



The Bulletin

The Hong Kōng General Chamber of Commerce



...an American
declaration of
economic war
on all of our
trading partners.



Henry Ford II – see page 5

PS: In case Mr. Ford doesn't appeal to you,
the funnies this year are on pages 14
and 15

Merry Christmas!

中國之「染污問題」

本「會訊」以前曾指出香港的污染問題雖然嚴重但仍然是有限度的，因為這並兒沒有任何重工業。另一方面，垃圾、廢物、汽排出的廢汽都是造成污染的主因。清潔香港運動現已進入積極的第二個月，雖然結果還未可估計，但說香港比已前清潔則決不是言之過早。本「會訊」日後對該運動將有所發表。

中國亦關心污染這問題。與香港不同的是中國的污染問題由重工業所引致。中國的環境學家其焦慮程度幸未如西方的主要工業國家或日本——由於中國工業化的階段還未能和他們相比，及沒有大量汽車排出廢汽的存在。但中國正積極採取行動，設法使污染不會達到西方國家所面臨的嚴重情形。中國對解決工業的具體計劃與其他國家的計劃有些不同，也許我們有可以借鏡的地方。以下譯述威廉克利一文，關於中國自創的一法，怎樣將工業廢物多方面利用。

據悉，在中國江門市之江門甘蔗化學物品廠之李容常先生，常致力避免污染事情之發生。李氏稱：「假若從廠房製造過程中所產生之廢物流進河裏，這定對魚類及人類之健康有損。我們的工廠不但祇為人們製造產品，同時，我們亦對彼等之健康極為關注。

李氏所說正可代表了中國目下人士一般之見地。到訪中國之西方遊客明顯地注意到中國人如何顧慮污染這問題，及努力着手處理此困難。處理之方法為彼等所特有，而亦頗為奏效。

該廠出席最近於廣州舉行之中國出口商品交易會之化學工業代表團之團員——廖銘柱先生謂：「中國政府對污染此問題甚為關注。因此，每當我們計劃建設一間工廠時，有關當局首先着手研究的就是人民的福利事宜。」

中國處理「污染」之一項方法，就是把廢物儘量利用，使之成為有用之物品。例如在李氏工作之江門甘蔗製造工廠內，彼等之出品包羅萬有，如：酒精、士敏土、乾冰、以至荷爾蒙等——全部均從製造沙糖之過程時所附加製成的。而蔗渣又可用作製造紙張。而在製造紙張時，又可在熔爐中產生了生鋼鐵。

中國一如西方之環境學家們同樣關注污染此事，可幸中國之污染問題尚未達到一如美國國內污染之岌岌可危地步。事實上，據廖氏稱，西方遊客常稱讚中國之空氣清新哩！中國之空氣確屬清新，因為該處之化學及煉油等工業並未全部發展。另外一因素就是由於中國之政策就是使工業在鄉間發展，而並非聚集於市區地帶。

但污染這問題仍是存在的。假若你站立在廣州市那已有一千四百多年歷史之六榕寺上，你可見到濃烟從工廠之烟筒露溢，罩蓋着低層之樓宇。到訪上海之西方人士也知道該處烟霧迷漫。換言之，中國之污染問題是屬於工業性的，但可幸地，並未達到嚴重階段。

出席秋季廣州交易會人士很容易察覺到中國人們對此方面之關心程度。正如一位美國人士稱：「他們常把污染此事作話題及不斷地談論着。」該位美國人甚而以為中國希望向美國購買控制污染之技術。

卜內門（澳洲）公司於交易會內，曾推銷一處理廢物之系統。據該公司一職員謂：「當我們在談論時，他們派遣一位高級人員在聆聽。」

但中國把彼等對西方控制污染之技術之興趣儘量不大事宣傳。例如廖氏先前說他們之化學代表團並無進行此方面任何交易，但他隨後說：「假若美國人願意把他們的污染控制產品介紹給我們，我們是十分樂意接受彼等之建議。」

目前而言，中國仍是採用自己之方法處

理污染此問題。其原因就是「污染」與「政治」被混在一起。一傳說謂中國被貶之前任主席劉少奇會着重外來之污染控制方法及器具，而結果，廢物仍是堆積起來。而於現任主席毛澤東執權後，情形又迥然不同，他的訓令就是：依照人們的需要及健康而生產。

把「政治」擱下不談，從一些工廠之情形看來，中國果然能用自己之方法改善「污染」比問題。在交易會內陳列着如何使廢物利用之避免污染。

出口商品交易會中一陳列項目示範一上海一鋼鐵廠如從鋼渣中得到有用之泥土。據一中國技師謂：在上海西北之煤礦，煤屑通常是被傾進附近河內，但現在却堆積起來，而又可堆成煤塊。又例如在湖南省，人們把從煉製鋼鐵時產生之烟聚積起來，經水之濾隔後，實體之部份又可得回了。

在交易會會場內又可見到「征服污染」之標語，如：「與硫酸敵戰」，或「把廢物化成財富，使有害者成有利」等等，可見於會場一幅有關中國東北藥品廠之圖片之上。該工廠出產五十一類產品，但却從生產過程所得之廢物中，得到一百三十二種副產品，其中一些為肥田料及化學物品等。

但誠然地，中國並不單純為解決污染此問題而將廢物利用，因此種技術可使國家之資充份地使用。而中國又擁有龐大之人力，足以作任何巨大計劃之實行。

江門市位於廣州西南約六十五英里，那兒的甘蔗化學廠製造物品之繁多非別處可媲美者。該處人口約十三萬，在近郊處又有三萬多農民聚居。該處工廠總數約一百間，彼等可向甘蔗化學工廠學習控制污染之方法。到訪該處人士首先可注意到該處濃烟從工廠之頂蓋冒出，工廠之產品包括化學物品、紙張、肥皂、火柴、玻璃及小船等。

我們應注意的就是中國特地把甘蔗廠挑選作外來遊客參觀之所。明顯地，就是他們

用作表演如何解決污染此問題之地方。但無論如何，這正好顯示出一國之工業如何着手處理其切身之問題。

該工廠共僱有三千五百名工人，其中五份之四居住在紅磚建成如學校宿舍般的建築物。在附近樹影婆娑愛侶正漫步閒遊。附近停泊着一輛一九三七年淺綠色之水銀牌汽車，據工廠工人稱，雖然該輛汽車需要修理，但仍可行駛用。從宿舍窗門向內望，可見懸着毛主席之照像。惟一使這宿舍有別於學校之宿舍者，就是宿舍附近飼養着一羣母雞。

該甘蔗工廠設於一河岸邊，外有竹織籬笆圍繞着，並由磚瓦及三合土建成。四週滿目皆是樹木，而工廠廠地亦滿種五穀，盆栽等植物可見於廠內四週材料堆積處。據悉：樹木使人們得到優美之環境。

該廠之主要產品是把從附近田野收割回來之甘蔗製煉砂糖，並把渣滓用來製造紙張。但多年以來，產品之製造種類加增了不少——而廢物也就減少了。例如：在製煉砂糖時所產生之汁液可用作成酒精，而在這過程中所得之碳氣又可煉成乾冰，而剩餘者又可作動物飼料等。

再者，糖內之酸性含量可用作製造士敏土，而煤渣又可製成磚塊。

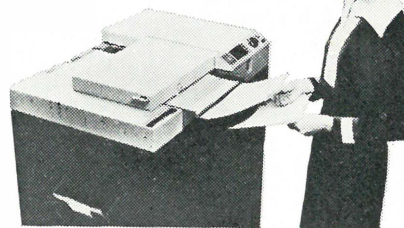
但當然，該等利用廢物而製作品之方法於精於計算成本之西方國家而言，並不會受到注視及考慮。例如：在製造紙張時要用硫酸鎂等，而工人們便從一鎂礦提取所需之鎂體。

該廠上下工作人員均認為彼等亦有更爲努力之餘地，因為他們目下只能從烟內收集到百分之六十之廢物染污體。

但彼等却滿具信心。

工廠一人員謂：「我們認為這問題是永無終止的。從廢物中，我們提煉出新的製品；而從新產品中，我們又學懂了新方法，製造別些新產品。」

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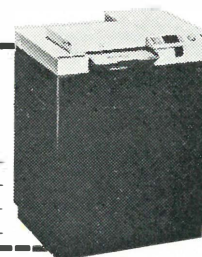
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The Hartke Burke Issue

IT would be catastrophic for Europe and the world as well as the United States. It would amount to an American declaration of economic war on all of our trading partners. It would destroy the whole fabric of international trade and investment. It would eliminate the multi-national corporation as an effective contributor to economic growth in the developing nations as well as in the developed nations.

Strong words. They are not *The Bulletin's*. They come from no less than Henry Ford II, world wide boss of the Ford Motor Company. And the subject Mr. Ford was referring to? The Hartke/Burke Bill.

The what? many Chamber members may ask. Although some of the likely effects of the Hartke/Burke Bill have been publicised locally, it has not received much attention in Hong Kong.

This is understandable, since it is a particularly complex manifestation of the US political machine, which outsiders may find difficult to understand or appreciate. But it has significance for Hong Kong — not so much for what it is, but for what it represents.

The Hartke/Burke Bill is a proposed piece of legislation at present before the Ways and Means Committee of the House of Representatives, and the Finance Committee of the Senate, of the US Congress. It derives its name from the Congressmen sponsoring it, Representative James Burke and Senator Vance Hartke (pronounced, we believe, Hart-key). Perhaps more importantly, it has the active support of one of the most powerful political pressure blocs in the world — the US labour organisations.

Hartke/Burke is a piece of legislation covering a wide field. Many of

its provisions are bound up with domestic issues such as tax reform, which are difficult for the non-American to understand. It is not our intention to try to summarise the Bill, provision by provision, but to single out some points that have implications for Hong Kong. These affect two areas — our exports to the USA and US investment in Hong Kong.

Potentially crippling

Put in the type of language used by Henry Ford II, the Bill, if it became law, would cut our exports to the USA possibly by one-third, and it could virtually cripple existing US investment in Hong Kong and eliminate the possibility of future investment here.

This puts the effects of the Bill dramatically but not unrealistically. Concerning imports, the Bill's intention is to limit annual imports into the USA to the same percentage on a country-by-country and item-by-item basis as applied during a base period between 1965 to 1969. The value of Hong Kong exports to the USA in 1969 (the latest year of the base period) was HK\$4,428 million (it was less than half this in 1965). Last year it was \$5,708 million, and already the figure for the first nine months of this year is running ahead of the equivalent



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period in 1971, despite the stringent textile quotas.

Hartke/Burke applies to all imports and it could, on US Department of Commerce estimates, reduce imports overall to more than 25 per cent below the 1971 level. In particular, imports from Japan could be reduced by over one-third and imports from Common Market countries by over one-quarter. As a large exporter to the USA — relative to our size — it is possible that the effects on Hong Kong's trade would be similar to the effects on Japan's.

Small consolation

The only ray of hope — and it is very much the consolation of a man who loses a \$100 bill and finds a \$10 bill — is that goods already under quota or voluntary agreement, such as textiles, would not be affected.

While import restrictions are perhaps the most immediate potential outcome of the Bill for Hong Kong, its secondary provisions would put at a serious disadvantage US companies that have already invested in Hong Kong or may consider doing so in the future.

The provisions that would have this effect are strictly speaking technicalities concerning taxation exemptions, that may not readily be understood except by US businessmen. Nonetheless, their implications are clear — it would no longer be profitable (or be only marginally profitable) for US companies to operate in Hong Kong.

As far as the Colony is concerned this could lead to some loss of jobs. But this is not the major consideration

since the loss would not be overwhelming and, as long as the economy overall held up, those affected could probably find alternative employment without too much difficulty. What could harm Hong Kong at this stage of its development would be the withdrawal of US technology and know-how, and the obvious ready-made connection a US company has with its parent in the States, and through this access to the US market.

So much for the bad news; is there any good news? Firstly, it is doubtful if the Hartke/Burke Bill will ever become law in its present form. A hearing for the Bill was deliberately postponed during 1972 in order to avoid its becoming too much of an election issue. It could however get a hearing some time during 1973, but since the Administration and a considerable section of American opinion is against the Bill there is no guarantee that it would get through Congress.

Symbolic

This does not however mean that Hong Kong may smugly sit back and forget Hartke/Burke. In a sense, the importance of the Bill is symbolic rather than legislative.

Several pieces of legislation are already pending which echo the sentiments of Hartke/Burke to a greater or lesser extent. Some of these — such as the so called Ribicoff Bill — are more concerned with the purely domestic aspects of the issues involved, and seek largely domestic solutions for them.

But supporters of Hartke/Burke —



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and that principally means the powerful American Federation of Labour — Congress of Industrial Organisations (AFL-CIO) — say that the alternative to Hartke/Burke is not more moderate but more extreme legislation.

Hartke/Burke, as they see it, is already moderate in its demands. It does not prohibit imports, they point out, it merely controls them to a level they believe the domestic market can accept. Again, it does not vitally hamper big business, but merely eliminates some of the tax concessions that have encouraged them to expand outside rather than within the USA.

'Burke/Hartke doesn't put up walls, but rather says to foreigners "you may advance as our industry improves."' But the emotionalism of this issue is so great it'd be very easy to launch a Buy American Programme and really put up walls,' is how one Union leader sees the perspective.

The real problem

What exactly are the issues? Put simply — American jobs, or, as labour would say, lack of them. But simple summing up distorts the realities of the situation. Firstly, it would be misleading to see Hartke/Burke as yet another instance of the type of problem Hong Kong encountered over textile quotas last year.

Hartke/Burke goes further. It is concerned not with the problems of an industry, but with the problems of US labour as a whole. Unemployment during the past year or so has been high in the USA. The belief has gained ground that American jobs are being lost because (a) imports have a

price advantage over domestic products which leads to loss of sales and eventually factory redundancy, and (b) US companies that expand outside the USA do so at the expense of expansion within the USA.

Ifs and Buts

Are either of these beliefs meaningful? Facts have been marshalled by those with a vested interest in opposing Hartke/Burke to disprove the two assertions. Yet both propositions are somewhat abstract and it is difficult to see how they could be either proved or disproved to the satisfaction of a truly disinterested observer.

For instance, any case of redundancy in a factory or outright closure of that factory will come about as the result of a complex of reasons. Imports may be one factor among these, but it would be hard to prove that it is the major factor, or indeed is even a significant factor at all. There must always be so many 'ifs' and 'buts' in any case of this nature that it is difficult to see where the truth lies.

Equally, it is a manifest distortion of logic to assume that because a company operates overseas this in itself prevents it from expanding equally at home. The so-called 'multinational' companies, such as that headed by Henry Ford II, have argued precisely the opposite case. They maintain, and substantiate their arguments with figures, that the successful multinational company expands at home and overseas, and that a factor in its domestic expansion is its success

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overseas. Without the latter the former may never have taken place, they say.

The question of the big companies' overseas operations has been linked with a growing demand for 'tax reform'. It is difficult for the non-American to appreciate exactly what this means, but, as with the jobs issue, it is a subject that brings forth broad emotional responses. Almost everyone is in favour of 'reform'. But where does 'reform' cease to be 'reform' and become mere change?

The overall result has been a general squaring-off of pressure groups with labour enthusiastically pressing the case for Hartke/Burke, and big business being against it. And this of course adds yet another dimension to the picture since this represents in part the traditional line up of the supporters of the Democratic and Republican parties respectively.

Chambers say No

The Chamber of Commerce of the USA is against Hartke/Burke. And so is the Amcham in Hong Kong. Much of the literature produced by the opposition is however concerned with the tax angle, and businessmen such as Henry Ford seem mainly concerned to preserve the ability of US companies to operate on an international scale. The specific issue of imports only seems to become important because of the fear of reprisal against US exports by powerful importing nations such as Canada, Japan and some European countries. The American Importers Association has

however weighed in with arguments specifically in favour of maintaining a reasonable volume of imports. They point out that they help the consumer by keeping down prices; both in themselves, and by limiting the ability of domestic industry to exploit a non-competitive market. "Feather bedding" of domestic industry, it is thought, would inevitably lead to price increases, and a severe inflationary spiral.

Basically, Hartke/Burke is of concern to Hong Kong because it is one more manifestation of a growing trend towards protectionism on the part of labour in many developed countries. It is dangerous precisely because it is being fought on emotional and political grounds, rather than on logical grounds. *The Bulletin* comes back to a quotation it has used many times in the recent past, but makes no apology for repeating, since it was probably *the* quotation of 1972 from any visitor to the Chamber. It was made by an American, Professor John Lindauer, and it goes:-

'It is necessary for someone to head off the direct import restrictions, to inform the American public and politicians of the overall insignificance of imports. They really think they are quite large. Such information has not been provided and this annoys me since Hong Kong, if no one else, has a vested interest in the American public's knowing the economic facts of life regarding imports — that they do not take American jobs and are not very important to the American economy.'

Another Sell

SALESMANSHIP was the topic of the leading article in the last issue of the Bulletin. In the article, the Chamber emphasised the importance of selling for Hong Kong and the need for sales education. The article did not, however, go into a discussion of the type of person that is best suited to be a salesman. A report from sales-oriented America gives a description of the characteristics that an ideal salesman should possess:—

How do you pick a good salesman in a horde of applicants?

A 10-point test for picking potential high-fliers was recently worked up by R. G. Povey, marketing vice-president of Sperry Rand in America.

Here they are:

A salesman should be hungry for recognition and success, Povey told Nation's Business magazine. Hungry but not so greedy he'll help himself at the expense of the company.

He should have initiative, as shown by his outside activities, his spare-time amusements, his participation in community activities.

He should have imagination. The quickest way to see if he has it is to ask what his goals are for five to 10 years from now. And how is he planning to reach them? No goals, no plotted path, equals no imagination.

The good salesman is a team worker, doesn't blame the company when he makes a mistake himself.

The prospect should have been a good student — but not too good.

Phi Beta Kappa, the highest American honour a student can receive doesn't usually make a good salesman. He's apt to be condescending, even unconsciously, towards selling. Buyers feel this.

But he should be a college graduate, as a general rule, if he had to drop out of school for financial reasons, the extra experience may have made up for the lack of scholarship. But a drop-out from more than two schools — look out. He's a drifter.

A good salesman quite likely worked part-time while in school. Give a big plus for this. "Beware of the guy who has never had to apply himself."

He should come from a family in modest circumstances. Such a prospect knows he can't call on his family for help. He has to make good on his own.

Look for a man who is married and has one child — single men may be all right, but the married man with a family has stronger motivation. I can't walk out when the going gets a little rough.

A good salesman should have held other, non-selling jobs. That gives him an insight into sales resistance and the problems of the man who doesn't want to buy.

Lastly, he should be a self-starter. Ask him how he'd go about selling your line. If he's studied it before the interview, he will already have some ideas if he is going to be any good to you.

Briefing

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

□ A joint Committee has been set up by the Federation of Hong Kong Industries and the Chinese Manufacturers' Association to study the question of an increase in fire insurance premiums. **Mr. Cha Chi Ming**, a member of the Chamber's Industrial Affairs Committee will represent the Chamber on the joint Committee.

□ The Chamber's next series of **Chinese Language Examinations** will be held at the Chamber offices, 9th Floor, Union House, on January 21 and 22. The Mandarin examination will take place on the afternoon of January 21 while the Cantonese examination will be held on Saturday morning, January 22. An examination fee of \$50 will be charged. Details of the syllabus and conditions for these examinations are available from the Chamber. The person to contact is Miss Ellen Chan (5-237177, Ext. 31).

□ Members are reminded that the International Trade Department is always on hand **to assist Members in the preparation of overseas visits.** Letters of introduction to overseas Chambers of Commerce which in turn lead to business contacts arranged by these Chambers, information and statistics on the region or country are available on request. Businessmen's travel groups are also arranged by the Department. A number of these have been most successful and plans for 1973 are already being discussed.

□ Members may be interested to know of a **display of Chinese — organic textiles and silks**, in the Chamber

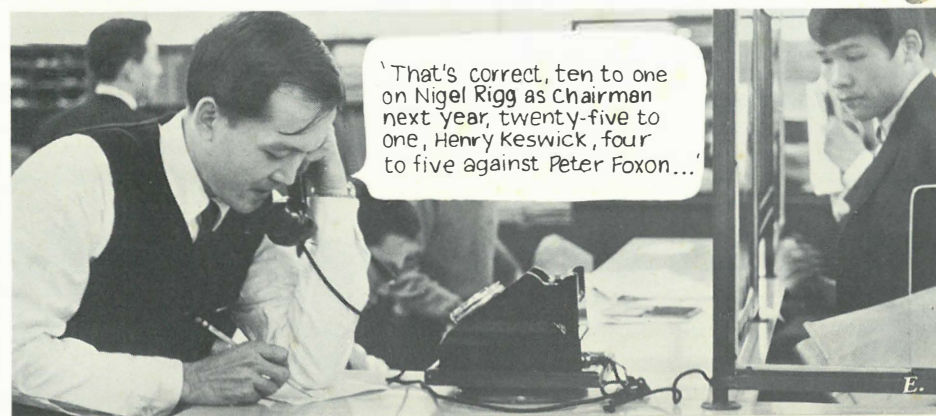
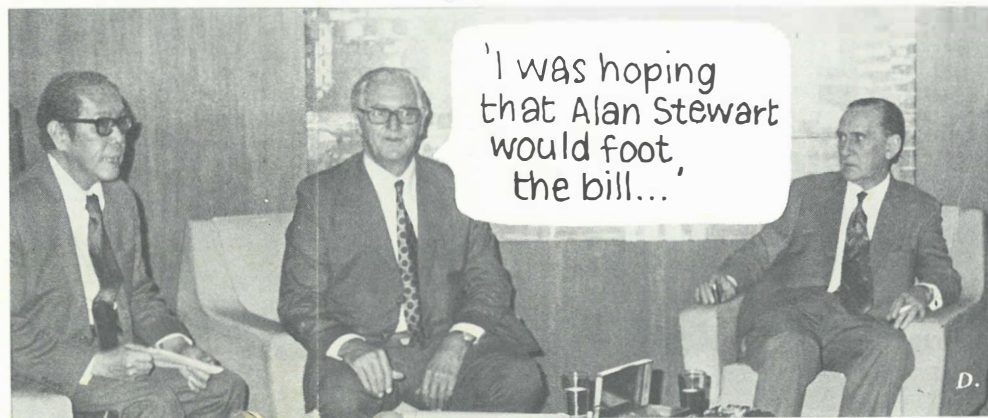
library. These samples were brought back by Mr. S. L. Chung, Manager of the International Trade Department, during a recent visit to the Chinese Export Commodities Fair in Kwangchow. They represent the up-and-coming look for textiles now being manufactured in China. They show that textiles and silk are coming out in new designs and patterns as well as in a variety of colours. Some 390 sample cuttings of various quality i.e. pure cotton, polyester/cotton, silk, rayon, and silk/rayon are now on display and Members may at any time during business hours inspect them.

□ **Mr. Y. Nishikawa**, Manager of the Japan Trade Centre was guest speaker at a talk organised by the Japan, Taiwan and Korea Area Committee on November 28. Mr. Nishikawa spoke on the role of the Japan Trade Centre and made observations on the Japanese market.

□ The TDC has recently sent The Bulletin a **fashion report from New York and Paris.** In New York the look of the Year is the Shirt-tent dresses, blousons, chemises and even as a jacket. There's the cowboy shirt and a bareback halter shirt. The suit is also making a comeback. In Paris, for the Ready-To-Wear Spring Show, there is the Peasant Look, the Tennis Look, even the Decadent Look. The report goes on to talk about the 'Zero Population Growth' and how this will affect sales of garments in the US. Copies of the report can be obtained from Mr. F. M. Castro, Assistant Manager of the Chamber's International Trade Department.

So he said to me ...

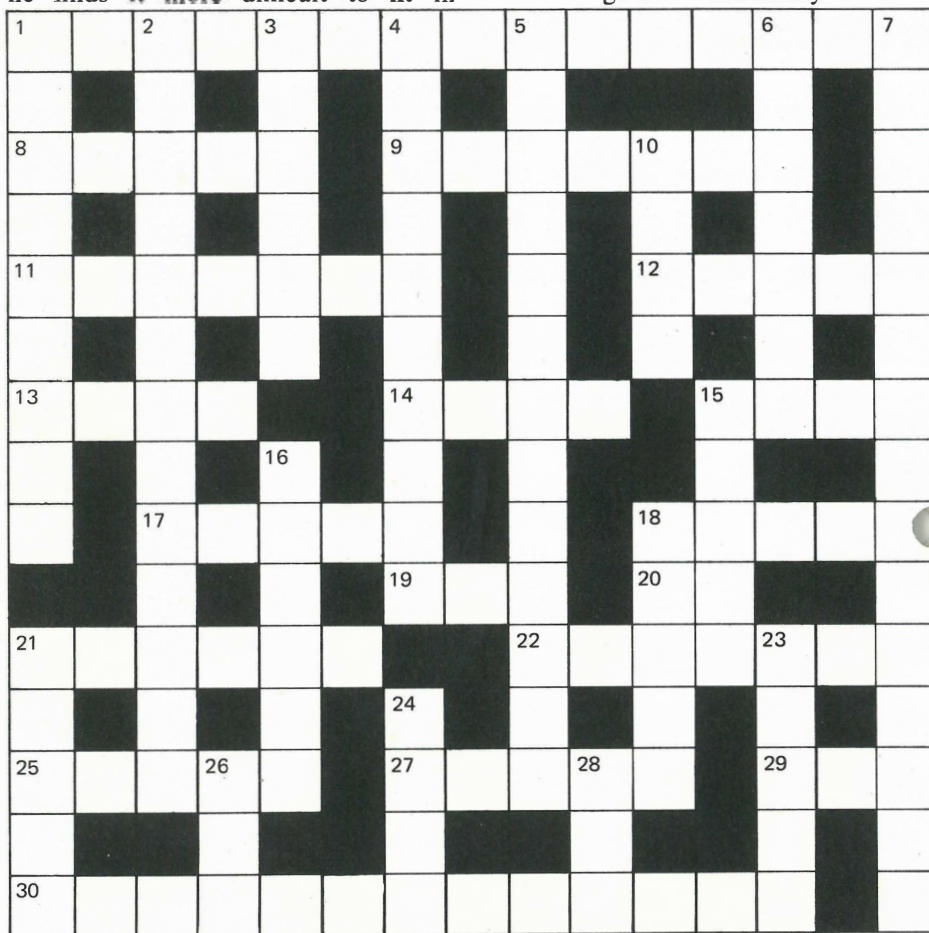
Quotes of the year



Chamber Crossword

ONCE again we have produced a Chamber crossword to help keep your intellect in trim during the Christmas holidays. A number of the answers have a local and particularly a Chamber association. The compiler of these crosswords reports however that each succeeding year he finds it more difficult to fit in

Chamber references without repeating himself. He also wonders whether this particularly British sport of crosswords is understood by some recipients of The Bulletin. Like most sports, if you don't know the rules, you will be lost. Along with the solutions, to be published in January, he will therefore give a commentary.



DOWN

- 1) Where the advantages of a devaluation all too often end up! (9-6)
- 3) Good health, robust constitution gives you a vital pulsation (5)
- 9) Only half a bar-girl? (7)
- 11) Rub again (7)
- 12) Re-arrange the links in the chain to read the Middle Kingdom (5)
- 13) Existential Earl is all mixed-up (4)
- 14) Or what officialdom euphemistically calls a disturbance (4)
- 15) Scandinavian cheers (4)
- 17) Used by the drawers of water, despite a sound association with wood (5)
- 18) The next station has a market (3-2)
- 19) Convenient abbreviation when you've run out of examples! (3)
- 20) Located hat with no head (2)
- 21) Grist to the mill with one for the river (6)
- 22) Will the real Mr. Weatherite please stand up? (5-2)
- 25) Thorn moves towards a pole (5)
- 27) Alter! Alter! and postpone! (5)
- 29) May be seen initially at Kwai Chung (3)
- 30) Vulgar bazaars in Europe? (6-7)

ACROSS

- 1) Explain Legco proceedings? (9)
- 2) He chases Lap Sap Chung around the harbour (4-9)
- 3) Continues stealing from the PWD (6)
- 4) Periodical showing of initiative by the TDC (10)
- 5) For putting out fires on the Concorde? (10-3)
- 6) Note to Americans! You pronounce it with double Z, not W. (7)
- 7) Go tally blue chip switches, as everyone wants a quotation (4-3-2-6)
- 10) A resigned commandant advises H.E. in brief (4)
- 15) In the Spa, temperature increases the flow of water (5)
- 16) A learner in the shire spins with delight (6)
- 18) A tram joins the Navy (5)
- 21) Prescribed by the Doctor to mitigate mother's ruin (5)
- 23) Scotland's principal export — especially to Hong Kong (5)
- 24) Calm minced bivalve (4)
- 26) Drunken Scotsman with a Chinese name (3)
- 28) A great horned beast jumps out of the whelk (3)

All In the Family

THE Chamber's Membership Department has been intensifying its drive for new members over the past year — and the drive has been highly successful.

At the end of November, the Chamber's membership stood at 2091. This is 281 more than at the same time in 1970. Importer/exporter members still accounted for the majority of the membership (62.7 per cent of the total), but the proportion has decreased from 65.3 per cent in 1970.

Manufacturers increase

The drop in the percentage share of this group of members is attributed by the Membership Department to the increase in subscription which hit the smaller import/export firms the hardest.

Manufacturer members, on the other hand, now account for over 27 per cent of the Chamber membership, an increase of over one per cent compared with October 1970. More manufacturers are today involved with their own exporting, which means that they have increased use for the Chamber's services in promoting trade via the International Trade Department's trade enquiries, area committees and general trade information facilities.

As Hong Kong becomes increasingly the centre of business activity for the Far East, The Pacific and South East Asia, more commercial service and transportation companies are opening branches and offices in

the Colony. The increase in membership from this sector in the past two years reflects this trend.

On the other hand, many long established Hong Kong companies in services and transport category have also joined recently. W. S. Chan, Assistant Secretary — Membership, feels that this increase may be due to the fact that the Chamber's services have been expanded and broadened through the work of new committees, etc., which means that the Chamber is taking a more active role as a spokesman, not only for the purely trading sector of the community, but for the business community as a whole.

The rise in the number of companies in the miscellaneous category is attributed to similar reasons. The type of companies which fall into this group include security firms, department stores, go-downs, hotels and construction companies.

The Professionals

The only category which has shown a small decrease in actual number is the professional group, which include doctors, solicitors, accountants, etc. for whom, it is recognised that the Chamber has few services to offer.

At the same time, by continuing contacts with members through new member visits to the Chamber, area functions, business travel groups, the Department has kept in touch with the established membership, without, the Chamber hopes, becoming too depersonalised.

Safety-It's a Big Yawn

"IN accident prevention — and that is what industrial safety is all about, — as in other spheres of industrial activity, management must take the lead." This statement is from a speech given by Mr. A. H. Carter, Industrial Safety Training Officer of the Labour Department. Somewhat frustratingly, it would appear that *talking* about management's role in industrial safety is a prime requirement. He admits he has made little headway with management and with getting them to do something concrete.

The third floor of the Government's Canton Road Offices is devoted entirely to the free training of the public in industrial safety. Unfortunately, little use is made of it. The technical library, a film library, a display of protective equipment which ranges from respirators to footwear and 14 pieces of demonstration machinery, lecture rooms and an able, although small, staff of training officers are at the disposal of the public. Mr. Carter too is always on hand to answer enquiries but this free information is largely ignored.

Unplanned

For the layman, it would seem that fatal accidents are few and far between. After all, in this modern day and age, what sort of machinery and what sort of conditions is necessary for an accident to happen?

No accident, industrial or otherwise, is planned. Mr. Carter prefers to define industrial accidents as "un-

planned occurrences or events during the course of industrial operations." Then how does one go about preventing something, that, until it actually happens, does not exist and is not planned? One way to do this is to minimise the risks.

As the figures show

"Industry is not a playground. But accidents occur in both, the more fatal being industrial ones." Up to October this year, there were 14,500 reported accidents. A projected figure for the whole of 1972 brings the total past the number for 1970—20,927 reported accidents. Of this figure 139 proved fatal. This year (up to October) has seen just over 90 fatal accidents. With any luck, the figure for the whole of 1972 may not be more than the figure for the previous year.

What of the non-reportable accidents? In 1970, 118 workers were killed and 12,575 accidents involving bodily injury to workers were reported to the Labour Department. It is believed a more accurate figure for the actual number of accidents which took place in industrial undertakings would be 70,000.

These figures are frightening when one considers that these are industrial accidents and do not account for what is termed 'occupational hazards'. And yet employers, the real culprits, seem totally blind to all the glaring newspaper headlines warning of danger and death in their midst.

Management often regards the problems of industrial safety as a

matter for the insurance companies rather than themselves. Mr. Carter has often heard management say, "Well, no need to worry, we're insured."

Insurance pays compensation but does not pay for the 'hidden costs' — damage to plant and equipment, raw materials, finished and semi-finished products; the training of replacement personnel; 'loss of production', upset of the working rhythm, (particularly to those workers near the scene of the accidents); the lost time of the workers who stop to help or from curiosity or sympathy; the loss of useful time by company officials who are involved in assisting the injured; doctors, nurses; rehabilitation; investigating the accident and so on.

Mr. Carter's staff will give lectures and demonstrations at factory premises, but despite these attempts at assisting the businessman, only 0.8 per cent of over 20,000 registered and recorded industrial undertakings in Hong Kong, a mere 166, actually took advantage of the courses. In other words, 99.2 per cent of the known factories have totally ignored free training courses.

Apathy

Apathy is the obstacle to attempts made by Mr. Carter and his men to break through to management. Without management taking the lead, there can be no final relief from industrial dangers.

The Department now attempts to make employers and employees aware of situations that could lead to

accidents. This 'opening of eyes' can be done by a trained safety officer on the premises, preferably a foreman or a supervisor, who will advise management on steps to take to avoid accidents and will train staff to keep look-out for anything that could result in fatal injury. Management must also allow him to implement his plans to create a safer working atmosphere.

The labour force

Hong Kong is now a high-powered industrial region and much of its growth and the profits that it has reaped are due to its labour force. Industry must protect them. And it doesn't cost much, as Mr. Carter will tell you. Call him at 3-661438 or visit the Industrial Safety Training Centre. If nothing else interests management, maybe the Black Museum, containing faulty equipment which has caused fatal accidents, will.

Pick of the Press

Reprinted from The Wall Street Journal

Pollution In China

IT has been pointed out in previous articles in the Bulletin that Hong Kong's pollution problems while serious are limited because the Colony does not have any heavy industries—the other hand, litter, garbage, automobile fumes and so forth are major contributors. The ultimate results of the Clean Hong Kong Campaign, which is now in its second 'active' month have yet to be assessed, but it would not be premature to say that Hong Kong is definitely becoming cleaner. The Bulletin will have more to say about the Campaign in a future issue.

The Colony's big neighbour, China, is also concerned about pollution. But unlike Hong Kong, China's problems are due primarily to heavy industry. While the seriousness of China's ecological worries does not approach anywhere near the level of those of the major countries in the West or Japan — since China is not as industrialised, nor is the country plagued by such problems as automobile pollution, etc. — China is taking active measures to ensure that its pollution never does reach that level. China's major plan of attack against industrial pollution is somewhat different from the plans of other countries, but could be a lesson to us. In this article, William D. Hartley describes China's homegrown approach — making multiple use of industrial wastes:—

Kiangmen, China — If Li Yung-sheng had his way, all the waste from the Kiangmen Sugarcane Chemical

Plant, where he works, could be carried out in a teacup.

Actually, he would probably prefer to turn the waste into a teacup — or something else useful — to help prevent pollution.

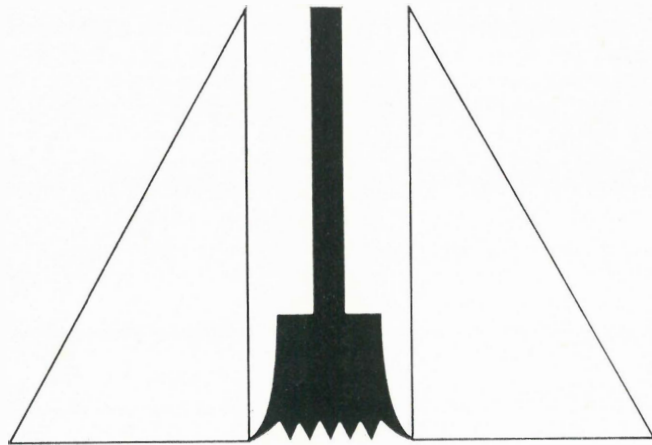
"If that waste flows into the river, it's harmful to the fish and to the people's health," says Mr. Li, an official of the plant. "The factory isn't just producing products for the people. We also take the people's health into consideration."

Own methods

Such views are common in China now, and it takes a Western visitor little time to discover that the Chinese are worried about industrial pollution and are determined to do something about it. And indications are that they are making at least some progress by using Chinese devised methods.

"The pollution problem is very much a concern of the Chinese government authorities," says Liu Mung-chu, a member of the chemical-industry delegation to the recent Chinese export-commodities fair in Kwangchow (Canton). "Whenever we design a plant, the first important thing for the authorities to consider is the welfare of the people."

As one means of preventing pollution, the Chinese are making haste to turn waste into all kinds of usable goods. Here in Kiangmen, for instance, the factory where Mr. Li works produces everything from alcohol to cement to dry ice to growth hormones—all from the waste created



**Clean
Hong
Kong**

**清潔
香港**

in making sugar. From the cane scrap, it makes paper. And from the waste created in making paper, it produces crude steel in a small blast furnace.

While the Chinese are as concerned about pollution as is any ecologist in the West, they do have one big advantage: The pollution here hasn't reached the advanced stage that it has in some countries like the U.S. As a matter of fact, Mr. Liu says Western visitors often remark on the freshness of the air here. China's air is cleaner partly because such major polluting industries as chemicals and oil refining aren't yet fully developed. Another reason is the Chinese policy of spreading industry around the country instead of concentrating it in major urban areas.

Smog and Politics

But that doesn't mean there isn't a problem here. From the top of the 1,400 year-old Six Banyan Pagoda in Kwangchow viewers can see smoke pouring into the sky from a group of factories on the outskirts of the metropolis, which has a population of about three million persons. The smog settles around the low buildings and creeps around the twin spires of an old Catholic church. Western visitors to industrial Shanghai say the smog is intense there as well. China's pollution, of course, is industrial; there aren't enough autos here to cause a real problem.

Western businessmen attending the fall trade fair in Kwangchow quickly became aware of Chinese interest in

pollution. "They talk about it all the time," says one American, who thinks that the Chinese are interested in buying U.S. proprietary knowledge in the field of pollution control.

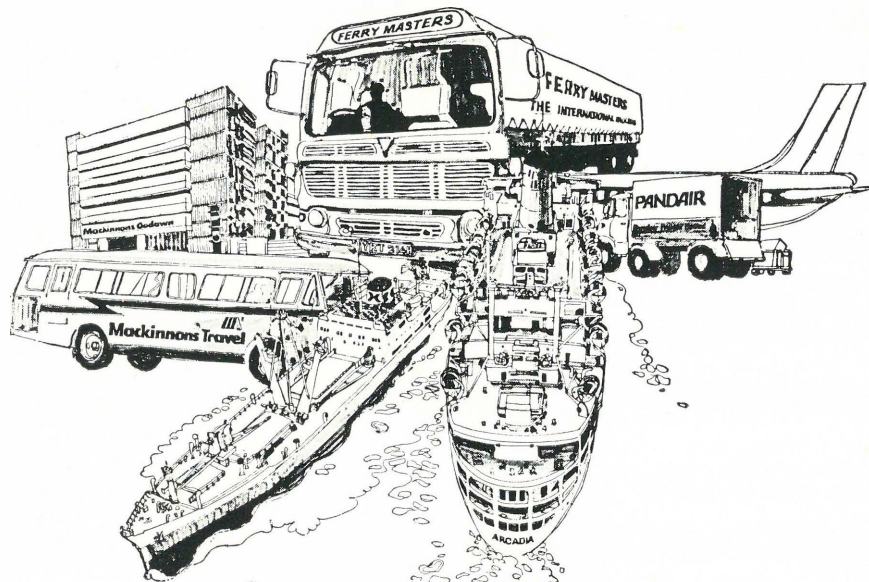
A system for treating effluent was pushed at the fair by ICI Australia Ltd. which is 64 per cent owned by Imperial Chemical Industries Ltd. of the U.K. "When we started talking," an ICI official says, "a senior man was called over to hear the pitch."

For public consumption, the Chinese play down their interest in foreign pollution-control technology. Mr. Liu at first says his chemical delegation hasn't become involved in such dealings, but then he adds: "If American traders would like to introduce their products for pollution control, we're willing to listen to them."

For the time being, however, efforts to control pollution apparently will be homegrown. One reason is that pollution has become mixed with politics. According to a line endlessly repeated here, the discredited former president, Liu Shao-chi, emphasized the use of foreign pollution-control methods and equipment and made profit a dominant motive of industry. As a result, the line goes, waste accumulated. Now that Mr. Liu has been forced out by Communist Party Chairman Mao Tse-tung, things have changed. Chairman Mao is pressing indigenous effort and "production according to the needs and health of the people," one Chinese says.

Regardless of the political theory, in at least some show factories the Chinese do seem to be making

The world's largest shipping concern



is concerned with
a lot more than shipping.

M&C
GROUP

General Agents in Hong Kong: Mackinnon, Mackenzie & Co of Hong Kong Ltd., incorporating
Mackinnons Shipping Department (H-232011), Mackinnons Crew Department (H-232011),
Mackinnons Travel (H-227047), Mackinnons Trading (H-232011), Mackinnons Godown Co., Ltd. (H-232011).

progress against pollution with their own methods. Many exhibits at the Kwangchow fair pushed the idea of multipurpose use of waste to prevent pollution.

One exhibit demonstrated how a metals plant in Shanghai extracts rare earths from slag; rare earths are metals that generally exist only in minute amounts with other elements. Waste used to wash coal at the Chiaho colliery northwest of Shanghai formerly was dumped into a nearby river, one Chinese technician says. Now it is accumulated and coal dust is retrieved. Roughly the same procedure is followed at a steelworks in Hunan Province, explains Wang Chi-chi, a worker there. Smoke and dust from the iron-ore sintering process are piped through water; thus, the solid parts don't get into the air and can also be recovered.

To illustrate the fight against pollution, large signs appeared at the fair above a replica of the Northeast General Pharmaceutical Factory, which is in Senyang. They contained such slogans as "a battle against acid menace" and "change the wastes into treasures and turn the harmful into beneficial." The factory produces 51 basic products, says 30 year-old Wang Fei-jie, who works in the laboratory there. But it has found an incredible 132 by-products in the waste. Among these are fertilizer and a variety of chemicals and herbicides.

Of course, preventing pollution isn't the only reason for China's multi-purpose use of waste. Such techniques help stretch the nation's limited

resources to their fullest rather than let anything go to waste. And China does have an abundance of one thing, and that's manpower, which can be put to use extracting everything possible from what the West would dispose of.

Showpiece

It would be hard to match the diversity of the sugarcane chemical plant here in Kiangmen, about 65 miles southwest of Kwangchow. This is a city of 130,000 persons with an agricultural commune of 30,000 on its outskirts. The city has about 100 factories, some of which could learn a lesson in pollution control from the sugarcane plant. A visitor driving into the area first notes the dense, black smoke billowing from a few smokestacks of the plants, which produce chemicals, paper, soap, matches, glass and small boats.

It should be noted that the sugarcane plant was selected by Chinese officials for a foreign visitor to see. Obviously, it is a showpiece of pollution control. Still, its experience illustrates what the nation's industries are trying to do, especially those with the greatest pollution potential.

The plant employs 3,500 workers, about four-fifths of whom live in red-brick dormitories that make the place look remarkably like a college campus. Strolling along tree-lined walks are couples nibbling on Pop-sicle-like ice sticks. Next to one dormitory is parked a 1937 light-green Mercury — still alive, although factory workers say it needs constant

repair. Through the dorm windows can be glimpsed, along with the inevitable picture of Chairman Mao, bulletin boards pinned with snapshots. The only things detracting from the campus-like atmosphere are chickens running loose. Each is marked with a swath of paint as a kind of brand.

The factory, spread along one bank of the Peng River, is a ramshackle collection of bamboo-supported, thatch-roofed huts and shoddily built and concrete buildings. Chinese factory hands like to boast what a short time such-and-such a facility was built in; often the buildings show it. But trees are everywhere. And fingers of the agricultural commune extending onto the factory premises are planted with crops. There are grass plots wherever space can be found amidst the buildings and immense piles of raw materials. "Trees also are beneficial to the surroundings of the people," says 41-year-old Mr. Li, the factory official.

Actually, Mr. Li is called a "responsible member" of the factory—a characterization the Chinese prefer to 'official'. A long talk with Mr. Li, however, leaves the impression that he is just a bit more responsible than the others. He says the plant's technological process is complicated because of the many different goods the factory turns out.

Mainly the plant is supposed to make sugar out of cane harvested from nearby fields and to make

coarse paper products from cane scrap. But over the years, the product list has increased—and the waste has decreased. For example, there is a syrup that results from making sugar, and this is fermented to produce alcohol, Mr. Li explains. Carbon dioxide from this process is captured and chilled into dry ice. What remains then of the syrup can be used for animal fodder, or a growth hormone can be extracted.

There's more, the workers who run the factory proudly state. There is lime content from sugar making that is extracted for cement. Cinders from the coal-burning power station are compressed into brick.

Long way to go

Of course, many of these methods of eliminating waste wouldn't be considered in a cost-conscious Western factory. For example, magnesium sulphate, or epsom salts, is used in papermaking. But instead of just acquiring it from another plant, workers here dig up a sulphate ore and extract it from that.

Mr. Li and the others are the first to admit that they still have a way to go. For instance, they collect only 60 per cent of the pollutants that come from the powerhouse chimney.

But the group is hardly disheartened. "In our view, there isn't any limitation," Mr. Li says. "From this waste we can make new products, and from making new products we learn new ways to make further new products."

「黑基柏克」議案

「這將會對歐洲、全世界及美國帶來災禍。這差不多等於美國向所有有貿易的國家宣告經濟戰爭。這樣會毀滅國際貿易及投資結構。這樣會剔除多頭國籍公司對工業及發展中國家在經濟上的貢獻。」以上是福特汽車公司的老板福特二世對黑基柏克所提出之提議案的評論。

黑基柏克所提的議案是甚麼呢？很多會員會這樣問。雖然該議案可能帶來的影響曾經有所宣傳，但在香港仍未十分受到注意。因為這是美國政治組織中複雜的顯示，局外人是很難了解或體會到的。這議案對香港是有其重要性的，不是議案的本身而是議案所代表的。

黑基柏克的提議現已呈交參議院的稅收委員會及參議院的財政委員會討論。命名的由來是取義於兩位發起人，眾議員柏克和參議員黑基。值得重視的是這提議得到美國各工會的積極支持，美國工會是世界上最有政治壓力的團體之一。

對該議案所持的態度曾經是左右最近美國總統大選爭論點之一。

黑基柏克的提案所包括的範圍很廣，其中很多的條款與美國的內政問題有關，如稅收的改革等，都是非美國人所能了解的。本文不擬對該議案每一條款作摘要式的論述，謹就對香港有關連的提出討論。影響香港的有兩方面——我們對美國的出口貿易和美國在香港的投資。

正如福特二世所說，如果該議案成為法案，我們輸往美國的出口貿易，大概將會減少三份之一，目下在香港的美國投資可能要實際上停頓，而將來的投資可能不予考慮。

該議案帶來的影響似乎很戲劇化，但並

不是空想的。關於入口方面，該議案企圖限制各國的對美貿易，以一九六五年至一九六九年為基年，每一國家，每一項目都不得超越基年的貿易數字。一九六九年（基年的最後一年）香港輸美總值為四十四億二千八百萬港元，（一九六五年比一九六九年少一半以上）去年輸美總值為五十七億零八百萬，今年首九個月已超越去年同期。對香港出口的影響不能與紡織品限額的影響混淆不清。黑基柏克議案是應用於所有入口的，並可以根據美國商業部的估計將總入口比一九七一年水平減低百分之二十五以上。尤其是由日本的入口可以減低三份之一，而由歐洲共同市場的入口可以減去四份之一。美國是香港出口的主要國，因此可能對香港貿易的影響，可能和對日本的影響差不多。其中唯一有一線希望的就是，貨品現時已有限額或自動限制的，譬如紡織品，也許不會受影響。

該議案的入口限制是最直接影響香港的貿易，其次的條款可能使目下在香港投資的美國公司處於甚為不利的地位，或者使有意在港投資的公司裹足不前。因為該條款是有關豁免稅收，除美國商人外，是很難令人明白的。其含意則甚顯明——美國公司在香港開設將不能獲得利潤，或者利潤甚微。以香港來說這將會使一些人失去原有的工作。但這並不是焦點所在，因為只要經濟健全，找尋另外的工作並不困難。在目下的環境，可以打擊香港的是失去了美國技術和智識，和通過目下在港設立的美國公司，與美國市場接近的那一種方便。

壞消息談過了，究竟有沒有好消息呢？首先，黑基柏克議案是否會成為法案頗成疑問。聆聽該議案的日期已經由一九七二延期至一九七三年，由於政府及一部份美國人的意見反對該議案，因此並不保證該議案可以通過國會。但該議案已把美國一分為二。使有組織的工會和大企業及政府對壘。它所討論的問題有些是美國人認為很重要的，因此

有些條款可能變為其他法案的一部份而得國會贊同。

它所討論的問題是甚麼呢？簡單地說就是美國的就業問題。過去一兩年來美國的失業人數大增，人們漸漸相信下列兩個解釋：（一）入口貨比本國貨平，引致本國貨滯銷，工廠工人過多。（二）美國公司向海外發展。這兩個解釋是否合理呢？反對黑基柏克議案的人已搜集了足夠事實來否定這個解釋。但這兩個假設都十分抽象，很難加以證明或否定的。

美國的總商會和香港的美國商會都反對黑基柏克法案。但不要忘記香港的命運並不是他們用以爭論的主題。反對派都集中在稅率方面。大亨如福特二世等是關注維持美國公司國際性的活動。入口問題變成重要因為可能受到美國出口貿易主要國如加拿大，日本及歐洲國家的報復。美國入口商協會則主張維持合理的入口量。他們指出，維持物價的低水平可以幫助消費者，並可限制本國工業向不能競爭的市場發展。

基本上黑基柏克議案所以使香港關心是因為許多工業國家的工人正走上保護國內工業制度之途。這樣做法是危險的，因為爭辯變成意氣和政治化。

本會會員一覽

在過去多年來，本總商會曾致力招募會員加入商會組織，而近月內，「會員部」之努力成果最為顯著。

在本年十月底，總商會會員約共二千零七十八名——較於一九七零年同期增加了二百七十六名。

會員成員中，出入口商家佔總數百份之六十二點七，於一九七零年，該等全數為會員總數百份之六十五點三。

據悉：本年度出入口商行會員數字之減退，乃由於會費之增加，至令小規模之商行

有不勝負荷之感。

反過來說，廠商會員為會員全數百份之二十七，較諸一九七零年增加了百份之一。此一現象乃由於很多廠商目下正同時負責本身之出口業務，因而亦樂於利用本商會提供之各項服務，如商業諮詢，貿易分區及各種商業消息之傳送等。

再者，本會常邀請新加入之會員蒞臨商會參觀，以便對商會之服務有進一步之認識，本會亦替貿易分區會友籌辦往各貿易區商業訪問團，使彼等得與彼邦人仕作貿易磋商等事宜。

由於香港已漸成為遠東、太平洋及東南亞區之商業中心，很多商業機構及交通運輸公司均在港設立辦事處，因此而過去兩年來，這兩類之會員數字均有所增。

再者，很多歷史悠久的公司亦加入本會會員行列。據本會「會員部」助理秘書陳煥榮先生稱：這乃由於本會所提供之服務已不斷增加，而會內自各委員會之成立後，本會的工作範圍亦擴大，本會不但只就有關各商業問題而發言，對社會其他的事項亦加意注視。

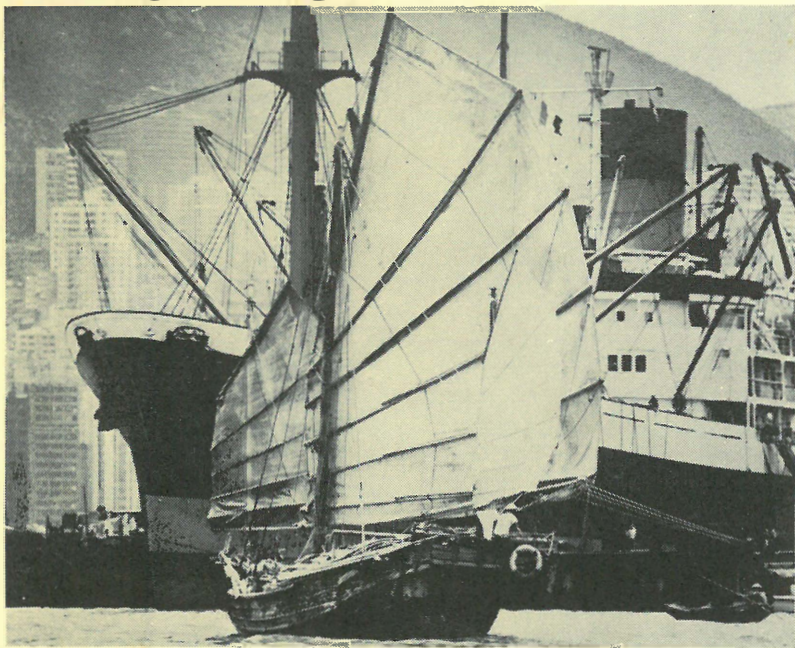
其他各類會員人數之增加，亦是基於上述因素。所談及新增之會員公司包括安全保衛公司、百貨公司、貨倉、酒店及建築公司等。

會員人數有所減退的分類為專業門類，該分類包括醫生、律師行、會計司樓等，這也許是彼等認為本會提供之服務，對彼等說來不大合適之故。

請注意工業安全

為減少工業意外事件之激增，勞工處將舉辦工業安全訓練課程。該處呼籲各工商界人士鼎力支持此項訓練課程。請致函或撥電——三——六六一四三八，與工業安全訓練中心聯絡。

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