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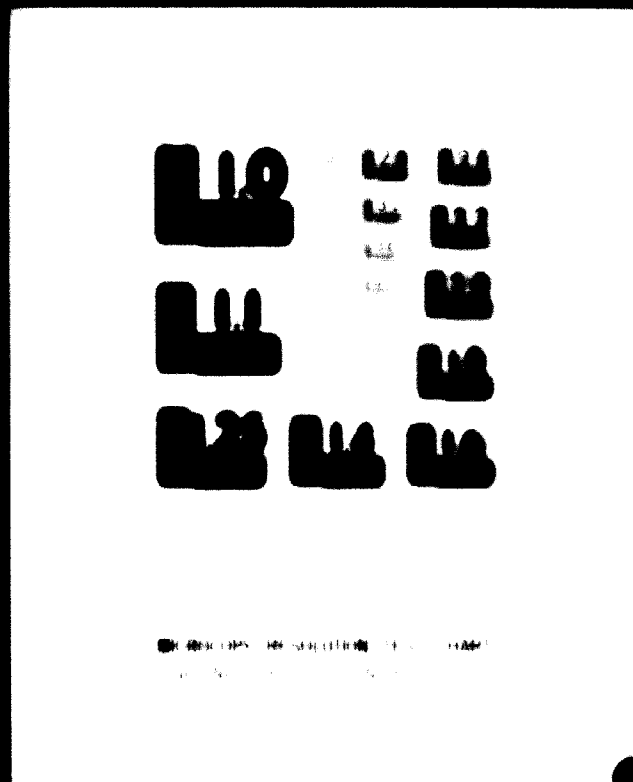
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August 20 1972

Report on an exploratory mission to
Hong Kong between August and 26 September 1971

by

Col. Kenneth

Sup. Director Institute for the

Foreign Research, Dept. of Defense

submitted for this period as a confidential
on operational matters for consumer reports.

The retention of gathering
information in Hong Kong

Office no. 227/2

Report no. 32/72

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Dated March 10, 1972

Introduction

The Hong Kong manufacturing industries are almost wholly consumer products and exporting industries, the most important markets being the United States, the United Kingdom and the Federal Republic of Germany. In 1970, the value of Hong Kong manufactured exports, has been in the region of \$2,000 million.

These exports included textiles (primarily garments), plastic articles, electrical equipment and transistorised electronics, toys and metal products.

A very high percentage of these export products are manufactured to the specifications and indications of the buyer of the importing country. Hong Kong industry acts as contractor to the overseas importer in this sense, that production doesn't start before the final agreement is received on all design aspects of the packed product.

The Hong Kong manufacturing industries faces now the approaching change in its marketing operations in this sense, that exports on detailed specifications is foreseen to decrease and hence the export by selling its self-designed products should increase in order to maintain the prosperity increase for Hong Kong.

Hong Kong manufacturing industry is consumer oriented and its markets are in the most economically advanced countries, where convenience is required and where the product more and more should sell itself because of the growing importance of the selfservice systems in retailing.

Modern, suitable and attractive packaging is essential for this purpose and as up till now the industry has paid little attention to this aspect, packaging services facilities are not sufficiently available.

The task of the reported mission has been ultimately to recommend the approach to improve the packaging awareness of the industry.

The recommendations are based on the results of a survey, executed during the consultancy period of the mission.

The mission involved:

- a) to ascertain the current and future needs of the Hong Kong manufacturing industry for promotional packaging design services for consumer products
- b) to examine the packaging industry in Hong Kong as well as other existing packaging design services available to Hong Kong industrialists
- c) to recommend how the available facilities of the Hong Kong packaging industry and of packaging design services could be improved, expanded or supplemented to meet current and future requirements of the manufacturing industry.

Conclusion section

The role of Hong Kong should be further emphasized as to how it has been able to overcome important is based on the fact that Hong Kong is able to produce at very low costs.

The costs of Hong Kong, mainly, including transport, wages, etc., are for the overseas market lower than the costs of the commodities of comparable quality made in the importing country itself.

This condition is mainly due to the availability in Hong Kong of sufficient and relatively low cost labour.

Three other areas to be particularly mentioned are the same role - joint venture, inward and outward.

But prosperity is not sustainable as the indications that labour cost will rise to such heights that the Hong Kong the danger exists of losing the business to the just mentioned other areas.

For the Hong Kong industrial companies involved there are two ways to escape this danger. The companies may continue to produce in the other areas, to be able to compete with the production in the area with the most favourable labour conditions, establishing the possibilities for such a switch over of course requires quite an effort and needs considerable vision from the management. It is observed that several industrial companies have already established facilities abroad for switching of production area.

However, for the Hong Kong economical conditions as such, this solution is not favourable, if an industry is prepared and is able to do so, and moreover, the labour population will suffer the effect of a lowering of the level of employment.

The other way to escape the danger of losing business is to stimulate the improvement of quality and the development of original design in products, including the packaging.

There is a growing awareness of the need of product development and design. The awareness of the need of packaging development and design, however, is still nearly non-existing and so the high quality of the Hong Kong products needs suitable promotional packaging in order to maintain its share in the overseas markets. Hong Kong should exert itself to the utmost to stimulate packaging design and packaging

producers to use and produce modern, convenient and attractive packaging and packed products.

It is emphasized that this second way out of the business losing threat is considered as the main solution. It is felt there is no other alternative approach

All the recommendations of this mission has this goal in mind.

Recommendations

The given 16 recommendations cover the following subjects

- on personnel and equipment (recommendations 1 and 4),
- on education and training in general terms (recommendations 5 and 6),
- on education and training in specific terms (recommendations 10, 14 and 15),
- on UNIDO fellowships for Hong Kong personnel (recommendations 7, 8 and 12),
- on UNIDO foreign experts (recommendations 9 and 11),
- on organization and operation of the packaging services (recommendations 13, 16 and 17).

1. The packaging centre of the Hong Kong Packaging Council should be equipped to be able to offer the Hong Kong industry sufficiently the needed packaging services.

This reinforcement, to be called the Packaging Services of the Centre, should be run as a consultancy bureau for the industry. Its operation should be aimed at self-sufficiency.

The packaging services involve

- Technical information based on already available packaging knowledge in the world.
- Technical information based on results of package testing.
- Coordination of activities of packaging training and education.

To breach these activities, the packaging centre and the Packaging Council will reach a level of knowledge and authority comparable with the Hong Kong Management Association.

This high level is favourable while it prevents unbalanced decisions, activities and visions, as packaging touches many aspects of production, trade and marketing.

2. To ensure the development of a network of packaging services

the subject are:

- to set up, out of the existing or potential industrial activities of the packaging sector
- to encourage the local industry to be active in packaging
- to set up the necessary development programs to bring into being the lines of product development
- to attract the attention of the public to the packaging services of the packaging sector and to encourage participation in promotional activities done by the sector such as technical courses, seminars, exhibitions, etc.
- to be responsible for the project which will be recommended packaging sector part of the existing activities of the Long Song Federation of industries
- to establish and maintain a good relationship with organizations bodies and centres which aid and assist long song education of industries in long song
- to contact and to keep in touch with existing packaging associations and information centres throughout the world
- to be in general responsible for the development of the packaging services of the sector to an acknowledged amount any bureau for long song industries.

He should have the following qualifications:

- a degree obtained at a faculty of sciences, preferably in mechanical engineering
- optimum education, experience or interested in economic and/or political economy
- familiar with long song industries
- several years experience in packaging
- fluency in mother tongue (mandarin or english)
a working knowledge of english and french is preferable.

- knowledge of packaging technology and information systems in operation by the packaging organization. Research involving these areas and their workers.
- personnel being able to identify and coordinate the duties of packaging services of the center.
- an intent to build the packaging services to the non-packing packages used and produced in the industry and trade.
- an intent generally to expand the packaging programs as a need arises in the future.

3. Recommended as a first step is study, documentation and publication sections. The recommended title of packaging services on basis the activities already in a sufficient level based on the substance of institutions. Next to office equipment, the recommendation system on detail needs is recommended, the system being very suitable for quick reference work. Investment costs of literature books and files for abstract cards is estimated as \$10,000. The yearly subscription on typical packaging literature is estimated as \$1,000.

4. Recommended as next step the establishment of packaging testing equipment for evaluation of packaging and packaging materials actually offered, produced and/or used by non-packing industry. Recommended to equip the laboratory in two phases. The first one contains the necessary simple apparatuses, costing approx. \$25,000. The second phase for testing of more advanced packaging properties, will cost additionally \$25,000. This second step should be undertaken when non-packing industry is in so far advanced that the equipment can be used fruitfully. It is not possible to give now an exact time for the second step. The packaging centre and the director of packaging services can detect for itself the appropriate time. It is the correct time to equip the laboratory for its second phase, when too many test orders have to be sent over, on subcontracts, to

Advanced Laboratory

It is estimated that this time will be three years after the establishment of the first phase laboratory.

5. Recommended to find the time to allow for the operation carried to the laboratory and to the laboratory development.

6. Recommended to develop a plan for the laboratory development. The course of the laboratory development is as follows:

management level - to find how to provide the knowledge in the management and in the laboratory development of the laboratory.

production level - to find production manager and production information is necessary and what to require and how to obtain the necessary information.

7. As it is planned to assume that the available candidate for the post of director of packaging services has to be trained in the specific field of packaging services. It is recommended that the recommended director is granted an RVEP fellowship for 3 months' overseas.

8. It is recommended the research following for the recommended director of packaging services involve a month stay at an institute of packaging research and development with institute operators as a consultancy base to be followed by a month stay at a similar institute to be trained to manage the packaging consultancy operations.

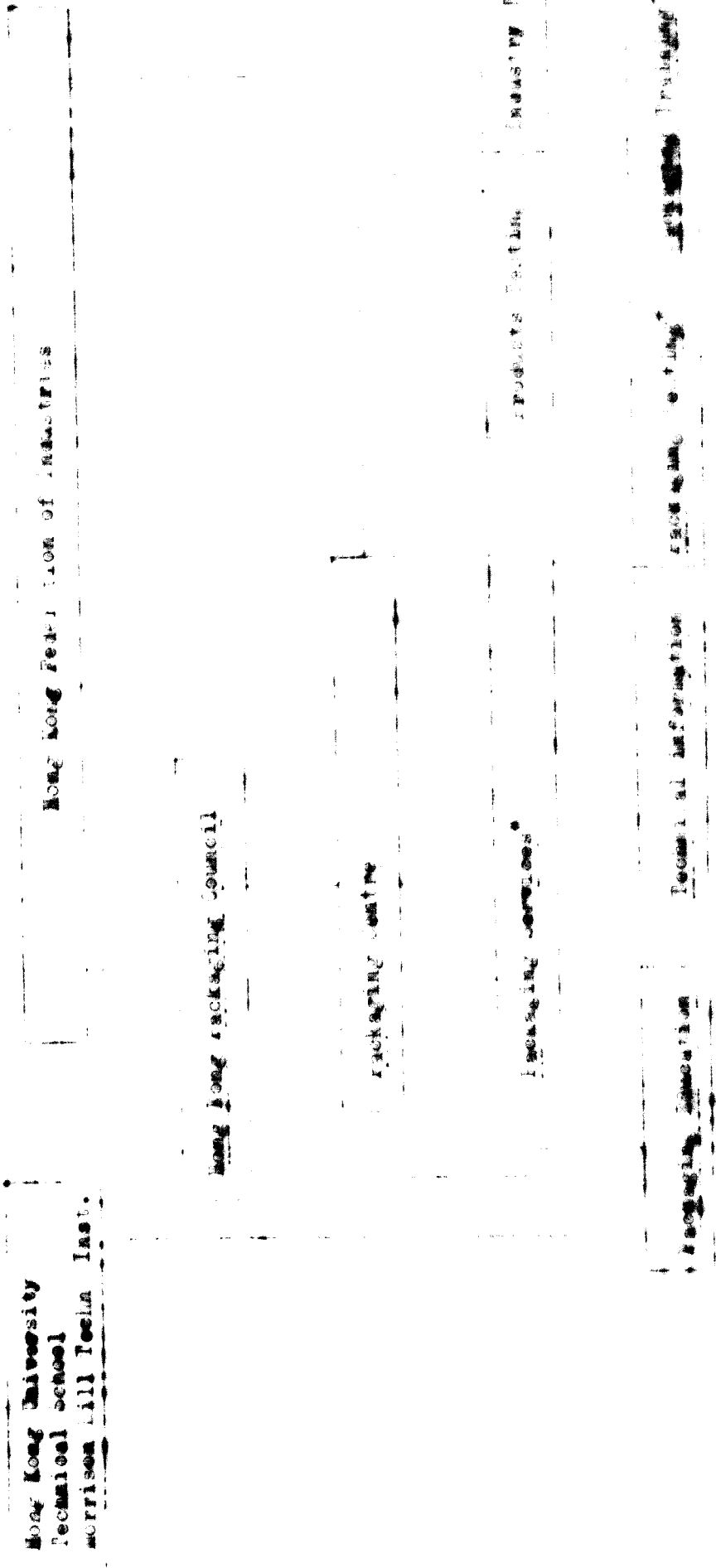
The second month visits to industrial packaging laboratories in Europe and the third month visits to similar laboratories in USA and Japan.

The visits in the second and third month will involve independent laboratories as well as packaging laboratories of our industries (at least England, USA, Federal Republic of Germany, Japan, etc.)

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see page 1

13. A good start on industrial design education on university level has been made in the Department of extramural studies of the Chinese University of Hong Kong and of the University of Hong Kong. The need of packaging design education on this level in Hong Kong asks for not more than one university to take care of. Both universities being excellently staffed for the subject and possessing good views on packaging design education, it is difficult to recommend one. Nevertheless the consultant feels a slight preference for the courses of the University of Hong Kong, their views on packaging education already precipitated in concrete opinions about the incorporation of the education of package development in product development education.
14. Recommend to stimulate the development of the education on packaging design on secondary technical level at the Technical School. The views of the staff of the Industrial Design department about packaging design and engineering education meet the opinion of incorporating it in the industrial design education.
15. On primary school level, the need in the future might be the education on packaging machine operators. If it will occur, it is recommended to stimulate the development of this education at the Morrison Hill Technical Institute. This school is well equipped to do so.

16. recommend the following organisational situation of the packaging services and its activities. The underlined sections are considered within the context of this mission. The sections marked with * are proposed new activities



Summary of the survey

- a. Nearly all industries showed the ability to produce high quality items even when most of the high quality inputs were absent. The ability to produce high quality items is a function of the quality of the inputs and the quality of the process.
- b. Industries with high quality inputs and high quality processes produced high quality products. Industries with low quality inputs and low quality processes produced low quality products. The quality of the inputs and the quality of the process are the two main factors that determine the quality of the product. The quality of the inputs is determined by the quality of the raw materials and the quality of the components. The quality of the process is determined by the quality of the equipment and the quality of the workers. The quality of the inputs and the quality of the process are the two main factors that determine the quality of the product. The quality of the inputs is determined by the quality of the raw materials and the quality of the components. The quality of the process is determined by the quality of the equipment and the quality of the workers.
- c. While some very promising concepts for producing high quality products have been considered, it is not clear that the industry is ready to accept them. The industry is still in the early stages of development and it is not clear that it has the resources to develop these concepts. The industry is still in the early stages of development and it is not clear that it has the resources to develop these concepts. The industry is still in the early stages of development and it is not clear that it has the resources to develop these concepts.
- d. The report presented a number of ideas for improving the quality of the product. The ideas are: 1) to improve the quality of the inputs, 2) to improve the quality of the process, 3) to improve the quality of the equipment, and 4) to improve the quality of the workers. The ideas are: 1) to improve the quality of the inputs, 2) to improve the quality of the process, 3) to improve the quality of the equipment, and 4) to improve the quality of the workers.
- e. The following institutions ought to be improved or organized:

Intensive Information

A database from an information center, developed, organized and
well listed, should be available to provide the public to select
to assist in decisions and to publish pertinent information for
the protection and processing procedures industry

Marketing Research

Marketing research requires industry cooperation. This service might
be available to assist in identifying the relevant properties
offered and production of such goods and marketing related to order to
ensure the best production of required and their properties

Research, Development and Training

To ensure proper implementation of programs, information, the value
of programs for the consumer goods products has to be taught. The
education and training must be aimed at program development
and design to place cooperation with product development and design.

The Development of Prepared Food

The export of convenient packaged Chinese food products is only
possible with adequate packaging, a world demand for these particular
Asian food items is increasing and as quality food production is
potentially present in Hong Kong prepared Chinese food products
may contribute to the image building of Hong Kong industries

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included in the survey has been the income figures of the Department of Commerce and the Federal Reserve Board, institutions and bodies).

The number of long term industrial facilities to be surveyed is approximately 100. About 50 of these are involved in the production and export of consumer goods. Consequently, for some of these facilities, production packaging in one way or other is or will be of importance. Of course it is not possible to include all these facilities in a survey but it is not even necessary to include all the facilities in a survey. A good sample can be visited. The selection of long term industrial facilities selected some 40 companies, producing one or more of the following items:

- Electronics
- Automobiles
- Boys
- Plastics
- Processed food
- Plastic articles
- Footwear
- Producing materials
- Producing materials

To ensure a good sample, from nearly every item, large, medium and small factories are selected. This has been done considering that only 1% of the 100 long term industrial facilities are more than 200,000 sq. ft. and these 1% to be considered in the industries are responsible for 4% of the total output.

The selected industrial facilities have been visited. Each visit consisted of an interview with management and observations and evaluation in each plant of the packaging and processing aspects involved.

As to the industrial companies, the existing training, educational and organizational facilities has been surveyed. This survey contained discussions with management and staff and an evaluation of the possible facilities to incorporate packaging training and education in existing facilities.

See appendix 4 part of visited companies, institutions and bodies.

Appendices: A. List of recommended laboratory equipment.

B. List of recommended packaging literature and of packaging periodical subscriptions.

C. List of companies, Institutes and bodies and persons, involved in the survey.

Appendix A

List of recommended laboratory equipment

Transport package testing

Although not included in the mission's survey, the following extension of the equipment is recommended:

Apparatus	Standard	Estimated costs in US\$	Manufacturer
heavy drop floor*			part of building
Mechanically operated free fall tester	ASTM D755	2,000	D.K.
Incline impact tester	ASTM D800-63F	1,000	Workshop, information ASTM
Mechanical compression tester	ASTM D642	9,000	Tinius Olsen
Strapping and stapling devices		2,000	
		Total US\$ 12,000	

* To be constructed right under the free fall tester to prevent propagation of shocks of fallen packs through the building.

Propotional packaging

Equipment: Creep tester
Thickness gauge

To. phase. in. the. first. phase

Apparatus	Standard	Estimated costs in	Manufacturer
Heat seal apparatus		400	W. H. W.
Falling dart tester	ASTM D 719-61	600	W. H. W.
Gas permeability of flexible packaging materials		600	W. H. W.
Water vapour permeability meter	ASTM D 96-61 ASTM D 127-61	1,200	W. H. W.
Electromagnetic creptable		600	W. H. W.
Vacuum packaging apparatus		1,000	W. H. W.
3 Psychrometers		600	W. H. W.
Total 1st phase		6,000	

To. phase. in. second. phase

Apparatus	Estimated costs in	Manufacturer
Climate box	1,000	W. H. W.
Small electronic compression tester	12,000	W. H. W.
Deep freezer box	600	W. H. W.
Refrigerator	200	W. H. W.
Laboratory heat seal tester	1,000	W. H. W.
Gas chromatograph + integrator + sampling device	1,000	W. H. W.
x-y recorder	2,100	W. H. W.
Total 2nd phase		21,500

Preparing material testing

equipment	existing	To obtain			Standard	Manufacturer
		1st phase	estim. costs in US\$	2nd phase		
Air conditioning	yes					
Drying ovens	yes					
Electronic tensile tester	yes					
Swasting strength tester		yes	1,400		TAPPI 810 Su-66	Lhomargy
Humidity tester		yes	1,400		ASTM D781-59T	GE
Flat crush tester		yes	1,000		ASTM D1225-54	TMI
5 ft water-absorption testers (Gobb-test)		yes	200		TAPPI T441 OS-63	Workshop information TAPPI
Stiffness testing device				yes ¹⁾	750	L & W
FTIR analyzer				yes	750	FIRA
			<u>US\$ 4,000</u>		<u>US\$ 1,500</u>	

¹⁾ Test device to be mounted on existing electronic tensile tester

Recapitulation of funds involved in the recommended laboratory equipment

	1st phase	2nd phase
Transport packaging testing	US\$ 1,000	
Promotional packaging testing	US\$ 2,000	US\$ 2,000
Repackaging material testing	US\$ 4,000	US\$ 4,000

Addresses of manufacturers

- D.K.** = Röchel v. t. Korput International, c/o Pack 112, 1-3-5, Rijnstraat 112, Rotterdam, Holland
- Workshop** = To construct in own workshop, given cost estimations are only based on the costs of the manufacturing materials
- Tinius Olsen** = Tinius Olsen testing machine Co., Willow Grove, Pennsylvania, USA
- Futura** = N.V. Machinefabriek "Vervoerting" former Holland
- Becker** = Becker Delft N.V., Van der Meer 117, Delft, Holland
- Thiess** = Weismarwerkstätten für Mess- und Regeltechnik, Göttingen, West Germany
- A & G** = Krüner und Söhne, Maschinen und Modellfabrik, 3562 Wallbach Lahn, Westfach 1, West Germany
- M.S.** = Moullet and Rachard, 1450 East 17th Avenue, Denver, Colorado, USA
- Zephyr** = Koel en Lichttechniek N.V., Zoetermeer, Holland
- L & L** = Lorentzen & Lethers, Maskinfabrik, Box 49046-100, 28 Stockholm 49, Abistjärnsgatan 3
- Electrolas** = AB ElectroLas, S-10345, Stockholm, Sweden
- Lhomargy** = Lhomargy machines Français, 4, rue de Bellevue 91, Brive-la-Gaillarde, France
- GE** = General Electric Co., 159 Madison Avenue, New York, New Jersey 10017, USA
- TMI** = Testing Machines Inc., 400 Bayview Avenue, Amityville, New York 11791-5116/59001400 USA
- FIMA** = FIMA, Leatherhead, Surrey, England

Appendix 1

list of recommended packaging books, handbooks and periodicals

1. Packaging

Title	Publisher	Publication frequency, 1968 year, pp.	Language
Modern Packaging (monthly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	7	English
Packaging Construction (monthly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	10	English
The New Packaging (monthly)	Various, London, 10, The Packaging Society, The New Palace, London, E.C. 4.	11	English
Packaging (monthly)	Comptoirs Français de l'Industrie et du Commerce, Paris, 11, Rue Flandre	48	French
Packaging (monthly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	12	English
Modern Packaging Int. (monthly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	13	English
Modern Packaging Int. (monthly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	14	English
Packaging Index (quarterly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	15	English
Packaging (monthly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	16	English
Packaging Engineering (monthly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	17	English
Paper Piles and Pallet Converters (monthly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	18	English
Pile Packaging Methods (monthly)	The Packaging Society, London, 10, The New Palace, London, E.C. 4.	19	English

Name	Publisher	Number of pages	Language
... monthly	English
...	4	English
...	74	English
...	9, 11	English

Name	Publisher	Number of pages	Language
A.S.P. Standards (Testing methods)	American Society for Testing Materials, 1735 Avenue of the Americas, New York, N.Y.	16 pages	English
ASTM Standards (Testing methods, specifications, recommended practices)	Technical Association of the Pulp and Paper Industry, New York, U.S.A.	100 pages	English
Modern Textiles Encyclopedia (yearly)	McGraw-Hill, Inc., 1221 Avenue of the Americas, New York, U.S.A.	about 1,000 pages	English
Modern Packaging Encyclopedia (yearly)	McGraw-Hill, Inc., 1221 Avenue of the Americas, New York, U.S.A.	about 700 pages	English

- (1) included in a subscription on the periodical modern textiles
- (2) included in a subscription on the periodical modern packaging

Publisher	Number of Pages	Estimated price in \$	Language
Wiley & Sons Ltd., 108 Broadway N.Y. London Great Britain	249	17.50	English
Verein der Wissenschaften Frankfurt am Main, Germany	654	10.00	German
John Wiley & Sons New York N.Y., U.S.A.	591		English
Verein der Wissenschaften - Fortsetzung Frankfurt am Main, Germany	114	Free	German
Van Nostrand Reinhold New York, U.S.A.	968	5.00	German
Clarendon and Sons, London, U.K.	590	6.70	English
Clarendon and Sons, London, U.K.	377	11.70	English
Graphic Magazines, Inc., Garden City, New York, U.S.A.	224	14.00	English
W. S. International Paper Company, Inc., New York, U.S.A.	267	Free	English
Edward Arnold Ltd., London, U.K.	420	25.00	English
Gyrolles, 6 Boulevard Sebastien Paris V, France	531	27.50	French
Kennerly Publishing Corp., New York, U.S.A.	605	40.00	English
De Vries Publishing Corp., Amsterdam The Netherlands	507	24.00	English
Compagnie Française d'Éditions 11 Rue de Valenciennes, Paris 10, France	505	21.90	French
Van-Verlag Birkelund Frankfurt am Main, Germany	522	20.50	German
Chapman & Co. Ltd., 100, Great Portland Street, London W.1, Great Britain	904	10.10	English
Business Publications Ltd., London, U.S.A.	171	5.30	Dutch
Hestra Verlag, Darmstadt, Germany	300	15.20	German
Van-Verlag Stuttgart, Germany	950	7.15	German
Van Publications Ltd., 17 Fishwick High St., London W.6, Great Britain	290	17.50	English
Porter Publishing Corp., Long Beach, California, U.S.A.	440	11.10	English
Neil and Sons Ltd., Glasgow, U.S.A.	190	11.00	English
Walter de Gruyter Scientific Publications London, Great Britain		17.40	English
Van Nostrand Reinhold Corp., New York U.S.A.	210	15.00	English

Index

Title	Published in	Author
Book on Packaging Films	1967	Edited by Carl Palmer
Die Verpackungsmethoden (I)	1965	G. Schöber
Industrial Packaging	1960	Frederick A. Johnson
Vergleichungen von Verpackungen	1960	Karl-Heinz Volzmann - Guttenberg (VFA e.V.)
Handbuch des Papiers und Papier- herstellung	1966	Richard Meyer
Fundamentals of Packaging	1962	F. J. Farn
Packaging materials and containers	1967	F. J. Farn
Package Printing	1964	Robert E. Long
Handbook of corrugated paper manufactures (2nd edition)	1965	S & S Corrugated Paper Manufacturing Co., Inc.
The Technology of Paper	1965	G. House, B. Hodge and D. Lee
See applications of aluminum	1961	Paul H. Hodge
Handbook of adhesives	1968	Irving Scheff
Adhesion and adhesive	1967	H. Hoenig and J. Jansen
Handbook of technical paper and plastics	1965	Paul H. Hodge
Vergleichungen von Materialien und Verpackungen im Transportwesen	1966	Paul H. Hodge
Packaging in Glass	1965	Paul H. Hodge
The paint industry	1961	I. Scheff
Adhesive and Resin	1962	H. Hoenig
Resin, Resin and other Factsheet on Resin	1966	H. Hoenig
Protective Packaging	1966	C. A. Jones and D. J. Jones
Adhesive materials, their properties and usage	1964	Irving Scheff
Paper and board in packaging	1965	Frederick A. Johnson
Specialized Packaging (textiles)		Frederick A. Johnson
Plastics Film Technology	1966	Carl Palmer

Appendix C

List of companies, institutions and bodies, visited and persons met

Companies

Anglo Siam Corp. (S.S.) Ltd.	Mr. Graham Cok. Cheng	Manager
Asia Polyethylene Mfg. & Printing Co. Ltd.	Mr. Ng Sam Mr. Wong	Management
Atlantic Paper Products Ltd.	Mr. Chan Ov.	Manager
Atlas Electronics Corp. Ltd.	Mr. K.M. Pang	Manager administration
Ben Line Steamers Co.	Mr. Stuart Peacock	Cargo supervisor
Candy Novelty Works Ltd.	Mr. Chan Kuen	Managing director
China Can Co. Ltd. Ltd.	Mr. Alexander C.S. Shung	Manager
	Prof. H.M. Tseng	Manager
Dodwell & Co.	Mr. Mark Muspratt- Williams	Packaging and Design coordinator
Graphic Communication Co.	Mr. H. Steiner	Managing director
Hageneyer (Far East) Ltd.	Mr. J.B.M. Litmaath	Export manager
Herald Knitwear Ltd.	Mr. Andrew K.S. Yu	Manager
Hip Cheong Hoong Gar. Mfg. & Lithographic Pty.	Mr. Leung	Plant manager
Hip Ho Hoong	Mr. Ho	Manager
Imperial Chemical Products Ltd.	Mr. Hazel J. Schoemaker	Managing director
Hong Kong Industrial Co. Ltd.	Mr. Willie W.L. Yip	Plant manager
Hong Kong & London Ware & Godown Co. Ltd.	Mr. H.M.G. Forsgate Mr. Michael J. Jones Mr. Dland Mr. Meadows	General manager Administration manager Commercial manager Engineering manager
	Mr. Otto R. Shen	Liaison officer
Hong Kong Polytechnic Tech. Pty. Co. Ltd.	Mr. Lui	Manager

**Hong Kong Suya
Sea Products Co. Ltd.**

Mr. F.S. Lo

**General manager
beverages Division**

I.C.I. (Hong Kong) Ltd.

Mr. Winston Lo

**Manager Quick
Foods Division**

Mr. Cheong

General manager

Mr. Parkason

**Chief Plastics
Division**

Jan Sin See Garment Mfg. Co. Ltd.

Mr. K.O. Tam

**Assistant Managing
Director**

Kader Industria Co. Ltd.

Mr. Dennis H.S. Ting

**Director and
sub manager**

Mr. Ku

Head Art. Design Dep.

Mr. Ng

Head business Dep.

Kwong Sang (Lung Kee) Pty.

Mr. Wong

Manager

Lacy & Co. Inc.

South East Asia buying Office

Mr. Milan S.

Teodorovich

Assistant manager

Mayer Mfg. Co. Ltd.

Mr. Stanley K. Cheng

**Manager Business
Development**

Mr. Chan

Staff member

Mr. H.T. Lam

Designer

Minnesota (S) Far East Ltd.

Mr. Philips Wong

Sales manager

Mr. Peter T.C. Lo

Marketing coordinator

Mr. Godfrey Lam

Marketing coordinator

Mr. Louis Lee

Sales representative

**Modern Printing Equipment Ltd.
(Division of Bährman-Tetterode NV)**

Mr. J. Ockers

Managing director

Perfakta Enterprise Ltd.

Mr. Wing Chai Young

Director

Mr. Edmund K.S. Young

Technical manager

Peter W. Auye Ltd.

Mr. Peter W. Auye

Managing Director

Promoters Ltd.

Mr. Raymond Lee

Managing director

Mr. Robert Yung

Director

Qualitas Industrial Co. Ltd.

Mr. Dennis H.S. Ting

Director & Manager

Mr. Cheo

Plant manager

Song Industries Ltd.

Mr. P. S. Wong

Product Development
Manager

Star Industries Co. Ltd.

Mr. S. T. Fongson

Director of Development
Management

Mr. Y. J.

Product Development

Mr. S. S. Wong

Head of

Sun Sun Polyethylene Products
Pty. Ltd.

Mr. A. A.

Manager

Tung Tin Lee (Pty.) Ltd.

Mr. Robert Tang
Cheng-hong

Director

Mr. Wang-hong Tang

Assistant Manager

United Electronics Ltd.

Mr. Thomas S. Y. Ho

Personnel & Administration
Head Office Manager

Yuen World Electronics Ltd.

Mr. Stephen S. H. Pang

Director Personnel &
General Affairs

Yee Yee Best Cooperation

Mr. Y. J. Ho

Vice President

Ying Hong Good Home Pty.

Mr. Y. J.

Manager

Yinco Co.

Mr. Ho

Director

Yinco Food Products Co.

Mr. Hui-yong

Marketing Director

Mr. S. H. Ho

Production Manager

Yip Sang Paper Milling Pty.

Mr. K.

Production Manager

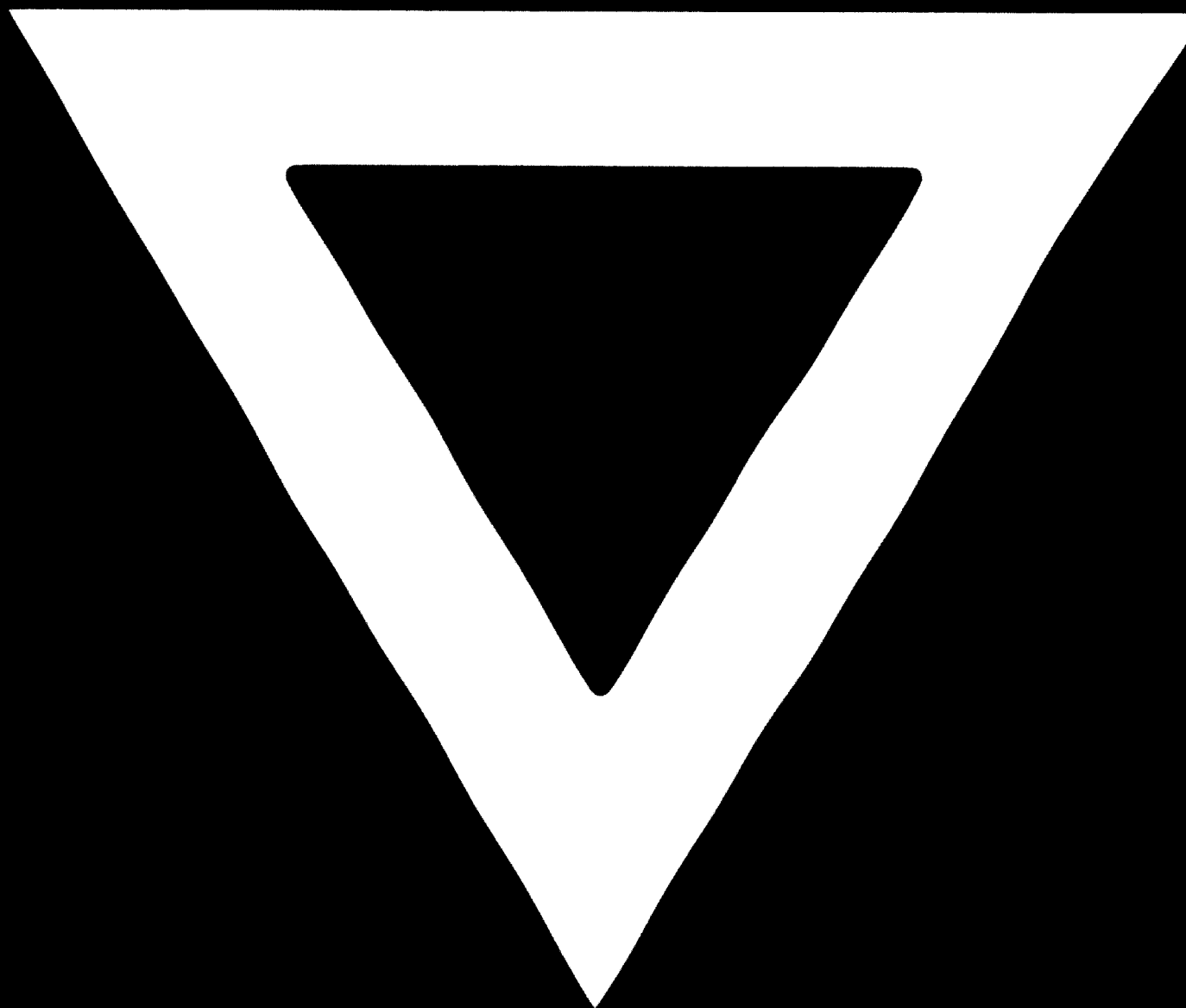
Ying-tsing Cement (Pty.) Co. Ltd.

Mr. Ho

Product Manager

General Department of Education Department	Mr. H. H. Griffiths	Junior Inspector
Department of Commerce and Industry	Mr. J. G. Butler Mr. J. G. McGeorge	Director Assistant Director
Chinese Chamber of Commerce - General Branch of Hong Kong (C.C.C.)	Mr. James Lee Mr. J. G. McGeorge Mr. J. G. Butler Mr. J. G. McGeorge	General President Vice President Executive Director General Secretary
Federation of Hong Kong Industries (F.H.K.I.)	Mr. J. G. McGeorge Mr. J. G. Butler Mr. J. G. McGeorge Mr. J. G. Butler Mr. J. G. McGeorge Mr. J. G. Butler Mr. J. G. McGeorge Mr. J. G. Butler	Chairman President Secretary General Secretary Technical Director Executive Director Director of Marketing & Development Director of Marketing & Sales Technical Director Executive Director
Hong Kong Management Association	Mr. J. G. Butler	Executive Director
Hong Kong General Chamber of Commerce	Mr. J. G. Butler	Secretary
Hong Kong Productivity Centre	Mr. J. G. Butler	Head of Operations
Hong Kong Trade Development Council	Mr. J. G. Butler Mr. J. G. McGeorge	Executive Director General Manager
Chinese University of Education	Mr. J. G. Butler Mr. J. G. McGeorge	Dean Head of Education
Hong Kong University of Science and Technology	Mr. J. G. Butler	Head of Education
Hong Kong Technical College	Mr. J. G. Butler	Head of Education
London City Technical Institute	Mr. J. G. Butler	Principal

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