are available on request to the Chamber.

□ **Hong Kong Trade statistics** for the period of January — May 1970 analysed from the published figures of the Census and Statistics Department are now available to members. These include Hong Kong's overall trade with the UK, USA, Canada, West Germany, Japan, Australia and all other significant markets.

□ The University of Hong Kong is to conduct a series of **English courses** beginning in October. The course will consist of 48 sessions, each of ninety minutes duration, twice weekly in the evenings. The course fee, inclusive of tuition and examination, is \$215.

The series is divided into a General and a Commercial Practice Course.

The Commercial Practice Course emphasises the use of English in commerce, although attention will also be paid to the wider use of English in order to foster a good command of the language.

The Chamber urges its members to take advantage of this opportunity. Members requiring further information should write to Mr. D. J. H. Macintosh, Staff Tutor, Department

of Extra-Mural Studies, University of Hong Kong (Tel. H-468161 Ext. 304).

□ "Recruitment and Retention" is the subject of a **personnel course** to be run by the Hong Kong Productivity Centre on Tuesday and Friday afternoons between 28th July — 25th August. Chief speakers will be Dr. David Ho of the Department of Psychology of the University of Hong Kong and Mr. Peter Taaffe Finn, personnel management consultant.

Objectives of the course are (1) to give participants an understanding of what can be assessed about people (2) to develop skill in the recruitment process: defining the requirements, advertising, processing applications, interviewing and induction (3) to study the causes of employee turnover and the most effective ways of dealing with it.

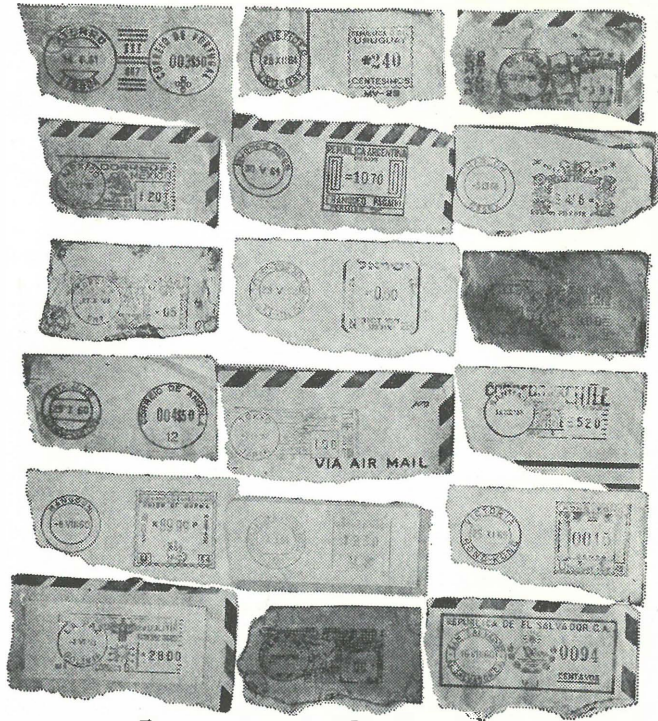
For more information please call the Productivity Centre. Tel. H-248121 Ext. 25.

□ The Chamber has agreed to provide a trophy to be known as the **Hong Kong General Chamber of Commerce Trophy** to be competed for annually in a Colony-wide competition for packaging designed and manufactured in Hong Kong. This Packaging Competition is sponsored by the Federation of Hong Kong Industries. Further details will be published as soon as they are known.



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The Bulletin

The Hong Kong General Chamber of Commerce
Union House, July

The legislation currently being studied by Congress to restrict textile exports to the United States is unfortunate not only for Japan, Hong Kong and other Asian countries, but also for America itself.

In an excellent analysis of the situation published recently in the London Financial Times, that newspaper's Washington correspondent points out that the real danger of the legislation before congress is that once Mr. Nixon signs the Bill, then this could be the signal for a host of further restrictive measures to be pressed on Congress.

Industries that are able to operate on an international scale, such as the automobile industry, are conspicuously absent from the protectionist lobby. On the other hand, industries that are not able to operate or compete internationally and rely solely on the domestic market, of which clothing and footwear are prime examples, are becoming increasingly vocal in their demands for quotas.

The reasons for this, it is suggested, arise because of the effects of inflation in the States. This has sent prices up and in an attempt to protect his pocket the consumer has turned increasingly to cheaper goods imported from countries where labour costs are lower than those in the States.

At the same time unemployment is running at a high level, and the two events have been connected in a cause and effect fashion.

There are other arguments marshalled by the protectionists to rationalise their case—notably the large deficit on balance of payments in prospect for America this year, but it is the 'threat to American jobs' argument that has the widest emotional appeal.

The Financial Times goes on to point out that the growth of protectionist feeling is a complete reversal of American policy in post-war years, since the US has done more than any other country to liberalise international trade. Without the efforts of successive US administrations, it is doubtful if world trade would have grown so quickly.

The real answer to the problem, the FT suggests, is not protectionism, which in any case can only be effective in the short term, but the adoption by the USA of more positive methods to set its house in order. The article concludes "It is difficult to accept that quotas will accomplish any economic objective that could not be accomplished through a restructuring of the weaker sections of American industry and a return to more rapid growth."

The Chamber agrees.

Chairman: G. M. B. Salmor; *Vice Chairman:* P. J. Williams; *Secretary:* J. B. Kite; *Assistant Secretary:* R. T. Griffiths; *Business Promotion:* S. L. Chung, W. S. Chan, A. Chung, P. Choy, Miss C. Fung; *Certification:* A. C. C. Stewart, F. M. Castro, W. K. F. Wang, C. T. Wu; *H. Cheng, Public Relations:* Harry Garlick, Lee Sherard; *Membership:* C. Tsang; *Office Supervisor:* V. Wong.

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A look at Business Promotion Department

Helping the member firms to find new business opportunities is the Chamber's main function — and no one is more aware of this than Mr L. Chung, Assistant Secretary of the Chamber and Head of our extremely busy Business Promotion Department.

eager beaver

Therefore, when the telephone rang and a man identified himself as an American trying to contact a Hong Kong company dealing with a certain kind of textile, Mr Chung immediately said that he would find out which member exporters dealt with that commodity and let the man know as soon as possible. Now, what was his name? What hotel was he staying at? And how long would he be here? "But I'm calling from New York" the voice on the other end replied.

Considering the fact that it must have been around 11 p.m. at night in New York, the man must have really been eager to do business with Hong Kong.

Whether they are from New York or Hong Kong however, telephone trade enquiries are still in the minority compared to written enquiries, of which the Chamber averages over one thousand a month. About half of these enquiries are referred to the Chamber from the TDC and the other half comes directly to the Chamber.

The Chamber is always eager to promote two-way trade. This is because its over-1700 membership

includes both exporter-manufacturers and importers. Furthermore, as Mr Chung points out, as far as he knows, the Chamber's punched card system, which processes the majority of the enquiries, is the only one of the kind used by a Hong Kong association.

When enquiries are received, those which come from a leading market such as the USA, UK and EEC countries are given priority treatment and processed on the punched card system. These enquiries are coded by product and by country and are matched with the highly categorised records the Chamber maintains of member firms in order to establish the members best able to handle the enquiry. Normally a member is telephoned to confirm his interest before an enquiry is passed on to him.

sweet success

Surveys of the number of worthwhile business contacts established as a result of the system, were carried out for sample batches of 100 enquiries per month processed during the periods May to October 1969, and again during the periods of January, February and March this year.

Miss Cecilia Fung, executive assistant in charge of the punched card system, who directed this survey reported that results indicate that between 30 to 40 per cent of the trade enquiries processed by the Chamber are in fact creating new business opportunities for Hong Kong

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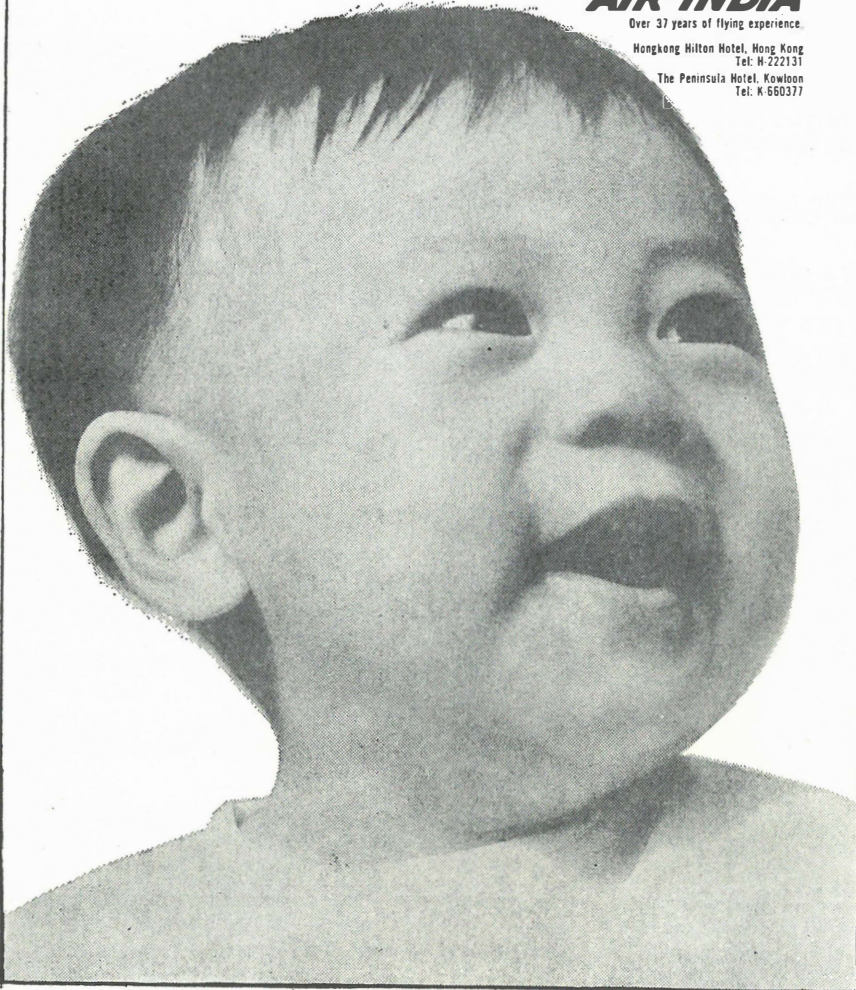
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exporters and manufacturers.

Additionally, the survey showed that the Chamber's method of processing enquiries gave rise to an almost 100 per cent rate of contact between overseas enquirer and local exporter.

What about enquiries from other countries? These are published in one of the Chamber's two fortnightly trade publications, so that members can contact enquirers directly. Moreover, enquiries which come from one of the major markets mentioned earlier are also published, whenever the enquirer specifically requests it.

Another major function of the Department is the receiving and briefing of trade missions and delegations from all over the world, who are seeking information about Hong Kong and/or are interested in business contacts here in the colony.

operation contact

At present, the Chamber is especially busy in this aspect of its activities due to the over spill of visitors to Hong Kong from Expo. Since, as the Hong Kong Tourist Association points out, virtually every man who comes to the colony does some business while he is here, the Business Promotion Department has been sending out "Operation Contact" newsletters informing members of individual businessmen and delegations who are in Hong Kong with details of where they are staying and the products they are interested in.

On the other side of the coin, the

Department is in charge of all arrangements for any direct overseas promotions which the Chamber may initiate or take part in. Overseas promotional activity on behalf of the colony as a whole is now the responsibility of the Trade Development Council. However, the Chamber does undertake trade missions and other promotions on behalf of the Council. The Chamber is also prepared to organise its own trade missions at the request of members.

information, please

Moreover, members who are going abroad and wish to make business connections in certain countries, often approach the Chamber for help. Again it is one of the functions of the Business Promotion Department to introduce members to the appropriate Chambers of Commerce overseas.

Playing the matchmaker is not the only activity of this highly diversified Department. It also runs a full-time section devoted to producing up-to-date statistics on Hong Kong trade broken down into many different headings — e.g. by country, type of product, monthly, annual, etc.

This section, under the direction of executive assistant W.S. Chan, also handles research projects for Government. For example, last year it made a study of members' opinions on changing over to the metrication system in Hong Kong and conducted

a similar survey concerning Containers.

“Notes on Hong Kong” — or just “the yellow book” as it is known about the Chamber — is still another publication which the statistics section produces quarterly. It covers general statistical information ranging from Hong Kong Overall World trade, to Tourism, Banking, Labour Employment and Wages, Registered Companies, history, area, etc. It has been extremely well-received by incoming visitors, and is widely distributed overseas.

complaints

Sadly, not all business transactions run smoothly and the Department acts in the capacity of a mediator whenever trade disputes or complaints arise between member and overseas firms. The Chamber does not have any legal power, but as a neutral and experienced third party, tries to advise and help the two or more parties involved reach a satisfactory agreement. But there are some complaints that even the Chamber cannot handle — take for example the case executive assistant Alphonso Chung is still puzzling over. An overseas firm recently complained to the Chamber about a Japanese supplier, evidently under the impression that Hong Kong was in Japan!

Alphonso Chung also runs the Chamber's well-stocked library which

contains reference works on commerce and trade in the colony in particular and the entire Far East in general. Members use the library frequently, usually when trying to find overseas importers or when they are looking over the records of enquiries and the samples which are sometimes attached. Members are always welcome to use the facilities but once Alphonso himself had a complaint against a member. It seemed that the member was helping himself to the samples.

Some other specialized services offered by the Department to members include the use of a document copying machine and the Employment Register, which is published fortnightly and lists potential employees in a wide range of categories with their qualifications. Lately this service is causing a bit of a headache. There has been literally an avalanche of letters mostly from young, single American secretaries asking about possible job opportunities in Hong Kong. The culprit who planted the idea in the minds of these adventurous young women is the author of an article entitled “Play (and Work) in Hong Kong”, which appeared in the popular American women's magazine “Cosmopolitan”.

Do you need two hundred Secretaries?

A View of the Port

The work of the Port, Port Executive and Container Committees

This article continues our series describing local organisations, committees etc. with which the Chamber associated. The Chamber's thanks are due to the Director of Marine and members of his staff for their prompt and courteous assistance in providing the background information on which the article is based.

Pundits of the Hong Kong scene are frequently heard to observe that ‘our labour force has replaced our magnificent natural harbour as Hong Kong's number one asset’.

The statement certainly points to a truth, but it is worth keeping in mind that, without the port, Hong Kong's manufacturing industry would have had to overcome even greater difficulties than the almost legendary obstacles that it has in fact surmounted.

Industry cannot function efficiently an out-back. It needs easy access to raw materials and components, and must have an economic means of distributing finished goods. In short, it has to have efficient communications.

overall concern

It is natural in a place like Hong Kong therefore that the overall management of the port should be of prime concern to Government. However, since private enterprise is also vitally involved in the functioning of the port — in both an overall sense as well as in the direct operations of

the individual company — Government has established several committees to assist in reaching decisions on port operation. Of these, the most important are the Port Committee and the Port Executive Committee. The Chamber is represented on both.

administration & development

The Port Committee and the Port Executive Committee together advise on the administration and development of the port. Both had their origins in the immediate postwar period, but the senior of the two bodies is the Port Committee.

The important distinction between the two is that the Port Committee is concerned with policy matters, whereas the Port Executive Committee is concerned more with day-to-day management.

In 1946 an inquiry was held concerning the rehabilitation of the port and its future development. The inquiry was carried out by the Hong Kong Port Administration Inquiry Committee with the late Mr. T. M. Hazlerigg, C.B.E., M.C. as Chairman. The report of this Committee was produced in the same year, and has since been referred to as the “Hazlerigg Report”.

The Committee laid down terms of reference for the Port Committee:—

To consider and to advise Government upon all matters relating to the welfare, control, administration and development of the port, including reclamations, its directive being to see that adequate and proper facilities are

available in the port for ships and their cargoes, and to make and submit to Government all necessary plans in that behalf but to allow private enterprise to provide these facilities as far as possible, and also to let private enterprises do its own operating.

It should be the express duty of the Port Committee to keep under review the execution of all port works and for this purpose, it should be empowered to call for progress reports.

composition

The composition of the Committee recommended by the Hazlerigg Report was Harbour Master, Director of Public Works, General Manager of the Railway, a Naval Officer, and three persons interested in the trade of the Port and nominated by the Hong Kong General Chamber of Commerce, two to be British subjects and one to be representative of interests other than British or Chinese.

The appointments were made on an annual basis. The unofficial members were appointed by HE the Governor, and members elected their own Chairman annually. Traditionally, the Harbour Master was always elected. The first Port Committee was appointed on 17th February, 1947.

In 1949 the Commissioner of Labour was appointed an ex-officio member, and the Marine Department Secretary was appointed Secretary of the Committee, also in an ex-officio capacity.

The Port Committee continued to operate with these terms of reference and membership until 1963. By this time, the changing nature of Hong Kong's economy had given rise to alterations in the characteristics of the port. It was obvious, for example, that Hong Kong at the end of the war had been predominantly a trading centre, but by 1963 it was primarily an industrial producer, and the tourist trade was also becoming important.

It was decided to amend the terms of reference and these became:—

To advise the Governor generally on all matters of policy relating to the administration and development of the Port of Victoria and of all other ports in the Colony of Hong Kong. These amended terms of reference remain to the present time.

changes

The composition of the Port Committee was also changed in 1963 and became:— Director of Marine (Chairman); Commodore RN, representing Royal Navy; Director of Public Works (ex-officio); Commissioner of Labour (ex-officio); Director of Commerce & Industry (ex-officio); and five representatives of industry and shipping interests to be appointed by the Governor. The Secretary was provided by the Marine Department (ex-officio).

Four of the five representatives of industry and shipping interests are appointed after consultation with the

Chamber. Two represent British shipping interests, one represents foreign shipping interests, and one represents the liner (tourist service). The remaining member is appointed after consultation with the Federation of Hong Kong Industries. This is the present composition and members are appointed for periods of two years.

Currently the Chamber's nominations to the Committee are the Hon. H. J. C. Browne, Mr D. K. Newbigging and Mr F. Terwogt.

policy

As the terms of reference imply, the Port Committee deals with all matters of policy, including consideration of new or modified shipping legislation, both for the Port of Victoria and all other minor ports in the Colony.

The composition of the Committee also indicates another important aspect of its functioning. This is to ensure co-ordination between the various Government departments, and the major commercial interests concerned with the operation and development of the Port. Advice from the Port Committee is tendered directly to the Governor.

recent activities

Typical of the matters with which the Committee has concerned itself in recent months are questions of Radio Practique, oil pollution, immigration clearances, typhoon shelters, marine department fees, and safety regulations for pleasure craft.

The Port Executive Committee also dates from British Military Administration days, and the authority for its formation was the Port Executive Committee Order, 1946. There were no definite terms of reference laid down by this Order, and the Committee was appointed as a competent authority to deal with certain Defence Regulations. It exercised wide powers of control over navigation, trade and industry.

The first appointments to the Port Executive Committee were made by the Commander-in-Chief in April, 1946. But with the resumption of Civil Government later in 1946, the composition of the Committee was changed and included:— Harbour Master (Chairman); Representative of Commodore; Deputy Harbour Master; King's Harbour Master; Representative Divisional Sea Transport Office; Representative of the Chamber; Representatives of Shipping interests (3); Representative, Director Supplies, Trade and Industry; Port Commandant (Secretary).

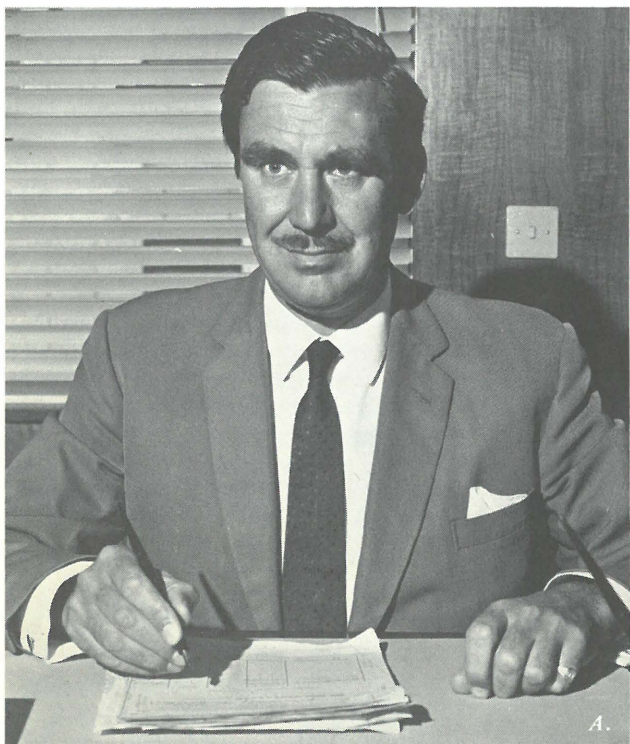
new start

Over the years the wide powers of the Port Executive Committee gradually fell into disuse. Alternative arrangements for the operation of the port in an emergency were made, and in April 1954 the Port Executive Committee Order was revoked. The Committee was then re-organised and its terms of reference became:—

To advise on any matter relating to the welfare, control, administration

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Chamber News



A.



B.



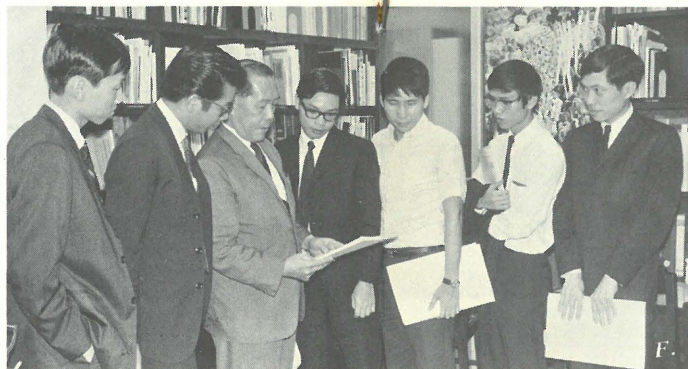
C.



D.



E.



F.



G.

- A. Mr. Peter Foxon, Managing Director of Gilman's, who was recently elected to the Chamber's General Committee. (See Pen Profile p.17-19)
- B. The Hon. John B. Fuller, Leader of the New South Wales Trade Mission, and Minister for Decentralisation and Development, discussed Hong Kong's trade and economy with the Chairman during a meeting at the Chamber on June 30th.
- C. Mr. M. C. Sarin, Director of the State Trading Corporation of India (centre) with the Hon. Sir Sik-nin Chau and the Chairman. (See also p.16)
- D. Mr. Thomas E. Smith (left) and Prof. Hector R. Anton, leaders of the Journey for perspective student group, with the Secretary. (See also p.16)
- E. Mr. Jose Palla e Carmo (right) leader of the Portuguese Trade Mission and Mr. D. L. Millar of the Chartered Bank. (See also p.16)
- F. New recruits to the Productivity Centre visited the Chamber as part of their training programme. They are seen here with Mr. S. L. Chung.
- G. The Chamber's loss will be Canada's gain when Miss Maria-Helena Noronha (left), Mr. J. B. Kite's private secretary for the last four years, and Miss Doreen Remedios, confidential secretary, leave for Toronto next month.

Chamber News

□ The Committee has re-affirmed that membership on the Chamber's General Committee should be open to only the senior resident man in Hong Kong of a member company. It was further decided that Membership of the Committee will not be increased beyond the present strength of 16.

□ Mr. A. C. W. Blaauw has been elected Chairman of the Export Sub-Committee. Mr. J. J. G. Brown has been elected Chairman of the Import Sub-Committee.

□ Dr. Jose Palla e Carmo, Deputy Manager of the Banco Portuguese do Atlantico, organisers of the Portuguese Trade Mission who visited the Chamber on June 11th, urged Hong Kong Industrialists wanting to sell to EFTA countries to consider the advantages of Portugal as a base for European-located joint ventures. He also noted that the standard of Hong Kong products compared well with those he had seen manufactured by some other South-East Asian nations. The advantages of Hong Kong as a base for joint ventures were in turn stressed by the Chamber (see centre page).

□ Twenty students from leading US Graduate Schools of business arrived in Hong Kong on June 16th as part of an intensive three week tour of a number of countries. They are the participants of a programme known as "Journey for Perspective". During the trip the students are expected to broaden their experience by gaining an overall perspective of

overseas economies and ways of life. The arrangements for the Hong Kong part of the Journey was made by the Chamber. In addition to a briefing session at the Chamber they met many prominent local businessmen (see centre page).

□ During a joint meeting held in the Chamber's Boardroom on the 25th June, the Chamber and the Trade Development Council urged Mr. M. C. Sarin, Director of the State Trading Corporation of India, to consider the fact that if India wishes to increase exports to Hong Kong, the Indian Government must in turn be prepared to give Hong Kong exporters freer access to the Indian Market (see centre page).

□ Sixteen new companies joined in June. Present membership is 1,738 as compared to 1,606 last year at this time.

□ The Certification Department reports that a total of 16,613 applications for certificates of origin were received in June. This is an increase of 6.17 per cent over the same period last year. Spot checks on 12% of all consignments were carried out.

□ During June the Business Promotion Department dealt with 1,255 enquiries for importers or exporters and handled 35 trade complaints. Four trade missions were received and over 50 business appointments were made for members to meet the delegates of these missions. The Department also issued or endorsed 52 letters of introduction for members to various overseas trade organisations.

Peter Foxon Pen Profile

"It is very different from Africa, of course, but oh yes, I like Hong Kong. My wife likes it too."

A dignified-looking man with a distinctive mustache and an engaging smile, Mr. H. Peter Foxon is one of the Chamber's newest members on the General Committee and Managing Director of Gilman & Co. Ltd.

Having sat on the executive committees of five different Chambers of Commerce in East Africa where he lived and worked for 23 years, Peter Foxon is well-acquainted with the work of Chambers in general. The Chambers there existed primarily to allow leading businessmen to meet in order to discuss and study matters of common commercial concern and to act in the role of a counsellor to Government — a role which the Hong Kong Chamber has always had and clearly intends to maintain.

The greater availability of funds for Chamber of Commerce work in Hong Kong enables the General Chamber to undertake much more service work on behalf of members and this, Peter Foxon finds both interesting and exciting, particularly in an economy which is rapidly moving into the big league as a manufacturing centre, where quality control and the right sort of public relations activities become ever more important.

What does he think about his new post as the Taipan at Gilman's, which the Inchcape Group took over

in 1968? Does he miss East Africa? Peter Foxon flashed one of his quick smiles. Of course he is fond of Africa, but he is very happy to be here in a new and challenging position. "I was the head of the Inchcape Group in Africa for five and a half years before I came to Hong Kong. The group had some 15 different branches throughout Africa and I had the opportunity to travel a great deal. It was a busy job, but like other many executives, I like things to happen and enjoy new challenges. In fact," he went on, "I like some change and excitement every two years at least".

pet interest

Does he have a pet business interest? With no hesitation Peter Foxon nodded, "Yes, management. I find it a fascinating subject". No procrastinator, he has already spearheaded several seminars on the subject of management for the staff at Gilman's. He is also behind a programme for sending his people to take courses given by the Management Association and also some given at Hong Kong University. He feels that both the University and the Association are offering very good training in the field of management — but thinks that unfortunately their facilities are under-used right now. However, he is very optimistic about the future of achieving a generally high level of management know-how in Hong Kong. After all, he points

out, it is a new field everywhere except perhaps the US.

Born near London in 1919, Peter Foxon studied at Bancroft School. During the War, he served in the Army in the Royal Corps of Signals in Africa and the Middle East. He feels that his army career taught him a great deal. Among other things he learned quite a bit about electronics. Unfortunately these days, he notes, the electronics field has been moving ahead at such a rate that it is virtually impossible for anyone but a specialist to keep up.

life in africa

In 1946 Peter Foxon joined the Inchcape Group—and from then until he took up his new post here in Hong Kong, he has been with that Company in East Africa where, aside from being number one at Inchcape in Nairobi, he was the Chairman of the MacKenzie Dalgety Companies and a Director of eight outside companies—and still found time to “do a bit of work on Local Government”. For a year he was the Deputy Chairman of the Jinja Township Authority in Uganda. For two years he was a nominated unofficial member of Legislative Assembly in Uganda—“my only claim to fame being that I was sworn in at the same time as Dr Milton Obote, who is now President of Uganda”.

In Hong Kong, Peter Foxon is just as busy. He is presently the Direc-

tor of fourteen companies including the Hongkong and Shanghai Banking Corporation, Mercantile Bank Ltd., and Union Insurance of Canton.

executive material

Clearly not every businessman possesses executive potential and can handle all the responsibility these positions entail. What does Peter Foxon think are the most important qualities for a top executive? Again there was little hesitation. Firstly, he must be able to make decisions quickly, after weighing all the facts and consulting with the appropriate people. Secondly, he must be able to communicate quickly, efficiently and effectively with those both above and below him, and finally, he must set an example—a high standard of competency and thoroughness, which those who work for him can respect.

free time

Like his counterparts in other Hong Kong companies, Peter Foxon doesn't have much free time. “I used to fiddle around with motor cars, radio and wood working—but I haven't the space for it right now since we have a flat.” When he does have some free time on weekends, he plays golf or goes swimming with his wife and seven year old son. Movies? Ah, his eyes twinkled, and he smiled broadly, “Oh, yes I go—once every two years.”

Does he find the pace of Hong Kong's social life extremely de-

manding? “It's busy—but only slightly more so than in Africa.” And he has found everyone he has met here very friendly and helpful.

family

He is the father of four. “My son likes Hong Kong very much—two days after we arrived, he started school and liked it immediately.” He also has three daughters presently in the UK. Like their mother who is already very active in social work here, all three are interested in careers in social welfare. The oldest, who is trained in speech therapy, will be going to Canada soon.

time is short

On the subject of what he thinks the future holds for Hong Kong, Peter Foxon said thoughtfully, “I haven't been here long enough—”. But he did have something to say about time generally. “Times goes by, and you can't recover it. If you have the funds, the staff, and the raw material, then you had better go ahead and do whatever it is that you want to do—and the quicker the better. If you don't sell something today and have to wait until next week, it doesn't mean you'll sell double the amount then—once you have lost time, it's gone.”

Characteristically, when asked what period of his life was the most exciting, or does he remember most fondly. Peter Foxon countered with “Was? What's wrong with right now?”

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Continued

from p. 13

and development of the port, including reclamations, referred to it by the Director of Marine or the Port Committee:

to keep under constant review the day-to-day problems of the Port and to bring to the notice of Government any shortcomings in the administration and maintenance of the facilities of the Port and to suggest appropriate remedies.

present day

The Committee continued in this form until 1963 when it was decided that the terms of reference were very similar to those of the Port Committee. In this year both terms of reference and membership were changed. The amended terms of reference, which remain to the present time, are:—

To keep under continuous review the day-to-day operation of the Port of Victoria; to advise the Director of Marine of any problems that may arise therefrom and on such other matters as relate to the management, operation and control of the Port of Victoria and of all other ports of the Colony, as may be referred to it by the Director or by the Port Committee.

Between its establishment in civil, rather than purely military, form in 1946 and the most recent re-constitution in 1969, the exact composition of the Committee has varied from time to time. In recent years new appointments have also been made to

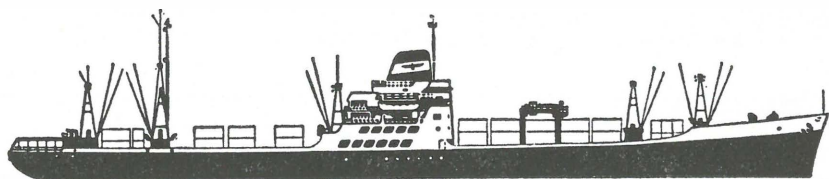
include representation for the oil industry and the FHKI. The present composition of the Port Executive Committee is therefore:— Deputy Director of Marine (Chairman, ex-officio); Assistant Director of Marine (Port Administration) (ex officio); Superintendent of Crown Lands and Survey, P.W.D. (ex officio); Government Civil Engineer, P.W.D. (ex officio); one representative of the Commodore, Hong Kong; one representative, Headquarters, Land Forces; one representative of the Chamber; two representatives of shipping interests; one representative of wharf and godown interests; one representative of dockyard interests; one representative of Federation of Hong Kong Industries; one representative of the oil industry; Secretary, Senior Marine Officer (Planning) (ex officio).

The Committee thus presently comprises six official members and seven unofficial members. The unofficial members are appointed by the Governor on the recommendation of Director of Marine, with the exception of the representative of the Chamber, and they serve for periods of two years. The representative of the dockyard interests is normally drawn either from Hong Kong and Whampoa Dock Co. Ltd., or the Taikoo Dockyard and Engineering Co., on an altering basis.

practical committee

The Port Executive Committee itself may be described as a practical committee which acts in an advisory

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capacity concerning the day-to-day operation and running of all ports in the Colony. Its advice is tendered either to the Director of Marine or the Port Committee. The Committee does not consider shipping legislation, neither is it concerned with matters involving policy as these are dealt with by the Port Committee.

The Chamber's representative on the committee is Mr. P. G. Williams, the Vice Chairman.

recent meetings

Matters considered by the Committee at recent meetings include the arrangements to be made for shipping during construction of the cross harbour channel, arrangements for immigration clearance, and the production of port statistics.

In 1962, as a result of the heavy casualties to shipping caused by Typhoon Wanda, a special investigating sub-committee was set up which produced various reports on the effects of typhoons. The sub-committee considered precautionary measures to be taken by shipping during the typhoon season. This sub-committee has remained in existence and continues to function as the Professional Sub-Committee attached to the Port Executive Committee.

The Professional Sub-Committee has over the past few years investigated problems associated with cargo working areas, navigation aids, dredging in the waters of the Colony vis-a-vis the requirements of deep draughted ships, oil pollution and

tanker routing in the approaches to Hong Kong. The Sub-Committee's reports are considered by the Port Executive Committee.

containers

At an extraordinary meeting of the Port Committee held on the 20th May 1966 members agreed to recommend to the Governor that a specially constituted committee be set up to study the implications for Hong Kong in the rapidly developing field of containerization.

Following representations made by the Chairman of the Port Committee, the Container Committee was constituted with Terms of Reference:—

To consider the implications for Hong Kong's trade and industry of the recent rapid world-wide development of container transportation services and to make recommendations on the need for suitable container handling facilities for the port of Hong Kong and the method of their provision.

members

The Chairman of the Committee was the Director of Marine, Mr. K. Milburn, and members were Mr. G. C. M. Lupton (Economic Branch, Colonial Secretariat); Mr. J. D. McGregor (Assistant Director, Commerce & Industry Department); Mr. R. C. Clarke (Principal Assistant Superintendent of Crown Lands & Survey); Mr. Y. L. Yang (Representative of

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the Federation of Hong Kong Industries); Mr. P. Lim (Representative of the Chinese Manufacturers Association); Captain R. Firkins (China Project Co. Ltd., Hong Kong); Mr. J. R. Henderson (H.K. & Kowloon Wharf & Godown Co. Ltd); Mr. T. P. Callaghan (Butterfield & Swire (H.K.) Ltd., Hong Kong); Mr. J. F. Muirhead (The Ben Line Steamers Ltd., Hong Kong); Mr. P. G. Williams (Representative of the Chamber). The secretary was Mr. M. J. Alexander — Senior Marine Officer (Planning).

Following the official appointment of members the Container Committee held its first meeting on the 5th August 1966. During this meeting it was decided to appoint two working committees. The first to be appointed was the Terminal Sub-Committee to study the possibility of establishing one or more container berths. The second, the Export Cargo Sub-Committee, was appointed to investigate the changes in the pattern of import and export procedure relating to the Department of Commerce & Industry and Customs requirements.

The Container Committee might best be described as a Committee working on behalf of the Port Committee to keep the latter and the Government advised, not only of Hong Kong's needs, but of world developments in the field of containerization.

Following the investigations of the two Sub-Committees a comprehensive report was prepared by the Container Committee and on the 2nd December, 1966 it was adopted for presentation

to the Port Committee.

The second report of the Container Committee was presented to HE on the 1st November, 1967. This report summarized world developments and reviewed the study made by the Hong Kong and Kowloon Wharf and Godown Company's into their potential for handling container traffic.

sites for terminals

A third report of the Container Committee was submitted to the Governor on the 18th January, 1968 and dealt mainly with the possibility of a container terminal situated on the Hung Hom reclamation.

In December 1968 the Chief Engineer Port Works commenced a feasibility study into the development of a container terminal at Kwai Chung.

This study was completed in 1969. It was discussed by the Committee at a meeting held on the 21st August, since when Government has taken further steps towards the construction of the Container Terminal by calling for tenders. The last meeting of the Committee held in January 1970 was in fact to study the tender documents, and offer comments on the terms and conditions outlined.

The future of the Committee is uncertain until such times as Government makes its decision known with respect to the development of Kwai Chung. It is anticipated that such a decision will be made before the 19th August, 1970.

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Relatives' Excursion Fares (London-Hong Kong, return) apply to all relatives of Hong Kong residents—adults (HK\$3,200), children (HK\$1,600) and infants (HK\$320). Those eligible may travel at any time of the year (apart from certain peak periods), and their stay can be anything from 45 to 120 days.

For students, there's the normal **Student Fare** of HK\$5,296 return (HK\$2,648 one-way) between Hong Kong and London, for which all full-time

students from 12 to 25 years old qualify, as long as they're resident and studying in Hong Kong or the U.K. Then there's the even cheaper **Off-Season Student Fare** of only HK\$3,530 return, for which the same students qualify, valid between December 1 and May 15 of the following year. And there's now the special **Students' Vacation Fare** to London (valid between June 15 and October 15) of just HK\$2,909 return, for which all full-time students from 18 to 25 qualify, if they're resident and studying in Hong Kong (with their wives or husbands qualifying as well).

Finally, there's the **Immigrant Fare** of HK\$1,360 one-way (Hong Kong to London), and there's the **Seamen's Fare**, also of HK\$1,360 one-way (for groups of at least 10 people), both of which apply year-round.

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中文簡摘

商業促進部簡介

本會商業促進部乃由助理秘書鍾士夏先生主理。其主要任務為協助會員找尋新的貿易機會。

本會之一千七百多位成員中，以出入口商及廠商為大多數，因此本會常銳意推展進出口貿易。

每月，本會平均收到海外貿易諮詢信件超過一千多宗。其中一半乃由香港貿易發展局轉達，其餘則為直接郵寄本會者。

從英、美及歐洲共同市場之國家寄來之貿易諮詢信件皆予優先處理。處理方法採用科學化「打孔卡片式」。各會員所製造之產品及其出口業務概況，皆詳盡紀錄在打孔卡片上。所有諮詢信件皆能迅速處理，先由本部門工作人員電告有關會員，及後以郵寄式轉達。

據鍾先生指出，本會「打孔卡片式」乃本港商業機構中唯一採用者。

該「打孔卡片式」負責人為行政助理馮若婷女士。據其於去年五月至十月間及年初調查所得大概有百分之三十至四十之商業諮詢函件帶給會員新的貿易機會。

至於來自世界其他各地的商業諮詢信件乃刊登於本會定期之半月刊——會訊。會員有意者可直接去函與該等外商接洽。

商業促進部其他主要任務為款接訪港貿易團及來自世界各地之商業代表，提供香港商業狀況和有關資料及幫助彼等聯絡出口商和廠家，目前，本商會正忙於應接往大阪萬國博覽會觀光而路經香港之各界人士。誠如香港旅遊協會指出，每一訪港人士幾都和商業有關，本部門有見及此，將彼等行踪刊登於本會出版之彙報，名Operation Contact，以便會員查詢。

另一方面，本部門又負責促進海外貿易之任務。雖然此項工作現已為香港貿易發展局之專責，但本會仍替該局安排出外訪問團。本部亦替會員安排貿易團到世界各地訪問並介紹有關商會與之接洽。

本部門設有貿易統計組，該組負責人乃行政助理陳煥榮先生。統計組之主要工作為將香港貿易數字，分門別類處理。該組並常協助政府作各項調查工作，如去年曾徵詢會員對香港改米突刺之意見，又曾調查會員對貨櫃化運輸之反應。統計組每季出版一「黃皮書」名「香港備忘錄」。該書刊有香港總貿易、旅遊、銀行業務、勞工就業及工資，有限公司註冊之統計數字。

再者，本部門又作商業糾紛之調停人。該等糾紛事件有來自本港及海外。本會雖無法律上之裁仲權，但對會員間之訴訟皆盡力協助彼等達成和解。

本會同時並設有完備之圖書室由鍾桂方先生負責管理。圖書室內滿放商業指南書籍以供會員參考。

商業促進部其他服務包括置有蘭克施樂複印機便利會員影印文件，收費廉宜。至於本部門之職業註冊處，協助求職者辦理登手續。該名單刊於每月出版兩次之職業登記冊，郵寄會員，以便願主與求職者直接聯絡。

短訊

△本會最近捐贈一盾牌，命名「香港總商會盾」。用以頒贈每年全港包裝設計公開比賽之優勝者。是項比賽由香港工業總會主辦。其詳細情形，容日公佈。

△本會圖書室添置一部由新界總商會編印之香港新界工商年鑑，供會員隨意參考。

△香港大學將於十月間開辦一英語學習課程。此課程包括四十八講；每星期授課兩晚，而每節為時九十分鐘。全期學費及考試費共二百一十五元。此課程學習內容普通英語及商業實用英語兩部份。會員有意者請去函：Mr. D. J. H. Macintosh, Staff Tutor, Dept. of Extramural Studies, University of Hongkong. 或電 H-468161—304。

介紹新任會董霍桑先生

本會新選任會董霍桑先生乃太平洋行總經理。

霍氏蒞港前在東非工作達二十三年之久，先後為五個商業團體之常務董事，故對商會一般工作事宜甚為稔熟。

據霍氏云：東非各商會之性質與香港總商會大同小異；由於香港總商會經濟充裕，固可對會員提供更廣泛之服務。而霍氏對此甚表興奮。

雖然霍先生在非洲之生活甚為愉快，（氏Inch Cape集團在非洲之首腦。該集團在非洲設有十五處分行。）渠以為香港之環境更具挑戰性，可進一步發展其抱負。

霍桑先生於一九一九年生於倫敦，卒業於著名之賓哥羅夫學校。第二次大戰期間加入英陸軍皇家通訊隊，服務於非洲及中東各地。氏以為戎馬生涯對他裨益甚深。在軍旅之餘，霍氏獲得不少電子知識。

霍先生於一九四六年加入 Inchcape 集團服務，一直在東非工作。來港後，霍氏除主理太平洋行業務外，並兼任十四間著名商業機構之董事，其中包括香港上海滙豐銀行，有利銀行及於仁燕梳等。

霍桑先生對商業管理問題最感興趣，自主理太平洋行後，迅即在公司組成數個商業管理研討會，並選派職員進修科學管理會及香港大學所舉辦之商業管理課程。

談及有關大機構主腦人物之應具條件時，霍氏以為：第一，作事敏於果斷，迅速衡量事實及與有關人仕商討後即下決斷。第二，必須使上情下達，下情上達。最後，能以身作則，辦事力求效律及透澈，彼獲得同僚之敬重。

因工餘少有閒暇，霍氏謂關於以前喜愛之汽車，無綫電修理及木工等，均已無暇兼

顧。週末期間，霍先生喜與家人往海浴或玩哥爾夫球。

霍氏有子女四人。三位女公子，均在英倫。其公子現年七歲，在港求學。霍夫人對社會工作甚為熱心，其女公子對此等福利工作之興趣亦甚濃厚。

港口諮詢委員會及 港口執行委員會 香港總商會均有代表列席

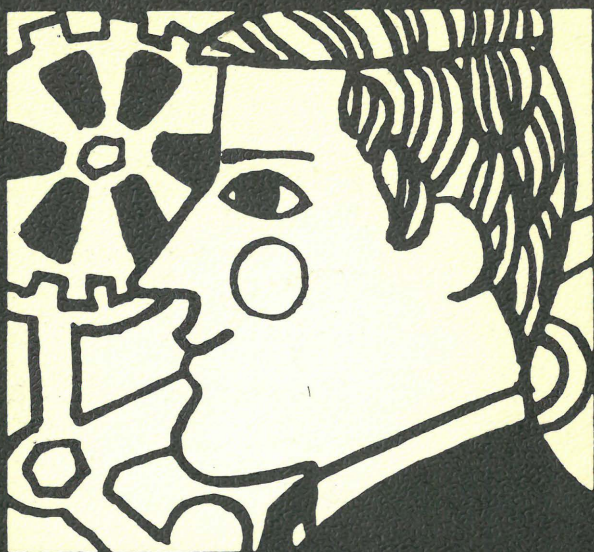
港海管理之完善對本港工商業之促進當有一定的影响。由於本港港口有私人投資參雜其間，故港口管理問題情況較為特殊。政府有見及此，特設有港口諮詢委員會及港口執行委員會。

港口諮詢委員會之任務着重釐訂政策，向政府建議關於海港管理，發展，及福利問題之處理。

港口執行委員會之任務則着重於港口日常管理問題。其提議多呈交海事處長或港口諮詢委員會考慮。

諮詢委員會之現有成員為十人。代表商會之三位委員為白朗先生，紐璧基先生及秦維德先生。

執行委員會乃由十三人組成。本會之代表為副會長章林士先生。



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