

[Annotation]

Already sent to Brother Hem

Signature

8 November



Some recommendations on Suggestions of Comrade Krin concerning transportation of goods from Hong Kong to Kompong Som port

1. Nowadays, there are 310 tonnes of goods including their bags. Among these, 309 tonnes of DDT (including its bags) is stored on a ferry whose transport fare is paid by Win Fong Company (ក្រុមហ៊ុនវីន ហ្វុង). If a ship of Comrade China does not go to Hong Kong to carry these goods (since there is a small amount of goods), we can request Yong Khang's ship (ក្រុមហ៊ុនយ៉ុងខាង) to go into Hong Kong and carry them (if necessary Win Fong Company should be requested to pay tax in Hong Kong port for Yong Khang's ship to avoid a negative impact on the business outcome of the latter).

2. The measures for transportation in the future:

A/* Talk with the China Ocean Shipping Company (COSCO) and request it to receive goods from Win Fong in Hong Kong and organize to send them by train to Guangzhou (ក្រុងច្រូវ) and then a ship will carry them to Kompong Som port.

B/* In case COSCO cannot act as requested above, a representative of Win Fong in Guangzhou should be requested to manage this work (it depends on the permission from Comrade China). Then Win Fong itself can send goods by train from Hong Kong to its representative in Guangzhou who manages to find a ship to carry them to Kompong Som port (regarding the transportation of goods by train, it should be permitted by Comrade China since they are transported across the Chinese territory). This means transportation is more complicated and if it is possible, additional transport costs will be needed in Guangzhou.

C/* If the both measures mentioned above are not appropriate or cannot be carried out, Yong Khang's ship must be requested to go into Hong Kong regardless of lost or profit (the costs for port entry should be paid by Win Fong Company).

In summary, Win Fong should be requested to negotiate with "COSCO" in relation to measure A. If it is not possible, Win Fong should be requested to comment on measure B by asking for comments from Comrade China in Hong Kong.

Please, Brother, take due note and advise accordingly.

Respectfully yours,

Made on 8 November 1978

The Commerce Committee