



# ***The Bulletin***

The Hong Kong General Chamber of Commerce

## **'Containerisation ... An Exercise In Productivity'**

see page 7

MAY 1972

## 常年大會主席演辭

本會於三月二十七日下午五時三十分，假座希爾頓酒店二樓大堂舉行每年一度之全體會員常年大會。約共一百二十多位會員出席大會。大會儀式由御任主席沙魯民議員主持。以下為沙氏於會中致詞之中文繙譯。

「本會一九七一年度之年報，諒各位業已收到及閱讀。

於此，首先讓我代表各位向我們董事局及委員會多位榮獲女皇賜授勳銜的同事道賀。他們就是——祈德尊爵士、哥登爵士及簡悅強爵士。我們亦同時向布朗先生及羅桂祥先生獲OBE勳銜致以恭賀。

目前桑達士先生快將離港，彼曾任本會董事局董事達十年之久。讓我代表大家向桑達士先生致萬二分謝意，感謝他對商會所提供之寶貴意見及在本港，尤其工商界之偉大貢獻。我們日後將十分懷念他。

馮漢柱先生亦將辭却本會董事局董事一職，馮先生任本會董事達十二年之久，彼對商會之貢獻尤多，歷任本會簽證委員會主席多年。我謹代表各位向馮氏致謝。

最後我們向太古之麥可倫先生道謝。麥氏於最近調職日本。自一九六四年，麥氏為我們船務委員會主席，對本會會員中之船務公司及本港船業界貢獻尤多。

我會希望在我第二任期完結時能將一達二千名之會員名冊交給繼任之主席。而實際上於去年十一月，我們之會員人數已超過二千名之數字。目前，雖為有些會員退出組織，但於過去兩年內，我們的會員總數已增加了百分之十四，這也就顯示出我們會務相當活躍，使各大工、商業機構覺得加入本會甚有意義。

於去年在本會改組後而成立之各委員會，工作成績十分完滿。於過去一年中，總商會之諮詢委員會每季開會一次；會中，內政委員會及工業委員會均就各項商討完竣之事件作一詳盡報告。至目前已討論之課題包括交通、污染及工業教育等。每次會後，我們便

將所得之建議呈遞輔政司參考。雖然目前並沒有什麼顯著的行動及反應，但我深信我們的建議得到政府當局的正視，並於釐訂政策時被提出考慮。

很明顯地，諮詢委員會所討論之污染問題、生態學及環境一事，已達到一嚴重階段。我們可以在建設上解決有關交通及工業教育所引起之問題，但保護天然環境則須採取預先防範步驟。我們可藉着立例、諄諄善誘及教導等方法防止污染此問題，而我們極需要有關此方面之工作計劃。

本會於去年改組之國際貿易部及其屬下之各貿易分區部份工作十分努力，我們應向各貿易區之主席及會員致以謝意。假若缺乏了彼等之支持及指導，本會有關部門之工作人員便沒有今天的成就。貿易分區之成立對會員裨益甚多，而我希望這將帶來更大的成果。

本會一九七一年度之賬目於過去數年以來首次呈現赤字。由於我們不斷擴展業務，此支出數額乃意料中事。但美國碼頭工人罷工，以致影響出口，及一般特惠計劃簽證上新法例，使赤字數目加大。

尤其於後者而言，歐洲共同市場委員會需求來自受惠國之貨品加以政府（並非總商會）所簽署之產地來源證，以便享有在彼等關稅配額計劃下之特惠優待。由於配額之分配皆賴貨品之到達而定，因此一切貨運，無論彼等能否獲得特惠優待與否，均需配備政府簽署之證書。

假若所有在聯合國貿易及發展會議簽訂下之計劃均實施此一政策，這對本會將來之經濟狀況有極嚴重之影響。我們會就此事與本港財政司夏鼎基先生作一會談，我們甚感

欣慰，財政司透露彼等正審查尋求方法以保證非政府之簽證機構不會受嚴重之影響。

在支出方面，我們在公事費用及職員薪金上的開支不致增加。但我在此應特別提及一特別支出數目——就是由本會公共關係經理，葛立科先生所編導之彩色幻燈片「點石成金」。此乃一相當完善之製作，若加以修飾改良，定成不可多得之傑作。我深信我們可將此套幻燈片用作對訪港之各界人士當作對香港之一種簡介，此幻燈片亦可作香港之公共關係器材。

賬目下所呈現之三十七萬五千餘元赤字可以用本會近年來所貯蓄成之貯備金彌補。董事局預測於一九七二年之賬目上會再度呈現赤字，此乃由於本會之業務蒸蒸日上所致。但當然，我們會小心支出，嚴厲防止任何不必要之浪費。

本會現時之組織對實踐其工作最為合適，而我們在商業促進方面，當以輔助香港貿易發展局之工作為要務。我們之成就不但是屬於主席或各委員會，亦有賴各職員之努力及各會員之支持。很多會友現已直接參予本會會務工作。我本人及本會各行政人員曾與世界各地許多總商會互相聯絡，其中一些甚為活躍，表現良好反應，而我們應與彼等繼續保持密切聯繫。其他一些反應冷淡，我們可以致之不理。但我仍認為大致來說，總商會在世界性之商業促進進上及商業諮詢之交換工作下比其他機構更為有效。這也就是在過去兩年以來當我們欸接無數港之貿易代表團時我常常談及的。當我在本年六月份出席在倫敦舉行之聯邦總商會會議時我將會談及此一事情。我們甚歡迎對此有興趣之會員，共組一香港代表團一同聯袂列席。」

以下一節為曉拔先生於會上回答卸任主席沙魯民議員之致詞之回答。全文譯述如下：

「我對商會改組而成立之國際貿易部及其屬下之貿易分區甚表歡迎。而總商會內新

近成立之內政委員會及諮詢委員會等組織用以研討本港之事項，亦屬明智之舉。

至於去年支出之三十七萬五千元赤字，我認為我們要對比加以留意。我們不能長期見到支出上之赤字。但鑑於過去一年來商會之會務繁重，我們對此亦詳加考慮及在價目上有所分析使預算案上的收支達到平衡。

我謹代表各位會友向我們的主席沙魯民議員及董事局各董事致以熱誠謝忱，感謝他們在過去一年來為會員之服務及歷年促進本港商業之貢獻。」

在全體會員常年大會上，各會員一致通過決定一九七三年每年會費為港幣六百元。會中亦一致決定畢馬域·米曹會計司擔任核數司之職。

香港上海滙豐銀行之沙雅先生及華興有限公司之馮兆康先生均被選任為本會董事局董事，替代御任之桑達先生及馮漢柱先生。

會中，祈德尊爵士提議一致向御任之沙魯民議員表示謝忱，並獲和議通過。

此次全體會員常年大會中，韋彼德先生被選任主席一職，而副主席為霍沛德先生。

## 漫談「貨箱化運輸」

本文作者為本商會秘書戈銳非斯先生。本文發表於四月三日至五日在台北舉行之亞洲及遠東區國際商會會議席上。由於所討論問題對本會很多會員有關，本期會訊特刊登該論文之摘譯。

在一九七〇年二月舉行之第二十次亞洲及遠東區國際商會會議，香港所發表之專文為「貨箱化運輸對國際貿易之含意」。該文指出聯合國亞洲及遠東區經濟委員會在最近一次會議會對貨化運輸問題作粗畧的討論。由這次開始該區各國對運輸問題，尤其是航運方面加以重視。例如在香港方面，香港科學管理會在一九七〇年九月會舉行為期一天的會議，議程為「香港與貨箱化運輸」。一

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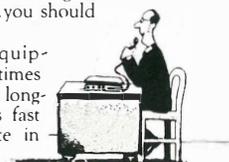
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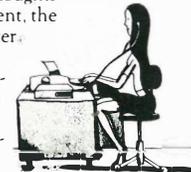
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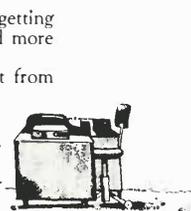
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# *The Bulletin*

The Hong Kong General Chamber of Commerce

**H**ENRY Kearns, president of the US Export-Import Bank, recently suggested that Hong Kong's trading partnership with the United States was 'one-sided'.

The USA, Mr. Kearns is reported as saying, buys 42 per cent of Hong Kong's exports whereas Hong Kong takes only one per cent of US exports.

The *Bulletin* realises that behind Mr. Kearns' remarks was a sales message — he hopes to persuade Hong Kong to buy more American products, particularly in the field of technical equipment and know-how. It is his job to help sell US goods, and we wish him every success.

But his assertion that the trade relationship between Hong Kong and the USA is one-sided should not pass without comment.

Last year, Hong Kong sold to the USA exports worth some HK\$5,708 million. We imported some \$2,535 million worth of American goods. A straight subtraction of one total from the other provides the only justification for Mr. Kearns' statement.

Mr. Kearns may also care to know that the per capita consumption of US goods in Hong Kong works out at a rate of HK\$633 per year. The per capita consumption of Hong Kong goods in the USA works out at HK\$24 per year.

One of every \$100 an individual in Hong Kong spends on imported goods, \$12.50 are spent on American articles. Out of every \$100 the average American citizen spends on

imported goods, he spends \$2.60 on Hong Kong-made goods.

On this basis, Mr. Kearns' argument about one-sided trade is correct enough, and the conclusion that is inescapable is that America should buy a lot more from Hong Kong to redress the balance.

The *Bulletin* does not wish, however, to take this line of argument too seriously. We in Hong Kong are realistic enough to appreciate the healthy balance we run on our trading account with the USA. We do, however, strongly object to the suggestion that this is unfair.

The USA is the third largest supplier of products to Hong Kong and in terms of dollar values last year exported 40 per cent more to this *British* Colony than did the UK. Indeed, if one ignores the specialised position of China, which for obvious reasons supplies the majority of Hong Kong's foodstuffs, the USA is second only to Japan as a supplier to Hong Kong.

No one here begrudges the USA her success in exporting.

No one, apart perhaps from Japanese exporters, would mind if the USA became our number one supplier. Certainly there are no artificial barriers to American products here. Certainly the recent devaluation of the dollar and revaluation of the yen increases American chances in this market, but so far this seems to have had little impact on prices. Perhaps Mr. Kearns ought to be looking more closely at the pricing of some of the exporters whose products he is financing?



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## The impact of Containerisation

**T**HIS paper was prepared by the Chamber's Secretary, R. T. Griffiths, for delivery to the Conference of CAFEIA-ICC (Commission on Asian and Far Eastern Affairs — International Chamber of Commerce) held in Taipei from 3rd to 5th April. Since its subject is of interest to many sections of the membership, we print it as a leading article this month:—

In Hong Kong's paper *Implications of Containerisation in International Trade* submitted to the XXth Session CAFEIA-ICC in February 1970, it was stated that ECAFE at its latest Session had given the subject of containerisation somewhat cursory treatment. Since then the transport of goods in Asia and the Far East, and especially the shipping aspects has been given much greater attention not only by ECAFE but also by individual countries within the region.

In Hong Kong, for example, the Hong Kong Management Association in September 1970 sponsored a one-day conference on *Hong Kong and Containerisation*. In March 1971 the Hong Kong Productivity Centre held a two-day seminar on *Containerisation in Hong Kong* and in November 1971 the Asian Productivity Organisation and the Government of Hong Kong jointly sponsored a five-day Symposium on Containerisation — this one with participants from Indonesia, Japan, Korea, Singapore and Taiwan as well as from Hong Kong.

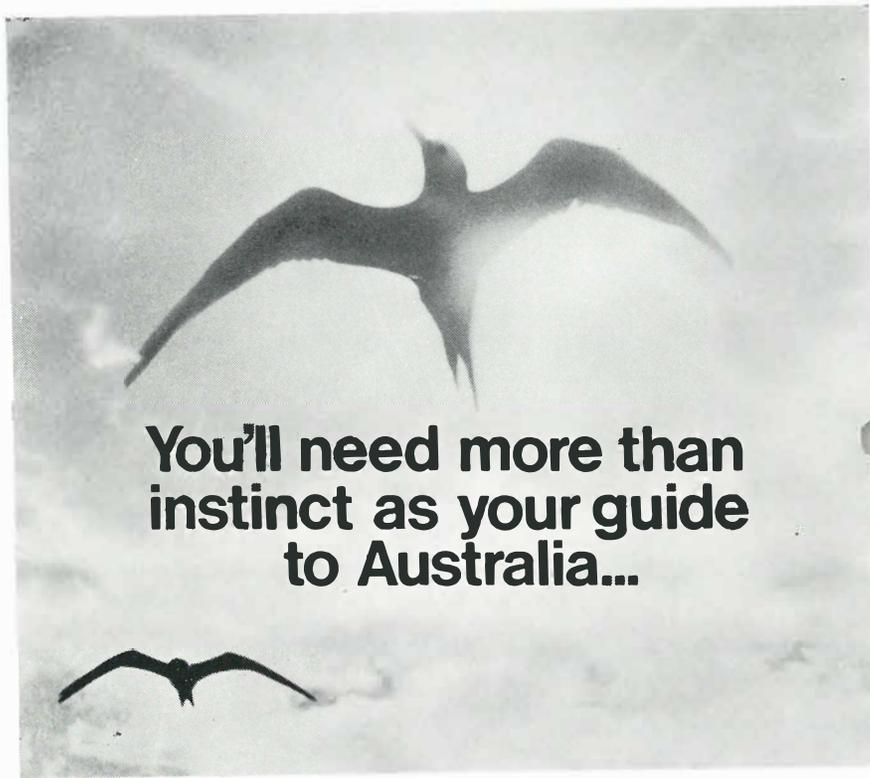
The fact that the latest conference was regional, not just local, is significant. By the end of the Symposium it was recognised that there

was a need for a continuing interchange of information, and the decision was made to set up a permanent Asian Container Association under the auspices of the Asian Productivity Organisation. At the time of writing, APO is contacting its member countries for opinions on how such an association should be formed and how it should function.

### Exercise in productivity

It is no coincidence that the Asian Productivity Organisation should have taken a commendable initiative in this field because containerisation is an exercise in productivity. But the impact of containerisation is so great that it cannot be left to one type of organisation to co-ordinate the examination of and seek solutions to the many problems which arise. Commercial and industrial associations as well as trade and labour unions are all affected and must play a responsible role. Most particularly does this apply to the Chamber of Commerce movement in dealing not only with the purely commercial aspects of containerisation but also with social and town planning and other aspects.

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reconcile clashes of interests which containerisation can bring in its train. The SITPRO Report 1970 (the report of the UK Committee for the Simplification of International Trade Procedures) made special mention of the ICC as 'an open non-governmental organisation which has provided a unique forum for detailed discussion of the many problems arising from the rapid developments in transport techniques in recent years and has also carried out invaluable work of consultation between commercial interests. A most beneficial feature of the ICC structure in this period of rapid changes has been the ability to admit a broad range of participants and observers to its own meetings, coupled with the first class status of the Chamber itself'.

### Lead and promote

The ICC however, like any other federal organisation, can be only as effective as its constituent members are effective and we in CAFEA must take a lead from and promote the work of the ICC in the field of containerisation and its concomitant through documentation.

Chambers of Commerce are being compelled to play a more active and co-ordinating role vis-a-vis shipping conferences, shippers' councils, container operations, exchange banks' associations, marine insurance associations and government departments, not to mention the individual importer/exporter and manufacturing Members. This is certainly the case in Hong Kong. For example, an ad

hoc container operators committee recently sought incorporation within the Chamber. The aim of this particular committee is to provide a forum for discussion between operators and government on matters relating to the inland haulage of containers — a nuts and bolts committee to talk with Government's Transport, Public Works, Lands, Police, Marine Departments, etc.

In the Chamber Secretariat, however, we have long felt that more than this is required if the Chamber is to fulfil its proper role in the through-transportation era. Our Director has therefore proposed that, in addition to a container operators committee with specialised and limited terms of reference, there should be a Through-Transportation Committee composing carrier interests including air, terminal operators other than carriers, exporters and importers, bankers and insurers.

### Continuing educational task

The object of such a group under Chamber auspices would be to put over to the merchant community the aims of container as well as the other forms of through-transportation. This would be a continuing educational task involving research at both international and local level and would involve the Chamber in the organisation of conferences and symposia, local, regional and, perhaps, international. If a Through-Transportation Committee is set up we are currently thinking in terms of a symposium in mid-1972 to be organised by that Committee with

the collaboration of our existing International Trade and our Shipping Committees.

### **Role of Chambers**

We see one of the main roles of a responsible Chamber as putting the jargon of international lawyers into the every-day language of commerce, trade and industry. We must be in a position to state clearly the terms and implications of new international conventions on Customs, Road Transport, Container Standardisation, Combined Transport, Safe Inter-modal Transport, Identification and Markings etc. We must be able to advise on the effects of any irregularity in a Combined Transport Bill of Lading on the validity of a contract between shipper and carrier and shipper/consignee. The basic principles of the draft TCM Convention have already been incorporated in the new OCL (Overseas Containers Ltd.) Combined Transport Bill of Lading in use on the Australian run and will no doubt be incorporated for containerised shipments from Hong Kong and other areas in Asia.

### **Queries**

The terms and conditions of this Bill of Lading cover all combinations of combined road/sea transport or port-to-port shipments for both LCL (less than container load) and FCL (full container load). Nevertheless, this new Bill of Lading has already given rise to queries from among our own shipper members and it remains to be seen how workable it proves to be in practice and to what extent it may have to be modified as a result

of any changes decided at the international diplomatic conference — the UN/IMCO Conference on International Container Traffic to be held in 1972.

A leading banker member of the Chamber is not entirely happy with the optional stowage clause in the OCL document which provides that goods shipped and stowed in containers, whether by the shipper or the carrier, may without notice be carried on deck. In an address to the Institute of Chartered Shipbrokers he cited two court cases in which the judges ruled that shipping companies could not hide behind an optional clause on its own. Banks therefore continue to press shipping companies to indicate stowage in order to assist them (i.e., the banks) to determine the negotiability of a Bill of Lading. If stowage is not indicated on a Bill, the banker must protect his position when advancing money to exporters by ensuring that the marine insurance provided covers *on deck* shipment. This may well be a point for discussion and decision at the UN/IMCO Conference.

### **Future documentation**

A shipper member referring to the OCL condition — 'where two originals of the present Bill of Lading have been issued, all of this tenor and date, one of which being accomplished, the other to stand void' has pointed out that some of his customers, especially under Letter of Credit terms, require three or more signed Bills. The Chamber took

this up with OCL who replied that the problem was not insurmountable and that OCL were studying the requirement of shippers as regards the number of originals and copies of Bills of Lading to be issued, so that OCL may incorporate a suitable wording in a future documentation system. The UN/IMCO Conference will be considering this point as part of the broader question of the character and particularly the negotiability of combined transport documents.

### **Insurance**

Other shipper members have asked the Chamber to investigate the insurance problem which may arise when a container is shipped, as it were, on deck but, in fact, is part of the ship's actual design load. The insurance people were not able to give a clear answer to this question and perhaps much would depend on the circumstances governing particular cases.

These then are some of the problems which are arising and on which Chambers should be in a position to advise their members.

The object of this paper is to suggest that our regional Commission and its constituent Chambers should take a lead in constantly evaluating the new and developing through-transportation technologies. A practical way of doing this might be to keep our Executive Secretary fully informed of developments in our

respective areas so that he may consolidate and relay the information to us. In the field of transport we must think in regional and international terms since local developments often have great implications for other areas.

### **Exclusive user**

An example of this might be found in the latest proposals for Container Terminal Construction in Hong Kong. Three new terminals which are at present under construction are on an 'exclusive user' basis. This means that the terminal operators may give priority to their own vessels and can only be required to handle other vessels if capacity is available. The operator may fix his own rates for handling other vessels. In the case of the latest tenders for development of two further berths, Government has made it a condition of sale of the land that the purchaser's conditions of business should not restrict the facilities of the terminal to any particular applicant or applicants. This then puts the operation of the two terminals on a 'common use' base.

### **Varies from port to port**

The position concerning Common usage and Exclusive usage of container terminals varies in ports throughout the region and it is obviously of importance that all Chambers know the situation and advise their members accordingly.

# Briefing

## News from the Chamber... and the rest of the world

□ Mr. H. P. Foxon has replaced Mr. P. G. Williams as the Chamber's nominated representative on the Trade Development Council. The Chairman, Mr. P. G. Williams, previously the Chamber's representative, has now become an ex officio member of the Trade Development Council.

□ The following have agreed to serve on the Chamber's **Through-Transportation Committee**, the establishment of which was announced in *The Bulletin* last month: Mr. D. A. Crawford, representing the Container Lines Committee; Mr. H. Hennig, representing the Shipping Committee; Capt. O. L. Work, representing the Terminal Operators; Mr. G. E. S. Stevenson, representing the Legal Committee and Mr. P. C. S. Deveson who will represent the Shippers' Council.

The Committee is arranging a **symposium** to be held around late July or early August. A circular has been sent to Members **asking their opinions** on various aspects of this topic. Members are asked to give the circular serious consideration and to return the form attached to Mr. R. T. Griffiths when completed.

□ Mr. A. T. Inman has been invited to serve on the **Shipping Committee** in place of Mr. Desmond Reid who has left the Colony.

□ In 1968 the Hong Kong Trade Development Council in co-operation with the Industrial Development

Branch of the Commerce and Industry Department published the first issue of the **Investment Hong Kong**, a publication which attempted to give a rundown on the information required by potential investors and explained the advantages of Hong Kong as an industrial centre. This publication has now been **revised** and updated. Members who can make valid use of copies are invited to contact Mr. Y. S. Lee at the Department of Commerce and Industry.

□ A **British Industrial Exhibition** will take place from the 23 October to 31 October, 1972 on the Wanchai Reclamation site used by the Chinese Manufacturers' Association for their annual exhibition.

The exhibition building will be erected by the British Department of Trade and Industry. It will occupy about 35,000 square feet and will provide space for 42 exhibitors representing over 60 firms.

**Exhibits from UK firms** include such items as milling machines, electrical & electronic measuring instruments, knitting machines, power tools, steam generators, mining locomotives and haulage equipment.

HK will be represented by such firms as Cable & Wireless Ltd., China Engineers Ltd., Dodwell & Co. Ltd., The H.K. & Shanghai Banking Corp., the Chartered Bank and Zung Fu Co.

□ Earlier in January, the Chamber had announced plans for a proposed **Business Travel Group** for Area Members to visit **United Kingdom** and as a result we have had a number of replies from Members in-

dicating their interest in the trip. There is still **room for a few more** Members who would like to participate and benefit from the special air fare offered by the airlines, and after further discussion with them, the Chamber has come up with the following alternative fares for consideration:— a) BOAC Visit Britain special fare—HK/London/HK HK\$2,895 per person. or b) BOAC excursion fare—HK/London/HK HK\$4,705 per person.

These Travel Groups allow Members more freedom than they would normally have in a trade mission in that Members can **represent many categories** of products and they do not have to travel together for the whole journey.

Once Members are in the United Kingdom they will be free to go their own way and pursue their individual business interests within the area. Members need not return as a group so long as the length of their trip is kept within the permitted period.

□ The Europe Area Committee is also thinking of arranging a similar **travel group to Europe** to coincide with the 10th Overseas Import Fair "Partners for Progress" to be held from the 24th to the 29th August, 1972 (see below). Other Members who would like to travel to Europe around this time are also invited to join the Group.

When the Group reaches Frankfurt on 21st August, 1972, those taking

part in the Fair will proceed to Berlin while others may disperse and pursue their own interests in Europe. One advantage of this arrangement is that the Chamber may be able to obtain **reduced air fares**, hotel charges and other expenses, if Members travel together.

The Chamber will, of course, help those Members who require assistance and business introductions and contacts in the places to be visited during the trip.

Members will also be provided with trade information and statistics on Europe to ensure that they are fully briefed in advance.

□ Members of the Chamber have been invited to **take part** in the 10th Overseas Import Fair **Partners for Progress** which is to be held from the 24th to the 29th August, 1972 in Berlin, West Germany.

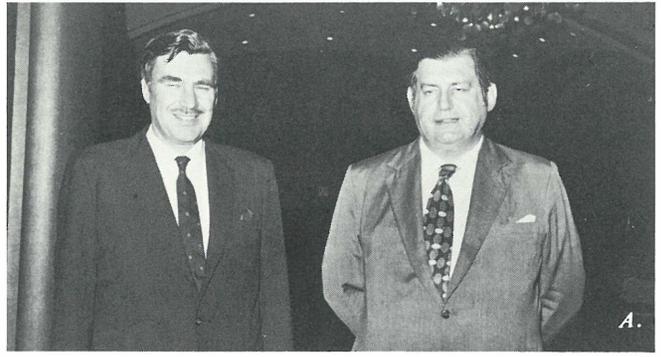
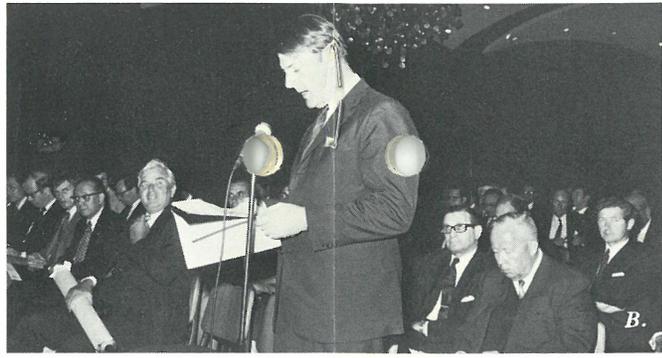
This is an annual event in which Hong Kong firms have been participating since 1968.

The Chamber has once again been asked to coordinate Hong Kong's participation under the sponsorship of the German Consulate General. The main emphasis of the Fair is on **personal contacts** between participants and buyers from all over Europe. AMK Berlin — Company for Exhibitions, Fairs and Congresses Ltd. has launched extensive advertising and publicity campaigns in Germany, Scandinavia, the Benelux countries, Switzerland, Austria and other parts of Europe



# Picture Briefing

The Chamber's AGM was held at the Hilton Hotel on the evening of March 27th. After the Meeting, the General Committee elected (A) Mr. P. G. Williams (right) as Chairman and Mr. H. P. Foxon as Vice Chairman. (B) During the meeting, the motion endorsing the adoption of the Report and Accounts was seconded by Mr. L. J. van Hellenberg Hubar of the General Bank of the Netherlands. (C) Shows the outgoing Chairman, the Hon. G. M. B. Salmon, speaking to radio before the meeting about his period of office, (see this issue for full account of AGM). (D) Miss Glynis Djeng, the Chamber's newest recruit, who became an executive with PR Department last month. (E) Mrs. I. Graf, seen with the Chairman and Members of the Europe Area Committee, recently called on the Chamber to explain arrangements for this year's Berlin Partners for Progress Fair (see also 'Briefing'). (F) and (G) Two new Freemen of Dallas, Texas — both the immediate past Chairman and the Director were given the freedom of the city by the leader of the Dallas/Fort Worth mission, Mr. J. Brack, when the mission called on the Chamber on March 20th.



inviting buyers to visit the Fair. Representatives of big department stores and mail order houses as well as purchasing associations in Europe have also been invited.

In 1971, 550 firms from 52 countries took part and Hong Kong was among the 13 participating countries in Asia while the rest came from Africa, Latin America, Middle East and other developing areas.

This year all non-European countries are being invited and according to AMK Berlin, important commercial and manufacturing firms in Japan, Korea, Taiwan, Malaysia, Thailand, Philippines, Indonesia and other countries in South East Asia have already agreed to participate in the Fair.

Copies of the official conditions of participation of the Fair and information regarding special air fares and hotel accommodation will be made available to Members upon request.

□ The Governor, Sir Murray MacLehose, has appointed several members of the General Committee and Council to sit on the **Trade and Industry Advisory Board**, for a period of one year with effect from April 1, 1972.

The list includes the Chairman, Mr. P. G. Williams. Others appointed are the Hon. T. K. Ann, a Chamber Council and Committee member; Mr. H. M. G. Forsgate and the Hon. K. S. Lo, Council members.

□ The Governor has also appointed a number of Chamber Council and Committee members to the **Textiles Advisory Board** for the period April 1, 1972 to March 31, 1973. These include the Hon. Sir Sik-nin Chau, the Hon. Sir Yuet-keung Kan and the Hon. G. R. Ross.

The terms of reference to the board are: 'To advise the Director of Commerce and Industry on any matter, other than labour matters, which affects the textile and garment industries.'

□ Prizes were once again awarded by the Chamber to students who were judged **winners** in the local competition of the **Royal Commonwealth Society Essay Competition**. This event is held annually, and is open to students attending local schools.

The local competition is organised by the Education Department, which then sends winning awards to London for participation in a Commonwealth-wide competition.

Winners given book prizes were:— Vera Pereboeff, Maryknoll Sisters' School; Ellen Huey Dip San, St. Paul's Coeducational College; Welchie Wai-Chee Sung, St. Paul's Coeducational College; Karen Ngai, St. Mary's Cannossian College; Carmen Lee, St. Paul's Secondary School; Diana Lai, Sacred Heart Cannossian College; Raifia Ebrahim, Sacred Heart Cannossian College; Helen Kwan, Sacred Heart Cannossian College and Barbara Braddel, Kowloon Junior School.

□ Expatriate executives who wish to keep in touch with Hong Kong and local affairs **after leaving the Colony** may consider joining the **Hong Kong Society**, in the UK.

This is the social side of the Hong Kong Association, and it was established in 1970.

Membership is now 350 and the Annual Subscription is £2. Periodic newsletters are sent to members who meet at least once a year in London for an Annual General Meeting but also, where the membership is large enough, in other places where area organisers have been appointed. Applications to join can be obtained from the Secretary, Hong Kong Association, 18 Diamond House, 37/38 Hatton Garden, London EC1N 8YL.

□ The Hong Kong Association is organising their main annual event—the **Dragon Boat Festival Dinner**—at the Savoy Hotel in London on 15th June, 1972.

The dinner will be attended by prominent people in the UK who are either former/present HK residents or friends of HK. Members who are in the UK at the time will be most welcome to attend the dinner on a subscription basis and the Chamber is prepared to make the necessary arrangements on their behalf.

□ The Victoria **Toastmasters Club** have invited Members to consider

**joining** their meetings, which are held every Tuesday at 5.45 p.m. at the Club Lusitano in Ice House Street.

The Toastmasters programme presents an opportunity for men to improve their **abilities in communication** and conducting meetings and to develop their leadership and executive potential.

Interested parties can contact the President, Mr. Moises Bernardo at H-484123 or just drop in at the Club Lusitano any Tuesday.

□ Members who **send staff for training in Britain** may be interested to know of the International House, a students' hostel in Woolwich, South East London.

The House has been in operation for over 7 years and provides a 'family' atmosphere for students from every corner of the world.

It is self-supporting and the students pay for their study/bedrooms or flats (for married students) at £5 to £6 per week, a charge that compares very favourably with the normal standard charges of about £10 a week.

Members who are interested should contact the Appeals Director, International House, Sandy Hill Road, Woolwich, London.

# The good business Lunch

**T**HE *Eagle's Nest* in the Hilton Hotel cannot by Hong Kong standards be called new. But we depart this month from our policy of looking solely at new restaurants partly because the *April in Paris* promotion started only this month and can therefore reasonably be called newish; and partly because in value for money terms the *Eagle's Nest* offers something special that, despite wide advertising, still seems to be relatively unknown among sections of the business community.

It is of course cheating to call April in Paris new. The Hilton, in co-operation with Air France, has staged a similar event for the last seven years, and those who already know the form at *Eagle's Nest* lunchtimes need read no further. For those who don't, the present April in Paris lasts until May 15th.

We felt nonetheless that it was perhaps time we wrote something for the drinking man, and for this category of luncher the *Eagle's Nest* offers what must be potentially the best deal in town.

The secret is simple but effective — all booze served at the *Eagle's Nest* lunches is for free. Before any refugee from Alcoholics Anonymous decides to take up permanent residence, let us however quickly add that the food is very definitely charged for — and you can't have your free grog without also toying with the set lunch. This costs — usually — \$25 with a ten per cent service charge, although for premiere openings this charge might go up. Equally, it has also been known to drop to \$20 on non-special occasions. *Bulletin* staff have been getting quietly stoned on this deal for well over a year. The merit of course is

that it is a reasonably economic way of entertaining thirsty guests. On each occasion we have made use of the facility in the company of a guest who lives locally, we have been amazed to find that he was unaware of the arrangement. And because we usually go accompanied only by those whom we imagine will feel a thirst coming on as soon as they step into the foyer, we believe that the inclusion of the *Eagle's Nest* in our series is well justified.

## National cuisines

For a large part of the year, the *Eagle's Nest* is used for promoting a particular type of national cuisine, usually in association with a national airline or other local suppliers of a national speciality. The Spring April in Paris fixture has now become well established, as has the *Ocktoberfest* in the Autumn, when German specialities are served. Other national cuisines that have been promoted in this way include those of the Philippines, Spain, Egypt and Britain.

In the evening, the menus presented are more costly than those at lunchtime, and drink is strictly according to the list price. But you are offered

cabaret by a national artist from the country whose cooking is featured.

Our concern, however, is with luncheon and this is definitely *prix fixe*. Over the course of our visits we have tested the Hilton's generosity with scientific objectivity and have not to be refused. The only occasion we have not been able to get our choice of cocktail or aperitif is because it has not been in stock. (French Trade Commissioner please note — it is difficult to get the Ricard brand of pastis at the *Eagle's Nest* — Pernod, yes, but not Ricard, and this seems unfair, especially during April in Paris.) (Perhaps if it were *April in Marseilles* . . .?)

## Drinkable

There are of course very reasonable limits to the Hilton's generosity. If you imagine you will be able to slurp your way steadily from vintage Bollinger through pre-Phylloxera clarets and finish up with a nice touch of the *trockenbeerenauslese*, we have news for you. The wine served with luncheon is as set as the menu. It will be a wine of the country, perfectly drinkable but not anything that will cause you to exclaim, 'I say, captain, may I make a note of this? It's rather good . . .'

You may, however, raise your hand in the wine waiter's direction as often as you want, and when you are no longer capable of this you may get an obliging soul at the next table to raise it for you. The management will, however, insist on

carrying you from the premises at 3 pm.

Likewise with liqueurs. We've never been turned down, and we have on occasion decided a Martell *Cordon Bleu* would be more acceptable than the lower priced *Remy Martin* or *Courvoisier*.

## Beer drinker

Eccentrics are also catered for. One guest decided — as was his habit — that he would prefer to maintain the price of *San Miguel* shares rather than to make use of the wine. Even his request that it should be a *warm* bottle — another of his peculiarities — was met without any problem. We've even known them provide a Coca Cola without adding a cent to the bill.

To turn to less serious matters, the food you will get with your drink will vary according to the menu of the day. Obviously, the Hilton is providing a set lunch, and a set lunch is what you will get. By these standards, it is by no means unacceptable. At the current April in Paris we had Cocktail d'avocat Bateliere (avocado pear with shrimps and oyster), Potage Saint Germain (pea soup with croutons), Cote de Porc en cocotte (casseroled pork chop), Fromages de France (including, among others, Roquefort, Camembert and Boursin), and Timbale de fraises Lavalliere (in which the fresh strawberries wriggled embarrassedly away from the ice cream *ordinaire*). Coffee and petit fours are thrown in at

no extra charge. As a small boy at the next table was heard to say, it was "better than hamburgers".

There are other attractions to the deal, since the policy is to include some form of entertainment. This can range from the TVB dancers to the present attraction, which is a fashion show arranged by Lanvin and Dynasty. As the *Bulletin's* women's editor was not present, we are unable to pass comment on the dresses. We did however enjoy looking at the birds supporting them.

### Females

Probably because of the fashion appeal, the clientele was largely female, and we have noted on previous occasions that this sometimes seems to be the case. This may possibly be a reason why the fame of the Eagle's Nest lunch has not really spread among Hong Kong's drinking community.

A fashion show is not somehow the right setting for really hard drinking. But for those who enjoy a quiet glass and a critical appraisal of form, whether on the catwalk or at the adjacent table, the combination seems ideal. In passing, it is worth remarking that the restaurant was full, so it is probably advisable to book in advance (tel. 233111 Extn 2501).

### Purple pagodas

Decor is changed to suit the occasion and nationality of the presentation. At present the Eagle's Nest is adorn-

ed with purple pagoda shapes hanging from the ceiling. They were meant, we gathered, to create the atmosphere of a Parisian street cafe. In view of the overblown resemblance to Hong Kong's traditional traffic control pagoda, we rather expected to see a purple policeman standing beneath them.

### La Belle Epoque

Purple is very much the theme colour of the decor. It even appears inside the match cover designed for the promotion, and the idea is to suggest what the Hilton calls *La Belle Epoque*, which, evidently, is Paris at the turn of the century. Coming in the midst of this, the replicas of the American eagle glowering aggressively from the salt and pepper containers seemed rather ill at ease — the name of the restaurant notwithstanding.

And then — if you are fortunate enough to get a window table — there is one of the best views in Hong Kong. To the east are carparks populated with colourful toy motor cars, and a fascinating corkscrew of flyovers stretching down to Causeway Bay. To the north there is the harbour with toy ships, and the mountains rising behind Kowloon. To the west one's view is blocked by a large sign which says 'The Mandarin'.

# Annual General Meeting 1972

## —election of chairman

**T**HE Chamber's Annual General Meeting of Members was held in the Grand Ballroom of the Hilton Hotel, commencing at 5.30 p.m. on Monday, 27th March, 1972. One hundred and twenty-two Members attended.

Following the AGM, a meeting of the General Committee was held at which Mr. P. G. Williams was elected Chairman, and Mr. H. P. Foxon was elected Vice-Chairman.

The Chairman, the Hon. G.M.B. Salmon, moved the adoption of the Report of the Committee and Chamber's Accounts for the year ended 31st January, 1972. Mr. Salmon said:—

The Report and Accounts for the year ended 31st December, 1971 have been in your hands over the weekend, and with your permission I will take them as read.

### People

Before commenting on them, I would like to talk about people. Firstly, I am sure I can speak for all members of the Chamber in offering our sincere congratulations to my colleagues on the General Committee and Council who have been honoured by HM the Queen since our last meeting — Sir Douglas Clague, Sir Sidney Gordon and Sir Y.K. Kan, having become Knights Bachelor and Messrs. John Browne and K.S. Lo being appointed Officers of the Order of the British Empire.

Leaving Hong Kong shortly is Mr. J. A. H. Saunders who has served on the General Committee for 10 years. May I on your behalf thank him not

only for his advice and counsel on Chamber affairs, but his immense contribution to the economic well-being of the business community, and indeed Hong Kong as a whole. He will be greatly missed, and he has our warm wishes for the future.

Also leaving the General Committee after 12 years of service is Mr. Fung Hon-chu. He too has made a valuable contribution to the Chamber, having also been Chairman of the Certification Committee for some years, and I would also like to record our sincere thanks to him for all he has done.

Finally, I would like to thank Mr. A. G. S. McCallum of Butterfield and Swire who since 1964 has been Chairman of the Shipping Committee — I may say, our most active Committee over the years until our recent reorganisation — and who has recently been transferred to Japan. He has given valuable service to the shipping Members of the Chamber, and to the shipping industry generally.

It had been my hope that at the end of my second year of office I would be able to hand over to my successor a membership list of more than 2000 firms. We were, in fact, during November well over the 2000 mark but I fear there were some weaker brethren among them who resigned or otherwise ceased to be Members for the current year. Nevertheless, membership has risen by 14 per cent in the past two years and this seems to be an indication that our efforts to make the Chamber an active and worthwhile organisation from the



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point of view of the subscribing Members have been meeting with some measure of success.

The development of the Chamber's committee structure which I forecast at last year's meeting was carried out and the new committees have been stirring things up to no mean effect.

The Chamber Council has met quarterly and, with briefing from the Home Affairs, the Industrial Affairs and other main committees of the Chamber, has examined a variety of subjects such as transportation, pollution, and technical education. After each meeting, we have forwarded views and recommendations to the Colonial Secretary and while we have no direct indication of any positive reaction, I have reason to believe our submissions do receive consideration in Government's policy-making.

It is becoming increasingly clear that of the subjects the Chamber Council has considered the question of pollution, ecology, the environment — call it what you will — is that which could most quickly reach major crisis proportions. Transportation and technical education are problems that can be solved by provision. Preservation of the environment has to start by prevention. Prevention of pollution may be achieved by legislation, inducement and education, and a co-ordinated programme of these is daily becoming a more urgent requirement.

The reorganisation of the Chamber's International Trade Department and the establishment of area sections has

been a major task and I would like to place on record our appreciation of all the hard work put in by the Chairmen and members of the area section committees. Without their guidance and help, the members of the Departmental staff could not have gone half as far as they clearly have in making area sections really useful to our Members, and I hope still more will be done.

### Deficit

The accounts show, for the first time for several years, a deficit. This had been anticipated by your Committee when it was decided to carry through the expansion of the Chamber's activities. But what could not have been known at that time was the combined effect which the US longshoremen's strike and the introduction of the EEC's Generalised Preferences Scheme would have on our revenue from certification fees.

In the latter, the requirement of the EEC Commission is that in order to qualify for admission at preferential rates under their tariff quota scheme, goods must be covered by a certificate of origin signed by a government authority, and not Chambers of Commerce, in the beneficiary country. As the allocation of quota is made only after arrival of the goods, it follows that all shipments, irrespective of whether they have a chance of entry at preferential rates or not, are covered by government certificates.

Extension of such rulings to all schemes under the UNCTAD agree-

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ment in Generalised Preferences could have a very serious effect on our future financial position, but I am glad to report that when approached on the subject recently, the Hon Financial Secretary, Mr Haddon-Cave, showed a ready appreciation of the situation and is investigating ways and means of ensuring that the non-government certification authorities are not too adversely affected.

## Slide presentation

On the expenditure side, we have been faced with the inevitable increase in office charges and staff salaries. But I would like to make mention of one particular item of expense, which is the slide presentation so ably produced by Mr Garlick, our P R Manager. It is good now and with a little revision and touching up will be very good indeed, and it will I am sure be a most useful and effective means of briefing visitors about Hong Kong, and good PR for Hong Kong itself.

The eventual deficit for the year of some \$375,000 is well covered by the reserves the Chamber had built up over recent years, but of course results in a reduction of the General Reserve in the Balance Sheet. Your Committee foresees the possibility of a further deficit — on a smaller scale — in 1972, but considers that this can be faced without undue concern whilst we see the results of a full year of the reorganised Chamber. Naturally, a careful watch is being maintained on expenditure, and there is no extravagance.

In my view, the Chamber is now set up in the best possible way to fulfil its tasks, at the head of which I place our complementary role to the TDC in the promotion of business. Our effectiveness and success now rests not only on Chairmen and Committees, but also on the initiative of the staff and indeed the membership as a whole, many more members now being directly involved in Chamber affairs.

## Personal contact

As mentioned in the Report, the executive staff and I myself have made personal contact with a number of Chambers of Commerce in different parts of the world, and some of these are good and active and we must keep up a close communication with them, and some are not so good and can be almost ignored. But I still think that Chambers of Commerce generally could and should be more effective worldwide in the promotion of business and the exchange of trade enquiries, this being something I have said time and again to the countless trade missions and groups that we have received over the last two years, and is something I may have a chance to speak on at the Commonwealth Chambers of Commerce Meeting to be held in London early in June. If any Members could make themselves available to form a reasonable Hong Kong delegation for this meeting, we should be grateful. It only remains for me to say that it has been an honour to have been Chairman of the Chamber for the past two busy years, and I thank

most sincerely all those on the General Committee and Council, the Chairman and members of other Committees, and all in the Chamber's hardworking staff for their help and support.

I now propose that the Report of the Committee and the Accounts of the Chamber for the year ended 31st December, 1971 as presented, be adopted. After this has been duly seconded I will be glad to answer to the best of my ability any questions Members may have.

Mr L. J. van Hellenberg Hubar, seconding the Proposal for the Adoption of the Report and Accounts, said:—

It is a great pleasure for me to second the adoption of the report and the accounts for the year 1971.

If I may I'd like to avail myself of the opportunity to make a few remarks of my own:

I welcome the reorganisation of the International Trade Department and the establishment of area sections with specialist staff servicing them. I also welcome the setting-up of the Chamber Council to consider Colony affairs in the wider sense.

As to the deficit over the past year of \$375,000, I think we have to watch this very carefully. Deficits cannot go on forever, but after a full year's working of the reorganised Chamber, we must analyse our costs and consider ways and means to come to a balanced budget.

As a member of the Dutch community, I am very happy that after

many years on the waiting list our national carrier KLM obtained traffic rights in Hong Kong, and I understand this achievement is partly due to the support of this Chamber. I am sure that I speak on behalf of all the Members if I say here a few words of thanks to our Chairman, Mr Salmon, and the members of General and other Chamber Committees, for all that they have done for the Members and for the promotion of Hong Kong trade in general during the past years.

Mr. Chairman, Ladies and Gentlemen, thank you very much for your kind attention.

Following this, a vote was taken and the proposal was passed unanimously. Other business transacted at the Meeting included a decision to maintain the annual subscription for the year beginning 1st January 1973 at \$600 per member company; the re-election of Messrs. Peat, Marwick, Mitchell & Co. as auditors at an annual fee of \$2,000; and the election of Messrs. G. D. Sayer of the Hongkong and Shanghai Banking Corporation and Henry Fung of Wah Hing Company Limited to the General Committee, in places vacated by Messrs. J. A. H. Saunders and H. C. Fung, who retired from the Committee.

The Hon. Sir Douglas Clague proposed a vote of thanks to the Chairman for his services during recent years, which was carried by acclamation.

九七一年三月香港生產力中心曾舉行兩天的研討會，題目為「貨箱運輸在香港」。同年十一月生產力促進中心與香港政府聯合舉辦為期五天的「貨箱化運輸」各項問題討論會，參加國家有印尼，日本，韓國，星加坡，台灣及香港。會議結束時，一致認為以後需要繼續互相交換消息，因此議決在亞洲生產力組織下成立亞洲貨箱協會。在本文撰稿時，亞洲生產力組織正與會員國接觸，徵詢會員關於協會應如何成立及如何發揮其作用。

亞洲生產力組織採取這項值得恭維的行動並不是偶然的。因為貨箱化運輸所帶來的影響是如此重大，所以並不是一個組織可以審查貨箱化所帶來的問題和尋求解決辦法。商業，工業以及工會的組織都受影響，而他們都要担任重要的角色。在商會而言，不但要注意貨箱化運輸在商業方面的影響，亦要顧及社會，城市計劃，及其他方面。

國際商會公認為調解由貨箱化運輸引起各種利益衝突最適當機構。簡化國際貿易程序英國委員會在一九七〇年報告特別指出：「國際商會為一公開而非政府組織，因此可以作為詳細討論好些由近年來運輸技術方面迅速發展而引致的問題。並可以對各行業的諮詢作有價值的工作。由於國際商會本身的地位是一流的，國際商會的組織在這迅速轉變期內能夠容納各界人士參加會議實在是一種有利的特質。正如其他聯邦的組織一樣，要國際商會成為一有效組織是有賴其成員起作用。因此亞洲及起東事務區一定要有帶着而來的文件處理問題。」

各商會正被迫積極與船公會，付貨人協會，貨箱營運人，外匯銀行公會，水險燕梳公會，政府部門等在磋商。目前香港的情形正是如此。例如一個新近成立的貨箱營運人委員會最近在本商會內成立。這個會的目的是準備在本會內給貨箱營運人與政府談判關於陸上運輸問題。該委員會將與政府交通事務處，工務局，填土廳，警務處，海事處等

商談。

本會秘書處長久以來覺得如果本商會要在全程運輸這個時代裏扮演適當角色的話，單是這個貨箱營運人委員會是不足夠的，我們的執行董事已提議成立一個全程運輸委員會，包括空運，貨箱碼頭經營者，出入口商，銀行及保險。在本會的督導下，該委員會的目的是各商界人士知道貨箱運輸及其他運輸方法的目的。這將會是一個持久性的教育工作包括國際性及地區性的研究工作。商會方面將會舉辦香港、地區性甚或國際性的會議。如果這個直達運輸委員會成立的話，我們希望在一九七二年中由本會會同國際貿易委員會，船務委員會舉辦關於直達運輸的會議。

我們以為一個商會的主要任務是將國際法律家所用的術語，在日工的商業上應用。我們一定要清楚地指出新國際法例對關稅，陸路運輸，貨箱的標準化，聯合運輸，安全變換形式運輸，鑑定和標記等的含意。我們一定要指出聯合運輸提單在付貨人與營運人，及付貨人與收貨人之間的合約方面效力問題。TCM所議定之要點已包括在英國海外貨箱航運有限公司所行走歐洲澳洲航綫聯合運輸提單內。將來來往香港的貨箱運輸其提單亦會與現時使用的聯合提單相同。該提單的條文將包括海陸聯運，或兩港口間的貨運。但該新提單已引起我們會員中那些付貨人提出許多問題。我們需要看實行起來是否行得通，和是否需要有所改良？一九七二年將舉行的國際貨箱運輸會議對這些問題將有所決定。

本商會其中一個銀行業的會員對英國海外航運公司的提單關於貨箱營運人有權擇貨箱放置問題表示不滿。該條文謂貨物裝在貨箱內後，貨箱營運人有權不事先通知付貨人而將貨箱放在船面。銀行將繼續堅持航運公司應指明貨箱放置處以便協助銀行決是否兌現該提單。如果提單沒有指明貨箱放置處，銀行為保持其利益起見，在放賬與出口商時

(轉第28頁)

# 本會將舉辦 直達運輸座談

本會之「直達運輸」委員會之主要目的為向會員提供有關貨箱化運輸及其他直達運輸系統之意見。該委員之成員包括本港商界、付貨人、輪船公司、碼頭經營工作者、保險界、銀行及法律界之代表。

本年八月在葵涌碼頭正式啓用前，該委員會將舉辦一座談會，研討本港目下在此方面之情況，以便對出口廠商們有所建議，以增裨益。

本會亦已函寄表格予各會員填寫對「直達運輸」制度之各項疑難問題，以便予以收集於座談會中討論。填備完峻之表格，請擲回本會秘書處查收為盼。

## (續) 漫談「貨箱化運輸」

指定購買「船面」貨水險。這問題或將在聯合國國際貨箱運輸會議提出討論。

有些本身為付貨人的會員曾就貨箱放在船面而引起的保險問題，請求本會加以調查。保險界人士對此疑問尚未有作明確答覆，也許很多時這一切皆視環境而定。

諸如此類的問題是會發生的，而商會對他們的會員應該有所指示。

本文的目的是建議我們本區的商會成員應對「直達運輸」這項新發展負起領導評議。一個實際的做法是令我們的執行秘書熟知我們各地的發展，以便將所有消息集中和分發給我們。為了運輸的發展及我們國際性着想，因為一個地區的發展是影響到其他地區的。

## ◀ 短 訊 ▶

△ 本會主席韋彼德先生及副主席霍沛德先生均出任本會於香港貿易發展局之代表。

△ 阮文先生現已替代烈特先生出任本會船務委員會代表。

△ 於一九六八年，香港貿易發展局會聯同工商處之工業發展組合印完備一部名為「在香港投資」之冊子。此一刊物目的本有興在港投資之人仕解釋香港為一工業中心之優點。此一冊子現已重新編定以合時宜。會員可逕向工商處索取此冊子。

△ 本年十月間，英國將在本港舉行一盛大之英國工業展覽會。該工展將借用灣仔佔地三萬餘方尺之場地。展覽日期為十二月十三日至三十一日。屆時將展出英國製造之紡織機器，工具機、電力及工程設備及營造建築機械等。

△ 本年一月初，本會曾宣佈有關會員「商業集體旅行團」往英國之事宜，目前已有多位會員示意參加。現仍有空額數個，請有興趣之會員從速報名。參加此一旅行團之會員將享有特價優待之飛機票。

△ 第十屆之「攜手邁進」海外入口貿易會將於八月二十四日至二十九日在西德之柏林舉行。香港商界自一九六八年起便列席參展。本會是次亦如去年一樣，應邀負責貿易會聯絡工作。對此有興趣之會員，請逕與本會接洽。去屆參展者共有來自五十二個國家之五百多間公司，香港為參展者之一，其他國家包括非洲、南美洲及中東等地。本屆之貿易會，日本、台灣、馬來西亞、泰國、菲律賓及印尼等之各重要商家及廠家均答允參展。



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