

EXPORT MARKETS IN BRIEF

A GUIDE FOR CANADIAN EXPORTERS

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PREPARED BY THE

BANK OF MONTREAL

IN CONJUNCTION WITH THE

**DEPARTMENT OF TRADE AND COMMERCE,
OTTAWA**

*BRIEF FACTS AND FIGURES
FOR CANADIAN EXPORTERS ON
CANADA'S TRADING PARTNERS*

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FOREWORD

This third edition of "Export Markets in Brief" is published by the Bank of Montreal in conjunction with the Department of Trade and Commerce, Ottawa. Its aim is to present in capsule form information on markets around the world which will be helpful to Canadian businessmen in establishing or expanding sales of their products abroad.

The expansion of Canadian exports in recent years has been substantial. Further expansion for a widening range of goods depends very much on the Canadian exporter's knowledge and awareness of export markets. The information contained in this publication is dedicated to that purpose.

The larger part of this booklet is based on the successful series which has appeared under the heading "Markets in Brief" in the Department's publication "Foreign Trade", which is well known to many Canadian businessmen. However, this series has been considerably expanded and brought up to date according to the latest data available to the Department.

In addition, the booklet incorporates other facts and figures of a more general nature, together with a special section on the United States. It will be appreciated that this is a very broad subject, and a highly complex one, so that considerable detail has necessarily been omitted. For this reason, exporters and potential exporters are encouraged to contact the Office of Trade Relations of the Department of Trade and Commerce in Ottawa with specific queries.

Facilities of the Bank of Montreal are also readily available, both at branches throughout Canada and through the International Division at the Head Office, Montreal. The International Division knows the import-export picture and can provide extensive information, including the opening of credit facilities in almost every country of the world, the buying and selling of foreign funds, daily reports on exchange rates, data on foreign markets generally and credit information on a world-wide basis.

Further, offices of the Bank of Montreal in the United States, the United Kingdom, France, Germany, Mexico and Japan, as well as 31 branches of the Bank of London & Montreal, Limited in the Caribbean and Latin America, are also at your service.

The Bank acknowledges with thanks the ready cooperation and assistance of the Department in the preparation of this publication and joins with the Department in wishing readers all success in their foreign trade activities.

DEPARTMENT OF TRADE AND COMMERCE FACILITIES

As foreign trade is an essential part of Canadian economic life, with export earnings alone constituting almost one fifth of the gross national product, the Canadian Government is vitally interested in the maintenance and growth of export trade. To assist this growth, the Department of Trade and Commerce provides a wide range of services to Canadian businessmen. Some of these facilities are outlined in the following sections.

COMMODITIES AND INDUSTRIES SERVICES

The primary purpose of the Commodities and Industries Services is to provide information on materials, products and services which Canada has to offer for export and information about the organization, the interests and policies of the firms which market them abroad. Knowledge of the trade services which handle these commodities is also needed. To serve these purposes, active liaison is maintained direct with manufacturers and industries and also with their various trade associations. Commercial intelligence is developed to support the Department's trade promotion programmes. For the use of Trade Commissioners abroad, a directory is maintained on primary producers and manufacturers who export, on export merchants and on export agents. The Commodities and Industries Services serve as a link for the exchange of information between industry in Canada and the Trade Commissioner in the foreign market.

The Commodities and Industries Services consist of four branches. Three of these—the Agriculture and Fisheries Branch, the Industrial Materials Branch, and the Manufacturing Industries and Engineering Branch—are responsible for arranging the product content of Canadian displays in trade fairs abroad in which the Department sponsors participation and in many instances suggest members for trade missions organized by the Department. They also supply personnel to assist in staffing Canadian displays in trade fairs abroad and to act as co-ordinators of fairs and secretaries of missions when these go abroad. In some commodity fields, specialists are from time to time seconded to serve in posts abroad.

The Commodity Officer also serves as a source of information for the Office of Trade Relations, the Trade Publicity Branch, and other parts of the Department. When complex problems arise, particularly in international commodity trade, it falls to the lot of the commodity specialist to keep the situation under review, and to develop an understanding of the industry's problems and of market conditions. When difficulties lead to intergovernmental consultations, the Commodity Officer may play a leading role.

The fourth branch of the Commodities and Industries Services is the Trade Services Branch. This branch is responsible for services to exporters in the transportation and communication fields. It handles administration of the Export and Import Permits Act, under which exports of strategic materials are controlled. This Branch is also responsible for the administration of the regional offices in Canada of the Department of Trade and Commerce.

OFFICE OF TRADE RELATIONS

The activities of the Office are directed to safeguarding and improving terms of access for Canadian exports in foreign markets. As a service to Canadian exporters, the Office provides expert information, advice and assistance on tariffs, import and exchange controls, documentation requirements, and other foreign government regulations affecting trade. In addition, the Office has responsibilities in relation to the financing facilities available for the development of exports of Canadian capital equipment. Further, through its area divisions—Asia and Middle East, Commonwealth, Europe, Latin America, and United States—the Office is the central point of contact between the Trade Commissioners abroad and the Department of Trade and Commerce in Ottawa.

The Office participates in the conduct of Canada's commercial relations with other countries, including the negotiation and administration of trade agreements and participation in international trade conferences.

TRADE COMMISSIONER SERVICE

The Trade Commissioner Service is the overseas arm of the Department of Trade and Commerce. Through more than 150 officers stationed in 66 posts in 47 countries, the branch continuously promotes Canada's foreign trade in foreign markets.

The main role of the Trade Commissioner is to bring buyer and seller together. To this end he studies potential markets for specific Canadian goods and services. He provides reports on current supply and demand, prevailing prices, competitive conditions, import and exchange controls, tariffs and tariff preferences, customs regulations, labelling and marking regulations, shipping and packaging requirements, terms of payment, and distribution channels. The Trade Commissioner is ready to recommend suitable agency or buying connections; provide credit information on overseas agents and buyers; assist Canadian businessmen planning foreign sales trips by providing market data, travel information, arranging appointments, making introductions and helping with language problems. He will also undertake to keep a Canadian firm posted on developments which affect the continued sales of its products in overseas markets.

To obtain factual data to perform the above tasks and to obtain information for periodic economic reports, Trade Commissioners develop close liaison with local businessmen, bankers, government officials, trade associations and civic leaders. In addition, Trade Com-

missioners travel extensively in their territories, visiting knowledgeable persons in leading industrial and trade centres outside the city in which they are located. All of this is part of their work of helping to create opportunities for Canadian exporters.

In seeking trade growth, Trade Commissioners play an important part in the planning and execution of the departmental trade fair and trade missions programmes. They supervise Canadian exhibits at overseas trade fairs and assist the Canadian firms participating. They make arrangements for and travel with Canadian trade missions visiting overseas markets.

TRADE FAIRS AND TRADE MISSIONS

Under the business conditions of today, the trade fair has become an indispensable adjunct to international trade. The days of "sight-unseen" transactions between countries and of catalogue buying are over.

The Trade Fair programme sponsored by the Department of Trade and Commerce enables many Canadian firms to display their products in markets which, without the support of this programme, could be entered much less advantageously. The Trade Fairs included in the programme are carefully selected after review of recommendations and reports from Trade Commissioners in many countries and of Commodity Officers who have studied Canadian goods and their sales potential.

Participation in a fair is not an onerous task for a company. The Department of Trade and Commerce provides a professionally designed and constructed exhibit, skilled publicity services, and transports the products to be exhibited from Ottawa to the site and back to Ottawa. The only direct expense to the exhibitor is a percentage of the actual cost of floor space and the shipping of his goods to and from Ottawa. The exhibitor is also requested to ensure that properly qualified personnel from his company (or a local agent) is on his stand during the hours the show is open.

Each year hundreds of Canadian manufacturers display their products before thousands of buyers in trade exhibitions in various parts of the world. Participation in these trade fairs is an excellent way to enter the export market or to increase sales in specific areas.

Distance, a different language and lack of knowledge of the foreign market are often formidable barriers to Canadians contemplating overseas sales promotion. The Department's Trade Mission Programme is designed to demonstrate to Canadian businessmen that these difficulties are overcome by a planned approach.

The Department of Trade and Commerce organizes both outgoing and incoming trade missions. Both types of missions are designed to bring together Canadian producers of export products or services and overseas customers, and to acquaint Canadian businessmen with foreign market conditions and trading practices. Although immediate sales are emphasized, future sales are also covered through information on product modifications necessary to meet foreign market demands.

A Canadian accepts an invitation to participate in a trade mission with the understanding that his first responsibility is to the Department and to the industry that the mission represents. Members are chosen for their experience and standing in the industry and for the contribution they can make to the mission and its report. The observations and notes of each member are available to the Department in its continuing work of assisting and advising other Canadian exporters. In addition, the Department issues a report on each mission which goes to other members of the same industry as, in the final analysis, increased exports will only result if the Mission is successfully exploited by individual Canadian firms.

EXHIBITION COMMISSION

Under its terms of reference the Commission is responsible for preparing all Canadian Government exhibits outside of Canada. On trade fairs and trade exhibitions it acts on the recommendations of the Departmental Committee on Trade Fairs Abroad concerning the Government's trade fair programme for each year.

For other types of government exhibitions abroad the Commission deals directly with the departments and agencies concerned. In addition to its responsibilities outside Canada, the Commission acts as a central service agency for the design and production of exhibits and displays required by departments for use in Canada.

TRADE PUBLICITY

The primary purpose of the Trade Publicity Branch is to further the trade promotion activities of the Department of Trade and Commerce at home and abroad through publicity measures: Promotion through Print. The branch distributes information on commercial, industrial and economic conditions in Canada and developments in foreign trade and domestic commerce. The latter is disseminated to a large extent through the Department's fortnightly publication *Foreign Trade*.

Another facet of the branch's information work is the distribution of departmental press releases, copies of ministerial statements and addresses, and speeches by senior departmental officials to the Press Gallery in the House of Commons, many other interested recipients in Canada and to Trade Commissioners abroad. A third is the supply of information about Canada for use in other countries, usually through the Trade Commissioners.

The branch assists newspaper and other correspondents (many representing non-Canadian media) who are seeking commercial, industrial or economic information on Canada. This aid may be extended through personal contact in Ottawa or by correspondence with and through the Trade Commissioners abroad for magazines and other publications abroad as well as in Canada.

The branch is responsible for placing advertisements on behalf of the Department in overseas media or media going overseas. In particular the trade press is accented because it is a very efficient way of getting the advertising message to the businessman.

THE BANK AND THE EXPORTER

The chartered banks are the principal institutions through which Canada's export transactions are effected. While export goods are being produced in Canada their financing is part of the normal business of Canadian banks. Their foreign trade functions cover handling of foreign exchange whereby the exporter receives payment for the goods he is sending abroad and, secondly, by facilitating credit arrangements between buyer and seller, including the gathering of credit information, extension of bank credit or other means of financing.

Canadian banks are involved in most of the trade transactions of Canadian exporters. The banks maintain specialized foreign trade departments, which are prepared to assist their branches throughout the country with foreign trade financing problems, trade enquiries, credit information and current foreign exchange matters, involving the use of banking services and payment facilities between Canada and countries all over the world.

The facilities of the Department of Trade and Commerce in Canada are at the disposal of exporters and Canadian Trade Commissioners located abroad handle such questions as the selection of prospective agents, sales opportunities, local marketing problems, etc.

Canadian chartered banks frequently receive such enquiries and welcome any opportunity to cooperate with the Department of Trade and Commerce for the benefit of Canada's exporters. Where the banks are particularly useful is in the field of credit information available at their respective head offices.

The exporter, through his own branch bank, has virtual access to information in the files of foreign banks anywhere in the world. Canadian banks such as the Bank of Montreal maintain many foreign offices abroad, and in places where there are no Canadian bank offices, banks can obtain information from their foreign banking correspondents.

The Bank of Montreal, for example, maintains in its International Division at Head Office extensive credit files on a worldwide basis. Credit information for branches is obtained through Bank of Montreal offices abroad, or through its affiliate, the Bank of London & Montreal, Limited, which operates 31 branches in nine countries in Latin America and the Caribbean, or through the facilities of the principal banks in all countries of the world.

The Credit Risk—In export trade as in the domestic market, the seller must assess the credit risk and quote terms of sale accordingly. In foreign trade, however, the normal risk must be considered in conjunction with the economic situation in the country of destination.

The buyer may be willing and able to pay in his own currency but if his country is short of foreign exchange, the Canadian supplier may be faced with lengthy delay in obtaining settlement, if not outright loss.

When asking his banker to obtain a report, the exporter should also remember that while foreign banks will give the general reputation of a firm they will seldom care to reveal specific financial data. As mentioned earlier, an exporter will need to know if there are foreign exchange or other import restrictions in a prospective buyer's country as well as general business conditions in the country concerned, all of which may be obtained through his bank. This is particularly important when sellers are asked to extend credit. It is essential to have a written agreement on the manner of payment.

The Bank Act—The financing of Canadian exports not only covers the period between shipments of goods and final settlement but also begins at the first stages of domestic production. Under the provisions of Sections 86 to 90 of the Canadian Bank Act, the chartered banks are enabled to provide short-term working capital to industry and commerce. The purpose is to facilitate the complete series of operations, from processing of raw material to finished product and eventual sale. These sections of the Bank Act have an important bearing on the flow of our export trade.

Export Credits Insurance and Finance—Export credits insurance is a subject in itself and we have discussed it elsewhere in this booklet. Under the provisions of a policy issued by the Export Credits Insurance Corporation, a Crown Company, the exporter is able to insure his short and medium term shipments against most of the principal risks of loss. The Corporation will insure up to 90 per cent of the contract price at a moderate premium and these policies, when assigned to the exporter's bank, materially ease financing requirements.

An additional tool of export financing is the Export Finance Corporation of Canada Ltd., the charter of which is owned by the chartered banks in Canada. This is also discussed on another page. The purpose of

this corporation is to assist in the financing for medium term—one to five years—exports which have been insured by the Export Credits Insurance Corporation.

The Foreign Exchange Risk—If the exporter sells for Canadian dollars, the exchange risk falls on the foreign importer, but if payment is to be made in another currency, the prudent exporter will protect himself against exchange rate fluctuations between the time of sale and of settlement. This can be done by selling a future to his bank for delivery at the approximate time the foreign funds are due for payment. An uncovered foreign exchange position could easily cost an exporter not only his trading profit on his sale but involve a substantial loss besides.

The Documentary Draft—A large proportion of Canadian export trade is financed by means of sight or time drafts drawn by shippers on buyers abroad. Such drafts are known as bills of exchange and are handed by exporters to their bankers with complete collection and settlement instructions.

The export may be financed by discount of the relative bill of exchange at the exporter's bank at time of shipment. Another procedure is for the Canadian exporter to pledge the bills to his bank as partial or full security for a general line of credit.

Documentary drafts on places overseas are usually accompanied by documents of title consisting of commercial and customs invoices, insurance policy or certificate and a full set of bills of lading made out to the order of the shipper and endorsed in blank—in other words, in negotiable form.

In the case of sight drafts, these documents are normally released by the correspondent bank abroad to importers only against payment, but when time drafts are used, the correspondent bank is instructed to surrender documents against the importer's written acceptance on the face of the bill.

Commercial Letters of Credit—Banks are also the medium by which the buyer abroad may instruct his banker to open a commercial or documentary letter of credit through a Canadian bank. The establishing bank abroad undertakes to pay the seller a stated sum of money against delivery of certain documents within a prescribed time.

Exporters should clearly understand that letters of credit deal with documents but not goods. Neither the negotiating bank in Canada nor the issuing bank abroad can accept any responsibility for the quality or other characteristics of the underlying goods, but they must ensure only that the documents are made out strictly in accordance with the terms of the credit. Even an irrevocable credit offers limited, if any, protection to

the exporter who is unable to meet the terms of the credit in every respect. If discrepancies occur in documents which cannot be corrected in time for delivery and the exporter furnishes his negotiating bank with a guarantee he has, in effect, automatically signed away his rights under the credit. For, if he chose, the importer could refuse to take delivery of the documents because they did not agree with his requirements as outlined in the credit.

Commercial or documentary letters of credit may be issued in various forms but, generally, fall into two main categories.

IRREVOCABLE CREDITS constitute a binding and irrevocable obligation on the part of the establishing bank to honour drawings issued in conformity with terms of the credit. Such credits may not be cancelled or amended without the consent of all parties concerned. The Canadian bank through which the credit has been forwarded will add the following clause on the relative advice to the beneficiary:

“This letter is solely an advice of credit opened by the abovementioned correspondent and conveys no engagement by us.”

It sometimes happens that an exporter requires the written assurance or firm undertaking of a bank in Canada that credits issued by a foreign bank will be honoured in due course. For example, the issuing bank abroad may not be well known or the importing country may have difficult exchange problems which might possibly interfere with the issuing bank's undertaking. Provided, of course, that it is instructed to do so by its foreign correspondent, the Canadian bank then assumes complete responsibility for the credit by adding the following undertaking to its letter of advice to the beneficiary:

“We hereby confirm this credit and thereby undertake that any drafts drawn and accompanied by documents in order will be duly honoured on presentation.”

REVOCABLE CREDITS — otherwise known as Authorities to Pay or Authorities to Purchase, authorize payment to the beneficiary upon presentation of draft and specified documents subject to modification or cancellation without notice to the beneficiary. Such credits afford the exporter little protection and are used infrequently.

Uniform Customs and Practice for Commercial Documentary Credits—Canada now subscribes to this code of procedure governing commercial letters of credit. A pamphlet outlining terms and definitions may be obtained through the head offices of the chartered banks.

THE EXPORT CREDITS INSURANCE CORPORATION

ECIC is a Crown Corporation with head office in Ottawa (P.O. Box 655), and branches in Montreal and Toronto. It is represented by regional offices of the Department of Trade and Commerce in Halifax, Winnipeg, Edmonton, and Vancouver.

ECIC operates in the fields of export credits insurance and long-term export financing.

THE INSURANCE OPERATION

In the insurance field ECIC offers protection against non-payment by foreign buyers.

CLASSES OF INSURABLE BUSINESS

1. Consumer goods and miscellaneous general commodities sold on short credit terms usual for the particular trade, and which normally extend from documentary sight draft to about six months.
2. Capital goods sold on medium credit terms from six months to a maximum of five years.
3. Engineering, construction, technical, and similar services.

TYPES OF POLICIES

Consumer Goods Policies—As a rule, blanket policies are issued to cover an exporter's entire export sales for one year, excluding those made against irrevocable letter of credit or those paid for in advance and also sales to buyers in the United States.

There are two types of Consumer Goods Policies:

1. A Contracts Policy protects the exporter from the time he receives an order until he is paid. This policy is designed to protect those exporters selling specially-made goods.
2. A Shipments Policy protects an exporter from date of shipment only.

Both policies cover the same risks.

Capital Goods Policies—A policy is issued to cover an individual contract of sale of capital goods such as plant equipment, locomotives, heavy machinery, etc.

Services Policies—These policies are issued to cover engineering, construction, technical, or similar services contracts between Canadian firms and persons in other countries.

RISKS INSURED

The main risks insured by ECIC are:

1. Insolvency of the buyer.
2. Failure of the buyer to pay within six months after due date the gross invoice value of goods duly accepted.
3. Repudiation, where such repudiation does not result from a breach of contract by the exporter and where proceedings against the buyer would serve no purpose.

4. Blockage of funds or transfer difficulties.
5. War or revolution in the buyer's country.
6. Cancellation or non-renewal of an export permit and the imposition of restrictions on the export of goods not previously subject to restriction.
7. Any other cause outside the control of both exporter and buyer which arises from events occurring outside Canada and the continental United States.

Co-insurance—ECIC normally pays up to 90 per cent of the amount of the loss under the terms and conditions of the exporter's policy, and in such cases the exporter bears 10 per cent.

AID IN FINANCING

To assist exporters in obtaining financing, ECIC will agree to pay to any Canadian chartered bank the proceeds of any claim payable under a policy. The exporter can assign an individual bill or he can make a blanket assignment of his foreign accounts receivable.

LONG-TERM EXPORT FINANCING (Section 21A of the ECI Act)

Under Section 21A of the Export Credits Insurance Act, the Federal Government may authorize ECIC to provide long-term export financing for sales of capital goods and related services. This facility is provided by the Government to cover large capital projects where required credit terms exceed the maximum 5-years insurable. The projects must be substantial in value and the Canadian material-labour content not less than 80 per cent.

FOR FURTHER INFORMATION

Refer to your nearest ECIC office or representative. An information booklet is also available through any branch of the Bank of Montreal.

EXPORT FINANCE CORPORATION OF CANADA LTD.

The charter of this Corporation is held by the chartered banks of Canada. The executive office is in Toronto.

The principal purpose of the Corporation is to assist in the financing for medium term (1 to 5 years) of exports which have been insured by the Export Credits Insurance Corporation, payment for which may be expressed in Canadian or U.S. dollars.

The exporter who is interested in financing for a period from one to five years should discuss the matter with his bank and the Export Credits Insurance Corporation. The banker in turn will have the option of refinancing the transaction through the Export Finance Corporation of Canada Ltd.

TIPS TO EXPORTERS

PLANNING YOUR SALES TRIP

After preliminary surveys of export markets have been made with the assistance of the International Division of your Bank, and in consultation with the Department of Trade and Commerce, it is quite likely that you will want to visit those markets which appear to offer the best opportunity. In fact it is strongly recommended that such a visit be made as it will enable you to make the final assessment of the market for your particular merchandise and to meet potential importers.

The first step will be to obtain a valid passport and, even when your trip includes countries which do not specifically require you to have a passport, you are strongly urged to obtain one anyway. Passports constitute the finest possible form of identification and you are always well advised to have yours with you when you are outside Canada. Canadian passports are issued by the Department of External Affairs, Ottawa, to Canadian citizens. They cover all countries and are good for five years from the date of issue, when they may be renewed for a further period of five years. The initial charge for a passport is \$5.00 and the renewal fee is \$2.00. They can be issued within two weeks *providing* the application forms are correctly completed.

Requests for forms may be directed to the Passport Officer, Department of External Affairs, Ottawa, or obtained from local Post Offices, travel agencies and transportation companies. In addition, most Canadian bank offices hold a supply of application forms for the use of their customers and bank Managers are among persons authorized to act as guarantors of passport applications.

The "Markets in Brief" pages indicate visa and inoculation requirements, according to the best available information. But Canadian businessmen planning trips abroad are urgently advised to double-check requirements in this respect before leaving home. As a rule, a visa is almost always desirable, even if not definitely specified.

You are specifically cautioned to check inoculation requirements when planning visits to countries where an asterisk (*) appears in the "Markets in Brief" pages under the headings "Visas" and "Inoculations".

NOTE: It is also essential to remember that any person returning to Canada must have a valid vaccination certificate.

From information at the disposal of the Department of Trade and Commerce, details regarding the import of samples have been incorporated in the relative country dealt with in "Markets in Brief".

We should stress, however, that it is vital for you to know the procedure for admission of samples in each country you will be visiting. Often, it is desirable to ship samples ahead, and you should plan for the fact that customs clearance of samples and catalogues *may take as long as two weeks*. Certainly anything bulky in the way of catalogues should be sent ahead, if for no other reason than that this will give the local representative of the Department an opportunity to look them over before you arrive, so that he can be more helpful to you.

CORRESPONDENCE BY AIRMAIL

Each "Markets in Brief" page gives an indication of recommended postal procedures, but these can be summarized as indicating that airmail is vital. Even using airmail, you are cautioned *to allow time for local delivery*. (Local delivery takes several days *after arrival* in a number of countries.)

Following are examples of the advantages of airmail against surface mail in a number of representative countries, and these surface times do not indicate additional days for handling in Canada, handling in transit countries in some cases, and handling in the country of destination.

	Airmail	Surface Mail
Paraguay	1½	22
Portugal.....	1½	16
Egypt	2-3	24
Pakistan.....	2-3	38
Tanzania.....	3-4	58
Australia	2-4	30

And a final word of warning—we suggest that you make quite sure that your mailing staff realize the importance of using airmail. *The whole success or failure of your entire export programme can depend on it!*

OTHER SOURCES OF ASSISTANCE FOR EXPORTERS

Exporters should also bear in mind the sales promotional facilities available to them by in-

DOCUMENTATION IN EXPORT TRADE

terested Provincial Governments in Canada. Many of the latter now maintain experienced staffs in Canada and abroad to provide assistance to firms interested in exporting.

The Canadian Export Association, Montreal, provides services and effective coordination on every phase of export activity for the purpose of extending Canada's export trade on a sound basis. Conferences, meetings and study groups pertaining to export trade are arranged and publications issued on various phases of foreign trade.

The Canadian Manufacturers' Association with head office in Toronto and division and branch offices in eight other centres across the country pro-

vides a comprehensive range of export informational and educational services which cater for the needs of both new and seasoned exporters.

Through its specialized service departments, the Association offers information on export techniques and potential foreign markets with detailed data relating to every phase of organizing for export and processing export shipments. Its Export Study Clubs across Canada provide a forum for the conveyance and exchange of information on marketing methods and experience. Monthly meetings feature addresses by experts on export techniques and markets and visits to places of specific interest are also programmed.

DOCUMENTATION IN EXPORT TRADE

When an export shipment leaves Canada it must be accompanied by certain documents in order to fulfill the customs requirements of the importing country. Each form and each blank space serves some purpose. The main use of customs documents is to provide the importer with a complete and specific description of the goods so that he can have them correctly assessed for duty purposes. Documents are also used for the administration of exchange control and quota restrictions and for statistical purposes. Careful completion of these forms means that goods can be cleared with the least possible delay and avoidance of fines. Careful completion means re-typing rather than making corrections; the erasure, even of typographical errors, may be confused with falsification.

Consular Fees—Fees for consular legalization of documents vary greatly and are often substantial, particularly in some Latin American countries. Some countries levy a flat fee per set of documents, while others charge fees on the value of the shipment as shown in the invoice—going as high as 8 per cent ad valorem in some cases. Some fees are collected by the Consul who processes the documents. Others are paid by the importer at port of entry. The cost of forms purchased from Consuls in the Latin American area can be as high as \$5.60 a set.

Consular Invoice—When required, this is the most exacting document an exporter is likely to meet. It is most generally needed in Latin America where it is required in 12 of the 19 countries. Forms are usually obtainable from the Consul of the importing country and must be submitted to him for legalization. To avoid fines and delays, utmost care must be taken to complete forms; particularly, to avoid erasures of any kind.

Commercial Invoice—This is usually supplied on the exporter's own form, but the content must comply with the requirements of the importing country. In some countries, particularly those of the Commonwealth, a special form is prescribed. Such forms—Customs invoices—can usually be obtained from commercial stationers.

Certificate of Origin—The main purpose of this document is to establish the right of the goods to preferential or conventional duties. They are thus required for Canadian goods in many parts of the Commonwealth.

Certificate of Value—Values shown in an invoice frequently have to be confirmed by a certificate of value signed by the exporter stating that the invoice contains a true and full statement of the price paid for the goods, etc.

Bill of Lading—The Customs regulations of most countries specify the number of copies, either negotiable or non-negotiable, of the bill of lading that must be supplied for Customs purposes.

Very briefly, a bill of lading may either be a straight or an order bill. A straight bill of lading is made out to a specifically named consignee and is a non-negotiable document. An order bill of lading is made out by the carrier to the order of the shipper; the title of the goods is given by possession of the bill bearing the shipper's endorsement. Some countries prohibit or render difficult the use of order bills of lading. Consequently, the shipper should always enquire about the type of bill of lading acceptable to the country concerned.

Packing List—This is sometimes required to supplement the commercial invoice when numerous units of the same product are being shipped, or when the quantities, weights or contents of packing cases may vary.

Health Certificates—The regulations of many countries call for a certificate of health or sanitary certificate when animals, animal products and plant products are shipped. These certificates are usually issued in Canada by the Department of Agriculture or, for processed foods, by the Department of National Health and Welfare.

Import License—Many countries require the importer to obtain an import license. The exporter should always make sure that his customer has complied with the licensing requirements of the importing country before he ships the goods.

Canadian Export Forms—The Canadian Government normally requires only the Customs export entry form B13 and, in certain exceptional cases, an export permit.

Finally—Documents should be prepared in time to

get them into the hands of the importer before the goods reach the port of entry. The papers should be sent to the consignee by airmail. *The Office of Trade Relations of the Department of Trade and Commerce has compiled leaflets on "Shipping Documents and customs regulations" for many countries. These are available on request.*

Consular officials of the importing country, the Canadian Manufacturers Association, the Canadian Export Association and Boards of Trade or Chambers of Commerce in larger cities can also advise exporters on documentation requirements.

Exporters frequently find it advisable to have shipping documents prepared for them by shipping agents, many of whom have long experience and exact knowledge of requirements.

With acknowledgments to "The Techniques of Export Trade", published by the Department of Trade and Commerce.

SELECTED LIST OF EXPORT PUBLICATIONS

Books and Pamphlets

Canadian Business Handbook, Newman and Newman. 1964. McGraw Hill, Toronto.

Customs Aspects of Exporting to the United Kingdom, Canadian Manufacturers' Association. 1960. Toronto.

Exporters' Encyclopaedia, Thomas Ashwell & Co., New York, containing full and authentic information relative to shipments for every country in the world. Annual volume and supplementary bulletins.

Export Methods and Services, Canadian Manufacturers' Association. 1965.

Export Practice, Carswell Company Ltd., Toronto.

How to Win World Markets, Department of Trade and Commerce, Ottawa. 1966.

International Trade Principles and Practices, 4th Ed., Horn, Paul V. and Gomez, Henry. Prentice-Hall, New York. 1959.

Practical Exporting and Importing in Canada, Arnold, J. R., University of Toronto Press, Toronto. 1961.

Pricing for Export, Canadian Manufacturers' Association. 1963.

The Principles and Problems of Export Packing, Department of Forestry, Forest Products Research Branch, Ottawa. 1962. Free. (Queen's Printer).

Trade and Commerce at Your Service, Department of Trade and Commerce, Ottawa. 1965. Free.

Periodicals

Board of Trade Journal, London, H.M. Stationery Office. Weekly.

Canadian Packaging. Toronto, Maclean-Hunter Publishing Company. Monthly.

Commerce extérieur. Ottawa, Department of Trade and Commerce. Monthly.

Business Abroad, New York, American Heritage Publishing Co. Weekly.

Foreign Trade. Ottawa, Department of Trade and Commerce. Fortnightly.

Industrial Canada, Toronto, Canadian Manufacturers' Association. Monthly.

International Commerce. Washington, U.S. Department of Commerce. Weekly.

International Trade Review. New York, Dun & Bradstreet, Inc. Monthly.

Modern Packaging. New York, Modern Packaging Corporation. Monthly.

Overseas Business Reports. Washington, Bureau of International Commerce. Irregular.

"MARKETS IN BRIEF"

The following pages present facts and figures on 90 countries around the world to which Canadian exporters are now successfully selling a very wide range of products. This capsule information is based on the successful "Markets in Brief" series in the Department of Trade and Commerce publication "Foreign Trade" and has been expanded and brought up to date by the

Department for this booklet.

Each page includes appropriate statistics, information on current imports and exports, details of population, climate, currency, marketing centres, documentation requirements, trade agreements, etc. In each case addresses are included to which you are invited to write for further detailed information.

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ARGENTINA

Area: 1,079,985 square miles.

Population: 22,000,000.

Climate: sub-tropical in the northeast, temperate in the rest. Seasons are the reverse of those in Canada.

Language: Spanish; sales literature in Spanish is essential.

Currency: peso; one peso equals Can. \$0.006316 (May 1965).

Foreign exchange and import controls: official exchange market; remittances abroad subject to approval of and controlled by Banco Central. Import licences not required; certain goods, predominantly luxury, prohibited entry; in addition to import duty many goods subject to a surcharge ranging from 20 to 200 per cent of c. and f. value; prior deposits currently applied to capital goods imports.

Weights and measures: metric system.

Capital: Buenos Aires.

Chief ports: Buenos Aires, Rosario, La Plata, Santa Fe, Mar del Plata, Necochea, Bahía Blanca, Puerto Madryn, Comodoro Rivadavia, Puerto Deseado, Puerto San Julián, Río Gallegos.

Marketing centres: Greater Buenos Aires, including federal capital and immediately adjacent towns, (population) 6,900,000; Rosario 671,852; Cordoba 589,153; Tucuman 287,000; Santa Fe 259,560; Bahía Blanca 150,350; Mendoza 109,149.

Economy: mainly agro-pastoral. Primary cereal and animal products account for 90 per cent of annual exports.

Total Argentine imports: 1964—U.S. \$1,060 million; 1963—U.S. \$981 million.

Chief imports: (U.S. \$ million) 1964—machinery and equipment 330; iron and steel products 135; chemicals 115; non-ferrous metals 93; combustibles and lubricants 88.

Chief suppliers: (U.S. \$ million) 1964 (estimated)—ECM 249, United States 205, LAFTA 130, Britain 63.

Value of imports from Canada: 1964—Can. \$26.9 million; 1963—Can. \$37.0 million.

Chief imports from Canada: (Can. \$ million) 1964—newsprint paper 6.4; wood pulp, all types 4.8; sheet and strip steel 4.1; aluminum 2.9; asbestos 1.3.

Total Argentine exports: 1964—U.S. \$1,410 million; 1963—U.S. \$1,365 million.

Chief exports: (U.S. \$ million) 1964—cereals 490; meat 330; semi-processed agricultural products 210; wool 120.

Chief markets: (U.S. \$ million) 1964 (estimated)—ECM 511, LAFTA 177, Britain 127, Communist China 80, United States 74.

Value of Canadian purchases: 1964—Can. \$5.9 million; 1963—Can. \$5.4 million.

Chief Canadian purchases: (Can. \$'000) 1964—meat and meat preparations 1,306; fuel oil 1,261; wool yarn 987; wool 709.

Prices: U.S. dollars, c. and f. quotations preferred.

Usual credit terms: sight to 180 days; medium and long term credit all being used.

Samples: samples of no commercial value are admitted free of duty when sent by sample post in packages up to 18 ounces in weight. Samples sent by parcel post or in other ways are treated the same as other commercial shipments.



Visas: business visa is required. **Inoculations:** smallpox.

Trade agreements: most-favoured-nation treatment accorded Canada by Trade Agreement of November 15, 1941. As a member of LAFTA, grants preference on certain items to LAFTA countries.

Documentation, customs tariffs, marking and labelling: for information consult office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR

Commercial Counsellor
Canadian Embassy
Bartolome Mitre 478
Buenos Aires, Argentina
(by airmail only)

AUSTRALIA

Area: 2,971,081 square miles.

Population: 11,135,509 (1964).

Climate: varies widely, from tropical to temperate.

Language: English.

Currency: Australian pound; one pound equals Can. \$2.4130 (June 1965); will be changing to dollars and cents currency in February 1966.

Foreign exchange and import controls: import licence not necessary except for a few products; exchange permit not required.

Weights and measures: imperial standard. (Metric system used for some pharmaceuticals.)

Capital: Canberra, altitude 1,906 feet.

Chief ports: Melbourne, Sydney, Brisbane, Hobart, Adelaide, Fremantle.

Marketing centres: Sydney (population) 2,300,100; Melbourne 2,061,300; Brisbane 663,500; Adelaide 607,800; Perth 457,000; Hobart 122,949.

Economy: mainly based on primary production, with a rapidly growing secondary industry which employs about 30 per cent of the total labour force and produces one-third of the national income. Wool, meat, fruits, wheat and base metals are the main primary products.

Total Australian imports: 1963-64—Can. \$2.8 billion; 1962-63—Can. \$2.6 billion. Imports per capita 1963-64 Can. \$260; 1962-63—Can. \$242.

Chief imports: (Can. \$ million) 1963-64—motor vehicles and parts 285; crude petroleum 208; motive power machinery and parts 156; cotton and linen piecegoods 89; printing papers 54.

Chief suppliers: (per cent) 1963-64—Britain 27.8, United States 22.9, Japan 6.8, West Germany 5.6, Canada 4.0.

Value of imports from Canada: 1964—Can. \$145.8 million; 1963—Can. \$100.8 million.

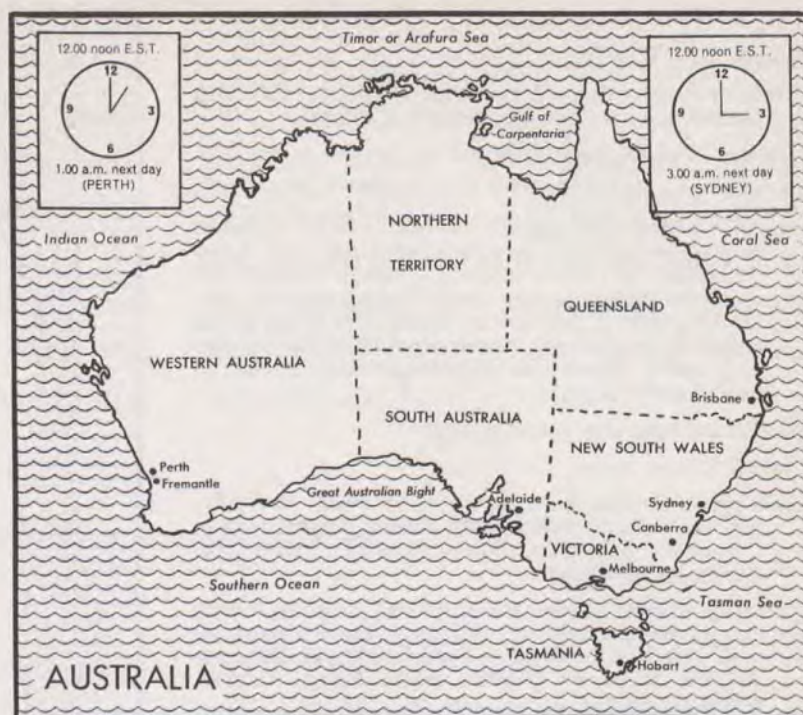
Chief imports from Canada: (Can. \$ million) 1964—motor vehicles and parts 22.6; newsprint paper 20.5; aircraft, engines, assemblies and parts 15.7; lumber, all types 10.0; plastic and synthetic rubber 8.1.

Total Australian exports: 1963-64—Can. \$3.3 billion; 1962-63—Can. \$2.6 billion.

Chief exports: (Can. \$ million) 1963-64—wool 1,100; wheat 438; beef and veal 212; sugar 189; sheep and lamb hides and skins 90.

Chief markets: (per cent) 1963-64—Britain 18.4, Japan 17.5, United States 10.1, Communist China 6.0, New Zealand 6.0.

Value of Canadian purchases: 1964—Can. \$60.0 million; 1963—Can. \$55.7 million.



Chief Canadian purchases: (Can. \$ million) 1964—raw sugar 18.2; meat and meat preparations 11.0; fruit, fresh, frozen, dried 7.9; wool 7.5; metal ores 2.3.

Dollar exchange: freely available.

Prices: quote in U.S. or Canadian dollars, preferably c.i.f.

Usual terms of payment: from sight to 90 days in a large majority of cases but terms in excess are encountered.

Samples: non-commercial value, free entry. Commercial value, deposit refunded on re-export.

Visas: visa not required.

Inoculations: smallpox.

Trade Agreements: Canada-Australia Trade Agreement ratified June 30, 1960, provides for exchange of preferential tariff treatment.

Import controls, documentation, customs tariffs, marking and labelling: import controls are maintained on only three products. For further information consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: use airmail for all correspondence; surface mail takes up to eight weeks to arrive. Airmail costs 25 cents each half ounce.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Commercial Councillor
for Canada
P.O. Box 3952, G.P.O.
Sydney, Australia

Commercial Councillor
for Canada
2 City Road
Melbourne, Australia

or
Commercial Secretary
Office of the High
Commissioner for Canada
Commonwealth Avenue
Canberra, Australia

AUSTRIA



Area: 32,376 square miles.

Population: 7,215,300.

Climate: moderate.

Topography: mostly mountainous.

Language: German; sales literature in German desirable, but not absolutely essential.

Currency: schilling; one schilling = Can. \$0.04184 (May 1965).

Foreign exchange and import controls: freely available for commercial transactions; a few commodities (mostly agricultural and food products) still subject to quantitative import restrictions.

Weights and measures: metric system.

Capital: Vienna.

Chief ports: none; Canadian exports to Austria are usually routed through North European ports (Rotterdam, Hamburg, Bremen) or Trieste.

Marketing centres: Vienna (population) 1,627,566; Graz 237,080; Linz 195,978; Salzburg 108,114; Innsbruck 100,695.

Banking: Bank of Montreal, European Representative's Office, Königsallee 6, Düsseldorf, Federal Republic of Germany.

Economy: well-developed primary and secondary industries; natural resources consist chiefly of lumber, hydroelectric power, iron ore, magnesite and oil; tourist trade important.

Total Austrian imports: 1964—Can. \$2.02 billion.

Chief imports: (per cent) 1964—machinery 19.8; motor vehicles 10.0; chemicals 8.7; textiles 8.2; coal 5.2.

Chief suppliers: (per cent) 1964—West Germany 41.7, Italy 7.4, Switzerland 5.4, United States 5.2, France 4.6, Netherlands 3.2.

Value of imports from Canada: 1964—Can. \$7.5 million; 1963—Can. \$6.8 million.

Chief imports from Canada: (Can. \$ million) 1964— asbestos 2.4; wheat 1.9; nickel .768; plastic and synthetic rubber .482.

Total Austrian exports: 1964—Can. \$1.57 billion.

Chief exports: (per cent) 1964—machinery 17.0; iron and steel 13.9; lumber 8.4; textiles 8.4.

Chief markets: (per cent) 1964—West Germany 27.9, Italy 12.3, Switzerland 7.9, Britain 4.6, United States 4.0, U.S.S.R. 4.0, Netherlands 3.4.

Value of Canadian purchases: 1964—Can. \$9.6 million; 1963—Can. \$9.0 million.

Chief Canadian purchases: (Can. \$'000) 1964—textiles and sundries 1,592; industrial machinery and parts 929; motor vehicles and parts 786; sporting goods, equipment and parts 521; steel plates, sheet, strip 392; gem and ornamental stones 332.

Prices: quote in Canadian dollars, preferably c.i.f. North European port.

Usual terms of payment: sight to several months depending on commodity.

Samples: dutiable only if of commercial value; travellers samples submitted under bond.

Visas: no visa is required. **Inoculations:** none.

Trade agreements: as a signatory of GATT, Canada enjoys most-favoured-nation tariff treatment. Austria, now a member of EFTA, is currently negotiating a special type arrangement with the Common Market.

Import controls, documentation, customs tariffs, marking and labelling: consult the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Minister-Counsellor
(Commercial)
Canadian Embassy
P.O. Box 190
Vienna 1/8, Austria

BARBADOS

Area: 166 square miles.

Population: approximately 250,000.

Climate: humid; temperatures range from 65 degrees from December to February to 90 degrees in summer; short rainy season July to September; in general, constant breeze, abundant sunshine, cooler nights.

Topography: coral formation; rolling hills, land rises towards centre of island, highest point 1,104 feet; south and west coasts studded with white sandy beaches.

Language: English.

Currency: West Indian dollar; W.I.\$1.00 = Can. \$0.6284.

Weights and measures: imperial system, but use "Old Wine" or U.S. gallon.

Capital and chief port: Bridgetown; population 12,000 (corporate area).

Political status: British colony with internal self-government.

Economy: agriculture (sugar and rum), tourism.

Total Barbados imports: 1964 (9 months)—Can. \$48.6 million (c.i.f.); 1963—Can. \$62.3 million.

Chief imports: (Can. \$ million, c.i.f.) 1963—foodstuffs 16.9; manufactured goods 11.8; machinery and transport equipment 8.6; mineral fuels and lubricants 8.6; miscellaneous manufactured articles 5.6.

Chief suppliers: (Can. \$ million, c.i.f.) 1963—Britain 19.0, United States 8.2, Canada 7.0, West Indies 6.2, Venezuela 5.6.

Value of imports from Canada: 1964—Can. \$6.9 million; 1963—Can. \$5.5 million.

Chief imports from Canada: (Can. \$'000) 1964—meat and meat products 760; fish, fresh, frozen, salted, canned 728; lumber, all types 596; wheat flour 401; textiles 250; footwear 239.

Total Barbados exports: 1964 (9 months)—Can. \$33.4 million (f.o.b.); 1963—Can. \$44.1 million.

Chief exports: (Can. \$ million, f.o.b.) 1963—sugar 26.3; molasses 3.6; rum 1.2.

Chief markets: (Can. \$ million, f.o.b.) 1963—Britain 15.8, United States 4.7, West Indies 4.5, Canada 3.9.

Value of Canadian purchases: 1964—Can. \$3.9 million; 1963—Can. \$4.0 million.

Chief Canadian purchases: (Can. \$ million) 1964—raw sugar 1.9, molasses 1.7, rum .223.

Import controls: import licencing controls remain in effect on relatively few commodities, mainly items which are locally produced, such as macaroni, spaghetti, poultry feeds, handbags, eggs. Imports of lumber are not permitted, except from Canada under a quota system.



Dollar exchange: freely available for imported goods and services.

Prices: buyers prefer quotations c.i.f. Barbados in Canadian dollars if possible, or f.o.b. port of shipment, including export packing, documentation and handling charges.

Terms of payment: customarily sight draft, documents on payment. However, importers are showing a growing tendency to ask for terms of 60 to 90 days interest free, documents on acceptance.

Samples: those of no commercial value may be imported free of duty. If dutiable they can be brought in without payment of duty under a bond, or by making a deposit to cover the duty, refundable on re-export.

Trade agreements: Canadian trade with Barbados governed by Canada-British West Indies Trade Agreement of 1926, that provides for the exchange of preferences on a wide scale.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail; letters ten cents per half ounce. Sea-mail takes four to seven weeks.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or

Commercial Secretary
P.O. Box 1246
Port-of-Spain
Trinidad, W.I.

BELGIUM & LUXEMBOURG

Area: Belgium, 11,778 square miles; Luxembourg, 1,000 square miles.

Population: Belgium 9,428,100; Luxembourg 322,000.

Climate: temperate.

Language: Belgium—French and Flemish (German in one small area). Advertising and sales literature should be in French and/or Dutch. Luxembourg—French is official language. A Luxembourg dialect is often used in conversation and German is generally understood.

Currency: Belgium—franc; one franc equals Can. \$0.02176 (May 1965). Luxembourg—franc; one Luxembourg franc equals one Belgian franc.

Foreign exchange and import regulations: foreign exchange is freely available. No import licence necessary, except for a small number of products.

Weights and measures: metric system.

Capital: Belgium—Brussels, at sea level; Luxembourg—city of Luxembourg.

Chief ports: Belgium—Antwerp, Ostend, Zeebrugge, Bruges; Luxembourg—none.

Marketing centres: Belgium—Brussels (population) 1,057,923, Antwerp 654,508, Liège 452,417, Charleroi 283,021, Ghent 229,178. Luxembourg—Luxembourg 71,653.

Banking: Bank of Montreal, Assistant General Manager's Office, 10, Place Vendôme, Paris 1er, France.

Economy: Belgium—a strong, free-enterprise economy based on highly developed industry and backed by a hard currency and a stable political situation. Largely dependent on exports of manufactured and semi-manufactured goods. Interested in development of new industries to take advantage of European Common Market. Luxembourg—the steel industry is the backbone of the Luxembourg economy, and steel exports are largely responsible for the relatively high purchasing power. Also important are a wide range of small and medium-sized enterprises, plus agriculture and viticulture.

Total BLEU imports: 1964—U.S. \$5,922 million; 1963—U.S. \$5,112 million.

Chief imports: (U.S. \$ million) 1964—mineral products 874; machines, appliances, electrical equipment 838; base metals and articles thereof 708; textiles and textile products 702; transport materials 543.

Chief suppliers: (U.S. \$ million) 1964—West Germany 1,174, Netherlands 880, France 876, United States 525, Britain 454, Italy 225.

Value of imports from Canada: 1964—Can. \$100.5 million; 1963—Can. \$76.5 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 23.1; zinc 15.0; asbestos 6.4; lead 6.1; dairy products 5.9; lumber, all types 3.1; fish, all types 2.9; motor vehicles and parts 2.6.

Total BLEU exports: 1964—U.S. \$5,590 million; 1963—U.S. \$4,839 million.

Chief exports: (U.S. \$ million) 1964—base metals and articles thereof 1,684; textiles and textile products 850; machinery, appliances, electrical material 595; transport material 439.



Chief markets: (U.S. \$ million) 1964—Netherlands 1,283, West Germany 1,159, France 846, United States 450, Britain 277, Italy 212.

Value of Canadian purchases: 1964—Can. \$59.2 million; 1963—Can. \$47.3 million.

Chief Canadian purchases: (Can. \$ million) 1964—rolling mill products 21.3; glass and its products 8.3; unset cut gem diamonds 6.3; agricultural machinery and parts 2.2; carpets, runners, mats 2.1.

Prices: quote in Canadian dollars or Belgian francs, preferably c.i.f. Belgian port.

Usual credit terms: the majority are sight bills. The remainder are mainly between 30 and 90 days and with specific due dates indicated.

Samples: subject to duty if of commercial value; admitted duty-free if of no commercial value or made unfit for commercial purposes.

Visas: no visa required.

Inoculations: none.

Trade agreements: most-favoured-nation agreement with Canada; preferential tariff treatment for imports from other EEC member countries and associated territories.

Import controls, documentation, customs tariffs, marking and labelling: consult the office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail recommended; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division		Commercial Counsellor
Office of Trade Relations	or	Canadian Embassy
Department of Trade and Commerce		35, rue de la Science
Ottawa		Brussels 4, Belgium

BOLIVIA

Area: 419,470 square miles.

Population: 3,500,000.

Climate: varies from cold in the high plateaus to tropical in the eastern lowlands; a wide range of temperature and climate.

Language: Spanish, sales literature in Spanish essential.

Currency: peso; one peso equals Can. \$0.09180 (May 1965).

Foreign exchange and import controls: import licences required on certain items. Foreign exchange freely available at market rate.

Weights and measures: metric system.

Capital: La Paz. Technically the legal capital is Sucre, but the seat of government is La Paz. Altitude 12,200 feet, highest capital in the world.

Chief ports: Bolivia has no seaports. Main ports for merchandise are Matarani and Mollendo in Peru, and Antofagasta and Arica in Chile.

Marketing centres: La Paz (population) 350,000; Cochabamba 80,000; Oruro 64,000; Potosi 46,000; Santa Cruz 30,000.

Economy: is mainly dependent on tin mining for foreign exchange. In recent years has been assisted by grants from the U.S. Government. Approximately 85 per cent of population engaged in agriculture; active exploration for oil in eastern Bolivia.

Total Bolivian imports: 1963—U.S. \$100 million (c.i.f.) approximately.

Chief imports: (per cent) 1963—capital equipment, machinery and industrial goods 50; consumer goods 25; foodstuffs 20.

Chief suppliers: (per cent) 1963—United States 50, Germany and Britain 33, South America 10.

Value of imports from Canada: 1964—Can. \$985,348; 1963—Can. \$627,724.

Chief imports from Canada: (Can. \$'000) 1964—machinery and parts 165, whole milk powder 156, steel 83, cheese 64, rubber, plastic clothing 51.

Total Bolivian exports: 1963—U.S. \$90.4 million.

Chief exports: tin, silver, lead, antimony, zinc, tungsten. Tin accounts for 70 per cent of total exports by value.

Chief markets: Britain, United States.



Value of Canadian purchases: 1964—Can. \$289,134; 1963—Can. \$69,900.

Chief Canadian purchases: (Can. \$'000) 1964—tin 103, metal ores 90, Brazil nuts 73.

Prices: quote in U.S. dollars, preferably c.i.f. Mollendo and Matarani, Peru, or Antofagasta and Arica, Chile.

Usual credit terms: sight to 180 days.

Samples: free if of no commercial value. Samples of commercial value are subject to duty which is not recoverable. If value is below \$25, no commercial invoice or consular legalization is required.

Visas: visa is required. **Inoculations:** smallpox.

Trade agreements: most-favoured-nation agreement with Canada; equal tariff treatment of imports from all countries. Bolivia not yet member of LAFTA but considering application.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

OR

Commercial Counsellor
Canadian Embassy
Casilla 1212
Lima, Peru

BRAZIL

Area: 3,289,440 square miles (approximately half the area of South America).

Population: 80,000,000, increasing by over one million a year.

Climate: tropical in the north, sub-tropical in the centre, temperate in the south.

Language: Portuguese; sales literature in Spanish is not acceptable.

Currency: cruzeiro; official free rate, one cruzeiro=Can. \$0.0005878 (May 1965).

Foreign exchange and import controls: a severe shortage of foreign exchange. Goods are classified according to their essentiality in General or Special categories. Exchange at the official rate for General Category goods is available in limited amounts. Exchange for Special Category goods is subject to previous purchase in the weekly auctions of a promise of import licence at a high premium, which makes the total cost of exchange more than twice the cost for the General Category. A deposit in cruzeiros, interest free, for 180 days, of an amount equal to 50 per cent of the value of the import, as well as a 10 per cent ad valorem exchange tax, are required for all imports into the country.

Weights and measures: metric system.

Capital: Brasília, in the State of Goiás.

Chief ports: Macapá, Belém, Manáus (on the Amazon), Fortaleza, Natal, Recife, Salvador, Vitória, Rio de Janeiro, Santos, Florianópolis, Pôrto Alegre.

Marketing centres: Sao Paulo (population) 4,500,000; Rio de Janeiro 3,800,000; Recife 900,000; Salvador 775,000; Belo Horizonte 800,000; Pôrto Alegre 650,000; Fortaleza 550,000; Belém 420,000.

Economy: largely agricultural, with coffee contributing approximately 5 per cent of national income, but responsible for about two-thirds of foreign exchange earnings; third largest cattle population in the world; cocoa, sugar and cotton important export crops. Rapid industrialization and development of communications in progress to exploit resources in interior; mining increasing in importance.

Total Brazilian imports: 1964—U.S. \$1,263 million; 1963—U.S. \$1,487 million.

Chief imports: (per cent) 1964—manufactured goods 40 (including machinery and vehicles 24); foodstuffs and beverages 24 (including wheat 16.5); raw and semi-processed material 16; chemical and pharmaceutical products 12.

Chief suppliers: (per cent) 1964—United States 30, Argentina 7.9, West Germany 7.3, Venezuela 5.7.

Value of imports from Canada: 1964—Can. \$23.0 million; 1963—Can. \$29.4 million.

Chief imports from Canada: (Can. \$ million) 1964—locomotives, engines and part 8.0; aluminum 4.4; sheet and strip steel 2.1; asbestos 1.7; newsprint paper .743.

Total Brazilian exports: 1964—U.S. \$1,429 million; 1963—U.S. \$1,406 million.



Chief exports: (per cent) 1964—coffee 53.1; cotton 7.8; iron ore 5.7; wood 3.8; cocoa 3.2.

Chief markets: (per cent) 1965—United States 37.5, West Germany 10.5, Argentina 7.2, Netherlands 6.2, Italy 5.3.

Value of Canadian purchases: 1964—Can. \$39.5 million; 1963—Can. \$36.4 million.

Chief Canadian purchases: (Can. \$ million) 1964—green coffee 27.1, iron ore 3.7, sisal and agave fibres 2.5, orange juice concentrate 1.9.

Prices: quote only in U.S. dollars, f.o.b.

Usual credit terms: sight to 120 days, or whatever is agreed upon.

Samples: import restricted if of commercial value.

Visas: visa is required. **Inoculations:** smallpox*

Trade agreements: GATT and bilateral most-favoured-nation agreement with Canada. Also as a member of LAFTA grants certain preferential rates to LAFTA countries. There are also payment agreements with several European countries.

Documentation, customs tariffs, marking and labelling: consult Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division		Commercial Counsellor
Office of Trade Relations	or	Canadian Embassy
Department of Trade and Commerce		Caixa Postal 2164-ZC-00
Ottawa, Ontario		Rio de Janeiro, Brazil
	or	Consul and Trade
		Commissioner
		Canadian Consulate
		Caixa Postal 6034
		Sao Paulo, Brazil

*See page 9

BRITAIN

Area: 94,214 square miles (England 50,327, Wales 8,017, Scotland 30,411, Northern Ireland 5,459).

Population distribution: (millions)—London and Southeast Region 11.2, North Western 6.7, Scotland 5.2, Midlands 4.9, East and West Ridings 4.3, Eastern 3.9, North Midland 3.7, South Western 3.5, Northern 3.3, Southern 3.0, Wales 2.6, Northern Ireland 1.4; age distribution (per cent)—under 15, 23.3; 15 to 65, 65.1; 65 and over, 11.6.

Currency: pound sterling; £1 = Can. \$3.0163 (May 1965).

Foreign exchange and import controls: an import licence is not necessary except for a limited list of products; for example, grapefruit and citrus juices, fresh apples and pears, commercial airplanes, most citrus fruits, rum and cigars. An exchange permit is required, but is issued automatically.

Banking: Bank of Montreal, 47 Threadneedle Street, and 9 Waterloo Place, London, England.

Wages and salaries: average weekly earnings of male manual workers is £17.10.5d. Average weekly salary (non-manual) is £22.2.0d.

Shipping: London, Liverpool, Southampton, Bristol and Glasgow are served regularly by sailings from Canadian east and west coast ports, and in the summer season from Hudson Bay and St. Lawrence-Great Lakes ports.

Value of imports: 1964—£5,513 million; 1963—£4,812 million.

Value of exports: 1964—£4,407 million; 1963—£4,235 million.

Adverse trade balance: 1964—£1,106 million; 1963—£577 million.

Import breakdown: (per cent) food, drink and tobacco 34.8; basic materials 20.6; minerals, fuels and lubricants 11.7; semi-manufactures 19.0, finished manufactures 13.5.

Export breakdown: (per cent) manufactures 83.6; food, drink and tobacco 6.3; coal and petroleum products 4.0.

Value of imports from Canada: 1964—Can. \$1,200 million; 1963—Can. \$1,007 million.

Value of exports to Canada: 1964—Can. \$574.1 million; 1963—Can. \$526.8 million.

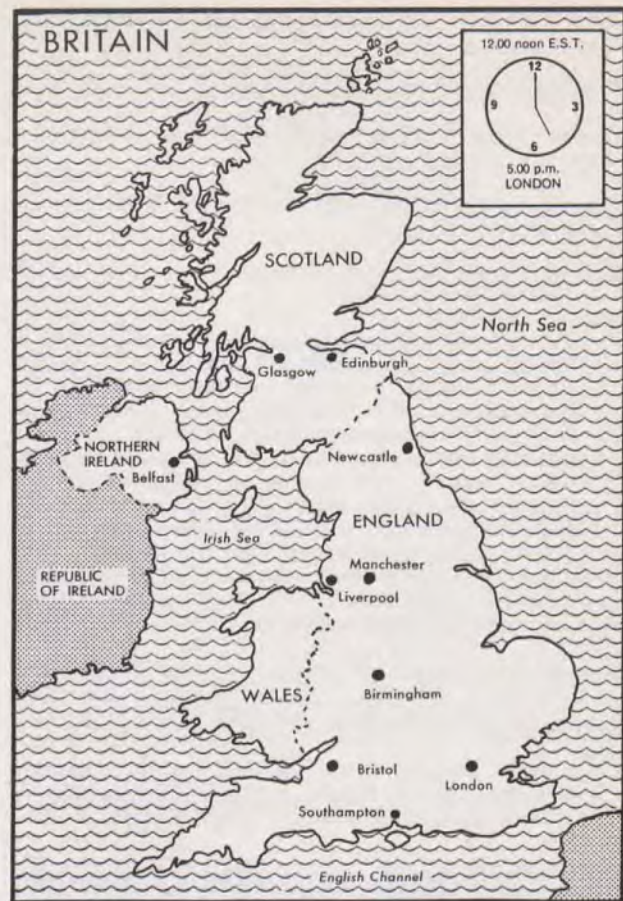
Imports from Canada by type: (Can. \$ million) 1964—fabricated materials, inedible 602.6; food, feed, beverages and tobacco 311.7; crude materials, inedible 236.3; end products, inedible 48.6.

Exports to Canada by type: (Can. \$ million) 1964—end products, inedible 313.3; fabricated materials, inedible 180.4; crude materials, inedible 37.3; food, feed, beverages and tobacco 35.0.

Prices: quote in pounds sterling on at least c.i.f. basis and preferably "delivered".

Usual terms of payment: sight, 40 and 60 days; infrequently, 90 and 180 days.

Samples: salesmen's samples of no commercial value enter duty free; other samples admitted upon payment of duty deposit.



Visas: no visa is required.

Inoculations: none.

Import controls, documentation, customs tariffs, marking and labelling: in 1964, about 96 per cent of Canadian exports to Britain entered free of customs duty. In October, however, a 15 per cent temporary import charge was imposed on most manufactured products. The rate of the charge has now been reduced to 10 per cent. A wide range of Canadian products enjoy preferential margins. Import restrictions have been few since 1959. The principal restrictions remaining against Canadian goods are on certain fresh fruit and vegetables, milk products and pig meat. For further details, consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail, 15 cents per half ounce.

For detailed information on this market write to:

Commonwealth Division
International Trade Relations
Branch
Department of Trade and
Commerce
Ottawa

OR

LONDON
Minister (Commercial)
Office of the High Commissioner
for Canada
One Grosvenor Square
London, W.1

LIVERPOOL
Canadian Government Trade
Commissioner
Martins Bank Building
Water Street
Liverpool 2

OR

GLASGOW and BELFAST
Canadian Government Trade
Commissioner
Cornhill House
144 West George Street
Glasgow C.2

BRITISH GUIANA

Area: 83,000 square miles.

Population: 570,000 (estimated).

Climate: tropical and humid.

Language: English.

Currency: West Indies dollar; W.I. \$1.00 equals Can. \$0.6284 (May 1965).

Foreign exchange and import controls: exchange is freely available for all permitted imports, but some commodities are subject to licencing or their import is prohibited.

Weights and measures: imperial system used.

Capital and chief port: Georgetown (population) 150,000.

Political status: British colony with internal self-government.

Economy: main industries are mining (chiefly bauxite), agriculture (sugar and rice), and forestry.

Total British Guiana imports: 1962 (11 months)—Can. \$72.9 million; 1961—Can. \$92.6 million.

Chief imports: (Can. \$ million) 1962 (11 months)—machinery and transport equipment 19.0; manufactured goods 15.9; foodstuffs 14.6; mineral fuels and lubricants 7.9; chemicals 7.6; miscellaneous manufactured articles 6.6.

Chief suppliers: (Can. \$ million) 1962 (11 months)—Britain 25.9, United States 16.5, Trinidad 9.4, Canada 5.4.

Value of imports from Canada: 1964—Can. \$7.1 million; 1963—Can. \$5.0 million.

Chief imports from Canada: (Can. \$'000) 1964—fish, frozen, salted, canned 996; mining, oil, gas machinery 465; split dried peas 377; combine reaper-threshers 263; newsprint paper 190.

Total British Guiana exports: 1962 (11 months)—Can. \$93.2 million; 1961—Can. \$92.3 million.

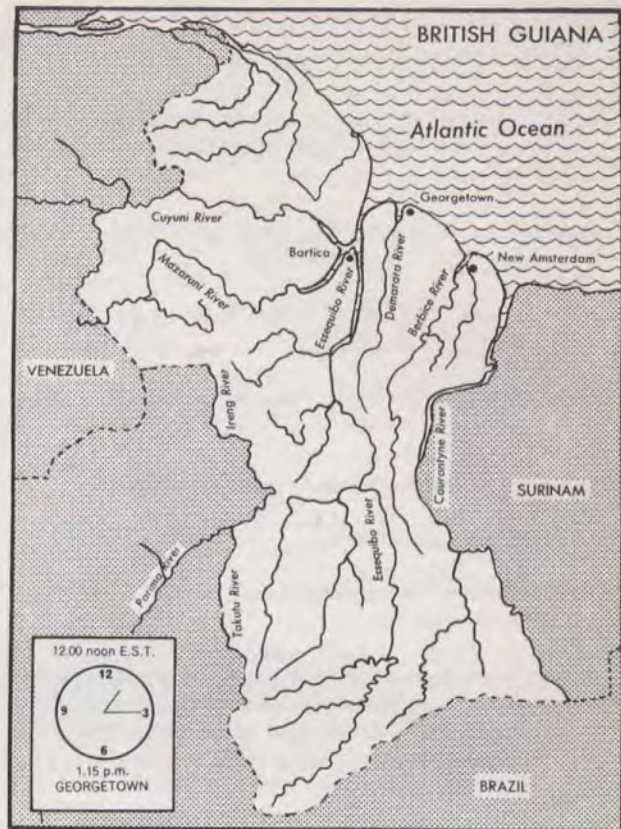
Chief exports: (Can. \$ million) 1962 (11 months)—sugar 33.5, bauxite 18.2, alumina 12.6.

Chief markets: (Can. \$ million) 1962 (11 months)—Canada 24.7, Britain 21.5, United States 18.1, Trinidad 8.9.

Value of Canadian purchases: 1964—Can. \$35.7 million; 1963—Can. \$31.3 million.

Chief Canadian purchases: (Can. \$ million) 1964—raw sugar 17.8, alumina 9.9, bauxite 7.2, molasses .433.

Prices: quote in Canadian dollars, preferably c.i.f. Georgetown.



Usual terms of payment: sight draft, documents against payment, on arrival of goods.

Samples: samples of no commercial value may be imported free of duty; if dutiable, they may be imported free of duty under bond, or if duty is paid it will be refunded on re-export.

Visas: visa is not required.

Inoculations: smallpox*

Trade agreements: Canadian trade with British Guiana governed by Canada-British West Indies Trade Agreement of 1926, which provides for the exchange of preferences on a wide scale.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: use airmail; letters ten cents per half ounce.

For detailed information on this market write to:

Commonwealth Division	Commercial Secretary
Office of Trade Relations	P.O. Box 1246
Department of Trade and Commerce	Port-of-Spain
Ottawa, Ontario	Trinidad, W.I.

*See page 9

BRITISH HONDURAS

Area: 8,866 square miles.

Population: approximately 103,000 (1964).

Climate: sub-tropical, with an average temperature of 80 degrees and annual rainfall of 50 inches in the north and 170 inches in the south.

Language: English is the official language. Spanish is widely spoken.

Currency: British Honduras dollar. B.H. \$ = Can. \$0.7541 (May 1965).

Foreign exchange: is freely convertible for all business transactions.

Weights and measures: British imperial standard.

Capital and chief port: Belize.

Marketing centres: Belize (population) 32,824, Stann Creek 10,635, Corozal 9,791.

Economy: chiefly agricultural (citrus, sugar cane) and lumber operations. Large-scale expansion of sugar industry and introduction of bananas now being planned. Lumber declining but attempts being made to foster industrial development.

Total British Honduran imports: 1963—Can. \$19.3 million.

Chief imports: (Can. \$ million) 1963—food 5.2; manufactured goods (materials) 4.1; machines and vehicles 4.1; manufactured articles 1.9; chemicals 1.5; fuel 1.1.

Chief suppliers: United States, Britain, Netherlands, Canada, Trinidad.

Value of imports from Canada: 1964—Can. \$972,669; 1963—Can. \$697,634.

Chief imports from Canada: (Can. \$'000) 1964—motor vehicles and parts 111, wheat flour 92, textiles 81, files and rasps 65, tires and tubes 46.

Total British Honduran exports: 1963—Can. \$13.02 million.

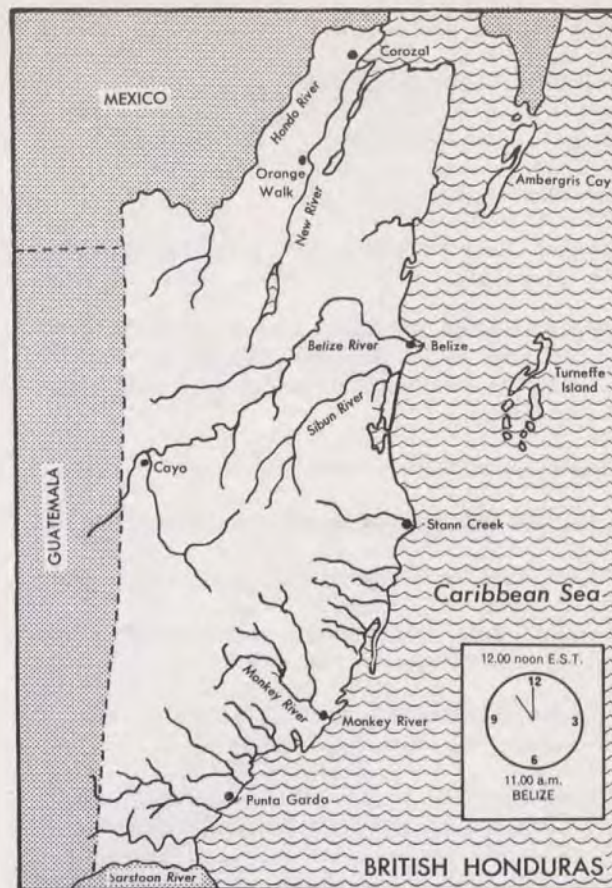
Chief exports: (Can. \$ million) 1963—sugar 3.5, citrus 2.16, timber 1.96, chicle gum 0.16, fish and lobster 0.19.

Chief markets: Britain, United States, Jamaica, Mexico, Canada.

Value of Canadian purchases: 1964—Can. \$1.9 million; 1963—Can. \$1.7 million.

Chief Canadian purchases: (Can. \$'000) 1964—fruit juices, concentrates 1,466; raw sugar 200; mahogany 97.

Prices: quote in Canadian or U.S. dollars, c.i.f. Belize.



Usual credit terms: usually sight draft; 30 and 60-day credit given in some cases.

Samples: deposits required on samples. All deposits re-funded.

Visas: not required if stay does not exceed six months; fee of \$15 payable by visiting salesmen as a licence imposed by City Council and collected by Customs Officer.

Inoculations: smallpox.

Trade agreements: Canada-British West Indies Trade Agreement 1926.

Import controls, documentation, customs tariffs, marking and labelling: most type of goods imported quite freely, with a few exceptions which are subject to licencing.

Correspondence: airmail desirable; letters 10 cents per half ounce.

For detailed information on the market write to:

Latin American Division		Commercial Secretary
Office of Trade Relations		for Canada
Department of Trade and Commerce	or	P.O. Box 225
Ottawa		Kingston
		Jamaica

BULGARIA

Area: 42,796 square miles.

Population: 8,115,000.

Climate: mild, continental in character.

Language: Bulgarian; Russian, French, German and English used commercially.

Currency: leva; rate of exchange, 2 leva equals U.S. \$1.00.

Foreign exchange and import regulations: import licence necessary; importing government agencies are responsible for securing own permit. Exchange permit required, but import licence automatically provides for allocation of necessary foreign exchange.

Weights and measures: metric system.

Capital: Sofia (population) 800,000.

Chief ports: Varna and Burgas (both on Black Sea).

Marketing centres: Sofia, Plovdiv, Varna, Dimitrovgrad.

Economy: principally agricultural but more emphasis now being placed on industrial development.

Total Bulgarian imports: 1964—U.S. \$1,058 million; 1963—U.S. \$916 million.

Chief imports: machinery and equipment, oil, iron and steel, industrial raw materials, non-ferrous metals, coal, chemicals, cotton.

Chief suppliers: (per cent) 1964—U.S.S.R. 52.7, East Germany 8.5, Czechoslovakia 6.0, West Germany 5.0, Poland 3.4.

Value of imports from Canada: 1964—Can. \$19,238,565; 1963—Can. \$27,907.

Chief imports from Canada: 1964—wheat \$19,238,030

Total Bulgarian exports: 1964—U.S. \$969 million; 1963—U.S. \$839 million.

Chief exports: fruits and vegetables (fresh and preserved); tobacco; industrial machinery and equipment; wine; transport and communications equipment.



Chief markets: (per cent) 1964—U.S.S.R. 53.9, East Germany 8.5, Czechoslovakia 7.5, West Germany 3.4, Poland 3.2.

Value of Canadian purchases: 1964—Can. \$114,000; 1963—Can. \$73,800.

Chief Canadian purchases: (Can. \$'000) 1964—food products 47, wearing apparel 22, textiles 19.

Prices: preferably quote in U.S. dollars; alternatively Canadian dollars or pound sterling, both f.o.b. and c.i.f.

Usual terms of payment: confirmed letter of credit for consumer products; to an increasing degree negotiated credit terms for capital equipment.

Samples: of no commercial value, duty-free; with commercial value, bond required equal to value of sample, but recoverable on re-export.

Visas: visa is required. **Inoculations:** none.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Minister-Counsellor (Commercial)
Canadian Embassy
P.O. Box 190,
Vienna 1/8, Austria

BURMA

Area: 261,789 square miles.

Population: 24,000,000, including 500,000 Chinese, Indians and Pakistanis.

Climate: tropical monsoon with three seasons.

Topography: ringed by mountains extending from Himalayas.

Language: Burmese in many variants; English commonly used in government and business.

Currency: kyat (pronounced chat); one kyat—Can. \$0.2262.

Foreign exchange: reserves adequate.

Weights and measures: imperial measures used outside Rangoon.

Capital: Rangoon (population about 1,000,000).

Marketing centres: Rangoon, Mandalay, Moulmein, Maymyo, Kalan, Bassein, Akyab, Pagan.

Chief ports: Rangoon, Bassein, Akyab, Moulmein.

Economy: rice dominates, provided 63 per cent of exports in 1962. Other important products are tropical timbers, sesame, beans, cotton, peanuts, livestock, precious stones, tin, lead, zinc, petroleum, rubber.

Total Burmese imports: 1963—Can. \$254 million; 1962—Can. \$235 million.*

Chief imports: (millions of Can. \$ c.i.f.) 1962—machinery and transport equipment 45.1, base metals and manufactures 27.7, cotton fabrics 24.3, cotton yarn and thread 14.4, milk and milk preparations 11.8.*

Chief suppliers: (millions of Can. \$ c.i.f.) 1962—Japan 40.2, Britain 35.2, Communist China 30.7.*

Value of imports from Canada: 1964—Can. \$736,164; 1963—Can. \$703,029.

Chief imports from Canada: (Can. \$'000) 1964—wheat flour 354; asbestos 116; medicinal and pharmaceutical products 61; structural, architectural metal products 37; hoisting equipment 28.

Total Burmese exports: 1963—Can. \$286 million; 1962—Can. \$280 million.*

Chief exports: (millions of Can. \$ f.o.b.) 1962—rice 178, teak 33, oilcake 19, raw cotton 9.7, beans 9.6, base metals and ores 8, raw rubber 6.*

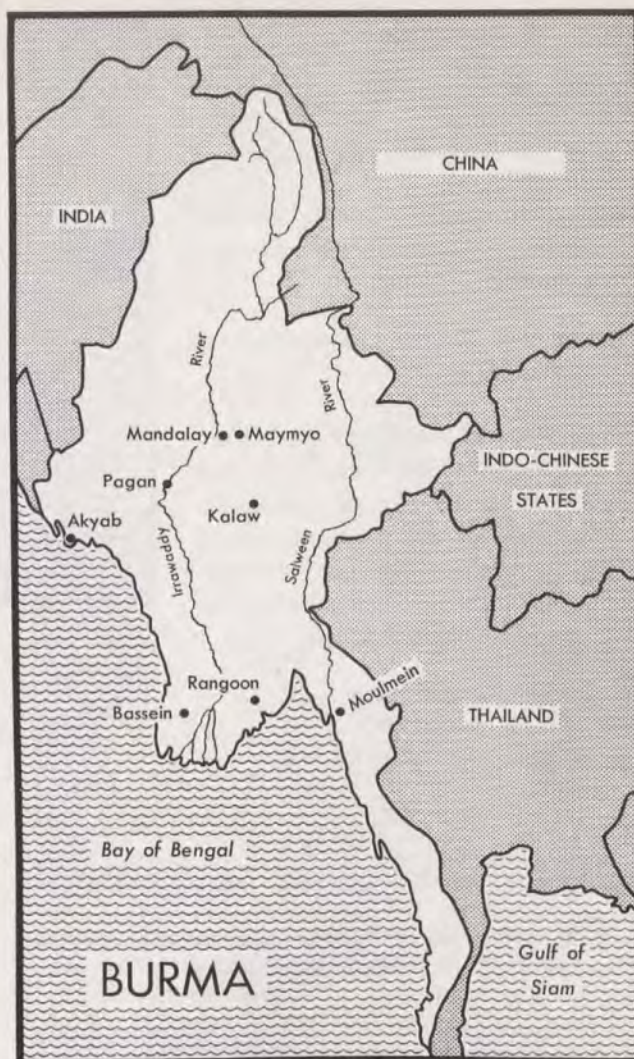
Chief markets: (millions of Can. \$ f.o.b.) 1962—Indonesia 34, Ceylon 29, Britain 28, Pakistan 22, China 20.*

Value of Canadian purchases: 1964—Can. \$276,000; 1963—Can. \$101,516.

Chief Canadian purchases: (Can. \$'000) 1964—rice 242; lumber, exotic species 27; hardwood flooring 6.

Terms of payment: usually letter of credit against documents. All purchases by international tender; ½ per cent earnest money required of all tenderers, refundable to

*Statistics from *Burma: Quarterly Bulletin*.



unsuccessful bidders within 15 days of adjudication; 5 per cent security deposit required of successful bidder.

Samples: admitted duty free if of no commercial value. A deposit, refundable on re-export, required if of commercial value.

Correspondence: airmail only; letters 25 cents a half ounce.

Trade agreements: GATT, effective July 29, 1948, governs the exchange of most-favoured-nation treatment.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Canadian Government Trade Commissioner
P.O. Box 845
Singapore, Malaysia

CAMBODIA

Area: approximately 67,000 square miles.

Population: approximately five million; minority groups—500,000 Vietnamese, 350,000 Chinese.

Climate: tropical monsoon type; dry December through May, wet June through November; unpleasantly hot mid-March to late June.

Language: Cambodian; French principal business language; English understood by some.

Currency: riel; 35 riels=U.S. \$1.00 at official rate. The open market value of the riel is more than three times the official rate.

Weights and measures: metric system.

Electric supply: 50 cycles; single and three phase (Phnom Penh also two), voltage 120/208, 220/380 in Phnom Penh (drops to 160-180 in some areas of city from 6-10 p.m.) and in Sihanoukville (grounding conductor required in electrical cord attached to appliances). In Siem Reap neutral wire of the secondary distribution system is grounded. Frequency stable only in Sihanoukville.

Capital: Phnom Penh (population 500,000).

Chief ports: Phnom Penh, 150 miles up Mekong River, can accept ocean-going vessels all year; handling facilities adequate for most general merchandise. Sihanoukville, being built on the Gulf of Siam, will be the main port.

Marketing centres: Phnom Penh (by far the most important), Battambang, Kampot, Kampong Cham, Sihanoukville.

Economy: primarily agricultural (rice and rubber main sources of foreign exchange); freshwater fishing, stock raising, lumbering, manufacturing on a small scale (new industries include textile, plywood and paper mills).

Total Cambodian imports: 1963—U.S. \$107.0 million; 1962—U.S. \$102.3 million.

Chief imports: cotton cloth, iron and steel materials, petroleum products, industrial and electrical machinery and equipment, pharmaceutical products, motors and vehicles, rubber tires.

Chief suppliers: (per cent) 1963—France 17, Japan 15, Hong Kong 14, Singapore 9, United States 9.

Value of imports from Canada: (Cambodia and Laos are combined in Canadian statistics) 1964—Can. \$9,448; 1963—Can. \$17,484.

Chief imports from Canada: (Cambodia and Laos combined, Can. \$) 1964—files and rasps 5,430; passenger autos and parts 2,148; aluminum 831; cereals 800.

Total Cambodian exports: 1963—U.S. \$89.0 million; 1962—U.S. \$54.3 million.

Chief exports: rice and rubber (78 per cent).



Chief markets: (per cent) 1963—France 28, Singapore 12, Franc Zone 11, Hong Kong 11.

Canadian purchases: negligible.

Foreign exchange: all foreign currency must be declared on arrival and departure and changed through authorized channels; import or export of more than 400 riels in bank notes is forbidden. Certain rebates given tourists and travellers because of discrepancy between official and open market rate.

Visas: required by all travellers; may be obtained from Royal Cambodian Embassy in Washington or from the French Embassy or consulates in Canada. An immigration control card must be completed on arrival and departure.

Samples: commercial samples may be imported free of duty.

Correspondence: airmail essential; letters 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Chief, Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Senior Canadian Govern-
ment Trade Commissioner
P.O. Box 126
Hong Kong

CEYLON

Area: 25,000 square miles.

Population: 10,600,000 (1963 estimate).

Climate: varies considerably with elevation. Monthly mean temperature in Colombo ranges from 79°F. to 82°F.; hottest from March to May, coolest late November—early February; visitors favour December-March period.

Language: principal ones are Sinhalese and Tamil. English is commonly used for business correspondence and spoken by most businessmen.

Currency: rupees and cents; one rupee=Can. \$0.2262 (May 1965).

Foreign exchange and import controls: an import licence is required unless the product is imported on government account or is one of the few "essential" commodities still importable under quotas based on an importer's previous imports. The required exchange permit is issued automatically for authorized imports.

Weights and measures: imperial standard.

Capital: Colombo.

Chief ports: Colombo, Trincomalee, Galle.

Marketing centres: Colombo (population) 2,200,000.

Economy: mainly agricultural; tea, rubber and coconut products account for over 90 per cent of value of exports. Efforts are being made to develop industries through foreign investment and aid.

Total Ceylon imports: 1964—Can. \$450.7 million; 1963—Can. \$340.1 million.

Chief imports: (Can. \$ million) 1964—food 230.7; manufactured goods 93.1; machinery and transport equipment 43.7; chemicals 33.4; mineral fuels, lubricants and similar materials 24.3.

Chief suppliers: (Can. \$ million) 1964—Britain 73.5, Communist China 46.6, Burma 46.1, India 39.9, Japan 30.6, Australia 27.7, U.S.S.R. 15.7, West Germany 14.9, United States 12.0.

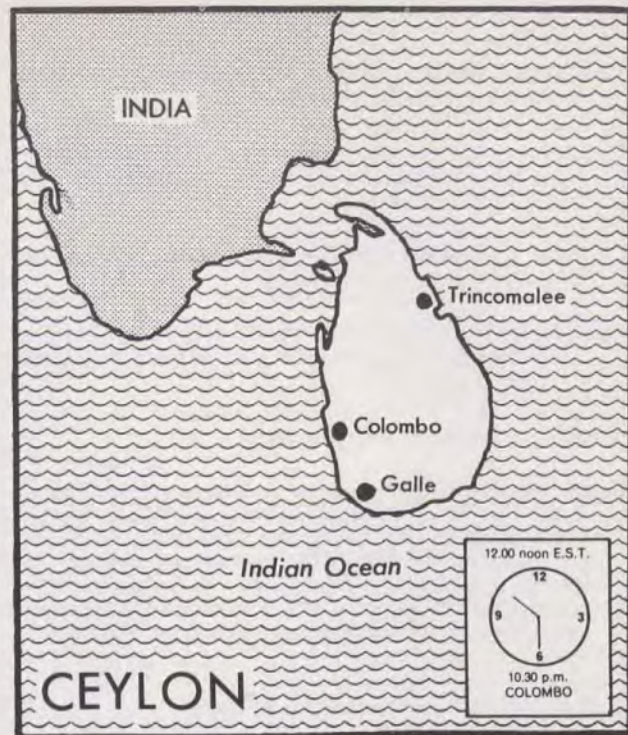
Value of imports from Canada: (including aid) 1964—Can. \$4.7 million; 1963—Can. \$2.6 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat flour 1,847; contractors' equipment 1,071; asbestos 764; newsprint paper 260; files and rasps 132; cement 128.

Total Ceylon exports: 1964—Can. \$420.4 million; 1963—Can. \$387.3 million.

Chief exports: (Can. \$ million) 1964—tea 260.5; coconut products 73.7; rubber 66.2.

Chief markets: (Can. \$ million) 1964—Britain 122.4, United States 33.9, Communist China 27.8, U.S.S.R. 23.1, South Africa 20.8, Australia 20.1, Canada 13.4.



Value of Canadian purchases: 1964—Can. \$13.4 million; 1963—Can. \$14.6 million.

Chief Canadian purchases: (Can. \$'000) 1964—tea 8,796, coconut oil 2,892, rubber 1,021, desiccated coconut 648, spices 19.

Prices: quote in Ceylon currency, c.i.f. whenever possible.

Samples: if of no commercial value, allowed to enter duty-free.

Visas: visa is required.

Inoculations: smallpox, cholera, yellow fever.

Correspondence: airmail; 25 cents per half ounce.

Trade agreements: Canada does not have a trade agreement with Ceylon but both countries exchange preferential tariff treatment.

Documentation, customs tariffs, marking and labelling: for further information, consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Division
Office of the High Commissioner for Canada
P.O. Box 1006
Colombo, Ceylon

CHILE

Area: 286,000 sq. miles. Chile is a narrow strip 2,660 miles north to south by 60 to 270 miles east to west between Andes and the Pacific ocean.

Population: 8,600,000 (1964 estimate).

Climate: sub-tropical desert in north, Mediterranean-type in centre, cool and wet in south, with seasons the reverse of North America. Santiago climatically equivalent to central valley of California north of Sacramento.

Language: Spanish; however, most leading business houses can correspond in English and/or French.

Currency: escudo; "free bank" rate was 2.82 escudos per Canadian dollar (May 1965).

Foreign exchange: in extremely short supply and exchange controls are stringent.

Import controls: no import licences are required, but all permissible imports must be registered in advance. Entry of many non-essentials and of types of goods produced in Chile is prohibited. Most permitted imports are subject to both a returnable prior deposit of from 1 per cent to 10,000 per cent of the c.i.f. value and to a surcharge of from 1 to 400 per cent of the c.i.f. value, in addition to import duty. However, imports made by some industries and regions are exempt.

Weights and measures: metric system.

Capital: Santiago, in central valley 1,700 feet above sea level.

Chief ports: Valparaiso, San Antonio, Antofagasta, Iquique, Arica, Talcahuano, Punta Arenas.

Marketing centres: Santiago (population) 2.5 million, dominates. Other centres include Valparaiso 450,000; Concepción 300,000; Antofagasta 114,000; Punta Arenas 65,000; Arica 64,000; Iquique 61,000.

Economy: agricultural, with fairly wide range of manufacturing for local market. Forestry and fishing of growing importance. Copper mining mainstay internationally. Main problems include shortage of internal capital and stagnant foreign exchange earnings.

Total Chilean imports: 1964—U.S. \$609 million; 1963—U.S. \$637 million.

Chief imports: (per cent) 1964—machinery, equipment and tools for agriculture, mining and manufacturing 18; chemicals and fertilizers 13; automotive vehicles, railway equipment and vessels 11; cattle for slaughter 8; raw sugar 6; raw cotton 4.

Chief suppliers: (per cent) 1964—United States 37, West Germany 11, Argentina 10, Britain 7, France 6, Peru 7.

Value of imports from Canada: 1964—Can. \$12.9 million; 1963—Can. \$12.3 million.

Chief imports from Canada: (Can. \$'000) 1964—pulp and paper machinery and parts 3,737; asbestos 983; machinery for chemical, pharmaceutical industry 729; aluminum 717; power boilers and parts 624; fish nets 426.

Total Chilean exports: 1964—U.S. \$626 million; 1963—U.S. \$542 million.

Chief exports: (per cent) 1964—copper 65, iron ore 10, nitrate 5.

Chief markets: (per cent) 1964—United States 36, Britain 14, West Germany 11, Japan 9, Netherlands 7, Brazil 4, Sweden 4.

Value of Canadian purchases: 1964—Can. \$1.8 million; 1963—Can. \$1.3 million.

Chief Canadian purchases: (Can. \$'000) 1964—fruits and vegetables 807, sodium nitrate 444, iron and metal ores and concentrates 327.

Prices: preferably quote in U.S. \$'s. Some importers prefer f.o.b., others c.i.f.

Usual credit terms: 90 to 180 days.

Samples: may be brought in if of no commercial value; otherwise subject to regular import restrictions and charges.

Visas: not required unless stay is longer than 3 months. **Inoculation:** smallpox.

Trade agreements: Chile is in the Latin American Free Trade Association (LAFTA) and exchange tariff preferences and other concessions with members. Equal tariff treatment of imports from all other countries in addition to Trade agreements:

Imports from Canada receive most-favoured-nation treatment.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce.

Correspondence: airmail for all correspondence. Rate 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Canadian Embassy
Casilla 771
Santiago, Chile



COLOMBIA

Area: 439,714 square miles.

Population: 15,434,090.

Climate: tropical in coastal areas, cool in mountains.

Language: Spanish; sales literature in Spanish is essential.

Currency: peso; one peso equals Can. \$0.1200 (imports); free market rate \$0.06297 (May 1965).

Foreign exchange and import controls: freely available for all permitted imports, but many commodities are subject to licensing or their import is prohibited.

Weights and measures: metric system.

Capital: Bogotá; altitude 8,680 feet.

Chief ports: on Caribbean—Barranquilla, Cartagena, Santa Marta; on Pacific—Buenaventura.

Marketing centres: Bogotá (population) 1,680,000, Cali 813,000, Medellín 776,000, Barranquilla 521,000, Bucaramanga 250,000.

Banking: Bank of London and Montreal, Limited.
Bogotá—Apartado Aereo 3532, No. 15-60 Carrera 8a. (also Bogotá Agencies as follows: Town Agency, Calle 13; Chapinero Agency; Parkway-La Soledad Agency).
Barranquilla—Apartado Aereo 16, Calle 34, No. 44-43.
Cali—Apartado Aereo 14, Calle 11, No. 4-48 (plaza de Cayzedo)
Medellín—Apartado Aereo 690, Carrera 51, No. 50-19.

Economy: mainly dependent on coffee. Agriculture and cattle-raising important. Oil exploration and development progressing. Light industry is developing rapidly with considerable investment from abroad; also in public sector considerable assistance being received from foreign lending organizations.

Total Colombian imports: 1963—U.S. \$506.0 million; 1962—U.S. \$540.3 million (c.i.f.).

Chief imports: (per cent) 1963—machinery and apparatus 29.7, chemicals and products 15.7, metals and manufacturers 10.2, vehicles and equipment 9.2, electric machinery 7.9, paper and manufactures 4.0.

Chief suppliers: (per cent) 1963—United States 51.9, West Germany 10.3, Britain 5.6, Japan 3.2, Panama 2.9, Canada 2.8.

Value of imports from Canada: 1964—Can. \$21.3 million; 1963—Can. \$23.3 million.

Chief imports from Canada: (Can. \$ million) 1964—newsprint paper 5.4, sheet and strip steel 2.9, plastic and synthetic rubber 2.6, asbestos 1.4, aluminum 1.3, aircraft engines and parts .599.

Total Colombian exports: 1963—U.S. \$446.7 million; 1962—U.S. \$463.4 million.

Chief exports: (per cent) 1963—coffee, raw 67.8; petroleum, crude 17.3; bananas 3.0; cotton, raw 2.1; tobacco 1.6; sugar, raw 1.2.

Chief markets: (per cent) 1963—United States 5.20 West, Germany 12.4, Netherlands 6.9, Trinidad and Tobago 6.9, Spain 3.3, Sweden 2.6, Canada 1.9.



Value of Canadian purchases: 1964—Can. \$14.9 million; 1963—Can. \$13.6 million.

Chief Canadian purchases: (Can. \$'000) 1964—green coffee 13,820; lumber, mahogany and exotic species 368; textiles and yarn 304.

Prices: quote only in U.S. dollars, f.o.b.

Usual credit terms: sight to 180 days depending on situation. Some assistance to importer on financing previous deposit expected for volume shipments.

Samples: import restricted if of commercial value.

Visas: visa or tourist card required.

Inoculations: smallpox.

Trade agreements: most-favoured-nation agreement with Canada; equal tariff treatment of imports from all countries, with following exceptions: LAFTA preferential agreements; commodity compensation agreements with certain countries.

Import licencing, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Secretary
Canadian Embassy
Apartado Aereo 8582
Bogotá, Colombia
(by airmail only)

COMMUNIST CHINA



Area: 3,768,736 square miles.

Population: 700 million (estimated).

Climate: dominated by winter and summer monsoons; summer tends to be dry, winter wet, but annual and seasonal temperatures vary widely from the subtropical south to the northern continental regions of Inner Mongolia and Sinkiang.

Language: Chinese, Peking dialect. Foreign firms may correspond in English.

Currency: Jen-Min-Piao (JMP); official rate 1 JMP = HK \$2.342 = Can. \$0.443.

Weights and measures: metric system.

Electric supply: 50 cycles; single phase 220 volts, three phase 380 volts.

Chief ports: Shanghai, Tientsin and Swatow are main reception ports for cargo from Western countries.

Marketing centres: Peking, Shanghai, Canton and Tientsin.

Economy: based on agriculture; considerable industrialization in recent years, with greatest investment in light industry, chemicals and other branches of industry that have an agricultural application. Practically all means of industrial production and trade are owned by the State.

Total Chinese imports: 1964—U.S. \$1,333 million (estimated).

Chief imports: grain, raw cotton, fertilizer, petroleum products, machinery, complete plants, sugar.

Chief suppliers: (U.S. \$ million) 1963—U.S.S.R. 185, Canada 155, Australia 149, Japan 143, Argentina 90, Britain 50, France 46.

Value of imports from Canada: 1964—Can. \$136.3 million; 1963—Can. \$104.7 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat 116,725; barley 19,437; laboratory, optical, scientific instruments and parts 48.

Total Chinese exports: 1964—U.S. \$1,669 million (estimated).

Chief exports: food; metal ores and concentrates; clothing and made-up textiles; cotton, woollen and other piece-goods; light industrial products.

Chief markets: (U.S. \$ million) 1962—U.S.S.R. 510, Hong Kong 212, Malaysia 76, Britain 64, Japan 46, West Germany 39.

Value of Canadian purchases: 1964—Can. \$9.4 million; 1963—Can. \$5.1 million.

Chief Canadian purchases: (Can. \$ million) 1964—textiles, textile products, clothing 4.2; walnuts 2.4; peanuts 1.3; fur skins .369.

Foreign exchange: exchange control is an integral part of Communist China's system of economic planning. Foreign trade with Western countries is carried on only in internationally accepted currencies, most frequently pounds sterling.

Price quotations: preferably in pounds sterling, c.i.f. Shanghai. However, because the Chinese authorities often arrange their own shipping and insurance, quotations should also be given f.o.b. Canadian port.

Samples: samples may be sent to Communist China, but firms planning to ship any substantial quantity should contact the relevant state trading corporation in advance. There is no parcel post service between Canada and Communist China and exporters should arrange to send samples via the state trading corporations' principal Hong Kong agent: China Resources Company, Bank of China Building, 2a Des Voeux Road, Central, Hong Kong, or via the China Travel Service (H.K.) Ltd., 6 Queen's Road, Central, Hong Kong.

Commercial inquiries: may be made through the China Resources Company.

Correspondence: airmail letters 25 cents per half ounce; aero-grammes 10 cents each.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations and Trade Policy, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Senior Canadian Government
Trade Commissioner
P.O. Box 126
Hong Kong

COSTA RICA

Area: 19,695 square miles.

Population: 1,325,155.

Climate: varies with altitude—a hot zone under 3,000 feet, temperate from 3,000 to 6,000 feet, and cool above 6,000 feet.

Language: Spanish; sales literature must be in Spanish.

Currency: colon; one colon = Can. \$0.1630 (May 1965).

Foreign exchange: freely available.

Import controls: import licences not required except for live animals, live plants, seeds, and the like. Many imports are subject to surcharges of either 15 or 30 per cent of the c.i.f. value.

Weights and measures: metric system.

Capital: San José, altitude 3,816 feet.

Chief ports: Puerto Limón is the chief port and is on the Atlantic; Puntarenas, the Pacific port, is 91 miles from San José.

Marketing centres: San José (population 1961) 317,920; Alajuela (sugar industry centre) 19,897; Cartago 18,937; Heredia 18,985; Puntarenas 19,548; Limón 16,500; Liberia 6,955.

Economy: agriculture is the main source of income; bananas and coffee are the principal exports.

Total Costa Rican imports: 1963—U.S. \$124 million; 1962—U.S. \$113 million.

Chief imports: (U.S. \$ million) 1963—manufactured goods 42.2; industrial machinery, transport vehicles 33.2; chemical products 91.1; groceries 10.3; lubricants and fuels 7.6.

Chief suppliers: (U.S. \$ million) 1963—United States 59.1, Germany 14.5, Japan 8.6, Britain 6.5, Netherlands 3.3, Canada 3.7.

Value of imports from Canada: 1964—Can. \$3.8 million; 1963—Can. \$3.7 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat flour 1,746, newsprint paper 546, yarn and thread 264, tires and tubes 252, card punch machinery and parts 145.

Total Costa Rican exports: 1963—U.S. \$92.5 million; 1962—U.S. \$92.9 million.

Chief exports: (U.S. \$ million) 1963—coffee 45.9, bananas 22.6, sugar 5.0, fresh meat 5.1, cocoa 4.3.

Chief markets: (U.S. \$ million) 1963—United States 52.5, Germany 16.7, Netherlands 5.6, Belgium 2.6, Sweden 2.5.



Value of Canadian purchases: 1964—Can. \$8.4 million; 1963—Can. \$7.3 million.

Chief Canadian purchases: (Can. \$ million) 1964—bananas 7.4, green coffee .977.

Prices: quote in U.S. dollars, c.i.f. Puerto Limón or Puntarenas.

Usual terms of payment: depends upon various factors.

Samples: samples brought in by salesmen are admitted under bond; duty is refunded if samples are re-exported within 30 days. If samples sent to Costa Rica are of no commercial value, duty is .50 colon per gross kilo.

Visas: visa is required.

Inoculations: smallpox.

Trade agreements: exchange of most-favoured-nation treatment with Canada, 1951. Member of Central American Common Market.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail essential; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

OR

Commercial Secretary
Canadian Embassy
P.O. Box 400
Guatemala City
Guatemala, C.A.

CUBA

Area: 44,164 square miles.

Population: over 7,000,000.

Climate: subtropical; cooler season from November to March.

Language: Spanish, but state agencies will handle correspondence in English.

Currency: peso; there is no trading in Cuban pesos in U.S. or Canadian banks at present.

Dollar exchange: shortage of foreign exchange; payment terms should be confirmed irrevocable letter of credit.

Weights and measures: metric system is being introduced, but many North American standard weights and measures are of necessity still being used.

Capital: Havana.

Chief ports: the principal port is Havana; other important ones are Santiago de Cuba, Matanzas, Neuviitas, Antilla, Cienfuegos and Mariel.

Marketing centres: Havana (population) 1,207,958, Holguín 285,587, Camagüey 249,913, Santiago de Cuba 215,616, Bayamo 193,780, Victoria de la Tunas 170,533, Sancti Spiritus 137,385, Morón 119,964, Palma Soriano 116,373.

Economy: basically agricultural—sugar, tobacco, coffee, cattle, rice—plus mining, fishing, some light industry.

Total Cuban imports: 1964—U.S. \$1,015 million; 1963—U.S. \$866 million (c.i.f.).

Chief imports: 1963—industrial machinery and equipment, food products, agricultural and transport equipment, mineral fuels and lubricants, chemicals and pharmaceuticals.

Chief suppliers: (U.S. \$ million) 1964—U.S.S.R. 411.4, Communist China 106.3, Czechoslovakia 65.8, Canada 42.1, Japan 41.5, East Germany 38.4, Britain 37.3, Poland 20.1, Morocco 19, West Germany 18, United Arab Republic 15.1, Hungary 15, Bulgaria 11.6.

Value of imports from Canada: 1964—Can. \$60.9 million; 1963—Can. \$16.4 million (DBS figures).

Chief imports from Canada: (Can. \$ million) 1964—wheat and wheat flour 27.9; prepared fertilizers and materials 6.9; milk, powdered and evaporated 3.6; inedible tallow 3.2; cattle 1.3.

Total Cuban exports: 1964—U.S. \$713.7 million; 1963—U.S. \$543.8 million (f.o.b.).

Chief exports: 1963—sugar, molasses, ethyl alcohol, minerals, tobacco, other food products, sisal cordage.

Chief markets: (U.S. \$ million) 1964—U.S.S.R. 274.9, Communist China 81.4, Morocco 65.3, Japan 50, Britain 25.6, United Arab Republic 16.3, East Germany, 16.1, Bulgaria 14.9.

Value of Canadian purchases: 1964—Can. \$3.5 million; 1963—Can. \$13.0 million.



Chief Canadian purchases: (Can. \$'000) 1964—baler and binder twine 1,421, tobacco and its products 779, fruits and vegetables 448, confectionery products 388.

Prices: quote in U.S. or Canadian dollars f.o.b. port of embarkation or c.i.f. destination.

Usual credit terms: confirmed irrevocable letter of credit.

Trading practices: a government department (Ministerio del Comercio Exterior) directs foreign trade; separate agencies (as sole importer and exporter) effect the actual imports and exports.

Samples: samples and literature should be forwarded to the appropriate state trading enterprise. Re-export of samples not permitted.

Visas: although not required, it is preferable to obtain a visa and to check with a Cuban consular office in Canada before departing. **Inoculations:** smallpox.

Trade agreements: Cuba is a member of GATT. It has bilateral barter trade, compensation, payments, and in some cases credit, agreements with all Communist countries which account for the bulk of Cuban foreign trade.

Import controls, documentation, customs tariffs, marking and labelling: as there is no published information covering invoicing and documentation, exporters should follow the instructions issued by the state trading enterprise placing the order and to which the order will be consigned.

Correspondence: use airmail, 10 cents each half ounce.

For detailed information on this market write to:

Commercial Division
Canadian Embassy
Gaveta 6125
Havana, Cuba

CYPRUS

Area: 3,600 square miles; third largest island in the Mediterranean and one of the world's smallest sovereign states.

Population: 600,000; Greek Cypriots approximately 80 per cent, Turkish Cypriots 18 per cent, small minorities of Maronites, Armenians and Latins, etc., plus military personnel of British sovereign bases 2 per cent.

Climate: hot dry summers, mild winters, some rain November-February, snow in mountains January-March; abundant sunshine (320 days annual average).

Topography: 400 miles of indented coastline with beaches; broad and fertile plain of Mesaoria; pine forests; hill resorts in Troodos Mountains (Mount Olympus 6,400 feet), skiing in the winter.

Language: Greek and Turkish; English almost universally understood.

Currency: Cyprus pound equal to pound sterling (Can. \$3.01); one pound—1,000 mils.

Weights and measures: oke—2.8 lb; litre (weight)—approximately 5 lb; litre (measure)—2.8 imperial quarts; donum = one-third acre; British weights and measures understood.

Capital: Nicosia (Lefkosia), population 100,000.

Chief ports: Famagusta (60 per cent imports, excluding oil; 50 per cent exports excluding minerals); Limassol (20 per cent imports, excluding oil, up to 50 per cent exports, excluding minerals); Larnaca (all oil imports); Karavostassi and Vassiliko (mineral ore exports).

Marketing centres: Nicosia, Limassol, Famagusta, Larnaca, Kyrenia, Paphos.

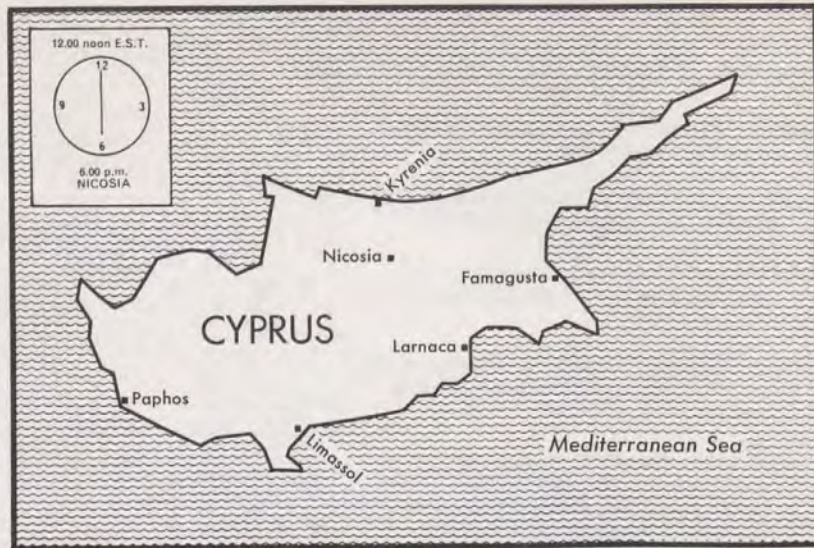
Economy: predominantly agricultural (cereals, livestock, citrus and other fruits, vegetables, olives); mining (copper, iron pyrites, asbestos, chrome); manufacturing (food processing, beverages, leather, textiles, tobacco, printing). Export earnings cover less than half of annual imports; great reliance on British sovereign base contributions and foreign assistance (including United States Government aid). First Five Year Development Program (1962-1966) calls for expenditure of \$174 million on water development, ports, electrification, agriculture.

Total Cypriot imports: (including NAAFI and government imports) 1964—U.S. \$105 million; 1963—U.S. \$130 million.

Chief imports: (per cent) 1964—manufactured goods 35; foods and beverages, tobacco 20; machinery and transport 18; fuels and lubricants 8; chemicals 8.

Chief suppliers: (per cent) 1964—Britain 31, Italy 9, West Germany 8, United States 6, France 5, Netherlands 4.

Value of imports from Canada: 1964—Can. \$193,090; 1963—Can. \$512,617.



Chief imports from Canada: (Can. \$'000) 1964—tobacco 65.3, automobiles and chassis 31.4, tires and tubes 24.2, baby chicks 11.1.

Total Cypriot exports: 1964—U.S. \$57 million; 1963—U.S. \$61 million.

Chief exports: (per cent) 1964—food and beverages (mostly citrus and spirits) 50; raw materials (mostly copper and chrome ore) 40.

Chief markets: (per cent) 1964—Britain 39, West Germany 10, Italy 5, Spain 5, France 4, Netherlands 3, United States 2, Israel 1.5.

Value of Canadian purchases: 1964—Can. \$51,231; 1963—Can. \$87,710.

Chief Canadian purchases: 1964—fruit juice concentrates \$20,432, grape wines \$12,220.

Dollar exchange: dollar exchange available for wide range of products under Open General Licence; licences and dollar exchange for products not covered by OGL subject to ministerial approval.

Prices: quote in sterling or U.S. dollars c.i.f. Cypriot ports (Limassol or Famagusta).

Samples: free from duty if of no commercial value; otherwise dutiable or admitted temporarily under refundable deposit on export.

Trade agreements: Commonwealth preferential tariffs with Canada.

Correspondence: airmail only; letters 15 cents per half ounce.

Import controls, documentation, customs tariff, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Secretary
Canadian Embassy
P.O. Box 20140
Tel Aviv, Israel

CZECHOSLOVAKIA



Area: 49,367 square miles.

Population: 14,106,886 (1964).

Climate: moderate.

Topography: rolling hills to mountainous in north and north-east.

Language: Czech; sales literature preferably in German, but also in French or English.

***Currency:** koruna; one koruna equals Can. \$0.1500 (June 1965). New tourist rate 16.08 korunas to U.S. dollar.

Foreign exchange and import controls: authorization to import necessary; importing government agencies are responsible for securing allocation of necessary foreign exchange.

Weights and measures: metric system.

Capital: Prague.

Chief ports: none; Canadian exports to Czechoslovakia are normally routed through Northern European ports (Rotterdam, Hamburg, Stettin, Gdynia).

Marketing centres: Prague (population) 1,005,000; Brno 314,000; Bratislava 242,000.

Economy: all production and trading facilities are state-owned and operated through various ministries on the basis of general five-year and more detailed one-year plans. Efforts are currently being directed toward adopting some system of production programming that would more closely align output with actual demand, rather than pre-set targets. Foreign trade is conducted by some 20 state trading enterprises under the supervision of the Foreign Trade Ministry, State Bank and the new Commercial Bank (established January 1, 1965). The economy is based on a traditional metallurgical and engineering industry, with growing emphasis on greater output of chemicals, improved quality of durable and consumer goods. Agriculture continues to be prominent in national output.

Total Czech imports: 1964—Can. \$2,627 million.

Chief imports: (per cent) 1963—fuels and raw materials 49.9; machinery and equipment 25.5; foodstuffs 20.8; consumer goods 3.8.

Chief suppliers: U.S.S.R., East Germany, Poland, Hungary, Bulgaria, Rumania (socialist countries supply 73.5 per cent of total imports); West European countries 14.9 (Britain, West Germany, Austria, France, Italy).

Value of imports from Canada: 1964—Can. \$54.2 million; 1963—Can. \$13.3 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat 50,105; flaxseed 861; barley 744; tobacco 591; copper 531; textile machinery and parts 299.

Total Czech exports: 1964—Can. \$2,885 million.

Chief exports: (per cent) 1963—machinery and equipment 48.0; fuels and raw materials 27.2; consumer goods 18.2; foodstuffs 4.6.

Chief markets: U.S.S.R., East Germany, Poland, Hungary, Rumania (socialist countries take 75.5 per cent of total exports); West European countries 13.7 (Britain, West Germany, Italy, Austria).

Value of Canadian purchases: 1964—Can. \$12.8 million; 1963—Can. \$9.2 million.

Chief Canadian purchases: (Can. \$'000) 1964—textiles, textile products, sundries, clothing 4,394; footwear 1,851; industrial machinery 799; tableware, glass, ceramic, china 671; steel wire rods 659; costume jewellery 432; glass, sheets and plates 402.

Prices: quote in Canadian dollars; alternatively in U.S. dollars, c.i.f. North European ports.

Usual terms of payment: varies according to commodity and competition from cash against documents to letter of credit often with three to six months' terms. Capital equipment frequently sold on negotiated extended credit terms.

Samples: if of commercial value, a bond is required equal to value of sample; bond recoverable on re-export of sample. Those of no commercial value, duty-free.

Visas: visa required. **Inoculations:** none.

Correspondence: in English, French and German; airmail only, 15 cents per half ounce.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Minister-Counsellor
(Commercial)
Canadian Embassy
P. O. Box 190
Vienna 1/8, Austria

*note change.

DENMARK

Area: 16,576 square miles, not including: the Faroe Islands and Greenland.

Population: 4,700,000.

Climate: temperate coastal climate.

Language: Danish; sales literature in English generally acceptable.

Currency: krone; one krone equals Can. \$0.1559 (May 1965).

Foreign exchange and import regulations: foreign exchange freely available; import licences required only for a limited list of non-liberalized products.

Weights and measures: metric system.

Capital: Copenhagen.

Chief ports: Copenhagen, Aalborg, Aarhus, Esbjerg, Odense.

Marketing centres: Copenhagen (population) 1,348,454; Aarhus 119,568; Odense 111,145; Aalborg 85,800; Esbjerg 55,171.

Banking: Bank of Montreal, European Representative's Office, Königsallee 6, Düsseldorf, Federal Republic of Germany.

Economy: largely agricultural, with emphasis on animal husbandry; comparatively small but well-developed secondary industries depend almost entirely on imported raw materials.

Total Danish imports: 1964—D.Kr. 17,991 million; 1963—D.Kr. 14,645 million.

Chief imports: (per cent) 1964—machinery, non-electric 10.8; transport equipment 9.4; petroleum products 8.7; textile yarn, fabrics 6.9; iron and steel 6.7; electrical machinery and apparatus 4.8; feedingstuffs 3.4.

Chief suppliers: (per cent) 1964—West Germany 20.6, Britain 13.8, Sweden 12.8, United States 8.7, Netherlands 4.8, France 4.1.

Value of imports from Canada: 1964—Can. \$7.5 million; 1963—Can. \$6.8 million.

Chief imports from Canada: (Can. \$'000) 1964—copper 1,382, asbestos 915, tobacco 720, aluminum 653, motor vehicles and parts 430, medicinal and pharmaceutical products 247.

Total Danish exports: 1964—D.Kr. 14,382 million; 1963—D.Kr. 12,947 million.

Chief exports: (per cent) 1964—meat and meat products 24.4; machinery, non-electric 11.5; dairy products and eggs 10.6; transport equipment 5.1; fish products 4.0; live animals 3.8.

Chief markets: (per cent) 1964—Britain 24.8, West Germany 15.8, Sweden 11.7, United States 8.2, Norway 5.6, Italy 4.4.

Value of Canadian purchases: 1964—Can. \$15.7 million; 1963—Can. \$13.2 million.



Chief Canadian purchases: (Can. \$ million) 1964—industrial and agricultural machinery 2.6, dairy products 1.7, furniture 1.4, mink fur skins 952, baler and binder twine 882, refrigerators and parts 706.

Prices: may be quoted in Canadian or U.S. dollars, preferably c.i.f. Copenhagen.

Usual terms of payment: sight, 90 and 120 days, occasionally 180 days; 90 to 120 most common.

Samples: samples of no commercial value are duty-free; those of commercial value exceeding D.Kr. 50 pay duty, which is refunded if samples are re-exported within 12 months.

Visas: no visa is required.

Inoculations: none.

Trade agreements: most-favoured-nation agreement with Canada; bilateral trade agreements with many countries. Because Denmark is a member of EFTA, the duty it imposes on industrial imports from other EFTA countries is 70 per cent lower (effective December 31, 1964) than the duty on imports from non-EFTA countries, such as Canada.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: preferably airmail; letters 15 cents per half ounce.

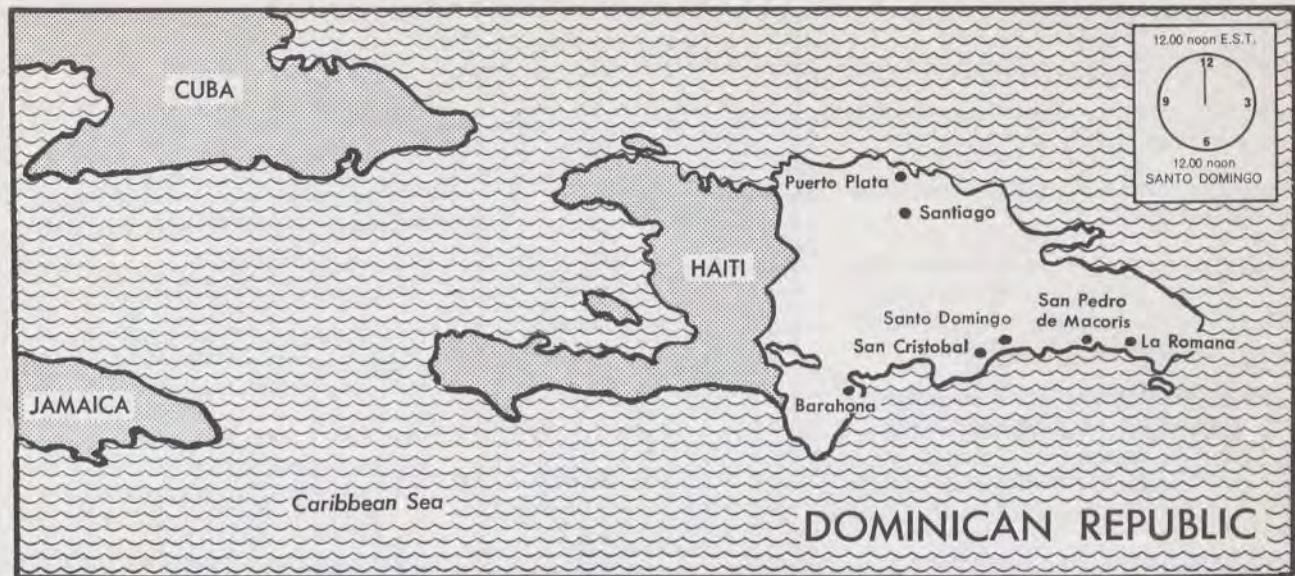
For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

OR

Commercial Counsellor
Canadian Embassy
Prinsesse Maries Allé 2
Copenhagen V, Denmark

DOMINICAN REPUBLIC



Area: 19,130 square miles.

Population: 3,100,000.

Climate: subtropical; summer-weight clothing essential.

Language: Spanish.

Currency: peso, at par with U.S. dollar. One peso=Can. \$1.08 (May 1965).

Foreign exchange and import controls: 1965 import policy calls for reduction of imports by 20 per cent with incidence of restriction on non-essential items—those on which there is no official lifting of all import duties and taxes.

Weights and measures: metric system, although British and American units commonly used.

Capital: Santo Domingo.

Chief ports: Santo Domingo, Puerto Plata, Barahona, La Romana, Haina.

Marketing centres: Santo Domingo (population) 375,000, Santiago 306,000, San Cristobal 250,000, Puerto Lata 175,000.

Economy: totally dependent on export sales of agricultural products (raw sugar, coffee beans, cocoa beans and butter, tobacco, bananas, fresh vegetables); also bauxite and furfural.

Total Dominican imports: 1964—U.S. \$220 million; 1963—U.S. \$150 million.

Chief imports: (U.S. \$ million) 1962—foodstuffs 18.9; cottons and manufactures 15.7; vehicles and aircraft 13.4; iron, steel and products 11.9; chemicals and pharmaceuticals 11.2; machinery 9.7; oils and fuels 5.5; rubber and manufactures 4.3.

Chief suppliers: (per cent) 1962—United States 49.2, Japan 7.5, Canada 6.3, West Germany 6.3, Britain 5.9, Netherlands Antilles 4.4, Netherlands 3.2, Italy 3.1.

Value of imports from Canada: 1964—Can. \$9.06 million; 1963—Can. \$9.08 million.

Chief imports from Canada: (Can. \$ million) 1964—fish, salted and canned 3.6; wheat 1.7; telephone apparatus and parts .461; newsprint paper .421; automobiles and chassis .317.

Total Dominican exports: 1963—U.S. \$174.2 million; 1962—U.S. \$172.4 million.

Chief exports: (U.S. \$ million) 1963—sugar 101, coffee 19, cacao 15, tobacco 9.

Chief markets: (per cent) 1963—United States 82.2, West Germany 5.1, Britain 4.3, Netherlands 2.9, New Zealand 1.7, Canada 1.4.

Value of Canadian purchases: 1964—Can. \$5.1 million; 1963—Can. \$2.3 million.

Chief Canadian purchases: (Can. \$'000) 1964—raw sugar 3,555, green coffee 644, molasses 626, fruits and products, canned 99.

Prices: quote in U.S. or Can. dollars, c.i.f.; f.o.b. plus freight less desirable.

Usual credit terms: sight to 180 days, with release of documents against acceptance frequently available to traditional accounts.

Samples: of commercial value, subject to duty.

Visas: no visa necessary; tourist card required.

Inoculations: smallpox.

Trade agreements: the Dominican Republic is a member of GATT; it also has a separate most-favoured-nation agreement with Canada.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

United States Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Division
Canadian Embassy
Apartado 1393
Santo Domingo
Dominican Republic

ECUADOR

Area: 175,851 square miles.

Population: 4,700,000 (estimate).

Climate: tropical in coastal areas, cool in mountains. Quito on equator.

Language: Spanish: sales literature in Spanish is essential.

Currency: sucre; one sucre equals Can. \$0.06000 (official) as of May, 1965. Official exchange rate for imports fixed at 18 sucres per U.S. dollar.

Foreign exchange and import controls: exchange freely available. Import of substantial number of commodities is prohibited; all permissible imports require prior import licence.

Weights and measures: metric system.

Capital: Quito; altitude 9,261 feet.

Chief ports: Guayaquil, Bahia, Manta and Esmeraldas on the Pacific.

Marketing centres: Quito (population) 450,000, Guayaquil 550,000, Cuenca 120,000.

Banking: Bank of London & Montreal, Limited. Guayaquil: Apartado Aereo 1335, Calle Pichincha 108/110. Quito: Casilla de Correo 359, Calle Chile esq. Guayaquil. Quito Northern Agency, 10 de Agosto No. 120 y Santiago.

Economy: agriculture is the most important industry and the economy is dependent on the production of bananas, cacao, coffee, rice and cattle. Oil exploration is becoming important.

Total Ecuadorian imports: 1964—U.S. \$138 million; 1963—U.S. \$133 million.

Chief imports: (per cent) 1963—metals and manufactures 29.3, machinery and transportation equipment 25.5, chemicals 10.5, food and grains 6.0, petroleum and products 3.7.

Chief suppliers: (per cent) 1964—United States 60.4, West Germany 12.6, Britain 6.4, Japan 5, Belgium 3.8, Venezuela 3.2, Canada 3.0.

Value of imports from Canada: 1964—Can. \$5.7 million; 1963—Can. \$3.9 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat 3,431; newsprint paper 360; inedible tallow 252; writing and reproduction paper 223; sheet and strip steel 141.

Total Ecuadorian exports: 1964—U.S. \$134 million; 1963—U.S. \$135 million.



Chief exports: (per cent) 1964—bananas 52.2, coffee 16.4, cacao 12.6, sugar 5.2, fish products 2.9.

Chief markets: (per cent) 1963—United States 58.2, West Germany 23.6, Japan 20.4, Belgium 4.1, Colombia 3.3, Netherlands 3.0.

Value of Canadian purchases: 1964—Can. \$9.4 million; 1963—Can. \$7.6 million.

Chief Canadian purchases: (Can. \$'000) 1964—bananas 8,864, cocoa beans 244, green coffee 183.

Prices: quote only in U.S. dollars.

Usual credit terms: sight up to 120 days; the latter is common.

Samples: duty-free if commercial value is less than U.S. \$40.

Visas: visa or tourist card required. **Inoculations:** smallpox.

Trade agreements: most-favoured-nation agreement with Canada. Member of LAFTA and exchanges preferences with LAFTA countries.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR
Commercial Secretary
Canadian Embassy
Apartado Aereo 8582
Bogota, Colombia
(by airmail only)

EL SALVADOR

Area: 8,016 square miles.

Population: 2,500,000.

Climate: low coastal areas humid and hot; higher altitudes hot, but with less humidity.

Language: Spanish; most leading business firms can also correspond in English.

Currency: monetary unit is the colon; one colon equals Can. \$0.4320 (May 1965).

Foreign exchange and import controls: import licence not required, except for a few items such as chemical and pharmaceutical products, liquors, cotton sugar, aircraft, firearms, munitions, military equipment, and dynamite. An exchange permit is required and is freely granted.

Weights and measures: metric system, although Spanish standards are still used in some areas.

Capital: San Salvador.

Chief ports: a new port at Acajutla on the Pacific Coast was opened in April 1961. La Libertad and La Union are two other ports on the Pacific. Goods can be shipped from the Guatemalan Caribbean ports of Puerto Barrios by rail or Matías de Gálvez by road to El Salvador.

Marketing centres: San Salvador (population 250,000), the main distribution and financial centre, is connected with the Pacific ports by paved roads. Santa Ana and San Miguel are secondary distribution centres.

Banking: Bank of London & Montreal, Limited.

San Salvador—Casilla de Correo 197,
2a, Calle Oriente No. 215.
—Escalón Agency.
—Avenida España Agency.

Santa Ana—Edificio Garcia-Rossi, Av. Independencia esq., 1a, Calla Poniente.

San Miguel—(4a, Calle Poniente No. 8), Temporary address: 2a, Av. Norte No. 4.

Economy: mainly an agricultural country; the chief crop is coffee, but sugar and cotton are of increasing importance. A number of small manufacturing plants produce a wide range of products.

Total Salvadorean imports: 1963—U.S. \$151.7 million; 1962—U.S. \$124.8 million.

Chief imports: (U.S. \$ million) 1963—machinery and transportation 35.2, manufactures 35.7, chemical products 25.5, foodstuffs 23.0.

Chief suppliers: (U.S. \$ million) 1963—United States 51.3, West Germany 13.5, Guatemala 12.7, Netherlands 11.1, Honduras 10.8.

Value of imports from Canada: 1964—Can. \$4.4 million; 1963—Can. \$3.1 million.



Chief imports from Canada: (Can. \$'000) 1964—wheat 1,982; newsprint paper 786; malt 170; yarn and thread 122; aluminum fabricated materials 108.

Total Salvadorean exports: 1963—U.S. \$153.8 million; 1962—U.S. \$136.3 million.

Chief exports: (U.S. \$ million) 1963—coffee 74.6, cotton 37.6, shrimps 4.5.

Chief markets: (U.S. \$ million) 1963—Japan 38.6, United States 37.8, West Germany 35.3, Guatemala 16.5.

Value of Canadian purchases: 1964—Can. \$3.4 million; 1963—Can. \$2.0 million.

Chief Canadian purchases: (Can. \$'000) 1964—green coffee 3,166; cotton 122.

Prices: quote in U.S. dollars, preferably c.i.f. Pacific port.

Usual credit terms: sight to 180 days.

Samples: admitted free if classified as having no commercial value and suitable only for demonstration.

Visas: visa is required.

Trade agreements: exchange of most-favoured-nation treatment between Canada and El Salvador. Member of Central American Common Market.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail essential; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Commercial Secretary
Canadian Embassy
P.O. Box 400
Guatemala City
Guatemala, C.A.

ETHIOPIA

Area: 400,000 square miles (Eritrea included since 1952).

Population: about 20 million.

Climate: temperate in central highlands with rainy seasons June-September and April-May; coastal areas dry and hot.

Language: Amharic and English official; Italian widely understood, especially in the north.

Currency: Ethiopian \$1.00 (100 cents)=U.S. \$0.40.

Weights and measures: metric system.

Electric supply: 50 cycles, 220 volts.

Capital: Addis Ababa.

Chief ports: Djibouti in French Somaliland and Assab (for Addis Ababa); Massawa (for Asmara).

Economy: agricultural, mostly subsistence farming. Coffee principal crop; cereals, animal husbandry, hides and skins, cotton being expanded through modern methods. Mining chiefly rock salt, platinum, gold and potash, but others in prospect. Manufacturing limited but important expansion planned.

Total Ethiopian imports: 1963—Eth. \$276.2 million.

Chief imports: (millions of Eth. \$) 1963—machinery and transport equipment 87.4; petroleum products 18.4; clothing (cotton, silk, wool) 13.9; cotton fabrics woven 13.8; textile yarn and thread 10.0; articles of rubber n.e.s. 8.5; textile manufactures 7.8; cotton 7.1; pharmaceutical products 7.0; iron and steel sheets 6.3.

Chief suppliers: (millions of Eth. \$) 1963—Italy 44.4, Japan 37.4, United States 34.3, West Germany 30.3, Britain 25.0, India 10.8.

Value of imports from Canada: 1964—Can. \$236,464; 1963—Can. \$138,845.

Chief imports from Canada: (Can. \$'000) 1964—aircraft engines, assemblies and parts 109; agricultural implements and parts 34; whisky 33; tires and tubes 12.

Total Ethiopian exports: 1963—Eth. \$219.4 million.

Chief exports: (millions of Eth. \$) 1963—coffee 110.5, oilseeds and cakes 29.1, hides and skins 23.5.

Chief markets: (millions of Eth. \$) 1963—United States 83.5, Italy 19.1, Britain 9.6, India 9.1, Japan 8.2, West Germany 7.9.

Value of Canadian purchases: 1964—Can. \$140,770; 1963—Can. \$21,050.



Chief Canadian purchases: 1964—green coffee \$139,393, undressed fur skins \$648.

Import and exchange regulations: exchange licences are required for payment of foreign exchange; they are normally made available. No import licences required.

Trade agreements: one-column tariff; rates of duty apply equally to imports from all countries. Canada and Ethiopia exchange most-favoured-nation treatment by an exchange of notes effective June 3, 1955.

Prices: quote c.i.f., but if shipping to Addis Ababa via Djibouti include insurance coverage to Addis Ababa.

Samples: customs duty payable if of commercial value. Such samples carried by commercial travellers require deposit of duty which is refunded on re-export. Arrangements for re-export should be made 24 hours before departure.

Correspondence: airmail; letters 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Chief, Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Canadian Embassy
Kasr el Doubara Post Office
Garden City
Cairo, United Arab Republic

FINLAND

Area: 130,100 square miles.

Population: 4,600,000.

Climate: moderate, with short summers and long winters.

Language: mainly Finnish but also Swedish. English and German main foreign languages used in business circles.

Currency: Markka; one Finnmark (Fmk.) equals Can. \$0.3375 (May 1965).

Foreign exchange and import controls: foreign currency for payment of imports of certain consumer goods that are not subject to import licences will be granted only if payment is effected before customs clearance of the goods in Finland. Currency is made available by the Bank of Finland on presentation of an invoice and bill of lading and when necessary, an import licence.

Weights and measures: metric system.

Capital: Helsinki.

Chief ports: Helsinki, Turku, Oulu, Pori, Kotka, Rauma.

Marketing centres: Helsinki (population) 496,000, Tampere 139,000, Turku 138,000, Lahti 79,000, Oulu 78,000, Pori 59,000, Vaasa 46,000, Kuopio 51,000, Jyväskylä 51,000, Kotka 32,000, Hämeenlinna 30,000, Kemi 30,000, Rauma 23,000.

Economy: mainly based on timber, pulp and paper industries, which account for more than three-quarters of foreign exchange earnings.

Total Finnish imports: 1964—U.S. \$1,486 million; 1963—U.S. \$1,194 million. (c.i.f.).

Chief imports: (U.S. \$ million) 1964—raw materials and semi-manufactures 651, fuels and lubricants 157, manufactured capital goods 431, manufactured consumer goods 248.

Chief suppliers: (per cent) 1964—Soviet Union 17.6, West Germany 17.3, Britain 14.8, Sweden 12.7, France 5.4, United States 4.8, Canada 0.2.

Value of imports from Canada: 1964—Can. \$4.5 million; 1963—Can. \$7.3 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat 1,441, flaxseed 301, aluminum 292, rapeseed 252, aircraft engines and parts 231, asbestos 165, wood pulp 156, plastic and synthetic rubber 135.

Total Finnish exports: 1964—U.S. \$1,275 million; 1963—U.S. \$1,135 million.

Chief exports: (U.S. \$ million) 1964—paper products 623; wood products 277; metal, engineering products 188; timber 28; agricultural products 71.

Chief markets: (per cent) 1964—Britain 22.4, Soviet Union 12.0, West Germany 11.5, Netherlands 6.7, Sweden 6.4, France 5.8, United States 5.7, Canada 0.2.

Value of Canadian purchases: 1964—Can. \$3.2 million; 1963—Can. \$2.5 million.

Chief Canadian purchases: (Can. \$'000) 1964—fur skins 1,273, building board 409, pig iron 351, cheese 201, sporting goods, equipment 138.

Prices: quote in U.S. dollars, c.i.f. wherever possible.



Usual terms of payment: sight and 30, 60, 90, to maximum of 180 days.

Samples: samples of no commercial value, duty-free; other samples require a deposit that is refunded if the goods are re-exported within six months. Samples that Canadian businessmen bring with them must be taken out of the country within 12 months from date of import; otherwise duty is charged.

Visas: no visa required. **Inoculations:** none.

Trade agreements: most-favoured-nation agreement with Canada.

Import controls, documentation, customs tariff, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: preferably airmail; letters 15 cents per half ounce.

For more detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Canadian Embassy
P.O. Box 14042
Stockholm
Sweden

FRANCE

Area: 220,416 square miles.

Population: 48,133,000.

Climate: temperate, high humidity.

Language: French.

Currency: franc; one franc equals Can. \$0.2204 (May 1965).

Foreign exchange and import regulations: foreign exchange is freely available. Import licences required only for a limited number of agricultural products which are subject to quantitative import restrictions.

Weights and measures: metric system.

Capital: Paris.

Chief ports: Marseilles on Mediterranean; Bordeaux and Nantes on Atlantic Ocean; Le Havre, Rouen and Dunkirk on English Channel.

Marketing centres: (1962 population, greater) Paris 7,439,000; Marseilles 783,000; Lyons 902,000; Lille 1,000,000; Bordeaux 471,000; Toulouse 336,000; Nantes 334,000; Rouen 330,000; Nice 312,000; Strasbourg 307,000; St. Etienne 292,000; Grenoble 241,000; Toulon 235,000; Le Havre 223,000.

Banking: Bank of Montreal, Assistant General Manager's Office, 10, Place Vendôme, Paris 1er.

Economy: highly developed and balanced. Ample capital, steady expansion.

Total French imports: 1964—Can. \$10,938 million; 1963—Can. \$9,482 million.

Chief imports: (per cent) 1964—manufactured goods 23.4, machinery and transportation equipment 19.6, crude materials 16.4, petroleum products 15.1, foods and live animals 14.6, chemicals and allied products 6.2.

Chief suppliers: (per cent) 1964—West Germany 18.3, United States 11.2, Belgium and Luxembourg 7.7, Italy 6.3, Algeria 6.0, Britain 5.4, Netherlands 4.9.

Value of imports from Canada: 1964—Can. \$79.4 million; 1963—Can. \$63.4 million.

Chief imports from Canada: (Can. \$ million) 1964—copper 9.7, asbestos 9.6; plastic and synthetic rubber 7.4, wheat 7.0, wood pulp 5.8, fish, fresh, frozen, canned 5.0; pulpwood 4.2; lumber, all types 3.8; zinc 2.5; flaxseed 2.4.

Total French exports: 1964—Can. \$9,769 million; 1963—Can. \$8,781 million.

Chief exports: (per cent) 1964—manufactured goods 36.5, machinery and transportation equipment 25.5, foods 12.6, chemicals and allied products 9.7, crude materials 7.6.

Chief markets: (per cent) 1964—West Germany 17.4, Belgium and Luxembourg 9.7, Italy 7.7, Switzerland 6.2, Algeria 5.5, United States 5.2, Britain 5.0, Netherlands 3.9, Spain 3.0.



Value of Canadian purchases: 1964—Can. \$69.0 million; 1963—Can. \$58.1 million.

Chief Canadian purchases: (Can. \$ million) 1964—textiles, textile products, clothing 8.8, wines, alcoholic beverages 8.5; iron and steel products 8.0; motor vehicles and parts 6.0; newspapers, magazines, books 5.3; glass and its products 2.3.

Prices: should be quoted in either Canadian or United States dollars, preferably f.o.b. or c.i.f. whenever possible.

Usual terms of payment: all periods from sight to 120 days; occasionally 180 days.

Samples: practically no restrictions on imports of samples but they are subject to customs duties if of commercial value.

Visas: no visa required. **Inoculations:** none.

Trade agreements: most-favoured-nation agreement with Canada; equal tariff treatment of imports from all GATT countries, but lower duties on many imports from countries of European Economic Community.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail preferable; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR
Minister & Counsellor
(Economic/Commercial)
Canadian Embassy
35 Avenue Montaigne
Paris 8e

GHANA

Area: 92,100 square miles.

Population: 7,100,000.

Climate: tropical and humid.

Language: English.

Currency: the Ghanaian pound, which was at par with sterling, was superseded on July 19th, 1965 by a new monetary unit, based on the decimal system and called the "CEDI". The sub-unit is the "PESEWA" one hundred of which equal a CEDI. The PESEWA being equal to the old "penny" (240 = £1) would give a Cedi a value of Cdn. \$1.25 (approximately).

Foreign exchange and import controls: import licences are required for all imports. Application for foreign exchange must have the approval of the Bank of Ghana or an authorized dealer.

Weights and measures: imperial standard.

Capital: Accra, at sea level.

Chief ports: Takoradi, Accra (surf port only), Tema.

Marketing centres: Accra (population) 338,000, Kumasi 190,000, Takoradi 45,000.

Economy: mainly dependent on cocoa; gold, timber, diamonds and manganese of secondary importance.

Total Ghanaian imports: 1963—Can. \$395.2 million; 1962—Can. \$360.9 million.

Chief imports: (per cent) 1963—machinery and transport equipment 27.5, food 14.2, textiles 13.5, chemicals 7.3, mineral fuels 5.8, beverages and tobacco .9.

Chief suppliers: (per cent) 1963—Britain 32.8, European Economic Community 25.3, dollar area 7.6, Japan 6.2.

Value of imports from Canada: 1964—Can. 7.3 million; 1963—Can. \$5.5 million.

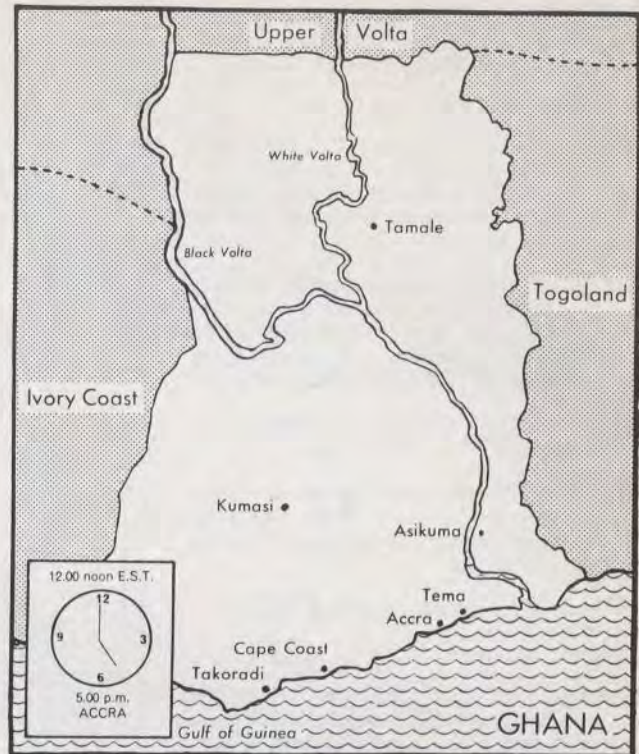
Chief imports from Canada: (Can. \$ million) 1964—wheat flour 3.5, generators and parts 1.8, industrial electrical equipment, n.e.s. .873, prefabricated buildings and parts .139.

Total Ghanaian exports: 1963—Can. \$329.8 million.

Chief exports: (per cent) 1963—cocoa 62.2; gold 13.1; timber, logs and sawn 12.0; manganese 3.7; diamonds 3.5.

Chief markets: (per cent) 1963—Britain 42.0, European Economic Community 27.6, dollar area 24.5.

Value of Canadian purchases: 1964—Can. \$8.0 million; 1963 Can. \$6.5 million.



Chief Canadian purchases: (Can. \$ million) 1964—cocoa butter 4.1; cocoa beans 2.3; manganese .959; lumber, mahogany and exotic species .577.

Prices: quote c.i.f. in local currency or Canadian dollars.

Usual terms of payment: sight to 180 days depending on various factors.

Samples: enter free of duty if of no commercial value.

Visas: visa is not required.

Inoculations: yellow fever, smallpox.

Trade agreements: Canada has no bilateral trade agreements with Ghana. Trade relations continue to be governed by Canada-U.K. Trade Agreement 1937 and GATT.

Documentation, customs tariffs, marking and labelling: for further information consult the Office of Trade Relations.

Correspondence: airmail—six days; seamount—about six weeks. Valuable documents should be registered. Air-mail rate, 25 cents each half ounce.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Counsellor
Office of the High Commissioner for Canada
P.O. Box 1639
Accra, Ghana
West Africa

GREECE

Area: 50,550 square miles, of which approximately 10,000 represent the combined area of the Greek islands.

Population: 8,400,000 (1961).

Climate: pleasantly warm and dry throughout the greater part of the year. In the Athens area temperatures rise to 95 or even to 105 degrees from mid-June to mid-September.

Language: Greek; English and/or French are spoken by most senior government officials and by many members of the business community. Leading firms correspond in English and/or French.

Currency: drachma; one drachma = Can. \$0.03600 (May 1965).

Foreign exchange and import controls: foreign exchange is freely available. Import licences necessary only for a few commodities.

Weights and measures: metric system.

Capital: Athens.

Chief ports: Piraeus (the port of Athens and by far the most important), Salonica, Patras, Volos, Cavalla, Candia (Crete).

Marketing centres: Athens-Piraeus metropolitan area (population) 1.8 million; Salonica 378,000, Patras 95,000, Candia 70,000; Volos 67,000; Cavalla 44,000; Rhodes 27,000.

Economy: basically agricultural although emphasis is now on industrial development. Mining, fishing and forestry are carried on to a substantial although relatively minor extent.

Total Greek imports: 1964—U.S. \$880 million.

Chief imports: (U.S. \$ million) 1964—industrial agricultural machinery 149; agricultural products for human consumption 125; solid fuels and petroleum products 55; iron and steel 50; meat 46; fertilizers 32; wool, cotton, natural and artificial fibers 30; transportation equipment 30.

Chief suppliers: (U.S. \$ million) 1964—West Germany 150, United States 149, Britain 107, Italy 73, France 52, Belgium 31, Netherlands 28, U.S.S.R. 28, Sweden 22.

Value of imports from Canada: 1964—Can. \$8.0 million; 1963—Can. \$7.4 million.

Chief imports from Canada: (Can. \$'000) 1964—aluminum ingot 1,638; newsprint paper 736; tires and tubes 541; plate, sheet and strip steel 482; sulphur 448; seed potatoes 432; dressed furs 423; wood pulp 409; spark plugs 286; lumber 268; asbestos fibres 231; hides and skins 214; flaxseed 165.

Total Greek exports: 1964—U.S. \$308 million.

Chief exports: (U.S. \$ million) 1964—tobacco 117; currants and sultanas 36; raw cotton 34, ores and metals 21; raw hides and skins 11; olives and olive oil 9; fresh fruits 9; citrus fruits 8; wine, must and beverages 5; textile yarns and fabrics 5; furs 4; rosin and turpentine 3; dry figs 2; marine sponges 2; canned vegetables, fruit and tomato juices 2; fish 1.



Chief markets: (U.S. \$ million) 1964—West Germany 61, United States 58, U.S.S.R. 25, Britain 22, Italy 14, Yugoslavia 14, France 13, Poland 11, Netherlands 10.

Value of Canadian purchases: 1964—Can. \$1.55 million; 1963—Can. \$1.63 million.

Chief Canadian purchases: (Can. \$'000) 1964—cotton yarns 397, olives 143, Turkish-type tobacco 123, dressed fur plates 114, dead burned magnesia 109, olive oil 87, cheese 72, dried figs 64, grape wines still 62, fruit juices 36; sugar preparations and confectionery 25.

Prices: quote in Canadian or U.S. dollars, c.i.f. Piraeus.

Usual credit terms: terms of 30 to 180 days or even longer are indispensable in many trades.

Samples: duty-free if of no commercial value; travellers' samples of commercial value admitted on payment of a deposit, which is refunded if samples re-exported within six months.

Visas: visa is not required.

Inoculations: none.

Correspondence: airmail essential; letters 15 cents per half-ounce.

Trade agreements: modus vivendi with Canada signed in 1947. Greece became an associate member of the European Economic Community on November 1, 1962.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Counsellor
Canadian Embassy
31 Vassilissis Sophias Avenue
Athens 138, Greece

GUATEMALA

Area: 42,364 square miles.

Population: 4,284,473 (1964).

Climate: low coastal areas are hot and humid, but slopes and plateaus range from cool to cold.

Language: Spanish; most agency firms correspond in English as well as Spanish.

Currency: quetzal; at par with U.S. dollar. One quetzal = Can. \$1.080 (May 1965).

Foreign exchange and import controls: exchange permit required for all imports. Import licence not required, except for explosives, wheat flour and poultry.

Weights and measures: metric system, although some Spanish standards are also used.

Capital: Guatemala City; altitude 4,872 feet.

Chief ports: Puerto Barrios and Matías de Gálvez on the Atlantic; Champerico and San José on the Pacific.

Marketing centres: Guatemala City (population) 572,937; Quezaltenango 45,195; Escuintla 24,832; Puerto Barrios 22,242; Mazatenango 19,506.

Banking: Bank of London & Montreal, Limited.
Guatemala City, P.O. Box 1106, 8 Avenida 10-67 Zona 1.
Guatemala City, plazuela 11 de Marzo Agency.
Puerto Barrios, Puerto Barrios Agency.
Escuintla Agency.

Economy: mainly an agricultural country; the chief crops are coffee, bananas, cotton, sugar, beef, chicle and essential oils. Tropical hardwood and minerals are also available. Secondary industry is developing rapidly.

Total Guatemalan imports: 1963—U.S. \$165.5 million, c.i.f.

Chief imports: 1963—machinery and transportation equipment, manufactured goods, chemical products, food-stuffs, lubricants.

Chief suppliers: (U.S. \$ million) 1963—United States 79.6, Germany 16.5, El Salvador 11.5, Japan 8.9, Britain 7.3, Netherlands Antilles and Surinam 5.2, Mexico 3.5, Canada 3.3, Belgium 3.1.

Value of imports from Canada: 1964—Can. \$3.4 million; 1963—Can. \$3.1 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat 562, yarn and thread 241, newsprint paper 238, malt 196, oatmeal and rolled oats 117, wood pulp 116.

Total Guatemalan exports: 1963—U.S. \$151.5 million, c.i.f.

Chief exports: (U.S. \$ million) 1963—coffee beans 71.0, cotton 24.2, bananas 11.9, sugar 5.1, meat 4.4, chicle 1.1.

Chief markets: (U.S. \$ million) 1963—United States 66.2, West Germany 24.2, Japan 16.0, El Salvador 11.1, Netherlands 6.6, Belgium 3.0, Sweden 2.8.



Value of Canadian purchases: 1964—Can. \$2.4 million; 1963—Can. \$2.6 million.

Chief Canadian purchases: (Can. \$'000) 1964—green coffee 1,404, bananas 649, zinc 131, chicle 111.

Prices: quote in U.S. dollars, preferably c.i.f. Puerto Barrios, Matías de Gálvez or San José.

Usual credit terms: sight to 180 days.

Samples: samples for re-export will be admitted temporarily free of duty if a deposit or bond is placed with the tariff authorities.

Visas: visa or tourist card required.

Inoculations: smallpox.

Trade agreements: exchange of most-favoured-nation agreement with Canada in 1937. Member of Central American Common Market.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail essential; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

OR

Commercial Secretary
Canadian Embassy
P.O. Box 400
Guatemala City
Guatemala, C.A.

HAITI

Area: 10,748 square miles.

Population: 4,660,000 (1965).

Language: French (Créole); most international trading firms correspond in English and French, but sales literature should be in French.

Currency: gourde: 1 gourde = U.S. \$0.20 = Can. \$0.2160 (May 1965).

Foreign exchange: permits are not required.

Import controls: import licences are required for a few items.

Weights and measures: metric system, although U.S. standards sometimes used.

Capital: Port-au-Prince.

Chief ports: Port-au-Prince and Cap Haïtien.

Marketing centres: Port-au-Prince (population) 196,000, Cap Haïtien 24,957, Gonaïves 13,634, Aux Cayes 11,608; Jeremie 11,048, St. Marc 9,401, Jacmel 8,643, Port-de-Paix 6,405.

Economy: mainly an agricultural country; the chief crops are coffee, sugar cane, sisal, bananas, and cacao; mineral products, with exception of bauxite and copper, have scarcely been exploited.

Total Haitian imports: 1963—U.S. \$36.0 million; 1962—U.S. \$37.2 million (c.i.f.).

Chief imports: 1963—textiles, wearing apparel, foodstuffs and beverages, pharmaceuticals, petroleum products, agricultural machinery, electric motors, automobiles and accessories.

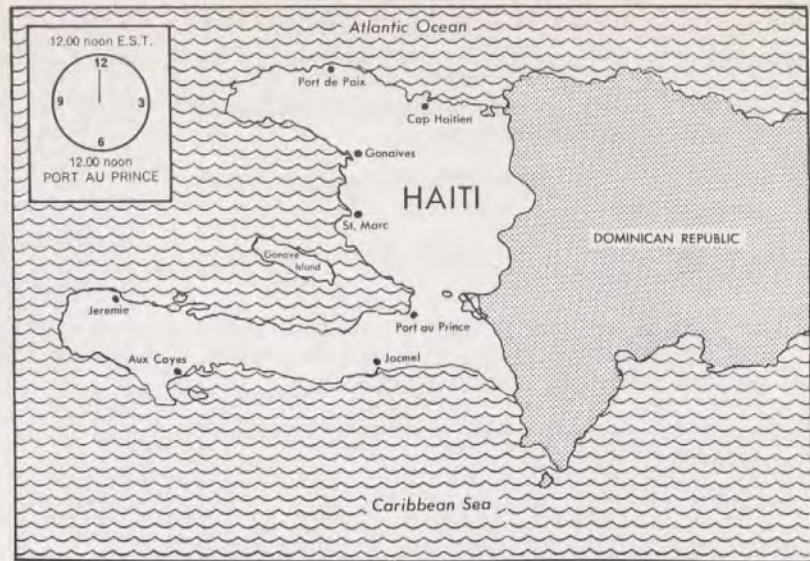
Chief suppliers: United States, West Germany, Britain, Netherlands Antilles, France, Canada.

Value of imports from Canada: 1964—Can. \$1.48 million; 1963—Can. \$1.52 million.

Chief imports from Canada: (Can. \$'000) 1964—fish products 523; wheat flour 179; rock drilling machinery 155; tires and tubes 96; notebooks, scribblers, pads 85.

Total Haitian exports: 1963—U.S. \$43.2 million; 1962—U.S. \$40.8 million.

Chief exports: (U.S. \$ million) 1963—coffee 16.8, essential oils 10.6, sugar 5.5, sisal 3.8, cacao 2.6.



Chief markets: (per cent) 1963—United States 55.7, Belgium 10.3, Italy 7.4, Japan 5.9, France 5.3.

Value of Canadian purchases: 1964—Can. \$2.0 million; 1963—Can. \$1.2 million.

Chief Canadian purchases: (Can. \$'000) 1964—raw sugar 1,201, sisal and agave fibres 632, green coffee 129.

Prices: quote in U.S. dollars, preferably c.i.f. Port-au-Prince or Cap Haïtien.

Usual credit terms: sight to 180 days.

Samples: samples of no commercial value may enter free of duty. Samples of commercial value are subject to customs duties which are refunded if the samples are re-exported within six months.

Visas: visa is not required.

Inoculations: smallpox.

Trade agreements: exchange of most-favoured-nation agreements with Canada. (GATT).

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail desirable; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR

Chargé d'Affaires, a.i.,
and Consul
Canadian Embassy
Case Postale 826
Port-au-Prince

HONDURAS

Area: 44,411 square miles.

Population: 1,884,765 (1961).

Climate: varies from tropical to subtropical.

Language: Spanish.

Currency: lempira; one lempira equals Can. \$0.5400 (May 1965).

Foreign exchange and import controls: exchange permit is not required. Import licence is not required, except for firearms, munitions, explosives, narcotics, pharmaceuticals, animals and plants.

Weights and measures: metric system.

Capital: Tegucigalpa.

Chief ports: Caribbean—Puerto Cortés, La Ceiba, Tela; Pacific—Amapala.

Marketing centres: Tegucigalpa (population) 134,075, La Ceiba 24,863, San Pedro Sula 58,632.

Banking: Bank of London & Montreal, Limited
Tegucigalpa—Apartado 29-C, 2a Avenida Cervantes.
San Pedro Sula—3a y 4a Calle, 4a Avenida S.O. No. 26.
San Pedro Sula Town Agency.
Puerto Cortés—P.O. Box 26.
Comayagua—San Isidro Agency.

Economy: bananas, coffee, citrus fruits, minerals and forest products form the basis of the economy.

Total Honduran imports: 1963—U.S. \$95.1 million, c.i.f.; 1962—U.S. \$79.8 million, c.i.f.

Chief imports: (U.S. \$ million) 1963—manufactured products 28.6, machinery and transport equipment 26.9, chemical products 11.4, foodstuffs 9.8.

Chief suppliers: (U.S. \$ million) 1963—United States 45.4, Japan 8.7, El Salvador 7.9, Germany 5.2, Netherlands Antilles 4.7, Guatemala 4.6.

Value of imports from Canada: 1964—Can. \$1.3 million; 1963—Can. \$1.1 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat and wheat flour 222; card punch machinery, computers and parts 143; asbestos 130.

Total Honduran exports: 1963—U.S. \$82.1 million, f.o.b.; 1962—U.S. \$79.8 million, f.o.b.

Chief exports: (U.S. \$ million) 1963—bananas 33.0, coffee 14.2, wood 8.5, meat 2.9.



Chief markets: (U.S. \$ million) 1963—United States 48.2, El Salvador 9.1, West Germany 8.6, Guatemala 3.1.

Value of Canadian purchases: 1964—Can. \$7.7 million; 1963—Can. \$6.9 million.

Chief Canadian purchases: (Can. \$'000) 1964—bananas 7,335, green coffee 211.

Prices: quote U.S. dollars, preferably c.i.f. Puerto Cortés or Amapala.

Usual credit terms: sight to 180 days.

Samples: samples of no commercial value admitted free. Duty on articles of value is refunded if product is re-exported within 90 days.

Visas: business visa is required.

Inoculations: smallpox.

Trade agreements: exchange of most-favoured-nation treatment with Canada. Member of Central America Common Market.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail essential; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Commercial Division
Canadian Embassy
P.O. Box 400
Guatemala City
Guatemala, C.A.

HONG KONG

Area: 398 square miles.

Population: approximately 3,700,000.

Climate: sub-tropical, with cool winter and extremely hot and humid summer.

Topography: large and small islands and Mainland peninsula, rugged coastline.

Language: English and Chinese (mainly Cantonese). Because 99 per cent of the population is Chinese, this language is used to considerable extent in advertising.

Currency: Hong Kong dollar; one HK dollar equals Can. \$0.1885 (May 1965).

Weights and Measures: imperial standard.

Capital: Victoria, centre of Government.

Marketing centres: urban areas of Victoria and Kowloon.

Economy: largely based on the import of raw materials and the export of manufactured goods. Entrepôt trade formerly very important but declining. Light industry is now the main element, especially textiles, enamelware, footwear, transistor radios and plastics. Main heavy industries are shipbuilding and shipbreaking. Some fishing and agriculture. Tourist trade very important.

Total Hong Kong imports: 1964—HK \$8,550 million.

Chief imports: (per cent) 1964—manufactured goods 31; food 24; machinery and transport equipment 12; crude materials, inedible (except fuels) 11; chemicals 8.

Chief suppliers: (per cent) 1964—Communist China 23, Japan 18, United States 11, Britain 10, Thailand 3.

Value of imports from Canada: 1964—Can. \$22.3 million; 1963—Can. \$17.5 million.

Chief imports from Canada: (Can. \$ million) 1964—polyethylene and polystyrene resins 7.7, aluminum 4.3, wheat and wheat flour 3.2, newsprint paper .814, textiles .577, marine and aircraft engines and parts .531.

Total Hong Kong exports: 1964—HK \$5,784 million; re-exports HK \$1,356 million; net exports HK \$4,428 million.

Chief exports: (per cent) 1964—clothing 37; miscellaneous manufactured articles 20; textile yarn, fabrics and made-up articles 16; electric machinery 4; footwear 4.

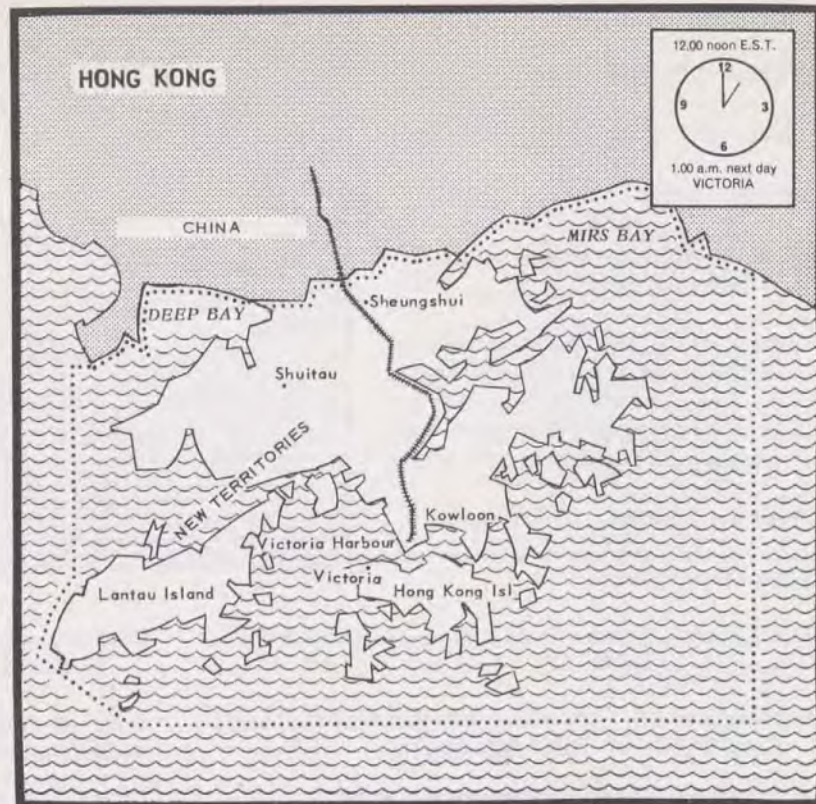
Chief markets: (per cent) 1964—United States 28, Britain 22, West Germany 7, Singapore 3, Japan 3, Canada 3, Australia 3.

Value of Canadian purchases: 1964—Can. \$26.9 million; 1963—Can. \$21.2 million.

Chief Canadian purchases: (Can. \$ million) 1964—textiles, textile products, wearing apparel 13.3; toys and games 2.9; artificial flowers 1.8; footwear 1.4; television sets 605; costume jewellery 467; flashlights 402.

Dollar exchange: freely available; any currency may be bought or sold on the open market in Hong Kong.

Prices: quote in U.S. or Canadian dollars, preferably c.i.f.



Usual terms of payment: payment terms vary according to the commodity and status of business partner. Letters of credit may be provided but following the establishment of a satisfactory business relationship, D.O.P. and up to 90 days credit may be requested by some importers here.

Samples: may be brought in freely.

Visas: no visa is required.

Inoculations: smallpox, cholera.

Trade agreements: Canada grants Hong Kong most favoured nation treatment.

Import controls, documentation, customs tariffs, marking and labelling: Hong Kong is a free port and there are no tariffs except on liquor, tobacco and fuel oils. Reduced duties are charged on tobacco and liquor of Commonwealth origin. Imported motor vehicles are subject to a first registration tax of 10 per cent of c.i.f. value, vehicles not of Commonwealth origin are subject to an additional 15 per cent fee on first registration. Import licences are necessary for a few items such as strategic-type goods, coal, firewood, sugar, rice, frozen meat, diamonds, gold, silver, certain insecticides, plants and vaccines.

Correspondence: airmail; letters 25 cents per half ounce.

For detailed information on this market write:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Senior Canadian
Government Trade
Commissioner
P.O. Box 126,
Hong Kong

HUNGARY

Area: 35,800 square miles.

Population: 10,135,000 (1964).

Climate: moderate.

Topography: chiefly plains.

Language: Hungarian; sales literature preferably in German, but acceptable in French or English.

Currency: forint; one forint equals Can. \$0.092.

Foreign exchange and import controls: authorization to import necessary; importing government agencies are responsible for securing allocation of necessary foreign exchange.

Weights and measures: metric system.

Capital: Budapest.

Chief ports: none; Canadian exports to Hungary can be routed through Northern European ports (Rotterdam, Hamburg) or Adriatic ports (Trieste, Rijeka).

Marketing centres: Budapest (population) 1,920,000.

Economy: all production and trading facilities are state-owned and operated through various ministries on the basis of general five-year and more detailed one-year plans. Foreign trade is the exclusive concern of some 30 state trading enterprises under the supervision of the Ministry of Foreign Trade, the National Bank, and the Hungarian Foreign Trade Bank. Agriculture, once dominant in economy, has given way to primary and secondary manufacturing industries; current emphasis is on expansion of chemical, food processing and light engineering.

Total Hungarian imports: 1964—Can. \$1,614 million.

Chief imports: (per cent) 1964—raw and semi-fabricated goods 57.0, machinery and equipment 29.2, foodstuffs and raw materials for food industry 8.6.

Chief suppliers: (per cent) 1963—U.S.S.R. 33.1, Czechoslovakia 11.5, East Germany 10.2, Poland 6.1, West Germany 4.8, Austria 3.7, France 3.5, Britain 3.0.

Value of imports from Canada: 1964—Can. \$1.9 million; 1963—Can. \$374,340.

Chief imports from Canada: (Can. \$'000) 1964—wheat 1,086, asbestos 299, raw cattle hides 291.

Total Hungarian exports: 1964—Can. \$1,460 million.

Chief exports: (per cent) 1964—machinery, equipment and instruments 33.9, raw and semi-finished goods 24.9, foodstuffs 21.1, industrial consumer goods 20.1.



Chief markets: (per cent) 1963—U.S.S.R. 35.5, Czechoslovakia 11.0, East Germany 8.8, Poland 6.5, West Germany 4.8, Italy 4.8, Austria 2.8, Rumania 2.8, Britain 2.5.

Value of Canadian purchases: 1964—Can. \$761,242; 1963—Can. \$556,702.

Chief Canadian purchases: (Can. \$'000) 1964—glass tableware 237, bicycles and parts 113, food products 68, wearing apparel 45, broom corn 32, brooms and whisks 32.

Prices: quote in Canadian dollars, preferably c.i.f. North European port or Trieste.

Usual terms of payment: letter of credit with terms negotiated according to commodity and competition. Capital equipment frequently sold on extended credit terms with bank guarantees.

Samples: non-commercial value, duty-free; for those of commercial value a bond is required equal to value of sample, recoverable on re-export.

Visas: visa required. **Inoculations:** none.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: English, French or German; airmail only, 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or

Minister-Counsellor
(Commercial)
Canadian Embassy
P.O. Box 190
Vienna 1/8, Austria

ICELAND

Area: 40,000 square miles.

Population: 186,911 (1963).

Language: Icelandic. Most businessmen speak English and correspondence can almost invariably be carried on in English.

Currency: kronur; one kronur equals Can. \$0.02512 (May 1965).

Foreign exchange and import controls: a large percentage of total imports to Iceland are liberalized. Licences for non-liberalized goods are issued under a system of global quotas for countries with which trade is carried on on a multilateral basis.

Weights and measures: metric system. Weights can be quoted in short tons and pounds but the metric system is preferred.

Capital and chief port: Reykjavik: population 67,401 (1963).

Marketing centre: Reykjavik.

Economy: based almost entirely upon fish and fish products. There is a limited amount of agriculture and secondary industry.

Total Icelandic imports: 1964—Can. \$142.1 million; 1963—Can. \$118.6 million.

Chief imports: 1964—aircraft, mercantile vessels, fuel oils, wood, fishing nets of synthetic materials, automobiles, feedingstuffs.

Chief suppliers: (per cent) 1964—Britain 13.3, United States 11.9, Norway 10.9, West Germany 10.3, U.S.S.R. 8.4.

Value of imports from Canada: 1964—Can. \$10.5 million; 1963—Can. \$346,745.

Chief imports from Canada: (Can. \$'000) 1964—aircraft, assemblies and parts 10,173; card punch machinery, computers and parts 47; whisky 38; textiles 30.

Total Icelandic exports: 1964—Can. \$120.1 million; 1963—Can. \$101.8 million.

Chief exports: 1964—frozen fresh fish; salted, dried and smoked fish; fish oil and meal.



Chief markets: (per cent) 1964—Britain 17.5, United States 16.1, U.S.S.R. 9.1, West Germany 8.6, Sweden 7.3.

Value of Canadian purchases: 1964—Can. \$2,074; 1963—Can. \$695,658.

Chief Canadian purchases: negligible in 1964.

Prices: quote in Canadian or U.S. dollars, f.a.s. New York.

Usual terms of payments: sight draft to cover trial orders. Ninety-day terms may be necessary to meet competition from European and United States suppliers.

Samples: of no commercial value, duty-free: with commercial value, dutiable at regular commodity rates but duty refundable on re-export.

Visas: visa is not required.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail desirable; letters 15 cents per half-ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR

Commercial Secretary
Canadian Embassy
Fridtjof Nansens plass 5
Oslo 1, Norway

INDIA

Area: 1,261,411 square miles.

Population: 459.1 million (1963); annual increase 8-10 million; 82 per cent rural, 18 per cent urban.

Climate: monsoon-tropical; south, warm to hot year round; north very hot summers, cool winters (November to February).

Language: Hindi became official language on January 26, 1965, although English continues as language of business and government.

Currency: rupee; one rupee equals Can. \$0.2262 (May 1965).

Foreign exchange: extreme shortage until at least end of Third Plan (1966).

Weights and measures: metric system.

Capital: New Delhi.

Marketing centres: Calcutta (population 1961) 5.5 million, Bombay 4.15, Delhi 2.36, Madras 1.73, Hyderabad 1.25, Ahmedabad 1.21, Bangalore 1.21.

Chief ports: east coast—Calcutta, Madras, Vishakhapatnam; west coast—Bombay, Cochin, Marmagao.

Economy: national income (1962-63) Can. \$35.42 billion; national per capita Can. \$78. Centrally directed economy, still predominantly subsistence agriculture; rapidly growing industrial structure under Five Year Plans outstripping country's capacity to provide sufficient foreign exchange for imports of capital goods and components and industrial raw materials.

Total Indian imports: 1964—Can. \$2,722 million; 1963—Can. \$2,369 million.

Chief imports: (per cent) 1964—machinery 33, base metals 14, wheat 11, petroleum and products 7, textile fibres 6, transport equipment 5.

Chief suppliers: (per cent) 1964—United States 35, Britain 14, West Germany 8, U.S.S.R. 6, Japan 6, Canada 2.

Value of imports from Canada: 1964—Can. \$64.0 million; 1963—Can. \$53.9 million.

Chief imports from Canada: (Can. \$ million) 1964—aircraft, engines, assemblies and parts 9.7; wheat 8.5; locomotives, engines and parts 6.7; aluminum 4.7; zinc 3.9; newsprint paper 3.7.

Total Indian exports: 1964—Can. \$1,878 million; 1963—Can. \$1,677 million.

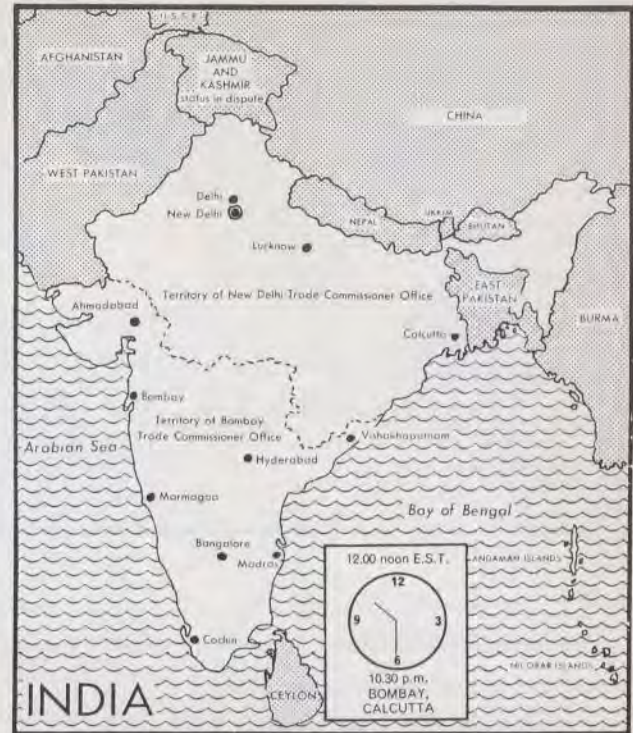
Chief exports: (per cent) 1964—tea 15, textiles (other than jute and cotton) 15, cotton textiles 7, jute textiles 7, animal feeds 5, iron ore 5, leather and manufactures 3, sugar 3.

Chief markets: (per cent) 1964—Britain 21, United States 17, U.S.S.R. 9, Japan 8, Australia 2.4, West Germany 2.3, Canada 2.1.

Value of Canadian purchases: 1964—Can. \$36.1 million; 1963—Can. \$53.0 million.

Chief Canadian purchases: (Can. \$ million) 1964—textiles, textile products 20.1; tea 7.7; cashew nuts 2.1; carpets, rugs, mats 1.9; pepper .709; green peanuts .680; manganese .386; walnuts .369.

Import controls, documentation, customs tariffs, marking and labelling: rigid import licencing system. Licences required for all imports. No prospects for import of consumer goods or non-essential items. Import licences restricted to necessary capital goods, components and



essential industrial raw materials, and foodgrains on government account. For further information consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Foreign aid: trade deficit financed by aid, including Can. \$44.5 million (Colombo Plan, ECIC long-term loans, and development loans) from Canada, and U.S. \$245 million from World Bank as per consortium pledges during 1964-65.

Trade relations: India grants tariff preferences on a wide range of products to Britain and its colonies and Burma; otherwise, customs duties (generally high) are applied equally to the products of all countries, including Canada.

Prices: quote U.S. or Canadian dollars; when quoting against government tenders, show f.o.b. as well as c.i.f. prices and agent's commission if any, separately.

Usual credit terms: dependent upon various factors.

Samples: import restricted if of commercial value.

Visas: visa is not required.

Inoculations: smallpox, cholera, yellow fever.*

Correspondence: airmail only; letters 25 cents per half ounce.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Office of the High Commissioner for Canada
P.O. Box 11
New Delhi 1, India
(for southern Indian states of Gujarat, Maharashtra,
Mysore, Andhra Pradesh, Madras and Kerala)
Canadian Government Trade Commissioner
P.O. Box 886
Bombay, 1-BR, India

INDONESIA



Area: 735,340 square miles.

Population: 105 million (estimated 1965).

Climate: tropical.

Language: Indonesian; business correspondence in English.

Currency: rupiah. Basic rate U.S. \$1.00=Rp. 45; standard bank buying rate U.S. \$1.00=Rp. 520; tourist rate U.S. \$1.00=Rp. 4,000; rates for imports vary with category and fluctuate.

Weights and measures: metric system.

Electric supply: 50 cycles; single and three phase 127/220 volts; frequency stable.

Capital: Djakarta.

Chief ports: Djakarta, Semarang and Surabaya on Java, Medan on Sumatra, Makassar on Celebes (Sulawesi).

Marketing centres: Djakarta (population) 2,973,052, Surabaya 1,007,945, Semarang 503,153, Bandung 972,566, Jogjakarta 312,698, Medan 479,098, Makassar 384,159.

Economy: based primarily on agriculture, oil production and mining.

Total Indonesian imports: (provisional figures, at basic rate U.S. \$1.00=Rp. 45); January-June 1964—Rp. 15,623 million.

Imports by category: (million rupiahs) January-June 1964—consumer goods 6,477 (of which rice 4,877); raw materials and textiles 4,193 (of which petroleum products 98, shirting 317); capital goods 4,953 (of which machinery, instruments and non-electrical equipment 1,477).

Value of imports from Canada: 1964—Can. \$703,243; 1963—Can. \$1.4 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat flour 285; motor vehicles and parts 147; iron and steel pipes and tubes 50; aircraft engines, assemblies and parts 34; files and rasps 23.

Total Indonesian exports: (provisional figures at basic rate U.S. \$1.00=Rp. 45) January-September 1964—Rp. 21,526 million.

Chief exports: (million rupiahs) January-September 1964—rubber 7,731; petroleum and its products 6,584; tin ore 991; copra 826; coffee 890; tea 534; tobacco 793; palm oil 832.

Value of Canadian purchases: 1964—Can. \$1.4 million; 1963—Can. \$152,183.

Chief Canadian purchases: (Can. \$'000) 1964—crude rubber 1,227, tea 117, spices 46.

Dollar exchange: all foreign exchange severely restricted; import licences required for all products from all sources.

Prices: quote only c. & f. Indonesian port; insurance must be placed in Indonesia.

Samples: not restricted if of no commercial value.

Trade agreements: exchange of most-favoured-nation agreement with Canada under GATT; in practice, equal tariff treatment of imports from all countries.

Correspondence: airmail only; letters 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market, write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

IRAN

Area: 630,000 square miles.

Population: approximately 22.5 million.

Climate: temperatures about 10 degrees warmer than Southern Ontario, but humidity much lower. Short rainy season in spring and early winter.

Topography: arid tableland encircled, except on the east, by mountains.

Language: Persian (Farsi), Azarbayejan Turkish; English and French also spoken.

Currency: rial (100 dinars); one rial = Can. \$0.014.

Weights and measures: metric system.

Capital: Tehran.

Chief ports: Khorramshahr, Bushire, Bandar Shapur, Abadan.

Marketing centres: Tehran (population) 2,000,000, Tabriz 350,000, Isfahan 250,000, Meshed 220,000, Resht 135,000.

Economy: essentially agricultural; oil is the principal export.

Total Iranian imports: 1963-64—U.S. \$455.8 million; 1962-63—U.S. \$458.1 million.

Chief imports: 1963-64—base metals and their products; textiles and raw materials for the textile industry; electrical machinery; paper and paper products; chemicals; agricultural implements; foodstuffs; machinery.

Chief suppliers: 1963-64—United States, Britain, West Germany.

Value of imports from Canada: 1964—Can. \$3.4 million; 1963—Can. \$3.6 million.

Chief imports from Canada: (Can. \$'000) 1964—sheet and strip steel 444, asbestos 346, aluminum 330, motor vehicles and parts 220, copper and copper alloy pipe and tubing 189, excavating, dredging equipment and parts 174.

Total Iranian exports: 1963-64—U.S. \$484.9 million; 1962-63—U.S. \$410.3 million.

Chief exports: (per cent) 1964—oil 80, cotton 3, carpets 2.



Chief markets: West Germany, U.S.S.R., Britain, United States. Value of Canadian purchases: 1964—Can. \$31.0 million; 1963—Can. \$42.8 million.

Chief Canadian purchases: (Can. \$'000) 1964—crude petroleum 30,489, dates 337, oriental rugs 193.

Dollar exchange: foreign exchange freely allocated for goods which may be imported.

Prices: quote in U.S. dollars, c. & f. or c.i.f. Khorramshahr.

Usual terms of payment: sight to 180 days, sometimes longer.

Samples: dutiable only if of commercial value.

Trade agreements: Canada accords most-favoured-nation tariff rates to Iran subject to reciprocity under a special arrangement by Order in Council.

Correspondence: airmail only; letters 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Asia and Middle East Division		Commercial Division
Office of Trade Relations	or	Canadian Embassy
Department of Trade and Commerce		P.O. Box 1610
Ottawa		Tehran, Iran

IRAQ

Area: 170,000 square miles, half desert.

Population: 7 million.

Climate: hot from May to September, pleasant from October to April, from December to March, nights are usually cold enough to require some form of heating. Dry in most inland areas; humidity is high in Basra.

Language: Arabic; English spoken to some extent.

Currency: Iraq dinar=1,000 fils=£=Can. \$3 024 (May 1965).

Foreign exchange and import controls: a licence and exchange permit are required for all imports. Banks, insurance companies and major industrial and trading concerns were nationalized in 1964. Government has monopoly for import and distribution of a number of products.

Weights and measures: metric system.

Capital: Baghdad.

Chief ports: Basra, Um-Qasr (under construction).

Marketing centres: Baghdad (population) 1 million, Basra 160,000, Mosul 160,000, Kirkuk 120,000.

Economy: agriculture (wheat, barley, cotton, rice); livestock (sheep and cattle exported to neighbouring countries); dates (Iraq is world's largest exporter); industry (cotton ginning, spinning and weaving, bricks, cement, leather); oil (1961 production 60 million tons).

Total Iraqi imports: 1963—U.S. \$320 million; 1962—U.S. \$360 million.

Chief imports: (per cent) 1963—machines 11, iron and steel 5, tea 9, automobiles 5, pharmaceuticals 4, electrical equipment 3, sugar 3.

Chief suppliers: (per cent) 1963—Britain 16, United States 11, U.S.S.R. 8, Ceylon 7, Germany 10, Belgium 4, Communist China 4.

Value of imports from Canada: 1964—Can. \$957,265; 1963—Can. \$3.4 million.

Chief imports from Canada: (Can. \$'000) 1964—asbestos 209; sheet and strip steel 139; cookware, non-electric 77; washing machines and parts 68; infant and junior foods 66; copper 62.

Total Iraqi exports: 1963—U.S. \$781 million; 1962—U.S. \$691 million.



Chief exports: (per cent) 1963—oil 93, dates 3.

Chief markets: (per cent) 1963—Lebanon 13, U.S.S.R. 12, United States 11, Communist China 10, Kuwait 7, Britain 5, India 5, Saudi Arabia 4.

Value of Canadian purchases: 1964—Can. \$2.4 million; 1963—Can. \$1.3 million.

Chief Canadian purchases: (Can. \$'000) 1964—crude petroleum 1,854, dates .525.

Dollar and foreign exchange: under control.

Prices: quote in U.S. dollars, c. & f. Basra whenever possible.

Usual terms of payments: from sight up to 180 days.

Samples: free if of no commercial value; subject to customs duty when of commercial value.

Visas: required.

Trade agreements: most-favoured-nation treatment accorded to Iraq by Canada. Normal tariff for all countries; special reduction for Arab states.

Correspondence: airmail only, letters 25 cents per half ounce.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Chief, Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Canadian Embassy
P.O. Box 2300
Beirut, Lebanon

IRELAND

Area: 27,136 square miles.

Population: 2,800,000 (1961).

Climate: moist, mild, free from extremes of heat and cold.

Language: English and Irish.

Currency: the Irish pound is maintained at parity with the pound sterling; the latter circulates freely. One pound = \$3.0163 (May 1965).

Foreign exchange and import controls: an import licence is not necessary except for a few products.

Weights and measures: imperial standard.

Electrical characteristics: single-phase 220 volts, 50 cycles; power, three-phase 380 volts, 50 cycles.

Capital: Dublin.

Chief ports: Dublin, Cork.

Marketing centres: Dublin (population) 593,000, Cork 77,860, Limerick 50,497, Waterford 28,000, Sligo 13,529, and Galway 21,000.

Economy: mainly agriculture and cattle; industry encouraged.

Total Irish imports: 1964—£347.8 million; 1963—£306.4 million (c.i.f.).

Chief imports: (£ million) 1964—machinery and transport equipment 85.6; manufactured goods classified by material 73.0; food and food preparations 38.6; mineral fuels, lubricants and related materials 29.6; chemicals 28.3; raw materials except fuels 27.3; manufactured articles, n.e.s. 21.5; live animals 17.3; beverages and tobacco 8.0.

Chief suppliers: (£ million) 1964—Britain 176.5, United States 26.3, West Germany 23.8, Netherlands 10.8, Canada 7.6, Belgium 7.6, France 7.5, Sweden 5.9, Iran 5.7, Finland 5.3 (Irish statistics).

Value of imports from Canada: 1964—Can. \$15.0 million; 1963—Can. \$10.5 million.

Chief imports from Canada: (Can. \$ million) 1964—aluminum 4.2; wheat 2.9; newsprint paper 2.1; lumber, all types 1.5; fish, canned .803; copper .336; sheet and strip steel .233; tobacco .205.

Total Irish exports: 1964—£217.4 million; 1963—£191.3 million (f.o.b.).

Chief exports: (£ million) 1964—live animals 66.7; food and food preparations 65.1; manufactured goods classified by material 25.1; manufactured articles, n.e.s. 14.8; machinery and transport equipment 12.4; raw materials except fuels 9.5; beverages and tobacco 7.8.

Chief markets: (£ million) 1964—Britain and Northern Ireland 156.4, United States 9.9, West Germany 8.8, Netherlands 4.9, France 4.3, Belgium 3.5, Italy 3.5, Canada 1.6, Liberia 1.5.



Value of Canadian purchases: 1964—Can. \$5.6 million; 1963—Can. \$5.3 million.

Chief Canadian purchases: (Can. \$'000) 1964—textiles, textile products, wearing apparel 1,453; cocoa 831; wool 615; metallic carbide inserts 378; transistor radios 332; chocolates, chocolate confectionery 314; footwear 273.

Dollar exchange: freely available for all permitted imports, especially raw or semi-manufactured goods; others subject to licensing or quantitative restrictions, or forbidden entry.

Prices: quote in sterling or Canadian dollars, preferably c.i.f.

Usual terms of payment: sight and 30, 60, 90, or 180 days, as arranged.

Samples: deposit refunded or bond cancelled on re-export; maximum period 12 months.

Visa: visa is not required. **Inoculations:** none.

Trade agreements: preferential tariff treatment given Canadian products under agreement of 1932, similar to treatment granted British goods.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail, 15 cents per half ounce. (Surface mail takes three to eight weeks.)

For detailed information on this market write:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Secretary for
Canada
Commercial Section
Canadian Embassy
66 Upper O'Connell Street
Dublin, Eire

ISRAEL

Area: 7,993 square miles.

Population: 2,500,000 (December 1964).

Climate: Mediterranean; mild winters, hot dry summers, rainy season November-March, but wide variation in precipitation between north and south. High evaporation-transpiration rates require extensive irrigation for crop production.

Language: Hebrew, but English, German and French widely used.

Currency: the Israel pound, divided into 100 agorot. Since Feb. 10, 1962—U.S. \$1=I.£3, Can. \$1=I.£2.86 (for cheques); I.£2.80 (for bank notes).

Weights and measures: metric system.

Foreign exchange and import controls: the Government maintains a relatively tight control over imports but declared its intention to liberalize imports of most goods by end of 1965. Essential goods not competitive with local production generally enter without import licence. Some goods considered either as luxuries or competing with local manufacture have not yet been liberalized and often have been refused import licence.

Capital: Jerusalem.

Chief ports: Haifa, Jaffa, Tel Aviv, Eilat, and in late 1965, Ashdod.

Marketing centres: Metro Tel Aviv (population) 700,000, Haifa 225,000, Jerusalem 200,000.

Economy: in the 16 years of its existence, Israel has become an industrial nation. The G.N.P. rose by an average of more than 10 per cent a year during the last ten years, and now stands at U.S. \$1,100 per capita. Industrial exports during 1963 rose by U.S. \$45 million over 1962 to reach a total value of U.S. \$248 million, making up more than 70 per cent of all exports. Exports of citrus fruits accounted for U.S. \$75 million or 23 per cent of all exports. Tourism, gifts, overseas government and private capital, and German reparations all contributed to a very favourable balance of payments.

Total Israeli imports: 1964—U.S. \$826 million; 1963—U.S. \$661 million.

Chief imports: (per cent) 1964—raw materials 66, investment goods 25, consumer goods 9.

Chief suppliers: (per cent) 1964—United States 24, Britain 20, France 8, West Germany 7.5, Belgium 3, Netherlands 3, Italy 3, Switzerland 2.5, Sweden 1.3, Finland 1.1, Canada 1.0.

Value of imports from Canada: 1964—Can. \$9.1 million; 1963—Can. \$8.2 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 2.1, telephone apparatus and parts 1.8, asbestos 1.1, aluminium .612, flaxseed .551, lumber, all types .546, copper pipe and tubing .427.

Total Israeli exports: 1964—U.S. \$372 million; 1963—U.S. \$337 million.

Chief exports: (per cent) 1964—polished diamonds 36, oranges 14, other agricultural 4, other industrial products 45.

Chief markets: (per cent) 1964—United States 14, Britain 13, West Germany 8, Netherlands 7, Switzerland 6.7, Belgium 6, Japan 4.

Value of Canadian purchases: 1964—Can. \$6.3 million; 1963—Can. \$6.0 million.



Chief Canadian purchases: (Can. \$ million) 1964—gem diamonds 1.9; fruit and fruit juices 1.7; textiles, yarn 1.4; wearing apparel .481.

Dollar exchange: readily obtainable for liberalized imports and for products imported under licence. Local currency is not convertible.

Prices: quote in U.S. dollars, c.i.f. wherever possible.

Usual terms of payment: letter of credit terms common.

Samples: exempt from duty if of no commercial value; subject to import duties if of any commercial value.

Visas: no visa required for holder of passport.

Inoculations: smallpox.

Trade agreements: both Israel and Canada are contracting members of GATT and exchange with each other most-favoured-nation treatment under its provision.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 25 cents each half ounce.

For detailed information on this market write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR
Commercial Secretary
Canadian Embassy
P.O. Box 20140
Tel Aviv, Israel

ITALY

Area: 119,733 square miles.

Population: 52,500,000 (1965).

Climate: temperate, but warm and dry in non-mountainous areas in summer.

Language: Italian; French and English known to limited number.

Currency: lira; one lira equals Can. \$0.001729 (May 1965).

Foreign exchange and import regulations: import licence is not necessary except for a limited number of items listed in "Table A Imports," for which a Foreign Trade Ministry licence is required. Items not included on this list are free of licence. An exchange permit is not required except with advanced or delayed payments for more than 180 days, and in a few other cases.

Weights and measures: metric system.

Capital: Rome.

Chief ports: Genoa, Naples, Venice, Trieste, Savona, Leghorn, Bari, Palermo (Sicily).

Marketing centres: Rome (population) 2,188,000, Milan 1,582,500, Naples 1,182,800, Turin 1,025,800, Genoa 784,200, Palermo 584,200, Bologna 445,000, Florence 436,500, Catania 364,000, Venice 347,500.

Economy: industrial and agricultural; encouragement given to foreign investment; oil and natural gas exploration; shipbuilding; hydroelectric and nuclear energy production, automobile and chemicals manufacturing, handicraft industries, fashions.

Total Italian imports: 1964—Can. \$7,792 million; 1963—Can. \$8,179 million.

Chief imports: crude materials, inedible; manufactured goods; machinery and transport equipment; food and live animals; mineral fuels, lubricants and related materials.

Chief suppliers: (Can. \$ million) 1964—West Germany 1,270, United States 1,055, France 770, Britain 426, Kuwait 318, Argentina 287, Netherlands 282, Belgium-Luxembourg 227, Switzerland 227.

Value of imports from Canada: 1964—Can. \$62.2 million; 1963—Can. \$76.8 million.

Chief imports from Canada: (Can. \$ million) 1964—wood pulp 7.5, wheat 5.3, aluminum 4.9, dairy products 4.0, asbestos 3.2, pulpwood 2.7, measuring and testing instruments 1.9, plastics and synthetic rubber 1.9, aircraft assemblies and parts 1.7.

Total Italian exports: 1964—Can. \$6,205 million; 1963—Can. \$5,266 million.

Chief exports: 1964—manufactured goods, food products, textiles and clothing, chemicals, machinery and equipment, automobiles.

Chief markets: (Can. \$ million) 1964—West Germany 1,178, France 677, United States 528, Switzerland 374, Britain 346, Netherlands 260.



Value of Canadian purchases: 1964—Can. \$67.5 million; 1963—Can. \$55.3 million.

Chief Canadian purchases: (Can. \$ million) 1964—textiles, textile products 9.7; wearing apparel 8.7; machinery and parts 5.1; footwear 5.0; office machines 4.7; iron and steel products 2.7; fruits and vegetables 2.4; chemicals and products 2.3.

Prices: quote in U.S. or Canadian dollars, f.o.b. or c.i.f.

Usual terms of payment: sight up to one year; 60 to 90 days most common.

Samples: if of commercial value, duty has to be paid on them; otherwise samples may enter Italy free of duty.

Visas: no visa is required. **Inoculations:** *

Trade agreements: Canada and Italy exchange most-favoured-nation treatment under a *modus vivendi*, as well as under the provisions of GATT.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Commercial Counsellor
Canadian Embassy
Via G.B. De Rossi 27
Rome, Italy

or
Consul General & Trade Commissioner
Canadian Consulate General
Via G.B. Pirelli 19
Milan, Italy

JAMAICA



Area: 4,411 square miles.

Population: 1,700,000.

Climate: sub-tropical, with temperatures ranging between 80 and 86 degrees and an average rainfall of 77 inches, ranging from 30 inches in the mid-south to over 100 inches in the northeast.

Language: English.

Currency: sterling—Jamaica £ pegged to English £ (Jam. £ equals Can. \$3.0163) (May 1965).

Foreign exchange: Canadian and U.S. dollars are freely convertible for business transactions.

Weights and measures: imperial standard.

Capital and chief port: Kingston (population) 450,000.

Marketing centres: Kingston, Mandeville, Montego Bay, Port Antonio, Ocho Rios.

Banking: Bank of London & Montreal, Limited.
Kingston — P.O. Box 261, 111-113 Harbour St.;
Half Way Tree — 13 Constant Spring Road, P.O. Box 121, Jamaica, W.I.

Economy: industrial and agricultural, with bauxite mining and processing, and tourism. There is increasing diversification of industry, with light secondary manufacturing and assembling gaining importance.

Total Jamaican imports: 1963—Can. \$244.0 million; 1962—Can. \$241.2 million.

Chief imports: (Can. \$ million) 1963—manufactured goods 82.9, food 52.0, machinery and transport equipment 50.3, mineral fuels and lubricants 22.0, chemicals 21.3.

Chief suppliers: United States, Britain, Canada, Japan, Netherlands, Antilles, Trinidad and Tobago, West Germany.

Value of imports from Canada: 1964—Can. \$29.0 million; 1963—Can. \$22.3 million.

Chief imports from Canada: (Can. \$ million) 1964—fish and fish preparations 6.3; wheat flour 3.5; motor vehicles and parts 2.1; meat, fresh, frozen, cured 1.3; textiles 1.2; newsprint paper .902; tires and tubes .728; upper leather .558; soup, mixes, bases .364.

Total Jamaican exports: 1963—Can. \$212.7 million; 1962—Can. \$188.5 million.

Chief exports: (Can. \$ million) 1963—alumina and bauxite 89.4, sugar 64.3, bananas 14.6.

Chief Markets: United States, Britain, Canada, Norway.

Value of Canadian purchases: 1964—Can. \$47.8 million; 1963—Can. \$51.5 million.

Chief Canadian purchases: (Can. \$ million) 1964—alumina 30.0, sugar 15.4, fruit juices .842.

Prices: quote in Canadian dollars, c.i.f. Kingston.

Usual terms of payment: usual terms of payment are sight draft against documents. However, terms from 30 to 90 days are sometimes given.

Samples: if of commercial value, subject to normal duty or deposit of bond, both of which are refundable if taken out of country within six months. Samples of gem-set jewellery and precious and semi-precious pearls must be displayed under customs supervision at the Queen's warehouse.

Visas: not required; however, Canadian salesmen wishing to sell directly to accounts in Jamaica should contact the Commonwealth Division for detailed information.

Inoculations: none.

Trade agreements: Canada-British West Indies Trade Agreement—1926.

Import controls, documentation, customs tariffs, marking and labelling: some goods are imported freely. However, the Government has established a list of exceptions to which it adds from time to time. For further details, consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; 10 cents per half ounce.

For detailed information on the market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Secretary
Office of the High Commissioner for Canada
P.O. Box 225
Kingston, Jamaica

JAPAN

Area: 142,726 square miles.

Population: 96.7 million (1964).

Climate: moderate, high humidity in summer season.

Topography: comprises four major islands; mostly covered by mountains and forest; cultivated land is only 16 per cent of total.

Language: Japanese; correspondence and sales literature in English understood by most firms.

Currency: Japanese yen; one yen=Can. \$0.003 (May 1965).

Foreign exchange and import controls: import licence necessary. Some commodities require an allocation certificate issued by Ministry of International Trade and Industry. For other items, import licence automatically issued by foreign exchange banks carries right to foreign exchange.

Weights and measures: metric system.

Capital: Tokyo.

Chief ports: Yokohama, Kobe, Osaka, Nagoya, Shimizu.

Marketing centres: population (millions) Metropolitan Tokyo 10.6, Osaka 3.2, Nagoya 1.6, Yokohama 1.6, Kyoto 1.3, Kobe 1.2, Kita-Kyushu 1.0.

Banking: Bank of Montreal, Far East Representative's Office, New Tokyo Building, Room 419, No. 2, 3-chome, Marunouchi, Chiyoda-ku, Tokyo, Japan.

Economy: heavily industrialized, with recent modernization emphasis placed on basic industries. Great emphasis is placed on external trade in manufactured products.

Total Japanese imports: 1964—U.S. \$7,937 million; 1963—U.S. \$6,736 million (c.i.f.)

Chief imports: oil, iron ore and scrap, sawlogs, machinery and equipment, raw cotton, wool, coal, wheat, soybeans.

Chief suppliers: United States, Australia, Canada, Kuwait, Philippines, West Germany, Malaysia, Saudi Arabia, U.S.S.R., Britain.

Value of imports from Canada: 1964—Can. \$330.2 million; 1963—Can. \$296.0 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 105.2; copper ore, scrap 36.4; wood pulp 23.4; flaxseed, mustard-seed, rapeseed 20.0; iron ore 18.3; lumber, all types 18.0; aluminum 12.0; asbestos 11.0; coal 9.2; newsprint papers 8.3.

Total Japanese exports: 1964—U.S. \$6,673 million; 1963—U.S. \$5,450 million (f.o.b.).

Chief exports: textiles, iron and steel products, vessels, motor vehicles, radio receivers, fabricated metal products, optical instruments, tea, fertilizers, plywood, textile machines and parts.

Chief markets: United States, Hong Kong, Thailand, Korea, U.S.S.R., Australia, Britain, India, Canada, West Germany.



Value of Canadian purchases: 1964—Can. \$174.3 million; 1963—Can. \$130.4 million.

Chief Canadian purchases: (Can. \$ million) 1964—textiles, textile products 27.3; iron and steel products 25.0; wearing apparel 14.0; lumber and wood products 7.7; transistor radios 6.1; footwear 5.9; fruit, fresh, dried, canned 3.3; cameras and parts 3.2; tuna, fresh, canned 2.9; motorcycles and parts 2.6.

Prices: quote in Canadian or U.S. dollars, preferably c.i.f.

Usual credit terms: sight to 180 days.

Samples: dutiable only if of commercial value; drawback paid for travellers' samples on re-export.

Visas: visa is not required for visits under three months by Canadian visitors.

Inoculations: smallpox.*

Trade agreements: with Canada signed in 1954; Japan became a member of GATT in 1955.

Correspondence: airmail; 25 cents per half ounce.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Minister Commercial
Canadian Embassy
c/o Akasaka, P.O.
Tokyo, Japan.

*See page 9

JORDAN

Area: 37,000 square miles, three-quarters desert.

Population: 1.8 million, of which 500,000 are officially classed as refugees from Palestine.

Climate: summer hot and dry, but pleasant in the evenings; winter mild, with rain from November to March.

Language: Arabic; English spoken by most merchants in the principal towns.

Currency: Jordanian dinar=1,000 fils=
£1=Can. \$2.80 official rate.

Foreign exchange and import controls: import licence and exchange permit required for all imports.

Weights and measures: metric system.

Capital: Amman.

Chief port: Aqaba on the Red Sea (population 10,000); Jordan also imports through Beirut, Lebanon.

Marketing centres: Amman (population) 330,000, Zarka 120,000, Jerusalem (Old City) 115,000, Nablus 190,000, Irbid 150,000.

Economy: estimated gross national product U.S. \$340 million; estimated per capita income U.S. \$176. Basically agricultural (cereals, fruits, vegetables, olives); industry (olive oil, soap, coarse textiles, marble, phosphate mining, potash); tourism. Aid funds total \$33 million from United States and £1.5 million from Britain a year.

Total Jordanian imports: (excluding UNRWA and U.S. AID imports) 1963—U.S. \$142 million; 1962—U.S. \$128 million.

Chief imports: (per cent) 1963—cereals 9, machines 9, steel 7, cars 6, sugar 6, rubber 5, petroleum 5, flour 3.

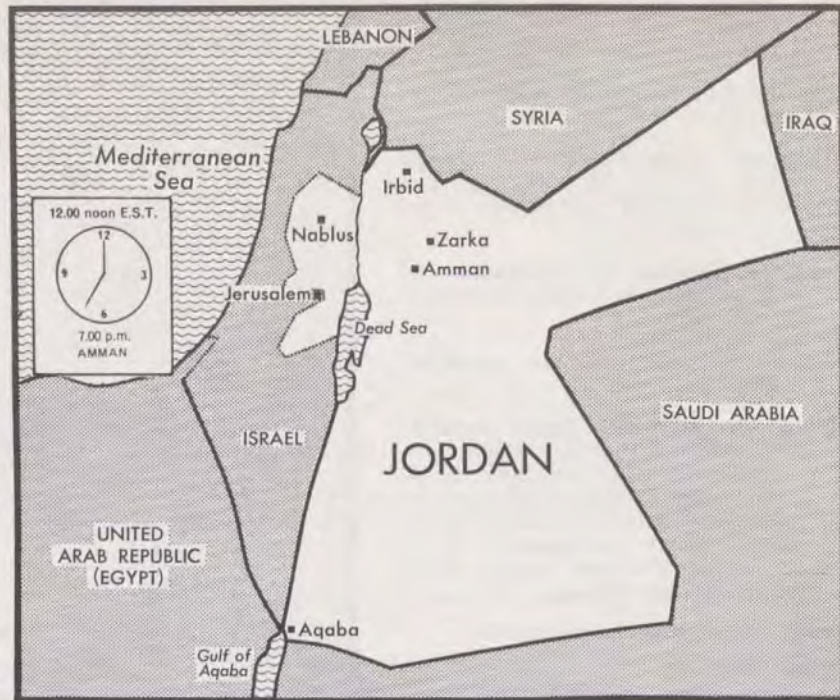
Chief suppliers: (per cent) 1963—Britain 14, United States 14, Syria 9, West Germany 8, Lebanon 4, Japan 4, Italy 3.

Value of imports from Canada: 1964—Can. \$245,106; 1963—Can. \$243,827.

Chief imports from Canada: (Can. \$'000) 1964—washing machines 65.1; laminated plastics, materials 49.6; wheat flour 22.1.

Total Jordanian exports: 1963—U.S. \$16 million; 1962—U.S. \$14 million.

Chief exports: (per cent) 1963—phosphates 30, vegetables 30, fruits 15.



Chief markets: (per cent) 1963—Syria 18, Lebanon 18, Yugoslavia 12, Kuwait 14, Saudi Arabia 11, Iraq 11, India 6.

Value of Canadian purchases: 1964—Can. \$9,626; 1963—Can. \$2,744.

Chief Canadian purchases: 1964—shipments under \$200 (\$6,491), church articles \$1,518.

Trade agreements: none between Jordan and Canada.

Customs regulations: rates of duty apply equally to all countries, including Canada, but special tariff reductions for Arab states.

Prices: quote in U.S. dollars c.i.f. Aqaba, or c.i.f. Beirut, Lebanon, if shipping connections with Aqaba are not available.

Samples: free if of no commercial value; subject to customs duty when of commercial value.

Visas: visa is required.

Correspondence: airmail only; 25 cents per half ounce.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Chief, Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Canadian Embassy
Box 2300
Beirut, Lebanon

KUWAIT

Area: approximately 6,000 square miles.

Population: 400,000; 50 per cent are non-nationals.

Climate: very hot from May to September, but humidity is not high; winter is very cool, with heavy rain and storms from November to February.

Language: Arabic; English used to some extent.

Currency: dinar; one Kuwait dinar = \$2.80 (official rate).

Foreign exchange and import controls: free market exchange. General import licence required for most products.

Weights and measures: metric system; British and United States measures understood by the business community.

Capital: Kuwait.

Chief centres: Port of Kuwait (population) 300,000; Mina-Al-Ahmadi, headquarters of Kuwait Oil Company which employs 20,000 people, of whom more than 4,000 are British, American or European.

Economy: based on oil; 1964 production 106 million tons; oil royalties over U.S. \$600 million a year.

Total Kuwait imports: 1963—U.S. \$323 million; 1962—U.S. \$285 million.

Chief imports: machinery, iron and steel, building materials, textiles, clothing, foodstuffs, automobiles, electrical appliances, pharmaceuticals.

Chief suppliers: United States, Britain, Germany, Japan, India, France, Italy, Netherlands.

Value of imports from Canada: 1964—Can. \$934,187; 1963—Can. \$2.7 million.

Chief imports from Canada: (Can. \$'000) 1964—motor vehicles and parts 348, rubber fabricated material 78, tires and tubes 57, wheat flour 56, clothing 39, washing machines 36.

Total Kuwait exports: oil; 105 million tons in 1964.

Chief markets: (per cent) 1963—Europe 35, Britain 25, Japan 15.

Chief Canadian purchases: 1964—crude petroleum Can. \$11.216 million; 1963—crude petroleum Can. \$5.169 million.

Dollar exchange: readily available on the free market.

Prices: should be quoted in U.S. dollars, preferably c.i.f. or c. & f. Kuwait.

Usual terms of payment: sight.

Samples: free if of no commercial value; subject to duty when of commercial value.

Visas: visa is required.

Trade agreements: Kuwait and Canada exchange most-favoured-nation treatment under GATT.

Customs regulations: customs duty is at an over-all rate of 4 per cent; imports for the state and oil companies are exempt.



Oil companies: Kuwait Oil Company (Britain-U.S.), the most important; American Independent Oil Co. (U.S.) and Getty Oil Co. (U.S.), operate in the Neutral Zone; Arabian Oil Co. (Japan-Kuwait) and the Shell Oil Co. (Britain-Netherlands), offshore concessions.

Correspondence: airmail essential for all correspondence; letters 25 cents per half ounce.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Chief, Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Counsellor
Canadian Embassy
P.O. Box 2300
Beirut, Lebanon

BAHRAIN

Area: six principal islands with total area of approximately 250 square miles.

Population: 153,000 (including 3,000 Europeans and Americans, and 17,000 from other countries).

Climate: very hot and humid from May to October, mild between November and April.

Language: Arabic; English spoken to some extent.

Currency: Indian rupee; one rupee = Can. \$0.23. (Will soon be replaced by Bahrain dinar = £1 = Can. \$2.80 official rate.)

Weights and measures: 1 ratl=1 lb., 4 ratls=1 rub'a (4 lb.), 14 rub'as=1 maund (56 lb.). English and U.S. measures are understood by the leading merchants.

Capital: Manama on Bahrain Island, population 75,000.

Chief ports: Manama, and Sitra on Sitra Island, oil company's terminal.

Other marketing centres: Muharraq on Muharrak Island, population 35,000.

Economy: largely dependent on oil (annual revenue average \$17 million). Income also derived from transit and entrepôt trade.

Total Bahrain imports: 1964—U.S. \$78 million; 1963—U.S. \$70 million.

Chief imports: provisions, household goods, fabrics, clothing, machinery, building materials, motor vehicles.

Chief suppliers: Britain, United States, India, Japan, Germany, Netherlands.

Value of imports from Canada: 1964—Can. \$151,021; 1963—Can. \$161,813.

Chief imports from Canada: (Can. \$'000) 1964—motor vehicles and parts 102; jewellery, watches, clocks 26; food products 5.8.

Bahrain exports: refined petroleum products (mostly oil), about 9 million tons a year. Re-exports of imported goods total about one third of imports.

Crude oil production: 2½ million tons a year.

Canadian purchases: none.

Dollar exchange: readily available on the free market.

Prices: should be quoted in U.S. dollars, c.i.f. or c. & f. Bahrain whenever possible.

Samples: free if of no commercial value; subject to import duty when of commercial value.

Trade Agreements: Canada and Bahrain exchange most-favoured-nation treatment under GATT.

Customs duties: 5 per cent on essential goods, 10 per cent on non-essentials, 15 per cent on alcohol, tobacco and cigarettes. Imports for government and oil company enter duty-free.

Import regulations: import permits are required only for alcoholic drinks.

Oil companies: Bahrain Oil Company, registered in Canada.

Correspondence: airmail for all correspondence; letters 25 cents per half ounce.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For further information on this market write to:

Chief, Asia and Middle East Division	or	Commercial Counsellor
Office of Trade Relations		Canadian Embassy
Department of Trade and Commerce		P.O. Box 2300
Ottawa		Beirut, Lebanon

LEBANON

Area: 4,000 square miles.

Population: 2,100,000.

Climate: typical Mediterranean—summer warm and damp in coastal area, pleasant in the mountains; winter wet and mild. Cold and dry in the mountains, with snow above 4,000 feet.

Language: Arabic. French and English widely used.

Currency: Lebanese pound equals 100 piastres. One Canadian dollar equals Leb. £2.85 at official rate; U.S. dollar equals Leb. £3.08 official rate.

Foreign exchange and import controls: except for some 50 products which require prior import licence before firm orders are placed abroad and a few prohibited goods, no import licences are required. Imports are paid for with foreign exchange bought on the free market.

Weights and measures: metric system. U.S. and English measures are understood by business community.

Capital: Beirut—at sea level.

Chief ports: Beirut—largest, with a free zone; handles more than 2,000,000 tons a year. Tripoli—second port and terminal of oil pipeline from Iraq; Sidon—port and terminal of oil pipeline from Saudi Arabia.

Marketing centres: Beirut (population) 500,000; Tripoli 120,000; Sidon 50,000.

Economy: estimated gross national product=U.S. \$725 million. Estimated per capita income=U.S. \$400. Based on agriculture (cereals, vegetables, fruits); industry (cement, textiles, tanneries, oil refining); free trade, including transit; free exchange, and tourist trade. Also large currency transfers from Lebanese living overseas and royalties for oil transit via pipelines.

Total Lebanese imports: 1963—U.S. \$440 million (estimated); 1962—U.S. \$483 million.

Chief imports: (per cent) 1962—gold 25, petroleum products 7, livestock 4, machines 4, steel 4, grain 4, automobiles 3, foodstuffs 3, textiles 2.

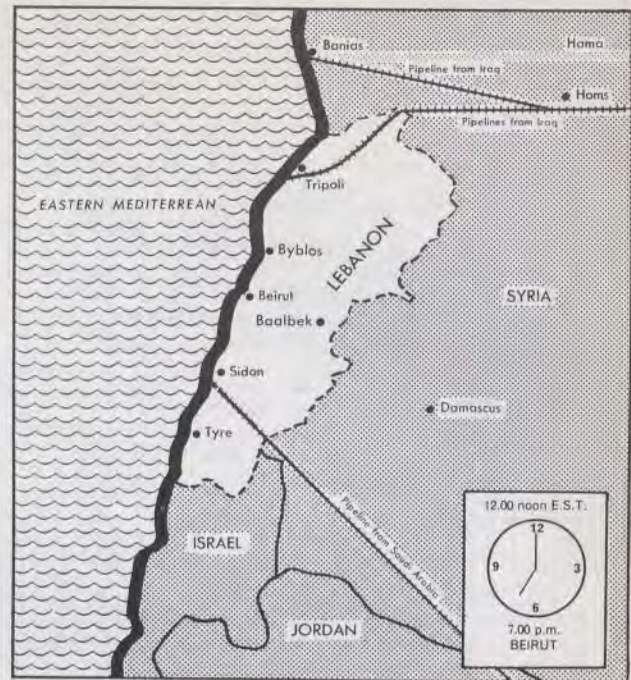
Chief suppliers: (per cent) 1962—Britain 20 (gold accounting for more than half), United States 18 (gold accounting for more than half), Syria 10, Germany 8, France 7, Italy 6.

Value of imports from Canada: 1964—Can. \$2.5 million; 1963—Can. \$2.4 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat flour 549, asbestos 334, sulphur 212, washing machines 176, motor vehicles and parts 176, newsprint paper 139.

Total Lebanese exports: 1963—U.S. \$90 million (estimated); 1962—U.S. \$87 million.

Chief exports: (per cent) 1962—gold and banknotes 15, apples 8, oranges and lemons 8, vegetables 10, bananas 3, tobacco 3, hides 3, wool 3, pipes 3.



Transit: 1962—crude oil 28 million tons; commercial goods 450,000 tons.

Value of Canadian purchases: 1964—Can. \$81,374; 1963—Can. \$64,935.

Chief Canadian purchases: 1964—civil aircraft Can. \$43,200, cotton linters \$20,619.

Prices: quote c.i.f. Beirut whenever possible in U.S. or Canadian dollars.

Usual terms of payment: sight to 120 days; 90 days is most common. For some imports, such as agricultural or construction machinery, terms are 6, 12, or 18 months.

Samples: free if of no commercial value; subject to import duties if of any commercial value.

Visas: visa is required. **Inoculations:** smallpox.

Trade agreements: most-favoured-nation treatment accorded by Canada under Order in Council of November 19, 1946, as long as Lebanon accords Canada the same treatment.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 25 cents per half ounce.

For more information on this market write:

Chief, Asia & Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Canada

or
Commercial Counsellor
Canadian Embassy
P.O. Box 2300
Beirut, Lebanon

LIBERIA

Area: 43,000 square miles.

Population: 1,000,000 approximately.

Climate: equatorial in character but not extreme; high humidity. Dry from November to April, cool and wet from May to October. February and March are hottest months. Temperatures in the capital range from 70's to high 80's.

Topography: 350-mile coastal area is fertile; interior, extending some 150 miles, includes high forest areas, the plateau of the hinterland, numerous small rivers, and desert areas.

Language: English.

Currency: Liberian dollar; Liberian \$1.00=U.S. \$1.00.

Foreign exchange and import controls: no exchange controls and import licences are not required except for a few goods. Import licence not required for fish.

Weights and measures: both Imperial and U.S. standards.

Capital: Monrovia (population 41,000); also chief port and marketing centre.

Economy: based on subsistence farming and production of rubber for export, but mineral production (particularly iron ore, diamonds, gold) rapidly becoming important. Agriculture, forestry and fishing provide 40 per cent of GNP. National Planning Agency, created in 1962, is working on plan which will give priority to development of agriculture, transportation, irrigation and hydro-electric power.

Total Liberian imports: 1962—\$131.6 million; 1961—\$90.6 million.

Chief imports: machinery and transport equipment, manufactured goods needed to construct mining facilities, and foodstuffs.

Chief suppliers: United States, Britain, West Germany.

Value of imports from Canada: 1964 (January-September)—Can.\$4,657,759; 1963—Can.\$1,009,643; 1962—Can.\$815,805.

Chief imports from Canada: (thousands of Can.\$) 1963—wheat flour 207; prefabricated buildings, structures, parts 197; radio, TV equipment and parts 148; industrial chemical specialties and explosives 144. 1964 (January-September)—ships and boats 4,192.

Total Liberian exports: 1962—\$67.4 million; 1961—\$61.9 million.

Chief exports: rubber, iron ore and concentrates, diamonds, palm kernels.

Chief markets: United States, Netherlands, Britain, Italy.



Value of Canadian purchases: 1964 (January-July) Can. \$8,000; 1963—Can.\$105,955; 1962—Can.\$40,341.

Chief Canadian purchase: rubber.

Usual terms of payment: normal credit terms can safely be extended to the large general stores and big concessionary companies, but businessmen should take care in making arrangements with small traders, especially those outside Monrovia.

Prices: f.o.b. price and c. and f. and c.i.f. charges must be shown.

Samples: admitted free if of no commercial value.

Visas: required.

Correspondence: airmail only; letters 25 cents a half ounce.

Trade agreements: special arrangement by Order in Council effective March 1, 1955. Canada grants MFN treatment.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Office of the High Commissioner for Canada
P.O. Box 1639
Accra, Ghana

MALAYSIA

Area: 127,000 square miles.

Population: 10.8 million.

Climate: tropical and humid (Singapore is 75 miles north of the equator); no distinct seasons, copious rainfall.

Language: Malay (official), Chinese, Indian and English (most common business language).

Currency: Malayan dollar, pegged to sterling; M\$1.00 = Can. \$0.3527.

Weights and measures: imperial standard.

Electric supply: Singapore—50 cycles; single and three phase, voltage 230/400, stable. Malaya—50 cycles; single and three phase, voltage 230/400 (240/415 in three centres), stable, neutral wire of the secondary distribution system is grounded. Both Singapore and Malaya require a grounding conductor in the electrical cord attached to appliances.

Capital: Kuala Lumpur.

Chief ports: Singapore, Port Swettenham, Penang.

Political status: independent country, member of Commonwealth; Malaya, Singapore, Sarawak and Sabah (formerly North Borneo) federated to form Malaysia in September 1963.

Economy: based mainly on rubber, tin, timber and, for the state of Singapore, entrepôt trade.

Total Malaysian imports: (Malaysian statistics) 1964—Can. \$1,506 million c.i.f.

Chief imports: (Can. \$ million, c.i.f.) 1964—food 372, machinery 280, petroleum products 198, crude rubber 112, transport equipment 102, textiles 101, metallic ores and scrap 36.

Chief suppliers: (Can. \$ million, c.i.f.) 1964—Britain 246, Japan 186, Thailand 135, Communist China 106, United States 93, Australia 91.

Value of imports from Canada: 1964—Can. \$8.4 million; 1963—Can. \$7.0 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat, wheat flour and cereals 2.8, asbestos .912, newsprint paper .831, marine engines and parts .622, aluminum .362, motor vehicles and parts .354.

Total Malaysian exports: (Malaysian statistics) 1964—Can. \$1,350 million c.i.f.

Chief Malaysian exports: (Can. \$ million f.o.b.) 1964—rubber 531, tin 255, petroleum products 117, iron ore 57, timber and lumber 1.



Value of Canadian purchases: 1964—Can. \$34.2 million.

Chief Canadian purchases: (Can. \$ million f.o.b.) 1964—tin 14.5, rubber 14.2, vegetable oils 2.0, canned pineapple 2.0.

Import and exchange regulations: most Canadian goods may be imported freely.

Prices: buyers prefer quotations c.i.f. Port Swettenham or Singapore, in U.S. dollars, pounds sterling or Canadian dollars.

Usual terms of payment: to be on the safe side, confirmed irrevocable letter of credit, but check with Trade Commissioner's office.

Samples: samples of no commercial value may be imported into Singapore free of duty, except liquor, tobacco, paints, petroleum products and soap. Mainland Malaya has separate custom laws; all luxury and semi-luxury goods are subject to normal duties but these are refundable at port of exit; trade samples enter free of duty.

Trade agreements: Canada and Malaysia grant each other Commonwealth preferential rates of duty.

Correspondence: airmail only; letters 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Canadian Government
Trade Commissioner
P.O. Box 845
Singapore

MEXICO

Area: 760,000 square miles, about one-fifth Canada's size.

Population: 39,000,000.

Climate: varies from tropical in the coastal regions to temperate in the central plateaus.

Language: Spanish; sales literature in Spanish preferred.

Currency: peso; fixed rate, U.S. \$1.00 = 12.50 pesos. Peso = Can. \$0.08640 (May 1965).

Weights and measures: metric system.

Electric current: 110-125 volt, 50 cycle, 3 phase in Mexico City; 60 cycle throughout rest of Mexico.

Capital: Mexico City, altitude 7,300 feet.

Main entry points: on Pacific Coast—Guaymas, Manzanillo, Mazatlan, Acapulco; on Gulf of Mexico—Tampico and Veracruz; at U.S. border—Matamoros, Nuevo Laredo, Piedras Negras, Ciudad Juarez, Mexicali, Tijuana.

Marketing centres: Mexico City (population 1963) 5,800,000, Guadalajara 840,000, Monterrey 725,000, Puebla 310,000, Mérida 182,000, San Luis Potosí 180,000.

Banking: Bank of Montreal, Mexico City Representative's Office, Avenida Isabel la Católica 43-704, Mexico 1.

Economy: principally an agricultural country producing grain, livestock, industrial crops, fruit, vegetables. Considerable industrial development in progress, which Government actively encourages. Mining is important, particularly base metals and precious minerals.

Total Mexican imports: 1963—U.S. \$1,241.1 million; 1962—U.S. \$1,143 million.

Chief imports: (per cent) 1963—machinery, instruments, electrical and transport material 51.8; chemical products 17.2; other manufactured articles 8.4; raw materials, non-combustible 8.6; foodstuffs and livestock 6.1; combustible materials and lubricants 2.

Chief suppliers: (per cent) 1963—United States 68.4, West Germany 6.6, Canada 4.1, Britain 3.5, France 2.6.

Value of imports from Canada: 1964—Can. \$65.2 million; 1963—Can. \$55.6 million.

Chief imports from Canada: (Can. \$ million) 1964—railway rails, track material 20.7; locomotives, engines and parts 8.2; newsprint paper 7.1; plastic and synthetic rubber 6.4; motor vehicles and parts 3.9; asbestos 3.4; pulp and paper machinery and parts 1.5; wood pulp 1.3.

Total Mexican exports: 1963—U.S. \$943.7 million; 1962—U.S. \$901 million.

Chief exports: (per cent) 1963—foodstuffs 32.5; cotton and textile fibres 16.1; metals and minerals 14; manufactured articles, including machinery 12; combustibles and mineral lubricants 4.1; chemical products 3.4.



Chief markets: (per cent) 1963—United States 61.3, Japan 7, West Germany 1.9, Italy 1.5, Switzerland 1.07, Brazil 1.04 (Canada 0.8).

Value of Canadian purchases: 1964—Can. \$23.6 million; 1963—Can. \$23.7 million.

Chief Canadian purchases: (Can. \$ million) 1964—fresh and processed fruits and vegetables 9.0, green coffee 3.0, peanuts 1.8, fluorspar 1.7, sisal 1.2, binder twine 1.0.

Prices: quote in U.S. dollars c.i.f. or c. & f. the nearest border point of entry.

Usual credit terms: sight up to 180 days.

Samples: permitted entry under bond or treated as normal imports if of commercial value, otherwise free. Some samples prohibited entry without payment of duties such as canned foodstuffs and finished consumer goods.

Visas: business visa is required. **Inoculation:** smallpox.

Transportation: regular flights from Vancouver and Montreal-Toronto; sailings from east coast and west coast ports; road and rail transport facilities available.

Trade agreements: most-favoured-nation agreement with Canada. Member of LAFTA and exchanges certain preferences with LAFTA countries.

Import controls, documentation, custom tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail preferable; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

OR
Commercial Counsellor
Canadian Embassy
Apartado Postal 5-364
Mexico 5, D.F.

NETHERLANDS

Area: approximately 13,000 square miles.

Population: 12,222,924 (1965).

Climate: moderate.

Topography: flat.

Language: Dutch.

Currency: florin or guilder; one florin=Can. \$0.2995. (May 1965).

Foreign exchange and import controls: foreign exchange freely available for all imports; a very few commodities subject to import licencing.

Weights and measures: metric system.

Capital: Amsterdam; seat of government, The Hague.

Chief ports: Rotterdam and Amsterdam.

Marketing centres: Amsterdam (population) 866,292, Rotterdam 731,564, The Hague 598,709, Utrecht 276,001, Eindhoven 178,336, Haarlem 172,017.

Banking: Bank of Montreal, European Representative's Office, Königsallee 6, Düsseldorf, Federal Republic of West Germany.

Economy: important primary and secondary industries; well-developed agriculture; natural resources consisting of natural gas, coal, oil and salt. Rotterdam, largest port in the world, handles extensive quantities of goods destined for transshipment to Western European countries. There are large oil refineries in the vicinity of Rotterdam.

Total Netherlands imports: 1964—Can. \$7,662 million; 1963—Can. \$6,480 million.

Chief imports: (per cent) 1964—industrial machinery 9.5; petroleum and petroleum products 8.6; electrical machines and appliances 8.0; transport equipment 7.0; yarns, fabrics and finished textiles 6.1; iron and steel 5.6.

Chief suppliers: (per cent) 1964—West Germany 24.3, Belgium and Luxembourg 19.2, United States 11.0, Britain 7.2, France 5.4.

Value of imports from Canada: 1964—Can. \$102 million; 1963—Can. \$87 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 27.0; other grains 8.8; oilseeds 8.8; dairy products 4.8; zinc 4.7; wood pulp 3.5; plastic and synthetic rubber 3.4; asbestos 3.2; cattle hides, raw 2.9; alcohols and derivatives 2.7.

Total Netherlands exports: 1964—Can. \$6,308 million; 1963—Can. \$5,389 million.

Chief exports: (per cent) 1964—electrical machines and appliances 9.9; transport equipment 7.4; yarns, fabrics and finished textiles 7.2; petroleum and petroleum products 6.9; machines 5.7; meat and meat products 5.5; dairy products and eggs 5.4; fruit and vegetables 4.8.

Chief markets: (per cent) 1964—West Germany 26.9, Belgium and Luxembourg 15.3, Britain 9.1, France 8.9, United States 3.9.



Value of Canadian purchases: 1964—Can. \$40 million; 1963—Can. \$37 million.

Chief Canadian purchases: (Can. \$ million) 1964—electric apparatus, equipment, appliances 7.2; textiles, textile products 3.2; horticultural products 2.4; tobacco 2.2; cocoa and cocoa products 2.1; marine equipment and parts 1.6.

Prices: quote in Canadian dollars or Netherlands florins, preferably c.i.f. Netherlands port.

Usual terms of payment: sight and usually 30, 60 or 90 days.

Samples: dutiable only if of commercial value; travellers' samples are also free, provided they are recognizable as samples.

Visas: no visa is required.

Inoculations: none.

Trade agreements: most-favoured-nation agreement with Canada as a member of the GATT; preferential tariff treatment for imports from Belgium, Luxembourg, West Germany, France, Italy and, in general, overseas territories of the Common Market partners.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR
Commercial Counsellor
Canadian Embassy
Sophialaan 5-7
The Hague, Netherlands

NETHERLANDS ANTILLES

Area: the Netherlands Antilles consist of a group of six islands with a total area of 409 square miles. The most important islands are Curacao (210 square miles), Aruba (69), and Bonaire (95).

Population: 196,110.

Climate: tropical, but pleasant and healthy. The average yearly temperature is 82 degrees Fahrenheit.

Language: Dutch is the official language used by the authorities and taught in the local schools; for business purposes English and Spanish are used.

Currency: Netherlands Antilles florin or guilder. One N.A. guilder (N.A. fl.) equals approximately Can. \$0.57 (April 1965).

Foreign exchange and import controls: import licences are required for all goods except a fairly extensive list of commodities of common consumption. No exchange permit is required for commodity imports.

Weights and measures: metric system.

Capital: Willemstad, Curacao.

Chief ports: Willemstad, Curacao; Oranjestad, Aruba.

Marketing centres: Willemstad (46,000), Oranjestad (12,000).

Economy: oil-refining constitutes the chief industry; second-ranking industry is the mining of calcium phosphate.

Total Netherlands Antilles imports: 1963—U.S. \$700.3 million; 1962—U.S. \$725.4 million.

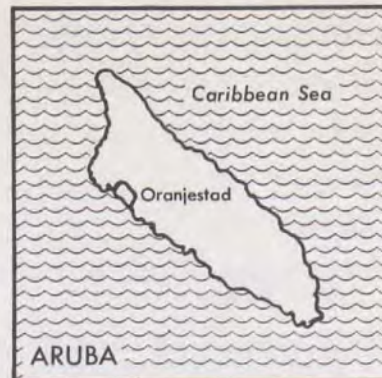
Chief imports: crude petroleum, automobiles and parts, electrical appliances, textiles, medical products, beverages and food stuffs, wheat, flour, potatoes, lumber and wire.

Chief suppliers: Venezuela, United States, Britain, Canada, Argentina, Brazil, Colombia, France, Denmark, West Germany and Italy.

Value of imports from Canada: 1964—Can. \$2.3 million; 1963—Can. \$2.4 million.

Chief imports from Canada: (Can. \$'000) 1964—sugar 544; wheat flour 356; fish, salted, pickled, canned 189; industrial chemicals 72; whisky 69; washing machines 67.

Total Netherlands Antilles exports: 1963—U.S. \$663.1 million; 1962—U.S. \$692.7 million.



Chief exports: petroleum products (99 per cent), phosphates, salt, orange peel, aloe, hides, divi-divi straw hats.

Chief markets: United States, Britain, Canada, Netherlands, West Germany, France and Brazil.

Value of Canadian purchases: 1964—Can. \$34.8 million; 1963—Can. \$35.9 million.

Chief Canadian purchases: (per cent) 1964—petroleum products 99.

Prices: preferably quote in U.S. dollars, either f.o.b. Canadian port of c.i.f. Netherlands Antilles port.

Credit terms and practices: usually sight draft, D/P, or 30, 60, 90, 120 days sight, D/A.

Samples: samples of no commercial value are admitted free of duty.

Visas: visa is not required. **Inoculations:** smallpox.

Trade agreements: most-favoured-nation trade agreement between Canada and the Netherlands includes the Netherlands Antilles.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Commercial Counsellor
Canadian Embassy
Apartado 11452 del Este
Caracas, Venezuela
(by airmail only)

NEW ZEALAND

Area: 103,000 square miles, North Island and South Island.

Population: 2,627,483.

Climate: temperate and generally equable. The seasons are opposite to the Northern Hemisphere and seasonal differences are not great. There are no extremes in temperature and rainfall is evenly spaced.

Language: English.

Currency: N.Z. pound; one N.Z. £ equals about \$3.00 Canadian (May 1965).

Foreign exchange and import controls: the New Zealand pound is not freely convertible. Most imports require a licence which automatically carries with it an allocation of foreign exchange. There are no restrictions on the import of currency. A visitor leaving the country may take out a maximum of £15 N.Z. currency.

Weights and measures: imperial standard.

Capital: Wellington (population) 266,000.

Chief ports: Auckland, Wellington, Christchurch, Dunedin, Napier, New Plymouth.

Marketing centres: Auckland (population) 499,000, Wellington 266,000, Christchurch 237,000, Dunedin 108,000.

Economy: agriculture, forestry.

Total New Zealand imports: 1964—N.Z. £345 million; 1963—N.Z. £325 million.

Chief imports: (N.Z. £ million) 1964—machinery and transport equipment 104.7; base metals and manufactures of metal 48.2; clothing and footwear 36.7; chemicals, including manufactured fertilizers 30.4; food, beverages and tobacco 25.3; mineral fuels 23.9.

Chief suppliers: (N.Z. £ million) 1964—Britain 119.8, Australia 64.9, United States 32.7, Japan 16.3, Canada 11.2.

Value of imports from Canada: 1964—Can. \$33.7 million; 1963—Can. \$30.5 million.

Chief imports from Canada: (Can. \$ million) 1964—aluminum 4.8; locomotives and engines 3.7; copper 3.5; plastics, basic, film, sheet, and synthetic rubber 2.0; generators and electric motors 1.8; canned fish 1.1; engines, turbines and parts 1.0; lumber .776; steel .772; newsprint paper .748; chain saws and parts .724.

Total New Zealand exports: 1964—N.Z. £ 380 million; 1963—N.Z. £ 323 million.

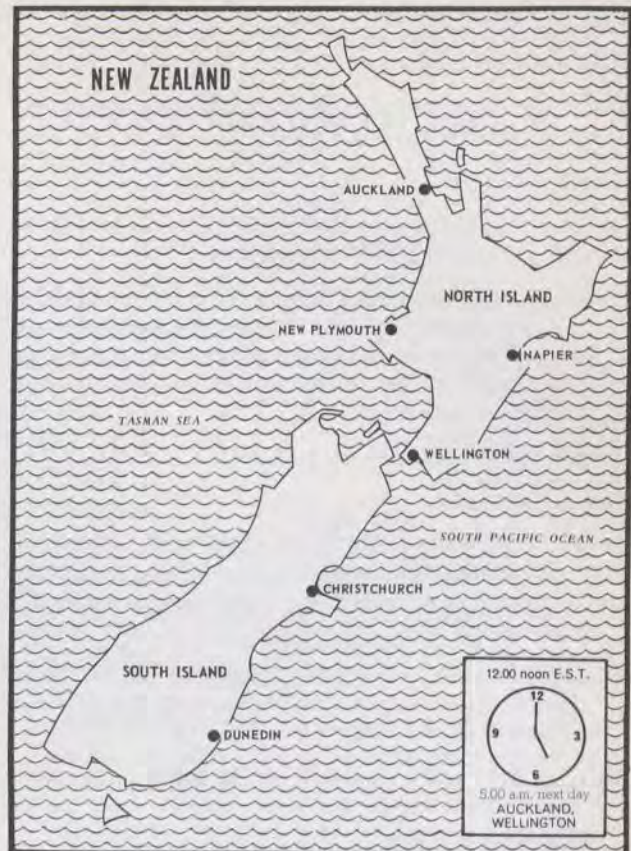
Chief exports: (N.Z. £ million) 1964—wool 132.8, meat 106.6, dairy produce 94.3.

Chief markets: (N.Z. £ million) 1964—Britain 133.1, United States 50.0, France and Monaco 22.9, Australia 17.5, Japan 17.0, West Germany 12.2, Canada 4.8.

Value of Canadian purchases: 1964—Can. \$14.07 million; 1963—Can. \$14.06 million.

Chief Canadian purchases: (Can. \$ million) 1964—wool 4.5, meat and meat products 4.5, sausage casings 4.1, fresh fruit .392.

Prices: prices in government tenders should be f.o.b. in currency country of origin with freights specified. Other prices can be in either N.Z. pounds, Canadian or U.S. dollars, preferably c.i.f.



Usual credit terms: most of New Zealand's import trade is financed by sight drafts, frequently with terms 30 to 90 days depending on the arrangement between exporter and importer. Letters of credit are seldom used.

Samples: as a general rule, samples are liable to customs duties but a refund is obtainable on satisfactory proof of re-export. Trade samples, other than wines and spirits, not exceeding £10 in value, and provided that the Comptroller of Customs is satisfied that they are genuine samples, may be imported without a licence. If the value exceeds £10 but is still a reasonable amount, the Comptroller has authority to issue a licence.

Visas: no visa required. **Inoculations:** none required.

Trade agreements: Canada's trade relations with New Zealand are governed by the Canada-New Zealand Trade Agreement of 1932 which provides for the exchange of preferential tariff treatment and the binding of certain rates of duty.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail, 25 cents per half ounce.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Counsellor
Office of the High
Commissioner for Canada
P.O. Box 1660
Wellington, New Zealand

NICARAGUA

Area: 57,145 square miles.

Population: 1,600,000.

Climate: in the higher altitudes the climate is pleasant; the coasts are tropical and humid.

Language: Spanish.

Currency: cordoba; one cordoba equals Can. \$0.1543 (May 1965) at official rate of exchange.

Foreign exchange and import controls: an import registration certificate from the National Bank of Nicaragua or any authorized commercial bank is required before exchange for imports or for remittances of registered foreign capital can be bought.

Weights and measures: metric system.

Capital: Managua.

Chief ports: Corinto, on the Pacific Coast, is 87 miles by rail from Managua and is the main port; San Juan del Sur is the second ranking port on the Pacific; Bluefields is the principal port on the Atlantic.

Marketing centres: Managua (population) 224,358, León 150,210, Chinandega 102,507, Granada 62,774, Masaya 91,523.

Banking: Bank of London & Montreal, Limited, Apartado Postal 91, Avenida Roosevelt esquina Calle 15 de Septiembre, Managua, Nicaragua; León (Agency).

Economy: agriculture, mining and food processing form the basis of the economy. Coffee, bananas, sugar, cacao, cotton and cattle are the main agricultural commodities; gold, copper and silver are the minerals exploited.

Total Nicaraguan imports: 1963—U.S. \$110.7 million; 1962—U.S. \$98.2 million.

Chief imports: (U.S. \$ million) 1963—machinery 23.7, chemical products 20.1, iron and steel 8.3, cotton manufactures 5.4, vehicles 4.8, paper 3.7, gasoline 1.7.

Chief suppliers: (U.S. \$ million) 1963—United States 53.6, West Germany 8.0, Japan 6.4, Britain 5.9, Netherlands Antilles and Surinam 3.4, Belgium 3.3, Canada 2.7.

Value of imports from Canada: 1964—Can. \$2.2 million; 1963—Can. \$2.7 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat 427, printed matter 209, malt 196, cast iron pipe 148, newsprint paper 144.

Total Nicaraguan exports: 1963—U.S. \$106.7 million; 1962—U.S. \$90.1 million.

Chief exports: (U.S. \$ million) 1963—cotton 39.7, coffee 17.5, gold 7.0, meat 8.4, sugar 6.0, cottonseed 5.2, soluble coffee 3.6, wood 2.2, sesame 2.2.

Chief markets: (U.S. \$ million) 1963—United States 39.1, Japan 22.9, West Germany 12.2, Netherlands 4.1, Belgium 3.3, Britain 3.0.



Value of Canadian purchases: 1964—Can. \$726,840; 1963—Can. \$382,658.

Chief Canadian purchases: (Can. \$'000) 1964—cotton 239, shrimps and prawns 165, green coffee 112.

Prices: quote in U.S. dollars, preferably c.i.f. Corinto, San Juan del Sur, or Bluefields.

Usual credit terms: sight to 180 days.

Samples: samples marked "muestras sin valor" and weighing less than 18 ounces may be sent in free by parcel post. Samples carried by travellers do not require Consular Invoice but are subject to duty if value is over \$50. However, valuable samples may be brought in under bond.

Visas: visa is required. **Inoculations:** smallpox.

Trade agreements: GATT and exchange of most-favoured-nation treatment with Canada. Member of Central American Common Market.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or

Commercial Division
Canadian Embassy
P.O. Box 400
Guatemala City
Guatemala, C.A.

NIGERIA

Area: 356,669 square miles.

Population: 55,650,000 (1963 census).

Climate: southern areas tropical, with 70-150 inches of rain per year. Northern areas sub-tropical, with minimum of 20 inches of rain per year, a dry season, and wide temperature variation daily.

Language: English is the language of business.

Currency: linked to sterling. One Nigerian pound = £1 sterling = Can. \$3.0163 (May 1965).

Weights and measures: imperial standard.

Foreign exchange and import controls: with a few exceptions, goods of Canadian origin may be imported direct from Canada under an Open General Licence. Exchange permit required, but import licence generally assures release of exchange.

Capital: Lagos, at sea level.

Chief ports: Lagos, Apapa, Port Harcourt, Sapele, Warri, Degema, Calabar.

Marketing centres: Lagos (population, metropolitan area) 1,250,000, Ibadan 900,000, Enugu 180,000, Port Harcourt 95,000, Kano 295,000, Kaduna 149,000, Benin 150,000.

Economy: traditionally based on agriculture, but development of resources, particularly petroleum, proceeding rapidly. Groundnuts, cotton, hides and skins, columbite and tin come mainly or wholly from the north; petroleum, palm produce, cocoa, timber and rubber from the south.

Total Nigerian imports: 1964—£252.5 million; 1963—£207.5 million.

Chief imports: (per cent) 1963—machinery and transport equipment 25; foodstuffs, primarily fish, milk and salt 12; cotton piecegoods 10; refined petroleum products 7.

Chief suppliers: (per cent) 1963—Britain 34, EEC countries 22, Japan 13, United States 9, Canada 0.5.

Value of imports from Canada: 1964—Can. \$6.3 million; 1963—Can. \$3.2 million.

Chief imports from Canada: (Can. \$ million) 1964—aluminum 1.5, wheat 1.4, iron and steel pipes and tubes 1.3, aluminum fabricated materials .757, contractors' equipment .269.

Total Nigerian exports: 1964—£211.3 million; 1963—£189.5 million.



Chief exports: (per cent) 1963—groundnuts, oil and cake 24; cocoa 17; palm kernels and oil 15; crude petroleum 10; rubber 6; cotton 5; tin 5; timber 4; hides and skins 2.

Chief markets: (per cent) 1963—Britain 39, EEC countries 37, United States 9, Japan 1.2, Canada 1.

Value of Canadian purchases: 1964—Can. \$11.3 million; 1963—Can. \$7.9 million.

Chief Canadian purchases: (Can. \$ million) 1964—cocoa beans 6.3, crude rubber 3.8, peanut oil .839, palm oil .115.

Prices: quote c.i.f. in pounds sterling or U.S. dollars.

Usual terms of payment: sight to 180 days, depending upon various factors.

Samples: free of duty if of no commercial value.

Visas: visa is not required.

Inoculations: smallpox, yellow fever.

Trade agreements: Canada has no bilateral Trade Agreement with Nigeria. Trade relations continue to be governed by Canada-U.K. Trade Agreement 1937 and GATT.

Documentation, customs tariffs, marking and labelling: for information contact the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail recommended; letters 25 cents per half ounce.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Secretary
Office of the High
Commissioner for Canada
P.O. Box 851
Lagos, Nigeria

NORTHERN IRELAND

Area: 5,242 square miles.

Population: 1,435,400.

Climate: temperate, equable, humid; plentiful rainfall at all times.

Language: English.

Currency: British pound sterling; £1 = Can. \$3.0163 (May 1965).

Foreign exchange and import regulations: import licence is not necessary except for a limited list of products—such as grapefruit and citrus juices, fresh apples and pears, commercial aircraft, most citrus fruits, and cigars. An exchange permit is required, but is issued automatically.

Weights and measures: imperial standard.

Capital: Belfast, Co. Antrim.

Chief ports: Belfast, Larne, Londonderry.

Marketing centres: Belfast (population 410,300), Londonderry (53,744) respectively.

Economy: based on agriculture, shipbuilding and textile manufacturing.

Total Northern Ireland imports: 1963—£438,344,000; 1962—£414,256,000.

Chief imports: (per cent) 1963—machinery, electrical apparatus, metals and metal manufactures 20.7; transport equipment 10.4; textile yarns, fabrics and made-up goods 9.9; cereals and cereal preparations 5.7; tobacco 5.6; clothing and footwear 4.1.

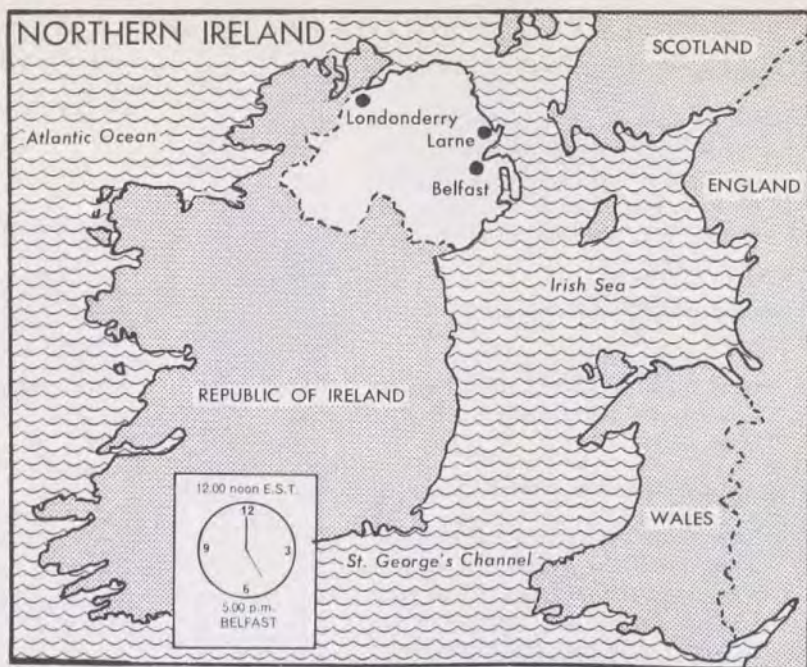
Chief suppliers: (per cent) 1963—Britain 74.7, Irish Republic 8.6, United States 4, Canada 2.4.

Value of imports from Canada: 1963—£10,918,000; 1962—£11,525,000. (Does not include value of shipments routed through ports in Britain).

Chief imports from Canada: no separate figures available because they are included in over-all British trade statistics. Principal commodities are grain, forest products, feedstuffs and canned goods.

Total Northern Ireland exports: 1963—£385,290,000; 1962—£359,882,000.

Chief exports: (per cent) 1963—textile yarns, fabrics, made-up articles and related products 23.6; metals, metal manufactures, machinery and electrical apparatus 13.6; meat and meat preparations 8.1; clothing and footwear 7.7; dairy products and eggs 4.5; miscellaneous manufactured articles (including ships and aircraft, ropes and cordage, and tobacco) 24.7.



Chief markets: (per cent) 1963—Britain 89; Irish Republic 5.4. Much of Northern Ireland's export trade is routed through Britain, therefore a good proportion of the 89 per cent represents goods in transit to overseas markets, including United States, Norway, West Germany, Belgium, Canada and the Netherlands.

Value of Canadian purchases: 1963—£1,034,000 (direct shipments only; does not include goods shipped via Britain).

Chief Canadian purchases: not separately classified, but principally linen goods.

Usual terms of payment: sight to 180 days—30, 60 and 90 days are most common.

Samples: deposit refunded on re-export.

Visas: none required, but visitors must have a passport.

Inoculations: none.

Correspondence: airmail, 15 cents per half-ounce.

Trade agreements and exchange regulations: for fiscal purposes Britain and Northern Ireland form a single unit, and the regulations in force are those of Britain.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR
Canadian Government
Trade Commissioner
15/17 Chichester Street
Belfast 1, Northern Ireland

NORWAY

Area: 125,096 square miles.

Population: approximately 3,700,000.

Climate: fairly moderate, because of Gulf Stream.

Topography: long, deeply indented coastlines, mountainous and forest-clad; only 3 per cent arable land.

Language: Norwegian; correspondence and sales literature can be in English.

Currency: krone; one krone equals Can. \$0.1509. (May 1965).

Foreign exchange and import controls: import licences required only for a limited list of non-liberalized products. No separate exchange permit is required.

Weights and measures: metric system.

Capital: Oslo.

Chief ports: Oslo, Bergen, Stavanger, Trondheim, Kristiansand S.

Marketing centres: Oslo (population) 485,000, Bergen 117,000, Trondheim 111,000, Stavanger 52,000, Drammen 46,000, Kristiansand S. 27,000, Haugesund 27,000.

Economy: shipping, mining, fisheries and forestry; well developed primary and secondary industries.

Total Norwegian imports: 1964—Can. \$2,139 million; 1963—Can. \$1,966 million.

Chief imports: (per cent) 1964—machinery 16.1, ships over 100 tons 14.0, foodstuffs 9.1, chemicals 7.6, mineral oils 7.3.

Chief suppliers: (per cent) 1964—Sweden 19.1, West Germany 15.8, Britain 13.3, United States 7.5, Denmark 5.6, Netherlands 5.0, Canada 3.6.

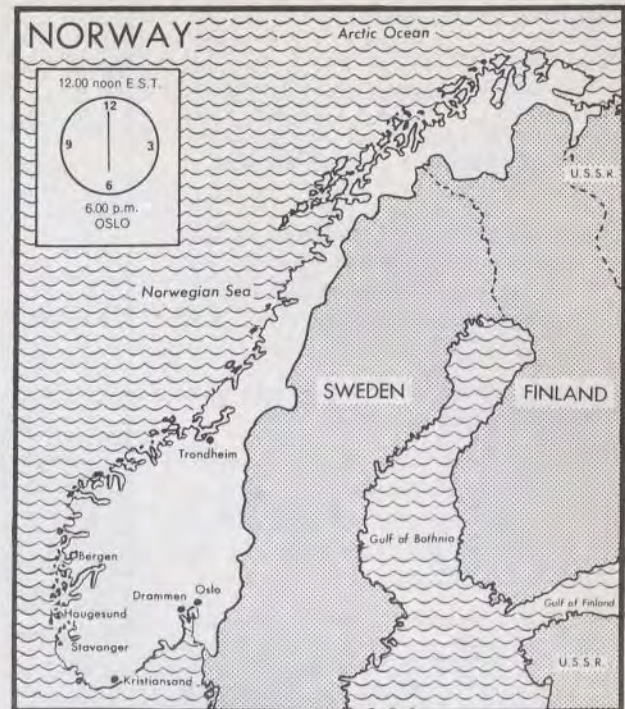
Value of imports from Canada: 1964—Can. \$67.6 million; 1963—Can. \$73.4 million.

Chief imports from Canada: (Can. \$ million) 1964—nickel 39.4; copper 10.2; wheat 3.4; aircraft engines, assemblies and parts 1.9; platinum 1.3; metallic salts 1.2; zinc 1.0.

Total Norwegian exports: 1964—Can. \$1,393 million; 1963—Can. \$1,158 million.

Chief exports: (per cent) 1964—non-ferrous metals 17.5, forest products 17.2, fish and fish products 9.2, chemicals 8.6, iron and steel 7.9, ships 6.9.

Chief markets: (per cent) 1964—Britain 20.1, West Germany 14.7, Sweden 14.2, United States 9.3, Denmark 6.8, Canada 0.5.



Value of Canadian purchases: 1964—Can. \$27.3 million; 1963—Can. \$23.5 million.

Chief Canadian purchases: (Can. \$ million) 1964—nickel 17.4, non-ferrous metals 1.8, industrial machinery and parts 1.5, mink fur skins 1.2, fish and fish products 1.2, marine equipment and parts .995.

Prices: quote in Canadian dollars, preferably c.i.f. Norwegian port.

Usual terms of payment: sight to 180 days.

Samples: dutiable only if of commercial value; drawback paid for travellers' samples on re-export.

Visas: no visa is required. **Inoculations:** smallpox*.

Trade agreements: as a member of EFTA, Norway grants a reduction of 70 per cent in its customs tariff rates on goods imported from other EFTA countries.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half ounce.

For detailed information on this market write:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

OR

Commercial Secretary
Canadian Embassy
Fridtjof Nansens plass 5
Oslo 1, Norway

*See page 9

PAKISTAN

Area: 364,737 square miles.

Population: 110,000,000 (West Pakistan 50,000,000, East Pakistan 60,000,000).

Climate: extremes of climate in West Pakistan. Tropical for most of the year in East Pakistan.

Language: two main languages: Urdu, spoken widely in West Pakistan, and Bengali, in East Pakistan. Virtually all correspondence is carried on in English.

Currency: rupee; one rupee equals Can. \$0.2269 (January 1963).

Foreign exchange and import controls: import licences required for all items except government imports, and those basic materials appearing on the "Free List".

Weights and measures: imperial standard.

Capital: Rawalpindi (altitude 1,707 feet) provisionally, but nearby new capital at Islamabad is being completed and is already partially occupied.

Chief ports: on Arabian Sea, Karachi, West Pakistan; on Bay of Bengal, Chittagong, and Chalna Anchorage, East Pakistan.

Marketing centres: Karachi, (population) 1,272,571; Lahore 945,276; Dacca 376,968; Chittagong 328,046.

Economy: mainly dependent on agricultural raw materials—jute, raw cotton, raw wool, hides and skins, and tea.

Total Pakistani imports: 1963-64*—U.S. \$937 million; 1962-63—U.S. \$807 million.

*Pakistan fiscal year (July 1 to June 30).

Chief imports: (per cent) 1963-64—machinery, transport equipment and other manufactured items 56; food and live animals 18; crude materials, inedible 4; chemicals 9; beverages and tobacco 0.7.

Chief suppliers: (U.S. \$ million) 1963-64—United States 401.1, Britain 134.6, West Germany 101, Japan 94.5, India 20.

Value of imports from Canada: 1964—Can. \$20.0 million; 1963—Can. \$19.2 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 4.3; wood pulp 2.6; copper 2.3; aluminum 1.6; pulp and paper machinery and parts 1.4; engines, turbines, generators and parts 1.4; prefab buildings and structures .837.

Total Pakistani exports: 1963-64—U.S. \$368.1 million; 1962-63—U.S. \$430.0 million.

Chief exports: (per cent) 1963-64—raw jute 36.6, raw cotton 10.4, jute manufactures 12.1, cotton yarn 2.3, cotton fabrics 4.9, rice 4.7.



Chief markets: (U.S. \$ million) 1963-64—Britain 60.7, West Germany 52.8, United States 35.8, Japan 26.1, India 20.8, Hong Kong 18.1, France 16.9.

Value of Canadian purchases: 1964—Can. \$4.2 million; 1963—Can. \$2.3 million.

Chief Canadian purchases: (Can. \$'000) 1964—textile fabrics 3,114; jute, jute butts and waste 629; wool 126.

Prices: quote in U.S. dollars or pounds sterling. For government purchases, when asked for prices quote in Pakistan rupees.

Usual credit terms: sight to 180 days, depending upon various factors.

Samples: bona fide samples of c.i.f. value below \$50 permitted if provided free of charge and not more often than once a year to a registered importer.

Visas: visa is not required.

Inoculations: smallpox, cholera, yellow fever.*

Trade arrangements: Pakistan, a member of GATT, exchanges most-favoured-nation treatment with Canada.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 25 cents per half ounce.

For detailed information write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or

Commercial Secretary
Office of the High
Commissioner for Canada
P.O. Box 3703
Karachi, Pakistan

PANAMA & CANAL ZONE



Area: 28,753 square miles, plus 553 square miles in the Canal Zone.

Population: 1,075,541.

Climate: tropical, with heavy rainfall.

Language: Spanish, but English is in common use.

Currency: balboa, at par with U.S. dollar, Equals Can. \$1.080 (May 1965).

Foreign exchange and import controls: exchange permit not required. Import licences are required for many items, including arms, ammunition, wheat flour, live animals, live plants, flowers, certain animal products, and certain agricultural products.

Weights and measures: metric system, although U.S. standards are widely used.

Capital: Panama City.

Chief ports: Colon, 48 miles from Panama City and situated on the Atlantic end of the Canal, is the main port. Balboa and Puerto Armuelles are the principal Pacific ports.

Marketing centres: Panama City (population) 273,440, Colon 59,598, David 22,924, Santiago 13,028.

Economy: agriculture and fisheries, supplemented by the tourist trade and revenue from the Canal Zone, form the basis of the economy.

Total Panamanian imports: 1962—U.S. \$145.2 million; 1961—U.S. \$124.1 million.

Chief imports: (U.S. \$ million, f.o.b.) 1962—manufactured products 34.4, machinery and transport equipment 31.8, petrol and lubricants 28.4, foodstuffs 14.6.

Chief suppliers: (U.S. \$ million) 1962—United States 66.4, Venezuela 12.0, Britain 5.8, Germany 5.6, Japan 4.6, Belgium 2.7, Canada 1.8.

Value of imports from Canada: 1964—Can. \$4.6 million; 1963—Can. \$4.4 million.

Chief imports from Canada: (Can. \$'000) 1964—medicinal and pharmaceutical products 916; grains, flour, cereals,

malt 827; newsprint paper 300; boats, engines and parts 296; radio, TV equipment and parts 222.

Total Panamanian exports: 1962—U.S. \$39.5 million; 1961—U.S. \$23.5 million.

Chief exports: (U.S. \$ million) 1962—bananas 11.6, shrimp 7.9, coffee 1.4.

Chief markets: (U.S. \$ million) 1962—United States 25.4, Argentina 3.1, Canada 2.1, Germany 1.0, Netherlands .8.

Value of Canadian purchases: 1964—Can. \$15.1 million; 1963—Can. \$11.0 million.

Chief Canadian purchases: (Can. \$ million) 1964—petroleum products 7.1, bananas 6.6, hormones and antibiotics 1.1, refined sugar .199.

Prices: quote in U.S. dollars, preferably c.i.f. Panamanian port.

Usual credit terms: sight to 180 days, depending upon various factors.

Samples: samples of no commercial value and weighing no more than 18 ounces can enter free of duty. Valuable samples to be re-exported are admitted if a bond is placed with customs authorities.

Visas: visa for next country to be visited, or onward or return ticket, required.

Inoculations: smallpox.

Trade agreements: Canada and Panama accord each other most-favoured-nation treatment. Free trade treaty with Nicaragua and Costa Rica.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail essential; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

OR

Commercial Secretary
Canadian Embassy
P.O. Box 400
Guatemala City
Guatemala, C.A.

PARAGUAY

Area: 157,000 square miles.

Population: 1,650,000.

Climate: sub-tropical.

Language: Spanish; all sales literature must be in Spanish.

Currency: guarani; one guarani equals Can. \$0.00972 (May 1965).

Foreign exchange and import controls: exchange fairly available but imports are regulated by a sliding scale of prior deposits up to 100 per cent f.o.b. value, according to the degree of expenditure. In addition to prior deposits, a surcharge of 30 per cent is levied on most items as well as duties, normally 20 per cent.

Weights and measures: metric system.

Capital: Asunción, altitude 500 feet.

Chief ports: Asunción, four days by small ship from Buenos Aires.

Marketing centres: Asunción (population) 210,000; Encarnación 40,900; Concepción 35,600.

Economy: mainly dependent on production of timber, quebracho, meat products, oils and cotton fibre; little heavy industry.

Total Paraguayan imports: 1964—U.S. \$33.8 million; 1963—U.S. \$32.6 million.

Chief imports: (U.S. \$ million) 1964—machinery and equipment 4.9, wheat 4.8, combustibles and lubricants 4.1, textiles 2.6, chemicals and pharmaceuticals 1.9.

Chief suppliers: (U.S. \$ million) 1964—Argentina 9.4, United States 7.1, Germany 4.4, Britain 2.3, Netherlands 2.1.

Value of imports from Canada: 1964—Can. \$485,135; 1963—Can. \$210,503.

Chief imports from Canada: (Can. \$'000) 1964—sheet and strip steel 433, newsprint paper 13.

Total Paraguayan exports: 1964—U.S. \$49.8 million; 1963—U.S. \$40.2 million.

Chief exports: (U.S. \$ million) 1964—meat 14.7, cotton fibre 4.3, tobacco 3.7, quebracho extract 4.0, coffee 3.2, tung oil 2.7.



Chief markets: (U.S. \$ million) 1964—Argentina 11.6, United States 11.8, Britain 6.7, Uruguay 2.9, Netherlands 2.6.

Value of Canadian purchases: 1964—Can. \$546,502; 1963—Can. \$830,538.

Chief Canadian purchases: (Can. \$'000) 1964—corned beef 255, quebracho extract 179, chinawood oil 60.

Prices: U.S. dollar quotations preferred.

Usual credit terms: sight to 180 days.

Samples: import restricted if of commercial value.

Visas: visa is required. **Inoculations:** smallpox.

Trade agreements: exchange of most-favoured-nation treatment with Canada. Member of LAFTA.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Counsellor
Canadian Embassy,
Bartolome Mitre 478
Buenos Aires,
Argentina
(by airmail only)

PERU

Area: 506,000 square miles.

Population: 11,500,000.

Climate: dry and moderate on coast, cool in mountains, tropical in jungle.

Language: Spanish; sales literature in Spanish important.

Currency: sol; one sol equals Can. \$0.04026 (May 1965).

Foreign exchange: freely available for all imports.

Weights and measures: metric system.

Capital: Lima; altitude 666 feet.

Chief ports: Callao, Mollendo, Matarani, Salaverry, Chimbote, Iquitos (Atlantic via Amazon River).

Marketing centres: Lima including Callao (population 1.8 million, Arequipa 170,000, Trujillo 100,000, Iquitos 50,000.

Economy: agriculture, mining, fishing are the main sources of foreign exchange. Opportunities exist for investment in mining and manufacturing. Some local capital is available, but assistance from abroad is welcomed.

Total Peruvian imports: 1964—U.S. \$579.5 million; 1963—U.S. \$557.4 million.

Chief imports: (per cent) 1963—machinery, equipment and transportation 43, foodstuffs 14, chemicals 10, common metals and manufactures 10, textiles 5.

Chief suppliers: (per cent) 1963—United States 37, Germany 13, Argentina 9, Britain 7, Japan 6, Netherlands 3, France 3, Canada 3.

Value of imports from Canada: 1964—Can. \$10.7 million; 1963—Can. \$11.6 million.

Chief imports from Canada: (Can. \$'000) 1964—machinery and equipment 2,486; sheet and strip steel 981; motor vehicles and parts 934; wheat 787; newsprint paper 673; wood pulp 660; malt, cereals, flour 566; aluminum 422; asbestos 303.

Total Peruvian exports: 1964—U.S. \$667.0 million; 1963—U.S. \$541.2 million.

Chief exports: (per cent) 1963—minerals 32, fishmeal 20, cotton 18, sugar 11.

Chief markets: (per cent) 1963—United States 35, Germany 11, Britain 10, Japan 8, Netherlands 8, Belgium 6.

Value of Canadian purchases: 1964—Can. \$7.8 million; 1963—Can. \$3.8 million.



Chief Canadian purchases: (Can. \$'000) 1964—metal ores 5,766, coffee 962, canned tuna 638, dried beans 114.

Prices: quote in U.S. dollars, c.i.f. preferred.

Usual credit terms: sight to 180 days; 90 days is most common.

Samples: duty is payable on samples of commercial value; small samples of no commercial value enter free.

Visas: not required. **Inoculations:** smallpox.

Trade agreements: member of GATT and most-favoured-nation agreement with Canada. With the imposition of the revised (1964) Peruvian Customs Tariff (NABAL-ALC), the GATT and most-favoured-nation rates are no longer applied. Peru is a member of LAFTA and grants preferential rates to member countries.

Import controls, documentation, customs tariffs, marking and labelling: with some exceptions, licences are not required for imports from any country. On other points, consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce,
Ottawa, Ontario

OR Commercial Counsellor,
Canadian Embassy,
Casilla 1212,
Lima, Peru
(by airmail only)

PHILIPPINES

Area: 115,600 square miles, including 7,000 islands.

Population: over 30 million.

Climate: tropical.

Language: business community uses English.

Currency: Philippine peso; a free rate of exchange followed decontrol measures in March 1962. Selling rate of U.S. dollar on April 6, 1965, was 3.91 pesos.

Weights and measures: metric system; U.S. engineering standards generally used.

Electric supply: 60 cycles; single phase 110/220 volts, three phase 220 volts.

Capital: Manila, at sea level.

Chief ports: Manila, Cebu, Iloilo, Davao, Legaspi.

Marketing centres: Manila and suburbs (1960 population) 1,986,198, Cebu City 251,146, Davao City 225,712, Iloilo City 151,266, Legaspi City 60,593.

Economy: mainly agricultural—rice for home consumption, copra, sugar and timber for export. Mining—chrome, copper, iron, gold. Industry predominantly light; government five-year socio-economic development program directed toward broadening of industry.

Total Philippine imports: (f.o.b. value) 1963—U.S. \$618.2 million; 1962—U.S. \$586.7 million.

Chief imports: (per cent) 1963—machinery and transport equipment 33.8; mineral fuels and lubricants 10; cereals and cereal preparations 9.5; base metals 8.6; textile fibres 4.1; textile yarns and fabrics 3.4; explosives and chemicals 3; dairy products, eggs and honey 3.

Chief suppliers: (per cent) 1963—United States 44.7, Japan 18.7, West Germany 5.7, Britain 5.1, Indonesia 2.9, Canada 2.9, Netherlands 2.2.

Value of imports from Canada: 1964—Can. \$27.8 million; 1963—Can. \$21.3 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 16.0, newsprint paper 2.9, telephone apparatus and parts 2.1, malt .978, insulated wire and cable .790, copper pipe and tubing .479, zinc .333.

Total Philippine exports: 1963—U.S. \$727.1 million; 1962—U.S. \$554.5 million.

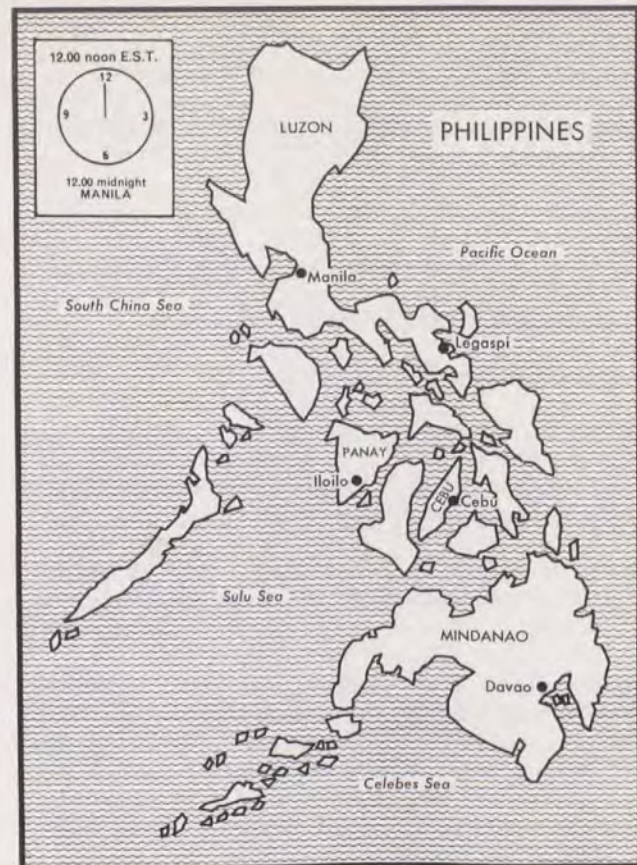
Chief exports: (per cent) 1963—copra 23.2, logs and lumber 21, sugar 20.1, coconut oil 6.4, copper concentrates 4.4, abaca 4.3, desiccated coconut 2.5, plywood 2.2, copra meal 1.6, iron ore 1.5.

Chief markets: (per cent) 1963—United States 49.1, Japan 25.4, Netherlands 8.7, West Germany 5.5, Britain 1.4.

Value of Canadian purchases: 1964—Can. \$2.9 million; 1963—Can. \$2.0 million.

Chief Canadian purchases: (Can. \$'000) 1964—mahogany lumber, veneer and plywood hardwoods 713; desiccated coconut 678; manila fibre 579; chrome 483; coconut oil 259.

Dollar exchange: exchange may be obtained freely and no general import licences are required. Credit situation is tight and importers have difficulty in obtaining credit from the banks to buy dollars.



Prices: quote in U.S. dollars, c. & f. Manila or other ports.

Samples: unsaleable samples or those of no appreciable commercial value are exempt from import duties.

Trade agreements: Canada and the Philippines accord each other most-favoured-nation treatment but without contractual obligation. Philippine general customs tariff accords m.f.n. treatment to all countries but, under a reciprocal trade agreement, gives the U.S. preferential treatment under which duties on U.S. goods are 90 per cent until December 31, 1973; 100 per cent from January 1, 1974.

Trade terms: letter of credit usual; imports exceeding \$100 in value must be covered by a letter of credit. Importers of essential producer and consumer goods and decontrolled items permitted to purchase on d/p or d/a terms (up to 90 days).

Correspondence: airmail only (one week); letters 25 cents per half ounce. (Seamail takes eight weeks).

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market, write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Consul General and Trade
Commissioner
Canadian Consulate General
Post Office Box 1825
Manila, Philippines

POLAND

Area: 120,650 square miles.

Population: 30,940,000.

Climate: moderate; coastal regions and west considerably warmer than central regions and east. Rainfall, mostly in summer, averages 24-28 inches in plains and 48 inches in foothills and mountains.

Topography: averages 770 feet above sea level; highest point Rysy mountain 7,581 feet.

Language: Polish.

Currency: zloty; one zloty = Can. \$0.27. This is an arbitrary exchange rate because the zloty is not quoted on the foreign exchange market.

Dollar exchange: all imports are under government control; imports from dollar area are restricted to essentials.

Weights and measures: metric system.

Capital: Warsaw.

Chief ports: Szczecin, Gdynia, Gdansk, Swinoujscie.

Marketing centres: Warsaw (population in thousands) 1,203, Lodz 730, Krakow 500, Wroclaw 455, Poznan 425, Gdansk 306, Szczecin 291, Katowice 281, Bydgoszcz 246, Zabrze 198, Bytom 190, Lublin 194, Czestochowa 170, Gdynia 158.

Economy: agriculture, despite low efficiency, is still mainstay of economy. Primary industries being modernized; secondary industry developing rapidly. Natural resources—largest per capita area of arable land in Western Europe, coal, salt, sulphur, pottery clay, zinc, lead, copper.

Total Polish imports: 1963—U.S. \$1,979 million; 1962—U.S. \$1,886 million.

Chief imports: (per cent) 1963—fuels, materials and raw materials 44.5; machinery, equipment and transport equipment 34.1; agricultural products (foodstuffs) 15.1; industrial consumer goods 6.3.

Chief suppliers: (per cent) 1963—Socialist countries 67, others 33; U.S.S.R. 32.7, East Germany 12.8, Czechoslovakia 9.7, Britain 5.3, United States 4.4, Hungary 3.8, West Germany 3.

Value of imports from Canada: 1964—Can. \$62.7 million; 1963—Can. \$27.2 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 55.3, Zinc 4.4, synthetic fibres and waste .955, copper refinery shapes .599, sulphur .276.

Total Polish exports: 1963—U.S. \$1,770 million; 1962—U.S. \$1,646 million.

Chief exports: (per cent) 1963—fuels, materials and raw materials 38.0; machinery, equipment and transport equipment 33.1; agricultural products and foodstuffs 16.0; industrial consumer goods 12.9.



Chief markets: (per cent) 1963—Socialist countries 63.4, others 36.6; U.S.S.R. 34.9, Czechoslovakia 8.2, East Germany 6.8, Britain 6.4, West Germany 5.0, Hungary 4.5, Italy 2.6, Rumania 2.3, United States 2.3, Austria 2.2.

Value of Canadian purchases: 1964—Can. \$9.3 million; 1963—Can. \$6.8 million.

Chief Canadian purchases: (Can. \$'000) 1964—textiles, textile products, clothing 4,184; fruits and vegetables 987; building hardware 509; meat and meat products 354.

Prices: quote in Canadian or United States dollars, f.o.b. Canadian port.

Usual terms of payment: documents against payment, or cash on shipment.

Samples: must be declared on entering the country, except when they are requested by a Polish state trading firm. Unsold samples leaving the country within six months pay no duty. If samples retained by state trading firm, a receipt is issued and no duty paid. If neither samples nor receipt can be produced, duty must be paid. Duty must be paid on samples leaving the country after more than six months.

Visas: visa is required.

Inoculations: none.

Trade agreements: associate member of GATT; most-favoured-nation agreement with Canada.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Canadian Embassy
2 Prinsesse Maries Allé
Copenhagen V, Denmark

PORTUGAL

Area: 34,500 square miles.

Population: 9,000,000, including Madeira and Azores.

Climate: average temperature very mild; relatively high during summer, although moderated by proximity to Atlantic Ocean.

Language: Portuguese; Spanish and French literature acceptable.

Currency: escudo; one escudo equals Can. \$0.037 (May 1965).

Foreign exchange and import regulations: import licences are necessary, but they are normally granted for most products. An exchange permit is required.

Weights and measures: metric system.

Capital: Lisbon, altitude 200 feet.

Chief ports: Lisbon, Setúbal; Funchal, Madeira; Ponto Delgada, Azores.

Marketing centres: Lisbon (population) 900,000, Oporto 310,000, Guimaraes 118,000, Coimbra 112,000, Funchal 100,000.

Banking: Bank of Montreal, Assistant General Manager's Office, 10, Place Vendôme, 1er, Paris, France.

Economy: agriculture, forestry, mining, fishing, wine and cork production.

Total Portuguese imports: 1964—Can. \$831 million; 1963—Can. \$711 million.

Chief imports: (per cent) 1964—machinery and equipment, electric apparatus 18; textile raw materials and finished products 16.3; mineral products 10.2; metals and metal products 11.7; industrial chemicals and their products 7.6; vegetable products 7.5; transport equipment 6.4; food products, liquor and tobacco 4.7; raw plastics, artificial resins, rubber 3.4; livestock 2.9.

Chief suppliers: (per cent) 1964—EEC 33.0, EFTA countries 21.4, Overseas Provinces 14.8.

Value of imports from Canada: (Can. \$ million) 1964—6.3; 1963—5.9.

Chief imports from Canada: (Can. \$'000) 1964—fish, salted, canned 2,198; flaxseed 822; wheat 786; copper 335; aluminum 307; wheat flour 224; yarn and thread 172.

Total Portuguese exports: 1964—Can. \$563 million; 1963—Can. \$455 million.

Chief exports: (per cent) 1964—textile raw materials and finished products 26.0; food products, liquor and tobacco 18.6; lumber, cork, finished products, charcoal 15.8; metals and metal products 5.3; mineral products 4.3; vegetable products 2.6.

Chief markets: (per cent) 1964—Overseas Provinces 25.4, EFTA countries 25.1, EEC countries 20.6.

Value of Canadian purchases: 1964—Can. \$9.5 million; 1963—Can. \$7.7 million.

Chief Canadian purchases: (Can. \$ million) 1964—textiles, textile products, clothing 4.5; dried and canned vege-



tables 1.7; brandy and wine .832; cork and its products .336.

Prices: quotations should be in either Canadian or United States dollars, c.i.f.

Usual terms of payment: usually sight; 90 days common, 180 days not infrequent.

Samples: samples of no commercial value, separate or made up into collections, duly labelled, fixed onto cards or possessing in any other way the characteristics peculiar thereto, with the exception of tobacco and matches or other prohibited goods, are admitted free.

Visas: no visa is required. **Inoculations:** none.

Trade agreements: most-favoured-nation agreement with Canada; Portugal is a member of EFTA and GATT and has bilateral agreements with many countries.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Canadian Embassy
Rua Marquês de Fronteira,
8-4° D° Lisbon, Portugal

PUERTO RICO

Area: 3,423 square miles.

Population: 2,454,600.

Climate: subtropical.

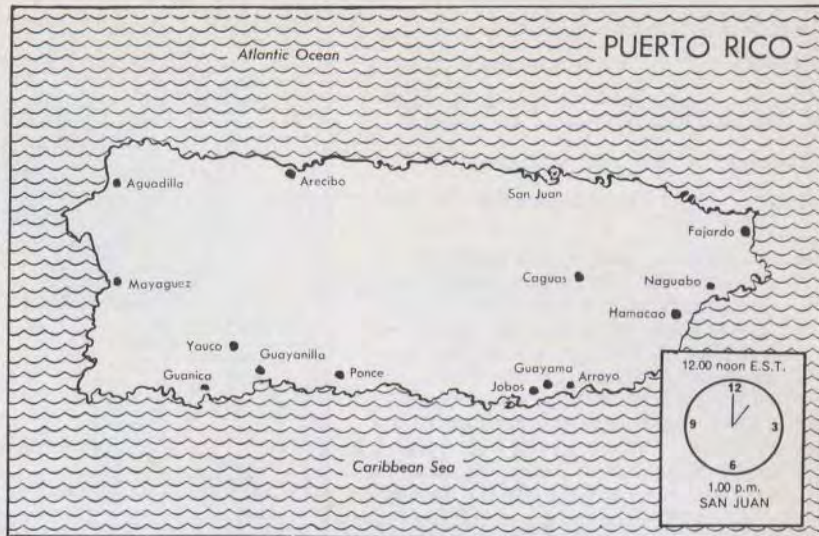
Language: Spanish and English.

Currency: U.S. dollar.

Dollar exchange: freely available.

Weights and measures: same as the United States.

Capital: San Juan.



Chief ports: San Juan (population) 452,000; Mayaguez 84,000; Ponce 146,000.

Economy: over 50 per cent of total export values derived from industry, mainly branch plants of United States firms utilizing low-cost labour, guided by government organizations, and granted property and income tax exemptions. Agriculture is important, with sugar and by-products the leading commodity.

Total Puerto Rican imports: (fiscal year ended June 30) 1963—U.S. \$1,148 million; 1962—U.S. \$1,084 million.

Chief suppliers: 1963—United States 82.2 per cent; other countries—Spain, France, Italy, Britain, Mexico, Chile, Canada, Norway.

Value of imports from Canada: 1964—Can. \$15.4 million; 1963—Can. \$14.6 million.

Chief imports from Canada: (Can. \$ million) 1964—lumber, all types 4.2; newsprint paper 2.0; fish, frozen, salted, canned 1.4; potatoes 1.1; sheet and strip steel 1.0; aluminum .859; copper plates, sheet, strip, pipe and tubing .737; malt .418.

Total Puerto Rican exports: (fiscal year ended June 30) 1964—U.S. \$1,028 million (estimated); 1963—U.S. \$83.0 million.

Chief markets: 1963—United States 96.7 per cent; there are virtually no exports of importance to other countries.

Value of Canadian purchases: 1964—Can. \$3.6 million; 1963—Can. \$2.4 million.

Chief Canadian purchases: (Can. \$'000) 1964—fuel oil 1,287, rum 817, molasses 570, electrical apparatus and parts 244.

Prices: quote only in U.S. dollars.

Usual credit terms: sight to 180 days, depending upon many factors.

Samples: same regulations as apply in the United States.

Visas: visa is required.

Inoculations: smallpox; other inoculations may be required at certain times and this point should be checked*.

Import controls, documentation, customs tariffs, marking and labelling: Puerto Rico is part of the United States. No customs duties are collected on goods from the U.S. but for other countries, including Canada, the duties are the same as those of the United States. Certain internal taxes apply to goods from all sources.

Communications: Puerto Rico is three-and-a-half hours by air from New York.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR

Commercial Division
Canadian Embassy
Apartado 1393
Santo Domingo,
Dominican Republic

*See page 9

REPUBLIC OF SOUTH AFRICA

Area: 472,685 square miles.

Population: 17,100,000 (estimated)

Climate: varies from temperate to sub-tropical; some areas are semi-arid.

Language: English and Afrikaans.

Currency: rand; 1 rand equals Can. \$1.5082 (May 1965).

Foreign exchange and import controls: includes South West Africa, Basutoland, Bechuanaland and Swaziland. Import licence required, except for goods on free list. Consumer goods and raw materials licenced to merchants according to past turnover; raw materials, capital goods and spares licenced to manufacturers on basis of current needs. Exchange of foreign currency is controlled and must be effected through authorized dealers; issue of import licence approves transfer of funds to finance transaction.

Weights and measures: imperial system (metric system also used).

Capital: administrative, Pretoria; legislative, Cape Town; judicial, Bloemfontein.

Chief ports: Cape Town, Port Elizabeth, East London, Durban. Lourenco Marques in the Portuguese Province of Mozambique (Portuguese East Africa) acts as a port of entry and exit for much of the heavy traffic to and from the industrial area and the northern section of Transvaal province.

Marketing centres: Johannesburg (population) 1,225,000, Cape Town 850,000, Durban 720,000, Pretoria 450,000, Port Elizabeth 260,000, Germiston 230,000, Bloemfontein 160,000, Benoni 150,000, Springs 138,000, East London 114,000, Pietermaritzburg 120,000, Kimberley 86,000.

Economy: mainly primary; principal products—wool, maize, wattle, sugar, wheat, fruits, peanuts, hides and skins, timber, fisheries. A leading world producer of gold, diamonds, uranium and platinum.

Total South African imports: 1964—rands 1,526.2 million; 1963—rands 1,212.7 million.

Chief imports: (millions of rands) 1963—metals, metal manufactures, machinery and vehicles 568; fibres, yarns, textiles, and apparel 185; oils, waxes, resins, paints and varnishes 91; drugs, chemicals and fertilizers 63; foodstuffs 60; books, paper and stationery 47.

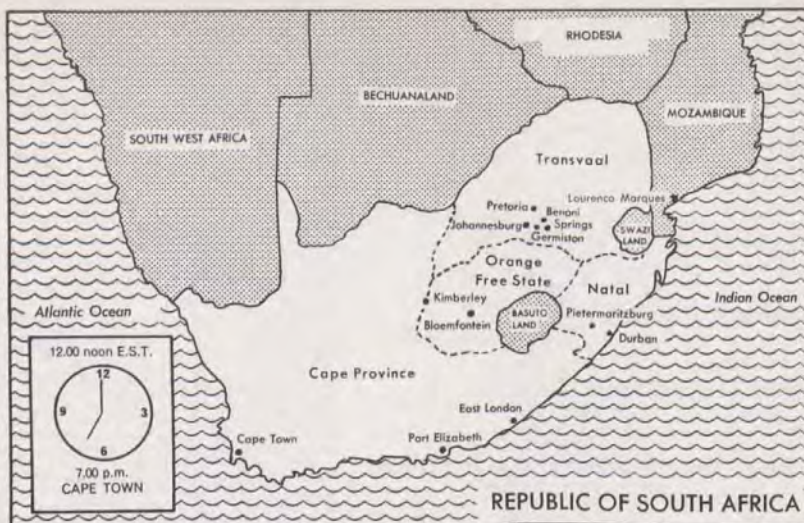
Chief suppliers: (per cent) 1963—Britain 28, United States 19, West Germany 10, Japan 5, Italy 3, Canada 3, (EEC 20, EFTA 35).

Value of imports from Canada: 1964—Can. \$69.2 million; 1963—Can. \$60.3 million.

Chief imports from Canada: (Can. \$ million) 1964—motor vehicles and parts 19.7; aluminum 8.7; wheat 8.3; newsprint paper 8.1; lumber, all types 4.5; plastic and synthetic rubber 2.0; sheet and strip steel 1.1; leather 1.0.

Total South African exports: (excluding gold) 1964—rands 1,079 million; 1963—rands 990 million. Gold production: 1964—rands 730 million; 1963—rands 686 million.

Chief exports: (millions of rands) 1963—foodstuffs 262; metals, metal manufactures, machinery and vehicles 222; animal, agricultural and pastoral products 193; minerals, earthenware and glassware 112.



Chief markets: (per cent) 1963—Britain 32; Rhodesia, Zambia and Malawi 8; United States 8; Japan 9; West Germany 5; Italy 5; Canada 2. (EEC 21; EFTA 32)

Value of Canadian purchases: 1964—Can. \$28.8 million; 1963—Can. \$31.5 million.

Chief Canadian purchases: (Can. \$ million) 1964—raw sugar 11.9, fresh and canned fruit 5.2, ferro-alloys 2.9, fluorspar 2.0, wood pulp 1.3, fruit juices and concentrates 1.2, brandy and wine 1.1.

Usual terms of payment: sight to 120 days.

Samples: enter free when of no commercial value; deposit required when of commercial value. Deposit is refunded on re-export within 12 months. No import permit required for bona fide samples furnished free of charge in reasonable quantities.

Visas: visa not required.

Inoculations: smallpox, yellow fever.*

Trade agreements: Canada-South Africa Preferential Agreement 1932 provides for preferences on a few items entering South Africa from Canada. Canada receives most-favoured-nation treatment on all other items. South Africa is a contracting party to GATT.

Documentation, customs tariffs, marking and labelling: commercial invoice, with certificate of value and origin, must be sent in triplicate on prescribed form to consignee. The usual bill of lading is used. Value for duty is f.o.b. cost of goods to importer; preferential duties on some items. Further details available from the Office of Trade Relations, Department of Trade and Commerce.

Correspondence: use airmail for all correspondence; letters 25 cents each half ounce.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or Canadian Government
Trade Commissioner
P.O. Box 715
Johannesburg

or Canadian Government
Trade Commissioner
P.O. Box 683
Cape Town

RUMANIA

Area: 91,738 square miles.

Population: 19,000,000.

Climate: temperate.

Language: Rumanian; Russian, French and English used commercially.

Currency: lei; official rate, 6 lei equal U.S. \$1.00; tourist rate, 18 lei equal U.S. \$1.00.

Foreign exchange and import regulations: import licence necessary; importing government agencies are responsible for securing own permit. Exchange permit required, but import licence automatically provides for allocation of necessary foreign exchange.

Weights and measures: metric system.

Capital: Bucharest (population) 1,370,000.

Chief ports: Constantza on the Black Sea; Galatzi and Braila on the Danube.

Marketing centres: Brasov, Timisoara, Ploesti, Oradea, Iassy, Cluj, Galatzi.

Economy: although historically agricultural, development of oil industry (with associated petrochemical products) as well as of steel and forest products industries creating a rapidly growing industrial base.

Total Rumanian imports: 1963—U.S. \$1,022 million; 1962—U.S. \$941 million.

Chief imports: equipment and materials for new complete industrial plants; machinery and equipment for existing plants; finished rolled metals; iron ore and other ores; cotton (unginned); agricultural machinery; telecommunications equipment; electric cables and conductors.

Chief suppliers: (per cent) 1962—U.S.S.R. 39.3, Czechoslovakia 9.4, West Germany 8.5, East Germany 5.9, Italy 5.0, Britain 4.7.

Value of imports from Canada: 1964—Can. \$539,646; 1963—Can. \$1.3 million.

Chief imports from Canada: (Can. \$'000) 1964—baby chicks 195, nickel 179, textile rags 93.

Total Rumanian exports: 1963—U.S. \$915 million; 1962—U.S. \$818 million.

Chief exports: mineral oil and related products, corn, fruits and vegetables (fresh and preserved), machinery



and equipment for petroleum industry, agricultural equipment, other industrial machinery and equipment, chemicals, textile clothing.

Chief markets: (per cent) 1962—U.S.S.R. 42.0, Czechoslovakia 7.1, West Germany 6.3, East Germany 5.7, Poland 4.9, Hungary 4.7, Italy 3.8.

Value of Canadian purchases: 1964—Can. \$81,541; 1963—Can. \$123,734.

Chief Canadian purchases: (Can. \$'000) 1964—walnuts 37, footwear 25.

Prices: preferably quote in U.S. dollars; alternatively Canadian dollars or pounds sterling, both f.o.b. and c.i.f.

Usual terms of payment: confirmed letter of credit for consumer products; to an increasing degree negotiated credit terms for capital equipment.

Samples: admitted free of duty if not of commercial value.

Visa: visa is required. **Inoculations:** none.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or

Minister-Counsellor
(Commercial)
Canadian Embassy
P.O. Box 190
Vienna 1/8, Austria

SAUDI ARABIA

Area: 927,000 square miles, mainly desert.

Population: 7.5 million.

Climate: coastal area—summer hot and humid, winter humid but lower temperatures, inland air drier and more invigorating.

Language: Arabic official language; English understood.

Currency: rial (20 qirsh), valued at the rate of 4.50 rials per United States dollar.

Weights and measures: metric system.

Electric supply: 60 cycles, single and three phase—Dhahran 120/208 volts, Jeddah 120/240 (single phase only) and 120/208, Medina 120/208, Riyadh 120/208; 50 cycles, single and three phase—Hofuf 230/415 and 120/240 volts, Mecca 230/415, Taif 230/415. Frequency not stable in Jeddah, Medina and Riyadh.

Capitals: Mecca, capital of Hejaz on the Red Sea side of the Kingdom, and Riyadh, capital of Nejd.

Chief ports: on the Red Sea—Jeddah the port for Mecca, Yanbu the port for Medina; on the Persian Gulf—Dammam and Ras Tanura.

Marketing centres: Riyadh (population) 350,000, Mecca 250,000, Jeddah 200,000, Medina 72,000, Taif 54,000, Dammam 40,000, Al Khobar 35,000, Ras Tanura 30,000, Dhahran 5,000.

Economy: based almost entirely on oil (1964 crude production 85 million tons; 1963—80 million tons). Agriculture possible only in small irrigated areas; principal crops are dates, sorghum grain and some wheat. Industry confined to cement and gypsum.

Total Saudi Arabian imports: 1963-64 (9 months)—U.S. \$232 million; 1962-63—U.S. \$308 million.

Chief imports: motor vehicles, machinery, radios and household appliances, foodstuffs, textiles, furniture, chemicals, drugs, lumber, building materials.

Chief suppliers: United States, Britain, Japan, West Germany, Netherlands, Italy, India.

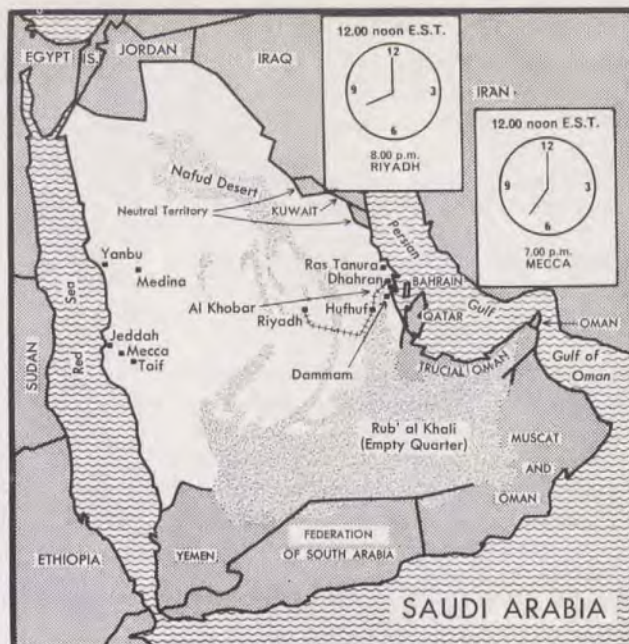
Value of imports from Canada: 1964—Can. \$3.1 million; 1963—Can. \$3.5 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat 1,557; motor vehicles and parts 619; television sets 217; radio, TV equipment and parts 211; iron and steel pipes and tubes 130.

Total Saudi Arabian exports: 1962-63—U.S. \$1 billion.

Chief exports: 99 per cent crude oil.

Chief markets: (per cent) 1963—Asia and Australia 40, Europe 36, North America 10, South America 10.



Value of Canadian purchases: 1964—Can. \$18.553 million; 1963—Can. \$50.290 million.

Chief Canadian purchase: 1964—crude petroleum Can. \$ 18.546 million.

Import and exchange regulations: all goods may be imported freely, with the exception of a few items which are prohibited from all countries. Shipments on Israeli ships or ships calling at Israeli ports are not acceptable. Imports of pharmaceuticals require a certificate from the Department of Health or equivalent agency in the exporting country. Cereals, meat, milk, spices, vegetable oils and certain drugs are only goods granted an import subsidy and they must be imported under letter of credit. No exchange restrictions.

Trade agreements: one column tariff, rates of duty apply equally to imports from all countries. Canadian imports from Saudi Arabia are subject to the rates in the General Tariff schedule.

Prices: quote c.i.f.

Samples: free of duty if for merchandise display but not for sale; those of commercial value and saleable require deposit on import which is refunded on export.

Correspondence: airmail only; letters 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market, write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Commercial Counsellor
Canadian Embassy
P.O. Box 2300
Beirut, Lebanon

SENEGAL

Area: 77,452 square miles. In the south, the coastal areas are frequently marshy, but the country as a whole is flat, with sandy soil. The Desert du Ferlo is the major feature of the central interior.

Population: 3,250,000 (1963).

Climate: hot (95 degrees F) and humid from July to October; cooler (80 degrees F) and breezy from November to June.

Languages: French, Wolof, and Poular; the main commercial language is French, but much trade is conducted in Wolof.

Administration: the country is divided into seven regions with a local governor in charge; the regions are subdivided into 27 departments, which are again subdivided into 85 districts.

Currency: CFA franc of 100 centimes; CFA franc 1 = French franc .02 or Can. \$0.0044.

Electric power: Dakar station generates 61,000 kw.; St. Louis and Kaolack have units putting out 1,200 kw. each. All generators are of the oil-fired steam type.

Capital: Dakar.

Marketing centres: Dakar (population) 440,000, St. Louis 49,000, Thies 70,000, Rufisque 50,000, Kaolack 70,000, Ziguinchor 35,000.

Chief ports: Dakar, Kaolack, Ziguinchor.

Transportation: railway is government-owned and uses diesel engines. Of the 17 airports, the Yoff International Airport near Dakar is the largest, and is equipped to handle inter-continental jets.

Economy: primarily agricultural (peanuts and their derivatives), with some mining (aluminum phosphate, titanium) and secondary industry (cement). Crops include rice, manioc, potatoes and sweet potatoes, corn, fruit and vegetables, and millet. Tuna is the principal fish export.

Total Senegalese imports: 1964—Can. \$186 million.

Chief imports: (per cent) 1964—consumer goods (about three-fifths of which are foodstuffs) 67; raw materials for processing 15; machinery and equipment 13; petroleum products 5.

Chief suppliers: (per cent) 1964—France 60, other franc zone 12, EEC (except France) 11, dollar area 7, sterling area 6.

Value of imports from Canada: 1964—none.

Total Senegalese exports: 1964—Can. \$132 million.

Chief exports: (per cent) 1964—groundnuts, groundnut oil and cake 79, phosphate 8, canned fish 4.

Chief markets: (per cent) 1964—France 80, other franc zone 4, EEC (except France) 4, sterling area 5, dollar area 2.



Value of Canadian purchases: 1964—none.

Foreign exchange: automatically available with import licence which must be deposited with a recognized bank and requires the visa of the Exchange Office.

Visas: all nationals other than French require passports with visas and certificates of smallpox vaccination (not less than eight days or more than three years old) and yellow fever inoculation (ten days or three years).

Samples: catalogues and manufactured articles without immediate commercial value enter duty-free. If samples can be consumed—that is, used in the way intended by commercial shipments in quantity—duties must be paid.

Prices: c.i.f. Dakar, preferably in CFA or French francs.

Terms of payment: irrevocable letter of credit or cash against documents.

Trade agreements: Franco-Canadian Trade Agreement of 1933; GATT; Associated Overseas Country of the EEC; member of the Union Douaniere.

Correspondence: airmail essential; letters 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Chief, European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR

Commercial Secretary
Office of the High Commissioner for Canada
P.O. Box 851
Lagos, Nigeria

SOUTH VIETNAM

Area: approximately 66,000 square miles.

Population: approximately 17 million.

Climate: tropical, wet May to October, dry November to April. Most pleasant months for visiting, November to March.

Language: Vietnamese; business language French; some English spoken.

Currency: piastre (VN\$); official rate VN \$35 = U.S. \$1.00.

Weights and measures: metric system.

Electric supply: 50 cycles; single and three phase, 120/208 volts in Saigon/Cholon, Balat and Nha Trang, 127/220 in Tourane and Hué. Frequently unstable; neutral wire of the secondary distribution system is grounded. Electric utility system to be standardized at 3 phase 220/380 volts, 4-wires wye., but it will be several years before all of the system is changed over.

Capital: Saigon.

Chief ports: Saigon (45 miles up Saigon River), Tourane, Nha Trang, Qui Nhon.

Marketing centres: twin cities of Saigon-Cholon (combined population two million) most important; Hué, Tourane, Nha Trang, Dalat.

Economy: traditionally based on rice and rubber. Civil war has caused serious disruption in production and trade. Today export earnings meet the cost of only a small part of total imports. Majority of imports paid for with U.S. funds. Development and diversification of agriculture has led to new exports such as tea, kenaf, fish and vegetables. New industries include textiles, plastics, glass, cement, paper, newsprint and tires.

Total Vietnamese imports: 1963—U.S. \$286 million; 1962—U.S. \$263.9 million.

Chief imports: textile fabrics, chemicals and allied products, machinery, metals, minerals, yarn and thread, pharmaceutical products.

Chief suppliers: (per cent) 1963—United States 37, Taiwan 13, France 11, Japan 10.

Value of imports from Canada: 1964—Can. \$726,297; 1963—Can. \$249,894.

Chief imports from Canada: (Can. \$'000) 1964—prefab buildings, structures and parts 543; wheat flour 87; refrigerators, freezers, air-conditioning equipment and parts 15.

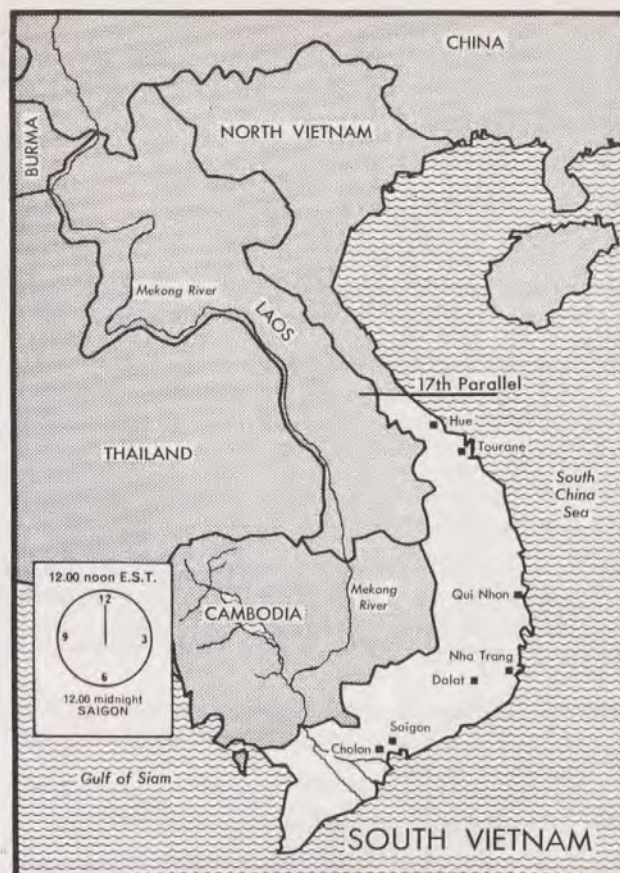
Total Vietnamese exports: 1963—U.S. \$76.7 million; 1962—U.S. \$55.5 million.

Chief exports: rice and rubber (90 per cent).

Chief markets: (per cent) 1963—France 24, Singapore 10, Philippines 9, Hong Kong 9, Germany 9.

Value of Canadian purchases: 1964—Can. \$4,436; 1963—Can. \$1,221.

Canadian purchases: 1964—live animals \$2,505.



Foreign exchange: the unofficial but effective commercial exchange rate is VN \$60 = U.S. \$1.00 achieved through a surtax on imports and subsidy on exports. In addition, tourists and travellers may change foreign currency at official money changers at the special rate of VN \$73 = U.S. \$1.00.

Samples: if of no great commercial value, admitted free of duty.

Payment terms: under present regulations all imports have to be paid for by irrevocable letter of credit. Imports financed by United States aid are invariably paid for in U.S. dollars. Payment from Vietnam's own resources dependent on availability and is made whenever possible in currency of supplying country.

Correspondence: airmail essential; letters 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market, write to:

Chief, Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR

Senior Canadian Government
Trade Commissioner
P.O. Box 126
Hong Kong

SPAIN

Area: 195,000 square miles.

Population: 31,800,000.

Climate: cool and wet in north; dry in large central plateau surrounding Madrid, sub-tropical on Mediterranean.

Language: Spanish. Sales literature in Spanish.

Currency: peseta; one peseta equals Can. \$0.01804 (May 1965).

Foreign exchange and import controls: great progress is being made towards liberalization. Goods not on liberalized list are subject to import controls such as global quotas, etc.

Weights and measures: metric system.

Capital: Madrid; altitude 2,150 feet; dry, hot summers.

Chief ports: on Mediterranean—Barcelona, Tarragona, Valencia, Castellón de la Plana, Alicante and Malaga. On Atlantic—Bilbao, Santander, Corunna, Vigo, Cadiz and Huelva.

Marketing centres: Madrid (population) 2,500,000, Barcelona 1,660,500, Valencia 558,000, Seville 522,000, Malaga 317,000, Bilbao 338,000, Santander 125,000, Corunna 181,000, Vigo 160,500, Cadiz 126,000.

Banking: Bank of Montreal, Assistant General Manager's Office, 10, Place Vendôme, 1er, Paris, France.

Economy: mainly dependent on agriculture, forestry, fishing, mining, wine and cork production.

Total Spanish imports: 1963—Can. \$2,132 million; 1962—Can. \$1,712 million.

Chief imports: (per cent) 1963—machinery, apparatus and parts 22.0; minerals 15.7; metals and manufactures 9.5; vegetable products 8.0; chemicals 7.5; foodstuffs, beverages and tobacco 6.5; textiles 4.4; fats and oils 4.2.

Chief suppliers: (per cent) 1963—EEC 33.5, United States 16.3, Britain 8.4, Saudi Arabia 6.2.

Value of imports from Canada: 1964—Can. \$21.2 million; 1963—Can. \$20.5 million.

Chief imports from Canada: (Can. \$'000) 1964—asbestos milled fibres-3,699, aluminum 3,410, flaxseed 1,859, copper 1,191, salted cod 1,080, synthetic rubber 837, pulpwood 799.

Total Spanish exports: 1963—Can. \$802 million; 1960—Can. \$803 million.

Chief exports: (per cent) 1963—vegetable products, foodstuffs, beverages, tobacco, etc. 43.1; minerals 9.5; textiles 6.9; fats and oils 6.6; metals and manufactures 5.8; chemicals 4.9.

Chief markets: (per cent) 1963—EEC 37.7, EFTA 26.7, U.S. 10.7, Communist Bloc 5.0, Africa 3.8.



Value of Canadian purchases: 1964—Can. \$11.7 million; 1963—Can. \$8.5 million.

Chief Canadian purchases: (Can. \$ million) 1964—olives 2.1; almonds 1.3; fruits, vegetables, juices 1.3; cork .719; olive oil .539; spices .466; wine .408; mercury .408.

Prices: quotations can be submitted in either U.S. or Canadian dollars but should be c.i.f.

Usual terms of payment: sight, 30, 60 or 90 days. If at sight, the drawee must pay the bill on presentation or make a guarantee deposit with a bank to cover the necessary foreign currency.

Samples: if samples of commercial value are sent through the mail from a member of GATT, no import licence is required, but samples are dutiable. When carried by a traveller, samples are dutiable but duty is refundable on samples taken out within one year.

Visa: no visa required. **Inoculations:** smallpox.

Trade agreements: most-favoured-nation agreement with Canada. Bilateral agreements with many European countries.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail; letters 15 cents per half ounce.

For detailed information on this market write:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Counsellor
Canadian Embassy
Apartado 117
Madrid, Spain
(by airmail)

SUDAN

Area: 967,500 square miles.

Population: approximately 12 million.

Climate: little or no rain from Egyptian border to just north of Khartoum; medium rainfall in central section in summer only; abundant rainfall in south has created thousands of square miles of swamp.

Language: Arabic; English, the second language, is spoken widely.

Currency: Sudanese pound; one pound = 100 piastres or 1,000 milliemes = U.S. \$2.88.

Weights and measures: metric system; British measures understood.

Capital: Khartoum, population 124,000.

Chief ports: Port Sudan.

Marketing centres: Khartoum, Omdurman, Khartoum North (combined population 350,000), Port Sudan (48,000).

Economy: agricultural—cotton (leading cash crop), gum arabic (Sudan is chief world source), senna leaves, groundnuts, dates, hides and skins, mahogany, dom nuts (vegetable ivory), chillies, melon seed, beans, maize, mother-of-pearl shell, dura (sorghum vulgare, the staple food of Sudan).

Total Sudanese imports: 1963—S£99.2 million; 1962—S£76.5 million.

Chief imports: (Sudanese £ million) 1963—machinery, transport equipment 26.9; textiles 15.6; petroleum products 6.7; coffee and tea 5.2.

Chief suppliers: (Sudanese £ million) 1963—Britain 26.7, West Germany 7.2, India 6.0, Italy 5.6, United States 5.2, U.S.S.R. 4.3, U.A.R. 3.1.

Value of imports from Canada: 1964—Can. \$113,487; 1963—Can. \$172,867.

Chief imports from Canada: (Can. \$'000) 1964—plastic and synthetic rubber 37, agricultural machinery and parts 29, general purpose machinery and parts 10.

Total Sudanese exports: 1963—S£79.0 million; 1962—S£68.9 million.

Chief exports: (Sudanese £ million) 1963—cotton 45.9, groundnuts 6.4, sesame 6.4, gum arabic 5.5, cottonseed 3.8, livestock and products 1.0.

Chief markets: (Sudanese £ million) 1963—Britain 9.9, West Germany 8.5, Italy 7.9, India 6.5, U.S.S.R. 5.3, U.A.R. 2.9, United States 2.8.



Value of Canadian purchases: 1964—Can. \$113,191; 1963—Can. \$148,385.

Chief Canadian purchases: 1964—amber and arabic gums, Can. \$111,902.

Dollar exchange: foreign exchange reserves have permitted extensive liberalization of imports. Imports considered of a priority nature including capital goods, spare parts, and raw materials, may be imported freely under Open General Licence. Exchange authorizations embodied in import licences.

Samples: dutiable if of commercial value; duty refunded if goods exported within six months.

Visas: required.

Correspondence: airmail only; letters 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market, write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or

Commercial Counsellor
Canadian Embassy
Kasr el Doubara Post Office
Garden City
Cairo, United Arab Republic

SURINAM

Area: approximately 55,000 square miles.

Population: approximately 320,000 (including Bush Negroes and Amerindians).

Climate: tropical and moist, lying 2 to 6 degrees north of the equator.

Language: official language is Dutch; however, English is spoken and written by the business community.

Currency: Surinam florin or guilder of 100 cents. Official rate, one florin = Can. \$0.57.

Foreign exchange and import controls: an import licence is required except for certain goods paid for by a confirmed bank credit against documents valid for a term not greater than six months, or by documentary drafts to be collected through a bank with a term not greater than 90 days. No exchange permit is required because the import licence carries the right to foreign exchange.

Weights and measures: metric system.

Capital and chief port: Paramaribo; population 120,000, almost half that of Surinam.

Political status: internal autonomy within the Kingdom of the Netherlands.

Economy: mining (chiefly bauxite); agriculture (chiefly rice, some sugar) and forestry.

Total Surinam imports: 1963—Can. \$62.8 million (c.i.f.); 1962—Can. \$58.7 million.

Chief imports: (Can. \$ million, c.i.f.) 1963—raw materials for industry 23.1; capital equipment, including mining machinery 8.3; foodstuffs 5.8; fuels and lubricants 5.3; transport equipment and vehicles 4.2; household furniture and lighting commodities 3.

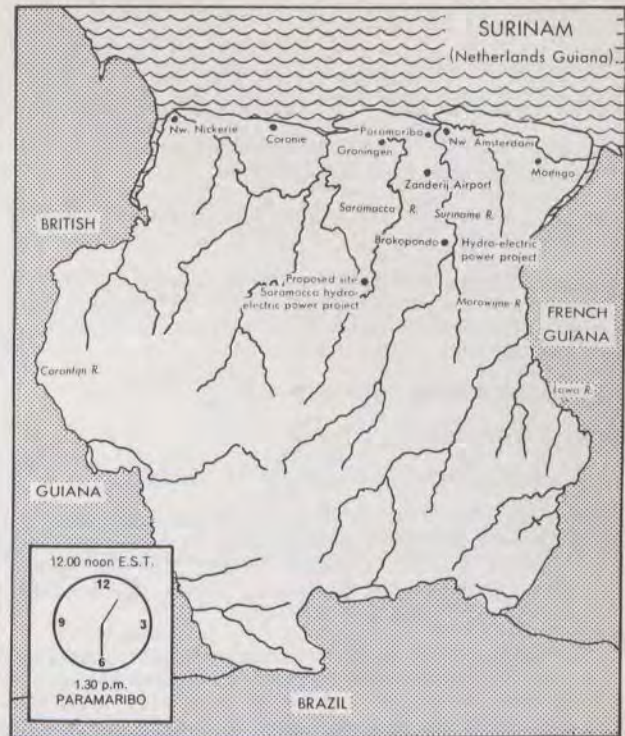
Chief suppliers: (Can. \$ million) 1963—United States 20.8, Netherlands 17.9, Trinidad and Tobago 5.0, Britain 4.1, Germany 3.5, Asian countries 3.2.

Value of imports from Canada: 1964—Can. \$1.6 million; 1963—Can. \$1.0 million.

Chief imports from Canada: (Can. \$'000) 1964—power boilers, equipment and parts 619; fish, salted, pickled, canned 238; wheat flour 168.

Total Surinam exports: 1962—Can. \$45.0 million (f.o.b.); 1961—Can. \$44.0 million.

Chief exports: (per cent) 1962—bauxite 79, forest products and semi-manufactured articles 11, agricultural products 9.



Chief markets: (Can. \$ million, f.o.b.) 1962—United States 34.6, Netherlands 3, Canada 2.2, Germany 2, Caribbean 1.6.

Value of Canadian purchases: 1964—Can. \$7.0 million; 1963—Can. \$6.2 million.

Chief Canadian purchases: (Can. \$ million) 1964—bauxite 6.5, hardwood plywood .307.

Prices: quote in U.S. dollars, c.i.f. or f.o.b.

Usual terms of payment: sight draft, documents against payment.

Visas: visa is not required.

Inoculations: smallpox.

Correspondence: all correspondence should be by airmail; rate, 10 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Commercial Secretary
P.O. Box 1246
Port-of-Spain
Trinidad, W.I.

SWEDEN

Area: 173,624 square miles.

Population: 7,650,000.

Climate: moderate, with short summers, long winters.

Language: Swedish; English and German are main foreign languages used in business circles.

Currency: krona; one krona (Sw. Kr.) equals Can. \$0.2094 (May 1965).

Foreign exchange and import controls: foreign exchange is provided automatically for goods on the liberalized list. Only automobiles and certain agricultural products are subject to import licences.

Weights and measures: metric system.

Capital: Stockholm.

Chief ports: Göteborg, Stockholm and Malmö.

Marketing centres: Greater Stockholm (population) 1,000,000, Göteborg 420,000, Malmö 250,000, Norrköping 93,000, Västerås 85,000, Uppsala 84,000, Örebro 80,000, Hälsingborg 78,000, Linköping 70,000, Borås 69,000, Eskilstuna 62,000, Gävle 59,000.

Economy: forests, iron ore and waterpower are principal basic resources. Manufacturers of capital goods have invested heavily in new plants since 1945, most substantially in the pulp and paper, engineering and mining industries. Consumer industries have also increased output but their relative share of total production is declining.

Total Swedish imports: 1964—U.S. \$3,873 million; 1963—U.S. \$3,408 million. (c.i.f.)

Chief imports: (U.S. \$ million) 1964—machinery and equipment 708, fuel 487, textiles and clothing 451, food 416, transport equipment 391, chemicals 300, iron and steel 207, non-edible raw materials, except textiles and fuels 265.

Chief suppliers: (per cent) 1964—West Germany 21.5, Britain 14.9, United States 10.1, Denmark 6.2, Netherlands 5.7, East Europe 4.9, Canada 0.9.

Value of imports from Canada: 1964—Can. \$29.9 million; 1963—Can. \$20.9 million.

Chief imports from Canada: (Can. \$ million) 1964—copper 4.8; aluminum 3.5; motor vehicles and parts 3.4; gasoline 2.3; copper refinery shapes 1.5; plastic and synthetic rubber .984; office equipment and parts .864; sheet and strip steel .823.

Total Swedish exports: 1964—U.S. \$3,690 million; 1963—U.S. \$3,217 million. (f.o.b.).

Chief exports: (U.S. \$ million) 1964—machinery and equipment 800, pulp 423, paper 372, timber 278, iron and steel 299, ores 237, ships 231, motor vehicles 220.

Chief markets: (per cent) 1964—West Germany 14.3, Britain 13.9, Norway 10.7, Denmark 8.6, United States 5.4, East Europe 4.6, Canada 0.9.

Value of Canadian purchases: 1964—Can. \$38.9 million; 1963—Can. \$33.4 million.

Chief Canadian purchases: (Can. \$ million) 1964—machinery and parts 8.9, iron and steel and its products 5.7, motor vehicles and parts 4.1, ball and roller bearings 2.9, fur



skins 2.6, parts for ships and boats 1.6, office machines and parts 1.4.

Prices: quotations c.i.f. krona or U.S. dollars preferred.

Usual credit terms: sight, 30, 60, 90 or 180 days.

Samples: samples of no commercial value are duty-free; duty paid on other samples is refunded on re-export within six months, provided that certain formalities are observed when the samples enter the country.

Visas: no visa is required. **Inoculations:** none.

Trade agreements: most-favoured-nation agreement with Canada.

Import controls, documentation, customs tariffs, marking and labelling: consult the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.

Correspondence: preferably airmail; letters 15 cents per half ounce.

For detailed information on this market write to:

Chief, European Division
International Trade Relations Branch
Department of Trade and Commerce
Ottawa

or
Commercial Counsellor
Canadian Embassy
P.O. Box 14042
Stockholm, Sweden

SWITZERLAND

Area: 15,944 square miles.

Population: 5,717,800 (1964).

Climate: temperate, except southern portion of the Canton of Ticino, which is Mediterranean.

Languages: German, French, Italian, Romansh; first two most important; latter used only in one small region.

Currency: Swiss franc; one SFr. = Can. \$0.2486 (May 1965).

Foreign exchange and import controls: foreign exchange is freely available. Import licences required only for a few agricultural products and a limited number of industrial items.

Weights and measures: metric system.

Capital: Berne, altitude 1,788 feet.

Chief port: Basel, at head of the Rhine navigation system.

Marketing centres: Zürich (population) 443,900, Basel 213,700, Geneva 177,600, Berne 170,000, Lausanne 134,000, Winterthur 87,000, St. Gallen 78,700, Lucerne 73,300, Lugano 21,200.

Banking: Bank of Montreal, European Representative, Königallee 6, Düsseldorf, Federal Republic of Germany.

Economy: highly industrialized and heavily dependent on exports of certain goods. Agriculture is important, as are banking, insurance, commerce, the tourist trade, transportation, communications. The economy is based on private enterprise with a minimum of government controls.

Total Swiss imports: 1964—SFr. 15,541 million; 1963—SFr. 13,989 million.

Chief imports: (millions of SFr.) 1964—machinery 1,739, iron and steel 1,215, automobiles 1,205, coal and fuel oil 1,005, electrical apparatus 691, chemical products 483, precious metals and jewellery 469, fresh fruit 331, meat 301.

Chief suppliers: (per cent) 1964—West Germany 30.3, France 14.9, Italy 9.8, United States 8.7, Britain 7.2.

Value of imports from Canada: 1964—Can. \$28.5 million; 1963—Can. \$27.2 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 8.9; copper 4.8; fur goods, apparel 2.3; furs, undressed 1.5; asbestos 1.0; office machines and parts .935.

Total Swiss exports: 1964—SFr. 11,463 million; 1963—SFr. 10,442 million.

Chief exports: (millions of SFr.) 1964—machinery 2,604; chemical products and dyes 1,552; watches 1,499;

electro-technical apparatus 637; pharmaceuticals 498; instruments 489; precious metals, jewellery, pearls 381; yarn 264; cotton 212; cheese 210.

Chief markets: (per cent) 1964—West Germany 16.3, United States 9.0, Italy 8.8, France 8.7, Britain 6.8, Austria 3.9.

Value of Canadian purchases: 1964—Can. \$36.9 million; 1963—Can. \$32.5 million.

Chief Canadian purchases: (Can. \$ million) 1964—watches, clocks and parts 6.6; chemicals and chemical products 5.5; medicinal and pharmaceutical products 4.6; machinery and parts 3.7; textiles 2.4; scientific instruments and parts 1.4; electrical apparatus and parts 1.4; cheese 1.3.

Communications: fast and frequent rail service between all principal cities. A large number of international airlines land at both Geneva and Zürich. A Canadian airline provides direct service from Canada to Zürich, and both Canadian overseas airlines have offices in Zürich and Geneva.

Prices: quote United States dollars, Canadian dollars, or Swiss francs, c.i.f. or c. & f. Rotterdam/Antwerp.

Usual credit terms: terms are arranged for varying periods.

Samples: dutiable if wholesale value abroad exceeds SFr. 5.

Visas: no visa is required. **Inoculations:** none.

Trade agreements: most-favoured-nation agreement with Canada.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR
Commercial Counsellor
Canadian Embassy
Kirchenfeldstrasse 88,
Berne, Switzerland



SYRIA

Area: 72,000 square miles.

Population: 5,000,000.

Climate: temperate and dry; summer warm and winter relatively mild.

Language: Arabic. French spoken by the business community and English to a small extent.

Currency: Syrian pound = 100 piastres. Can. \$1 = S£3.54 free market rate (May 1965). The free exchange rate for customs purposes is adjusted every six months.

Foreign exchange and import controls: imports are subject to licence. Foreign exchange is strictly controlled by the Central Bank. All banks, insurance companies and major industries have been nationalized; import of some 30 essential products is now a government monopoly.

Weights and measures: metric system.

Capital: Damascus.

Chief ports: Lattakia, Banias (terminal of oil pipeline from Iraq).

Marketing centres: Damascus (population) 500,000, Aleppo 500,000, Homs 160,000, Hama 180,000, Lattakia 110,000.

Economy: estimated gross national product—U.S. \$825 million. Estimated per capita income—U.S. \$160.00. Based mainly on agriculture (wheat, barley, cotton). Main industries are spinning and weaving, cotton ginning, manufacture of cement, sugar, vegetable oils, glassware, and handicrafts, and a petroleum refinery.

Total Syrian imports: 1964—U.S. \$235 million; 1963—U.S. \$245 million.

Chief imports: (per cent) 1964—petroleum products 11, machinery 7.5, iron and steel 7, sugar 7, electric equipment 6, fruits 5, automobiles and tractors 4, pharmaceuticals 4, textiles 3, wool 3, lumber 2.5.

Chief suppliers: (per cent) 1963—West Germany 13, Britain 10, United States 7, France 6, Italy 5, Iraq 5, Japan 5.

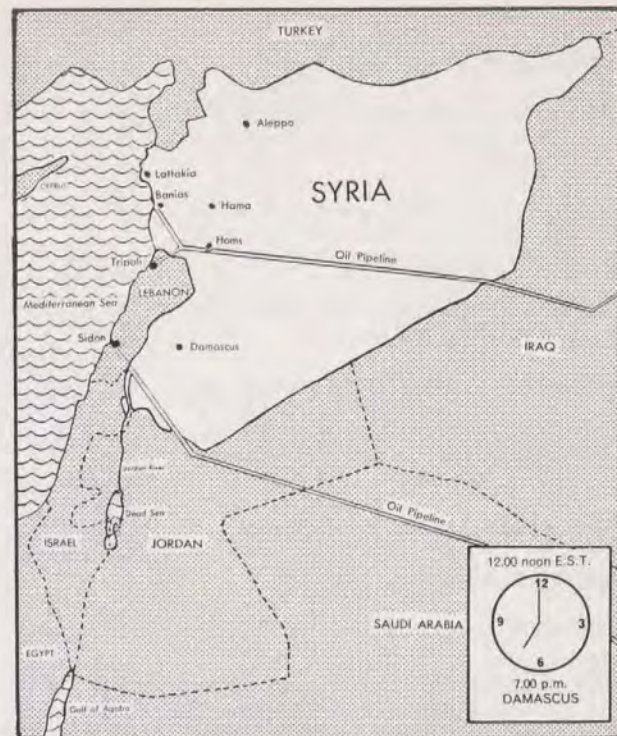
Value of imports from Canada: 1964—Can. \$386,895; 1963—Can. \$712,955.

Chief imports from Canada: (Can. \$'000) 1964—textile rags 88, sheet and strip steel 66, lumber 52, motor vehicles and parts 43.

Total Syrian exports: 1964—U.S. \$176 million; 1963—U.S. \$188 million.

Chief exports: (per cent) 1964—cotton 63, cereals 20, live animals 6, tobacco 3, vegetable oils 1.

Chief markets: (per cent) 1963—Lebanon 15, Communist China 10, France 9, U.S.S.R. 7, Rumania 6, Jordan 5.



Value of Canadian purchases: 1964—Can. \$492,269; 1963—Can. \$361,862.

Chief Canadian purchases: (Can. \$'000) 1964—cotton 440, wool 37.

Transit trade: 1961—crude oil: 33 million tons from Iraq, 16 million tons from Saudi Arabia.

Dollar exchange: available at the free market rates but remains under control of Central Bank's Exchange Office.

Prices: quote c.i.f. Lattakia in U.S. dollars.

Usual terms of payment: 90 to 180 days.

Samples: free if of no commercial value; subject to import duties if of any commercial value.

Visas: visa is required. **Inoculations:** typhoid, smallpox.

Trade agreements: most-favoured-nation treatment accorded to Syria by Canada under Order in Council of November 19, 1946, as long as Syria accords Canada the same treatment.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 25 cents per half ounce.

For detailed information on this market write to:

Chief, Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ont., Canada

OR

Commercial Counsellor
Canadian Embassy
P.O. Box 2300
Beirut, Lebanon

TAIWAN

Area: 13,886 square miles (Taiwan and outlying islands).

Population: approximately 12.1 million.

Climate: semi-tropical with cool winters.

Language: business community uses Chinese (Mandarin) and English.

Currency: new Taiwan dollar; N.T. \$40.00 = U.S. \$1.00.

Weights and measures: metric system.

Electric supply: 60 cycles; single and three phase 100/200 volts; single phase 200 volt two-wire service also available.

Capital: Taipei.

Chief ports: Keelung in the north, Kaohsiung in the south.

Marketing centres: Taipei (population 1,100,000), Taichung (central Taiwan), Tainan (in the south), Kaohsiung and Keelung.

Economy: agriculture 28.5 per cent net domestic product—sugar, rice, sweet potatoes, pineapples, bananas, peanuts, fish. Industry 29.2 per cent net domestic product—chemicals, plywood, textiles, fibres, cement and aluminum. The Government is actively encouraging foreign investment in new industry.

Total Taiwan imports: 1963—U.S. \$260.7 million (not including U.S. aid \$76.1 million); 1962—U.S. \$246.5 million (not including U.S. aid \$80 million).

Chief imports: (per cent) 1963—machinery and tools 14.6; ores, metals and manufactures 12.6; wheat, flour and cereals 8.7; raw cotton 7.9; beans and peas 6.1; crude oil and fuel oil 6.1; vehicles, vessels and parts 5.4; chemical fertilizers 4.6; logs, lumber and wood manufactures 3.7; chemicals 3.5.

Chief suppliers: (per cent) 1963—United States 41.6, Japan 29.7, Iraq 6.3, Philippines 3.1, Canada 1.

Value of imports from Canada: 1964—Can. \$6.2 million; 1963—Can. \$3.8 million.

Chief imports from Canada: (Can. \$'000) 1964—sulphur 1,591; fertilizers 1,045; wheat 752; aircraft, engines, assemblies and parts 675; metals and minerals 475; rapeseed 474.

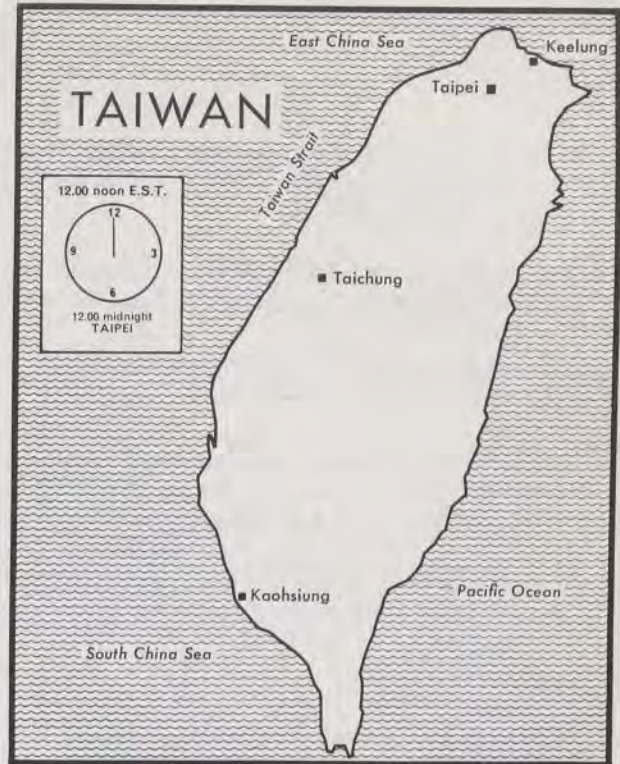
Total Taiwan exports: 1963—U.S. \$357.5 million; 1962—U.S. \$238.6 million.

Chief exports: (per cent) 1963—sugar 29.6, textile products 12.4, lumber and timber 7.8; rice 6.5; ores, metals and machinery 6.2; chemicals 5.4; cement and building materials 4.8; canned mushrooms 4.5; canned pineapples 3.2; bananas 2.4.

Chief export markets: (per cent) 1963—Japan 31.7, United States 16.3, Vietnam 9.6, Hong Kong 8.8, Korea 4.7, West Germany 4.1, Thailand 3.4, Singapore 3.3.

Value of Canadian purchases: 1964—Can. \$9.0 million; 1963—Can. \$5.9 million.

Chief Canadian purchases: (Can. \$ million) 1964—hardwood plywood 3.9, wearing apparel 2.6, footwear .555, canned mushrooms .492, sodium glutamate .459.



Foreign exchange: currency controls in force. Major part of imports handled by government buying agencies. Commercial imports limited by ability of importer to obtain a foreign exchange certificate. These are earned by exporters who can use the certificates themselves or sell them on the open market. Imports classified according to essentiality; generally, consumer goods given low priority, raw materials and capital goods high priority.

Prices: should be quoted in U.S. dollars, c. & f. Keelung or Kaohsiung.

Samples: samples not for sale and valued at not more than U.S. \$25 may be imported without duty.

Trade agreements: Taiwan has trade agreements with the United States, Japan and several other Asian and European countries. However, the Taiwan customs tariff has only one schedule and imports from all countries are subject to the same tariffs. Canada extends most-favoured-nation rates to Taiwan.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa, or Customs Administration, Ministry of Finance, 48 Chengchow Road, Taipei, Taiwan, Republic of China.

Correspondence: airmail essential; letters 25 cents per half ounce (seamail takes six to eight weeks).

For detailed information on this market write to:

Chief, Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Consul General and Trade
Commissioner
Canadian Consulate General
Post Office Box 1825
Manila, Philippines

TANZANIA

Area: 363,508 square miles.

Population: 10,330,000 (1964).

Climate: low coastal areas are warm and humid, but the plateau and mountain slopes range from hot to dry to cool and temperate.

Language: English is the language of business; Swahili is the national language and is universally understood.

Currency: East African (E.A.) shilling; tied to pound sterling; £1 = Can. \$3.0325 (April 1965).

Foreign exchange and import controls: import licence not necessary except for certain primary products and munitions items. Exchange permit not required.

Weights and measures: imperial and metric systems are both legal, but the imperial system is preferred.

Capital: Dar es Salaam.

Chief ports: Dar es Salaam, Tanga, Mtwara, Zanzibar.

Marketing centres: Dar es Salaam (population) 181,000, Zanzibar 58,000, Tanga 57,000, Mwanza 34,000, Tabora 17,000.

Economy: primarily an agricultural country; the chief crops are sisal, coffee and cotton. Mineral products (diamonds and gold) are also of considerable importance.

Total Tanzanian imports: 1964—£43.9 million; 1963—£40.4 million.

Chief imports: (per cent) 1963—manufactures, including textiles and clothing 40; machinery and transport equipment 18; mineral fuels 8; food 4.

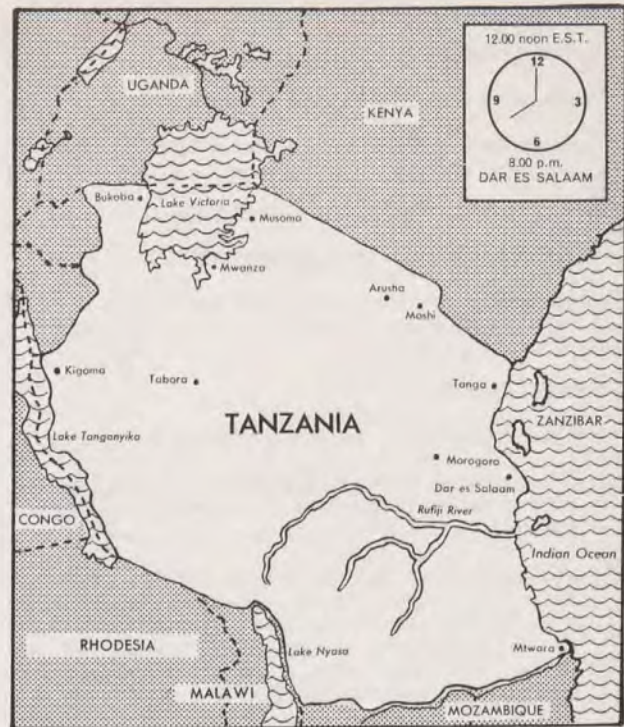
Chief suppliers: (per cent) 1963—Britain 32.2, Japan 10, India 8.

Value of imports from Canada: 1964—Can. \$191,625; 1963—Can. \$377,169 (figures for Tanganyika only).

Chief imports from Canada: (Can. \$'000) 1964—newsprint paper 75, wrapping paper 38, mining, oil, gas machinery and parts 18, wheat flour 15.

Total Tanzanian exports: 1964—£71.4 million; 1963—£65.1 million.

Chief exports: (per cent) 1964—sisal 31.2, coffee 15.8, cotton 14, diamonds 9.7.



Chief markets: (per cent) 1964—Britain 30.5, EEC 21.6, North America 11.7.

Value of Canadian purchases: 1964—Can. \$9.1 million; 1963—Can. \$7.3 million. (Figures for Tanganyika only).

Chief Canadian purchases: (Can. \$ million) 1964—sisal 6.6, green coffee 2.0, tea .270.

Prices: quote in British pounds, preferably c.i.f. Dar es Salaam.

Usual credit terms: sight to 180 days.

Samples: dutiable.

Visas: visa is not required.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail essential; letters 25 cents each half ounce.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

THAILAND

Area: 200,148 square miles.

Population: 30 million.

Climate: tropical with three distinct seasons: wet monsoon (May to mid-November), cool winter (mid-November to mid-February), hot summer (mid-February to April). Yearly mean temperature 82°F.

Language: Thai and Chinese (Tiochew); English widely understood in business and by senior government officials.

Currency: exchange rate free but maintained at about Baht 20.80 to U.S. \$1.00; Can. \$1.00 = Baht. 19.5 (May 1965).

Weights and measures: metric system, but imperial and U.S. measures sometimes specified for quotations.

Electric supply: generally 50 cycle, 220 volts, single and three phase. Also available: three phase three wire 380 volts and three phase four wire 220/380 volts.

Capital: Bangkok.

Chief ports: Bangkok, Songkhla, Pattani, Kantang, Phuket.

Political status: independent country, constitutional monarchy.

Economy: agricultural, dominated by rice; also rubber, maize, tin, timber, kenaf.

Total Thai imports: (Thai statistics) 1963—Can. \$665.8 million; 1962—Can. \$597.3 million (c.i.f.).

Chief imports: (Can. \$ million) 1963—machinery, non-electric 83.7; textile yarns, fabrics, articles 79.1; transport equipment 70.1; mineral fuels and lubricants 63.5; base metals 58.6.

Chief suppliers: (Can. \$ million) 1963—Japan 211.8, United States 113.6, Britain 59.2, West Germany 46.2, Indonesia 41.0.

Value of imports from Canada: 1964—Can. \$3.8 million; 1963—Can. \$2.8 million.

Chief imports from Canada: (Can. \$'000) 1964—wheat flour 877, aluminum 760, asbestos fibre 352, zinc 332, mutilated newsprint 298, tire fabrics 177, files and rasps 147.

Total Thai exports: (Thai statistics) 1963—Can. \$489.9 million; 1962—Can. \$494.8 million (f.o.b.).

Chief exports: (Can. \$ million) 1963—rice 178, crude rubber 99, maize 43, non-ferrous metal ores 39, vegetables 26, jute 18.

Chief markets: (Can. \$ million) 1963—Japan 62.5, Hong Kong 47.3, Singapore 38.8, Indonesia 38.7, Malaysia 30.0, United States 21.5.

Value of Canadian purchases: 1964—Can. \$581,506; 1963—Can. \$581,856.



Chief Canadian purchases: (Can. \$'000) 1964—teak, tropical woods 193; Kapok 138; sago, cassava starch flour 91; lac, crude 64; gems and ornamental stones 35; jewellery n.o.p. 28.

Import and exchange regulations: imports freely permitted except for some 75 items under specific licence. Advance exchange control approval required but normally granted freely.

Prices: quote c.i.f. Bangkok in U.S. dollars or sterling.

Usual terms of payment: confirmed irrevocable letter of credit.

Samples: free if of no commercial value.

Trade agreements: none with Canada; single column tariff schedule.

Correspondence: airmail only; letters 25 cents a half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Canadian Government Trade
Commissioner
P.O. Box 845
Singapore, Malaysia

TRINIDAD AND TOBAGO

Area: 1,980 square miles; Trinidad 1,864, Tobago 116.

Population: 950,000 (estimated at mid-1964).

Climate: tropical, humid (11 degrees north of the equator), nights are cooler; rainy season July to December.

Language: English.

Currency: Trinidad & Tobago dollar; TT \$1.00 = Can. \$0.6284.

Weights and measures: imperial standard.

Capital and chief port: Port-of-Spain (population) 120,000.

Political status: independent country; member of the British Commonwealth as of August 31, 1962.

Banking: Bank of London & Montreal, Ltd., 60 Independence Square, Port-of-Spain; 100 Coffee Street (P.O. Box 127), San Fernando.

Economy: based mainly on oil production and refining, and agriculture (sugar cane).

Total Trinidad imports: (Can. \$ million, c.i.f.) 1964 (9 months)—369.9; 1963—405.4 (Source: Central Statistical Office, Trinidad).

Chief imports: (Can. \$ million, c.i.f.) 1963—crude petroleum and petroleum products 186.2; foodstuffs 49.0; machinery, non-electric 35.4; base metals 16.1; transport equipment 10.1.

Chief suppliers: (Can. \$ million, c.i.f.) 1963—Britain 83.3, Venezuela 77.2, United States 64.3, Canada 16.2, Netherlands 7.6.

Value of imports from Canada: 1964—Can. \$17.8 million; 1963—Can. \$16.2 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat flour 3.0; fish, frozen, salted, canned 1.6; fruits and vegetables, fresh, frozen, canned 1.0; meat, fresh, frozen, cured, canned .905; textiles .784; lumber, all types .677; motor vehicles and parts .637; refrigerators, freezers and parts .445.

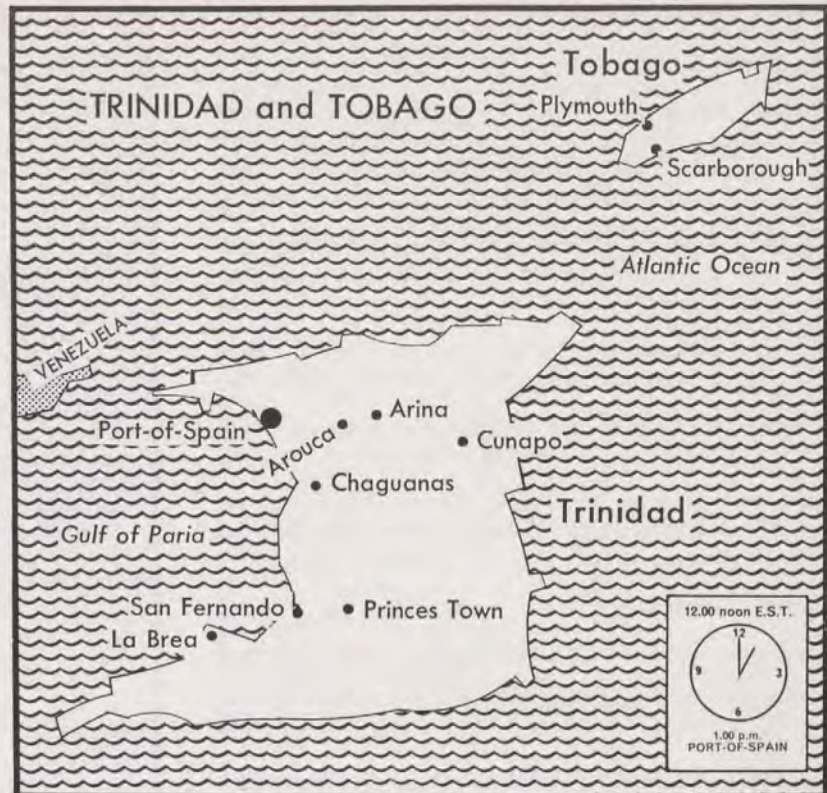
Total Trinidad and Tobago exports: (Can. \$ million, f.o.b.) 1964 (9 months)—369.0; 1963—403.1.

Chief exports: (Can. \$ million, f.o.b.) 1963—petroleum and petroleum products 308.4, unrefined sugar 29.3, cocoa beans 5.4.

Chief markets: (Can. \$ million, f.o.b.) 1963—United States 108.6, Britain 91.6, Netherlands 34.2, Jamaica and British Caribbean 27.2, France 21.6, Sweden 19.0.

Value of Canadian purchases: 1964—Can. \$20.7 million; 1963—Can. \$15.9 million.

Chief Canadian purchases: (Can. \$ million) 1964—crude petroleum 9.6, raw sugar 7.5, petroleum products 1.6, molasses 1.1, rum .341, green coffee .334.



Import controls: import licencing controls are in effect on increasing number of commodities, mainly items which are locally produced. There is a definite trend towards protecting local industry by complete embargo on imported like or substitute articles.

Dollar exchange: is freely available for imported goods and services.

Prices: buyers prefer quotations c.i.f. Port-of-Spain (if at all possible) in Canadian dollars; alternatively, f.o.b. port of shipment, including export packing and handling charges.

Usual terms of payment: sight draft, documents on payment.

Samples: samples of no commercial value may be imported free of duty; if dutiable, they can be brought into the country without payment of duty under bond, or if duty is paid it will be refunded on re-export.

Trade agreements: Canadian trade with Trinidad and Tobago governed by Canada-British West Indies Trade Agreement of 1926, which provides for the exchange of preferences on a wide scale.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: use airmail; letters ten cents per half ounce. Letters by seamount take four to seven weeks to arrive.

For detailed information on this market write to:

Commonwealth Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Commercial Secretary
P.O. Box 1246
Port-of-Spain
Trinidad, W.I.

TURKEY



Area: 300,000 square miles (97 per cent in Asia, 3 per cent in Europe).

Population: 30,256,000 (1963); yearly increase of 2.8 per cent, one of highest in world.

Climate: dry and clear in Central Anatolian plateau, moderate in coastal regions, severe winters and relatively short summers in extreme east; the Black Sea area receives more rain.

Topography: high mountain ranges and wide plateaus in north and east, fertile coastal strips in Aegean and Black Sea areas.

Language: Turkish; English, French and German used by business community.

Currency: lira; one lira = 100 kurus = Can. \$0.1198. (January 1963).

Foreign exchange and import controls: exchange freely available for commodities on free list of the import programs issued by the Government in January and July each year. A number of products on the quota list are generally financed by the Agency for International Development and are restricted to U.S.-approved suppliers. Import licences valid for six months but can be extended under certain conditions for further six months.

Weights and measures: metric system.

Capital: Ankara.

Chief ports: Istanbul (handles 75 per cent of imports), Izmir (handles 50 per cent of exports), Mersin, Iskenderun, Samsun, Trabzon.

Marketing centres: Istanbul (population in thousands) 1,600, Adana 230, Bursa 160, Samsun 70, Mersin 55, Trabzon 45, Iskenderun 30.

Economy: primarily agricultural—cereals, tobacco, dried fruit and nuts, livestock, industrial crops (cotton and sugar beet), pulses, citrus and other fresh fruits. Industry (mainly state-owned)—iron and steel, pulp and paper, cement, textiles, leather, secondary and food processing, alcoholic beverages, three oil refineries. Five Year Development Plan (1963-67) aims at re-organization, modernization and expansion of agriculture and industry, with emphasis on irrigation and electric power projects.

Total Turkish imports: 1964—U.S. \$542.0 million (per capita U.S. \$18); 1963—U.S. \$690.6 million.

Chief imports: (U.S. \$ million) 1963—non-electrical machinery 151; transport equipment 72; petroleum and products 66; cereals and preparations 60; iron and steel 50; electrical machinery, apparatus and appliances

46; textile fibres 27; vegetable oils and fats 23; rubber manufactures 22.

Chief suppliers: (per cent) 1963—United States 30.6, West Germany 15.1, Britain 11.2, Italy 5.1, France 5.0.

Value of imports from Canada: 1964—Can. \$1.6 million; 1963—Can. \$2.4 million.

Chief imports from Canada: (Can. \$'000) 1964—aluminum 385, combine reaper-threshers and parts 358, chemical elements 97, whisky 88, radio, TV equipment and parts 63.

Total Turkish exports: 1964—U.S. \$410.8 million; 1963—U.S. \$368.0 million.

Chief exports: (U.S. \$ million) 1963—dried and fresh fruit and nuts 86, cotton 80, tobacco 67, wool, animal hair 17, live animals 17, feedingstuffs 14, vegetable oils 13.

Chief markets: (per cent) 1963—West Germany 16.8, United States 13.5, Britain 12.8, Italy 11.8, Switzerland 5.7, Lebanon 5.0, France 4.4.

Value of Canadian purchases: 1964—Can. \$1.2 million; 1963—Can. \$1.3 million.

Chief Canadian purchases: (Can. \$'000) 1964—shelled filberts (hazelnuts) 504, cotton lintens 367, dried figs 136, tobacco 87, mercury 59.

Prices: quote in U.S. or Canadian dollars, c.i.f. Istanbul.

Usual credit terms: payment for all "Free List" items must be by letter of credit; for "Quota List" imports, payment may be arranged against documents (CAD) or after clearance (CAG). Cash deposit with Turkish commercial bank required for imports.

Samples: dutiable only if of commercial value; travellers' samples admitted under deposit that is refundable on re-export.

Visas: visa required if stay over three months.

Inoculations: none.

Trade agreements: Canada and Turkey accord each other most-favoured-nation treatment under an exchange of Notes dated March 15, 1948, and also under GATT, to which both countries are signatories.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half-ounce.

For detailed information on this market write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

or
Commercial Counsellor
Canadian Embassy
31 Vassilissis Sophias
Avenue
Athens, Greece

U.A.R. EGYPT

Area: 386,200 square miles approximately, but the cultivated and inhabited area totals only about 13,500 square miles.

Population: 29,134,000 approximately.

Climate: mild in coastal areas and hot in the Nile Valley

Language: Arabic; English and French spoken by business community.

Currency: Egyptian pound; official rate E£1 = Can. \$2.4840 (May 1965).

Foreign exchange: documentary credits may be opened or payment effected in advance for amounts not exceeding £100. For larger amounts, licence must be obtained from Exchange Control authorities.

Weights and measures: metric system.

Capital: Cairo.

Chief ports: on Mediterranean Sea—Alexandria and Port Said; on Red Sea—Suez.

Marketing centres: Cairo (population) 3,650,000, Alexandria 1,800,000, Port Said 450,000, Suez 250,000.

Economy: agricultural economy, with cotton chief export; revenue from Suez Canal and tourists important; recent emphasis on industrialization and oil production.

Total Egyptian imports: 1963—E£398.4 million; 1962—E£300.5 million.

Chief imports: (millions of E£) 1963—mineral products 79.7, cereals 67.0, machinery and electrical apparatus 65.8, other foodstuffs and tobacco 53.6, chemical products 46.0, transport equipment 33.4, textiles and textile materials 13.3, paper and paper products 11.7.

Chief suppliers: (millions of E£) 1963—Western Europe 139.3, United States 108.9, Eastern Europe 74.7, Africa, Asia, Australia 41.0, Arab League countries 27.3.

Value of imports from Canada: 1964—Can. \$4.0 million; 1963—Can. \$2.5 million.

Chief imports from Canada: (Can. \$'000) 1964—engines, turbines and parts 1,228; radio, TV equipment and parts 618; electronic tubes and parts 557; aluminum 389; asbestos 385; communications equipment and components 164; iron and steel pipes and tubes 119.

Total Egyptian exports: 1963—E£225.2 million; 1962—E£157.5 million.

Chief exports: (millions of E£) 1963—cotton and products 153.9, agricultural products 34.7, petroleum and products 20.0.

Chief markets: (millions of E£) 1963—Eastern Europe 100.4, Western Europe 56.5, Arab League countries 18.6, India 12.9, United States 9.8.



Value of Canadian purchases: 1964—Can. \$124,530; 1963—Can. \$223,932.

Chief Canadian purchases: (Can. \$'000) 1964—cotton yarn 76, fresh onions 22.

Prices: quoted in all currencies c.i.f. and c. & f. Alexandria.

Samples: duty-free if of no commercial value.

Visas: visa is required. **Inoculations:** smallpox.

Trade agreements: by exchange of notes of December 3, 1952, Canada and the United Arab Republic accord each other most-favoured-nation treatment. Limited preferences to countries of Arab League. U.A.R. has acceded provisionally to the GATT.

Import controls, documentation, customs tariffs, marking and labelling: all import trade is in the hands of the State. All imports require licences and applications can be made only by government-owned or controlled importing organizations, and to some extent by factories. For further information consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: allow 10 days for airmail (letters 25 cents per half ounce); six weeks for seairmail.

For detailed information on this market write to:

Asia and Middle East Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR
Commercial Counsellor
Canadian Embassy
Kasr el Doubara Post Office
Garden City
Cairo, United Arab Republic

URUGUAY

Area: 72,180 square miles.

Population: 3,500,000.

Climate: warm December to March inclusive, sometimes in the 90-degree range; winters average 57 to 61 degrees. Much sunshine, much wind; average rainfall about 40 inches.

Language: Spanish; sales literature in Spanish essential.

Currency: peso; one peso=Can. \$0.02171 (May 1965).

Dollar exchange: freely available for all imports at the fluctuating free market rate.

Weights and measures: metric system.

Capital: Montevideo.

Chief ports: Montevideo; river ports for small vessels—Colonia, Fray Bentos, Paysandu, Salto.

Marketing centre: Montevideo (population) approximately 1,250,000.

Economy: mainly dependent on export of meat and wool; local textile industry important, also production of a wide range of commodities formerly imported.

Total Uruguayan imports: 1964—U.S. \$198.4 million; 1963—U.S. \$176.9 million.

Chief imports: (U.S. \$ million) 1964—raw materials 41.7, fuels and lubricants 12.9, motor vehicles and spares 10.8, machinery and accessories 8.8, seeds and forage 4.4.

Chief suppliers: (U.S. \$ million) 1964—United States 15.4, Britain 12.2, West Germany 10.3, Brazil 7.9, France 5.5, Venezuela 4.7.

Value of imports from Canada: 1964—Can. \$5.7 million; 1963—Can. \$3.0 million.

Chief imports from Canada: (Can. \$ million) 1964—newsprint paper 1.4, potatoes 1.3, aluminum 1.0, sheet and strip steel .309, wood pulp .241.

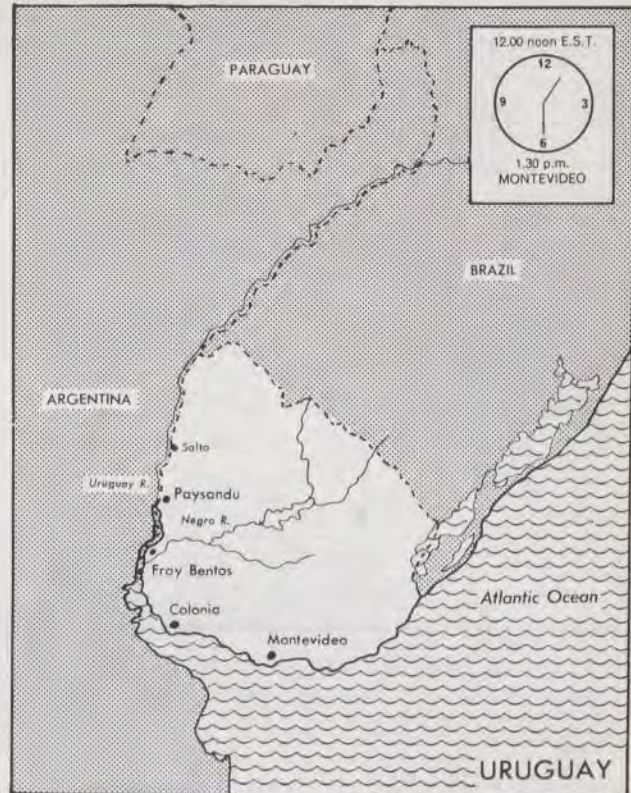
Total Uruguayan exports: 1964—U.S. \$172.2 million; 1963—U.S. \$165.2 million.

Chief exports: wool, meat, textiles, dairy products.

Chief markets: (U.S. \$ million) 1964—Britain 23.8, United States 11.2, Netherlands 11.2, West Germany 7.3, Italy 6.5.

Value of Canadian purchases: 1964—Can. \$967,855; 1963—Can. \$867,929.

Chief Canadian purchases: (Can. \$'000) 1964—wool 664, manganese 139, orange juice concentrate 57, wool worsted fabric and yarn 51.



Prices: quote in U.S. dollars, c.i.f. Montevideo.

Usual terms of payment: sight to 180 days, depending upon various factors.

Samples: import free if of no commercial value.

Visas: visa is not required. **Inoculations:** smallpox.

Trade agreements: most-favoured-nation agreement with Canada (GATT). As a member of LAFTA, exchanges preferences with LAFTA countries.

Import controls, documentation, customs tariffs, marking and labelling: between goods considered to be essential imports and those considered non-essential, luxury, or competitive, the surcharges vary between 30 and 300 per cent. At present there are only three items which are considered essential—mineral carbon, crude petroleum and newsprint. In addition, most imports must pay a prior deposit of up to 200 per cent of the value of the goods. All these charges are additional to ordinary customs duties and taxes. For other details consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or

Commercial Division
Canadian Embassy
Casilla Postal 852
Montevideo, Uruguay
(by airmail only)

UNITED STATES



□ Represent CQ Appraisers Offices

Area: 3,554,634 square miles (including Hawaii and Alaska).

Population: estimated end 1964—192,517,000.

Currency: dollar: one U.S. dollar equals about Canadian \$1.08 (June 11, 1965).

Weights and measures: American system: dry and liquid measures are slightly smaller than the corresponding measures of the Imperial system, the Imperial gallon equalling 1.2010 U.S. gallons; the American pound is for practical purposes equal to the Imperial pound.

Capital: Washington, D.C.

Marketing centres: New York (population 8,090,000); Los Angeles (6,523,000); Chicago (6,499,000); Detroit (3,891,000); Philadelphia (2,041,000); Houston (1,243,000).

Chief ports: East Coast: New York, Philadelphia, Baltimore, Boston; Gulf of Mexico: Houston, New Orleans; West Coast: Los Angeles, Portland (Ore.), Seattle, San Francisco—Oakland; Great Lakes: Chicago, Toledo, Duluth—Superior Harbour, Detroit, Buffalo.

Total U.S. imports: 1964—U.S. \$18,599.9 million.

Chief imports: (per cent) 1964—machinery and transport equipment 12, petroleum and products 10, coffee 8, pulp and paper 6 (newsprint 4), non-ferrous metals 5, chemicals 4, iron and steel 4, yarns and fabrics 4, sugar and honey 3.

Chief suppliers: (per cent) 1964—Canada 23, Japan 9, Britain 6, West Germany 6, Venezuela 5, Brazil 3, Mexico 3, Italy 3.

Value of imports from Canada: 1964—U.S. \$4,227 million; average 1961-64, U.S. \$3,539 million.

Chief imports from Canada: (per cent) 1964—newsprint 17, woods, lumber and pulpwoods 16, machinery and transport equipment 11, ores of scrap, metallic 8, non-ferrous metals 8, petroleum and products 6, food 6, chemicals 5. (Imports of manufactured products have been increasing rapidly in recent years.)

Total U.S. exports: 1964—U.S. \$26,086 million.

Chief exports: (per cent) 1964—machinery and transport equipment other than motor vehicles 30, grains 9, chemicals 9, road motor vehicles 6, unmanufactured cotton 3, non-ferrous metals including scrap 7, tobacco 2.

Chief markets: (per cent) 1964—Canada 18, Japan 7, Britain 6, West Germany 5, Mexico 4, Netherlands 4, Italy 3, France 3.

Value of Canadian purchases: 1964—U.S. \$4,653 million.

Chief Canadian purchases: (per cent) 1964—machinery and transport equipment other than road motor vehicles 31, road motor vehicles 13, chemicals 7, fresh fruits and vegetables 3, printed matter and stationery 2, textiles, fabrics and articles 2, coal and coke 3.

FOREIGN TRADE SERVICE AND BANK OF MONTREAL OFFICES

<u>Territory</u>	<u>City Address</u>	<u>Mail and Cables, Office Telephone & Telex</u>	<u>Bank of Montreal Offices</u>
United States	Canadian Embassy 1746 Massachusetts Ave., N.W. Washington 36, D.C.	Mail: (City Address) Cable: Canadian Phone: DEcatur 2-1011 (Area Code 202) Telex: 0089664 (DOMCAN WSH)	
(Connecticut, the eleven northern counties of New Jersey, New York) Bermuda	Canadian Consulate General 680 Fifth Ave. New York City 19	Mail: (City Address) Cable: Cantracom Phone: JUdson 6-2400 Night Line: JUdson 6-2321 (Area Code 212) Telex: 00126242 (DOMCAN NYK)	N.Y. Agency—Two Wall Street, New York 5
(Maine, Massachusetts, New Hampshire, Rhode Island, Vermont)	Canadian Consulate General 607 Boylston St. Boston 16	Mail: (City Address) Phone: 262-3760 (Area Code 617) Telex: 0094567 (DOMCAN BSN)	
(Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Kentucky, Missouri, Nebraska)	Canadian Consulate General 310 South Michigan Ave. Suite 2000 Chicago, Illinois 60604	Mail: (City Address) Phone: 427-7926 (Area Code 312) Telex: 0025571 (DOMCAN CGO)	Resident Representative's Office Suite 2700 Board of Trade Bldg. 141 West Jackson Blvd., Chicago 4
(Ohio)	Canadian Consulate Illuminating Building 55 Public Square Cleveland	Mail: (City Address) Phone: 861-1660 (Area Code 216) Telex: 00985364 (DOMCAN CLV)	
(Michigan)	Canadian Consulate 1139 Penobscot Building Detroit, Michigan 48226	Mail: (City Address) Phone: WOODward 5-2811 (Area Code 313) Telex: 0023445 (DOMCAN DET)	
(California [the ten southern counties] Clark County in Nevada, Arizona, New Mexico)	Canadian Consulate General 510 West Sixth St. Los Angeles 14	Mail: (City Address) Phone: MADison 2-2233 (Area Code 213) Telex: 00674119 (DOMCAN LSA)	Bank of Montreal (California) 508 South Spring Street, Los Angeles 13
(Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	Canadian Consulate General Suite 1710 225 Baronne St. New Orleans 12	Mail: (City Address) Phone: JACKson 5-2136 (Area Code 504) Telex: 0058237 (DOMCAN NLN)	Resident Representative's Office Suite 413 1021 Main Street, Houston 2
(Delaware, Maryland, the nine southern counties of New Jersey, Pennsylvania, Virginia, West Virginia)	Canadian Consulate 3 Penn Center Plaza Philadelphia 2	Mail: (City Address) Cable: Canadian Phone: LOcust 35838 (Area Code 215) Telex: 0083396 (DOMCAN PHA)	
(California [except the ten southern counties], Wyoming, Nevada, [except Clark County], Utah, Colorado, Hawaii)	Canadian Consulate General 333 Montgomery St. San Francisco 4	Mail: (City Address) Phone: YUKon 1-2670 (Area Code 415) Telex: 0034321 (DOMCAN SFO)	Bank of Montreal (California) 333 California Street, San Francisco 4
(Oregon, Idaho, Washington, Montana), Alaska	Canadian Consulate General The Tower Building Seventh Avenue at Olive Way Seattle 1	Mail: (City Address) Phone: MUTual 2-3515 (Area Code 206) Telex: 0032462 (DOMCAN SEA)	

EXPORTING TO THE UNITED STATES

NOTE: *Trade with the United States is such a pre-dominating factor in the entire Canadian export picture—and includes such a wide variety of products—that it is difficult to do more than cover the bare essentials relative to the purpose of this booklet. In order to be of practical service to readers, the Department of Trade & Commerce has prepared the following summary of current customs practice in the realization that one of the main difficulties experienced by Canadian exporters has been in this respect . . .*

U.S. CUSTOMS PROCEDURES

The customs regulations of the United States apply to all shipments to any of the fifty states, the District of Columbia, and Puerto Rico. The usual practice of United States buyers is to purchase on a delivered price basis, with customs and other charges for the account of the seller. The Canadian exporter should, however, also give the United States importer an opportunity to purchase at a f.o.b. factory price and should quote both f.o.b. and delivered prices. Advisory information on United States tariff classification and duty may be obtained either by consulting officials in the U.S. Division of the Office of Trade Relations or from the U.S. customs appraisers especially appointed to assist Canadian exporters (see section on U.S. Customs Advisory Service). If a binding decision on the rate of duty is required the Department will forward the request for this to Washington and the final answer should be received within a few months. When requesting information on duties, whether binding or advisory, the following data should be provided:

- (1) Full description of each article to be exported to United States.
- (2) Component materials of the article listed in the order of chief value.
- (3) Analysis and other information necessary to a determination.
- (4) Blueprints, descriptive brochure or specifications if pertinent.
- (5) Samples of the article if feasible.

There are two U.S. value laws which set forth procedures to determine value for duty. Only one

of these laws applies to any given product imported into the United States.

Under the new law, which applies to all products other than a few which are specially listed, the value for duty is generally the freely offered selling price for export to the United States. Where sales are to selected purchasers, such as exclusive distributors or are exclusively between related companies, each case is treated by the United States appraising officer on its merits.

The "old value" law applies to a specified list of products; the normal procedure of the U.S. Customs under this law is to ascertain value for duty on the basis of the freely offered selling price in the home market of the exporter, or the freely offered selling price for export to the United States, whichever is higher.

U.S. CUSTOMS ADVISORY SERVICE AVAILABLE

A U.S. Customs Advisory Service to assist Canadian exporters in determining U.S. tariff requirements for particular products in advance of shipment was established several years ago. This is known as the C.Q. (Canadian Query) Programme and the appraisers assigned to it as C.Q. appraisers. These appraisers handle requests for advice on particular cases at the exporter's office or plant, in the offices of trade associations, in U.S. Consular Offices in Canada, or in their own customs offices in the U.S.A. The opinions and guidance they provide are initially advisory, but may be confirmed on request. Binding rulings are circulated by the U.S. Bureau of Customs to promote the uniform application of the U.S. Tariff.

List of C.Q. Appraisers

Appraiser of Merchandise	Area for which Responsible	Area Code and Telephone
Mr. W. Richard Nystrom, Appraiser of Merchandise, U.S. Customs Service, Champlain, New York 12919	Portion of Canada lying E. of 75°30' longitude (East of Ottawa)	518 area code 298-3061

List of C.Q. Appraisers — Con't.

Appraiser of Merchandise	Area for which Responsible	Area Code and Telephone
Mr. John F. Chilton, Appraiser of Merchandise, U.S. Customs Service, 121 Ellicot Street, Room 515, Buffalo, New York 14203	Portion of Canada lying between 75°30' and 81° longitude (Ottawa to East of London)	716 area code 842-3244
Mr. Joseph Grubach, Appraiser of Merchandise, U.S. Customs Service, 100 West Larned Street, Detroit, Michigan 48226	Portion of Canada lying between 81° and 88° longitude (West of London to East of Port Arthur and Fort William)	313 area code 226-3148
Mr. Allan D. Everson, Appraiser of Merchandise, U.S. Customs Service, Federal Bldg., Room 202, Stutzman & Cavalier Streets, Pembina, North Dakota 58271	Portion of Canada lying between 80° and 110° longitude (Province of Ontario west of and including Port Arthur and Fort William, and the provinces of Manitoba and Saskatchewan)	701 area code
Mr. James D. MacFarlane, Appraiser of Merchandise, U.S. Customs Service, 909 First Avenue, Room 34, Seattle, Washington 98104	Portion of Canada lying west of 110° longitude (Provinces of Alberta and British Columbia)	206 area code 682-4252

LICENSED CUSTOMHOUSE BROKERS

Licensed customhouse brokers provide a useful service to Canadian exporters who want to ship goods to the United States on a duty paid basis and who do not have an agent resident in the United States to clear the goods through customs for them. These licensed customhouse brokers may act as agents in transacting customs formalities. When an entry is made by an agent (customhouse broker) a customs power of attorney, given by the person or firm for whom the agent is acting, must be filed with the collector of Customs unless the entry is made in the name of the agent as consignee. However, an individual who is not a resident of the United States may make entry of his own goods, as may a non-resident partnership or foreign corporation. When merchandise enters the United

States in the name of a Canadian exporter, the exporter must have in the State where the port of entry is located a resident agent authorized to accept service of process in his behalf.

DOCUMENTING SHIPMENTS TO THE UNITED STATES

In general, the only documents required when shipping to the United States are a bill of lading and an invoice. The United States Customs, however, requires a completed Customs Invoice FORM 5515 for any shipment of goods valued in excess of \$500.00 and subject to an ad valorem rate of duty. Supplies of FORM 5515 are readily available from all U.S. Consular Offices in Canada free of charge or from Commercial stationers at nominal cost. Although only one copy of the Customs Invoice (FORM 5515) is required by the U.S. Customs, it is usually advantageous to prepare 3 copies; one for the use of the U.S. Customs when the goods are examined; one to accompany the entry papers, and one copy for the custom brokers' file.

For shipments valued at less than \$500.00, or on duty free shipments, or on shipments of articles subject to specific rates of duty only, copies of the commercial invoice are sufficient. For certain goods, additional information must be shown when either the special customs invoice or a commercial invoice is used. These further details are in general, required only when the ordinary description of such products does not give sufficient information to classify and appraise them properly. If the required special Customs Invoice (FORM 5515) or the commercial invoice is not available at the time of entry into the United States, a statement in the form of an invoice, must be filed. The consignee prepares this proforma invoice and in addition, gives a bond undertaking to file the required invoice with the Collector of Customs within six months of the date of entry.

Any exporter who wants more complete information is invited to ask for the leaflet "Customs Information for Canadian Exporters to the United States" issued by the United States Division of the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

U.S.S.R.

Area: 8,700,000 square miles.

Population: 229,000,000 (1965).

Climate: very warm to sub-arctic.

Topography: mainly mountainous to the east of the Yenisei River and valley; low-lying plain in the west except for the mountains in the south and the Urals.

Language: Russian; sales literature preferably in English, but German and French acceptable.

Currency: rouble; one rouble = Can. \$1.20.

Weights and measures: metric system.

Capital: Moscow.

Chief ports: Odessa, Vladivostok, Murmansk, Arkhangelsk, Leningrad.

Marketing centre: Moscow (population 6,408,000).

Economy: the Soviet economy and all productive facilities are controlled by the state. Foreign trade is conducted by foreign trading corporations on a monopoly basis; usually each corporation both imports and exports the commodities under its jurisdiction.

Total Soviet imports: (million roubles) 1963—6,352.7; 1962—5,809.9.

Chief imports: (per cent) 1963—machinery and equipment 34.9, raw materials 26.3, consumer goods 18.3, foodstuffs 5.7.

Chief suppliers: 1963—East Germany, Czechoslovakia, Poland, Bulgaria, Hungary, Communist China, Rumania, Finland, Canada (due to wheat), Cuba, Japan, West Germany, Italy, Malaysia, United Arab Republic. Communist countries supply 65-70 per cent of all imports.

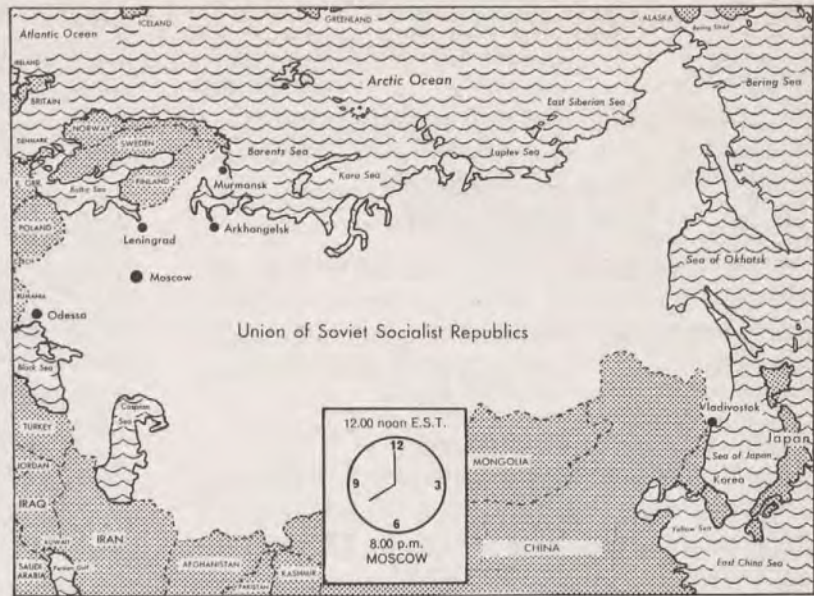
Value of imports from Canada: 1964—Can. \$315.9 million; 1963—Can. \$150.1 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 276.3, wheat flour 35.3, sulphur 1.6, tobacco 1.1, mining, oil, gas machinery and parts .959.

Total Soviet exports: (million roubles) 1963—6,545.2; 1962—6,327.5.

Chief exports: (per cent) 1963—raw materials 35.1 (including crude oil 5.9 and ores and concentrates 4); machinery and equipment 19.7; other fuels 11.8; metals and products 9.2; foodstuffs 6.4; consumer goods 2.6.

Chief markets: East Germany, Czechoslovakia, Poland, Bulgaria, Rumania, Communist China, Hungary, Cuba, Finland, Britain, Italy. Communist countries take approximately 70 per cent of all exports.



Value of Canadian purchases: 1964—Can. \$2.8 million; 1963—Can. \$2.3 million.

Chief Canadian purchases: (Can. \$'000) 1964—fur skins 915, textiles 589, chemicals 458, pig iron 181, raw cotton 136, sheet and plate glass 109.

Prices: quote in Canadian or United States dollars, f.o.b. Canadian ports, c.i.f. Baltic ports, or c.i.f. European ports.

Samples: samples of no commercial value (those that cannot be used as a commodity or for personal use) are admitted duty-free. Samples of commercial value (instruments and all other tools for scientific research or laboratory tests) are also duty-free if the Soviet organization which receives them undertakes to return them abroad.

Visa: required; apply to U.S.S.R. Embassy, Ottawa, well in advance of visit. It is also advisable to inform the appropriate Soviet trading organization of travel plans.

Inoculations: smallpox.

Correspondence: in English, French or German, by airmail, 25 cents per half ounce.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa

OR

Commercial Secretary
Canadian Embassy
23 Starokonyushenny
Pereulok
Moscow, U.S.S.R.

VENEZUELA

Area: 352,150 square miles.

Population: 8,500,000.

Climate: four climate zones: tropical, moderate, cool and cold. Caracas has an average temperature of 68.9°F.

Language: Spanish. Sales literature in Spanish essential.

Currency: bolivar. As of May 1965, exchange rate Can. \$0.2401.

Foreign exchange: available for most imports at official exchange rate.

Import controls: a few items are prohibited, or may be imported only by the Government. A number of items require a prior import licence.

Weights and measures: metric system.

Capital: Caracas, altitude 3,000 feet.

Chief ports: La Guaira, Maracaibo, Puerto Cabello, Guanta, Ciudad Bolivar, Puerto Ordaz.

Marketing centres: Caracas (population) 1,589,000, Maracaibo 502,700, Barcelona 46,400, Maracay 153,700, Ciudad Bolivar 78,200, Valencia 183,500, Barquisimeto 227,400, San Cristobal 116,200.

Banking: Banco La Guaira International C.A., Apartado 3127, Caracas, Venezuela. Telegraphic Address: Bancguaira.

Economy: oil, iron ore, cattle-raising, coffee, cocoa, gold, diamonds, manganese, forests and fisheries.

Total Venezuelan imports: 1963—Bs.3,051 million; 1962—Bs.3,269 million.

Chief imports: automobiles, agricultural machinery and implements, electrical and industrial machinery, drugs and chemicals, whisky, wheat, electrical appliances, manufactures of metal.

Chief suppliers: United States, West Germany, Britain, Japan, Italy, Canada, France, Netherlands.

Value of imports from Canada: 1964—Can. \$64.0 million; 1963—Can. \$46.3 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 20.8, milk, powdered, whole skim 7.9; motor vehicles and parts 6.8; sheet and strip steel 4.5; newsprint paper 2.8; plastic and synthetic rubber 2.0; copper 1.2; seed potatoes 1.1.

Total Venezuelan exports: 1963—Bs.7,934 million; 1962—Bs.7,844 million.

Chief exports: crude petroleum and refined products, iron ore, coffee, cocoa.

Chief markets: United States, Netherlands Antilles, Canada, Britain, Netherlands, Puerto Rico, Brazil, West Germany, France.



Value of Canadian purchases: 1964—Can. \$270 million; 1963—Can. \$243 million.

Chief Canadian purchases: petroleum and refined products (99 per cent).

Prices: quote preferably in U.S. currency, either f.o.b. Canadian port or c.i.f. Venezuelan port.

Usual terms of payment: irrevocable letter of credit to 180 days, depending on merchandise and other factors. It is advisable to consult with the Commercial Counsellor, Canadian Embassy, Caracas for ad hoc information.

Samples: import duty-free except for a few commodities, e.g., jewellery.

Visas: visa is required. In all cases, it is preferable to request a tourist visa. **Inoculations:** smallpox.

Trade agreements: most-favoured-nation agreement with Canada. Equal tariff treatment of imports from United States, Britain, and other countries enjoying most-favoured-nation status.

Import controls, documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

Correspondence: by airmail only; letters 10 cents per half ounce.

For detailed information on this market write to:

Latin American Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or

Commercial Counsellor
Canadian Embassy
Apartado 11452 del Este
Caracas, Venezuela
(by airmail only)

WEST GERMANY

Area: 95,927 square miles (including West Berlin).

Population: 57,600,000 (including West Berlin).

Climate: temperate, with a winter appreciably shorter and milder than in Canada.

Language: many officials and businessmen know English, but correspondence and sales literature in German is almost a necessity.

Currency: Deutsche Mark (DM) which is fully convertible. One DM equals Can. \$0.2705 (May 1965).

Foreign exchange and import controls: dollar exchange is readily obtainable in any amount. Most non-agricultural products may be imported freely but many agricultural products require a specific import licence.

Weights and measures: metric system.

Capital: the provisional capital is Bonn.

Chief ports: Hamburg, Bremen, Bremerhaven and Emden. Many German imports, especially of bulk materials, enter Europe at Dutch and Belgian ports and are transported by barge up the Rhine.

Marketing Centres: West Berlin (population in millions) 2.1, Hamburg 1.8, Munich 1.1, Cologne 0.8, Essen 0.7, Düsseldorf 0.7, Frankfurt 0.7, Stuttgart 0.6.

Banking: Bank of Montreal, European Representative's Office, Königsallee 6, Düsseldorf, Federal Republic of Germany.

Economy: a highly developed industrial economy based to a large extent on foreign trade.

Total West German imports: 1964—DM58,839 million; 1963—DM52,277 million.

Chief imports: (millions of DM) 1964—food 5,020, textiles 4,079, non-ferrous metals 3,948, chemicals 3,542, petroleum, natural gas 3,445, engineering products 3,331, iron and steel 3,072.

Chief suppliers: (per cent) 1963—United States 15, France 10, Netherlands 9, Italy 7, Belgium 6, Britain 4, Sweden 3, Switzerland 3, Canada 1.4.

Value of imports from Canada: 1964—Can. \$212 million; 1963—Can. \$171 million.

Chief imports from Canada: (Can. \$ million) 1964—wheat 47.5; navigation instruments and parts 24.3; aluminum 20.5; asbestos 11.6; wood pulp 10.2; aircraft engines, assemblies and parts 9.6; nickel 7.5; zinc 6.8; non-metallic minerals 6.4; other grains 5.7.

Total German exports: 1964—DM64,913 million; 1963—DM58,310 million.

Chief exports: (millions of DM) 1964—engineering products 13,830, vehicles 9,191, chemicals 8,582, electrical products 5,775, iron and steel 4,220, hardware 2,692.

Chief markets: (in per cent) 1963—France 11, Netherlands 9, Italy 9, Switzerland 7, United States 7, Belgium 7, Austria 5, Sweden 5, Britain 3, Denmark 3. (Canada 0.9).

Value of Canadian purchases: 1964—Can. \$170.3 million; 1963—Can. \$144.0 million.

Chief Canadian purchases: (Can. \$ million) 1964—motor vehicles and parts 43.8, machinery and parts 26.4, chemicals and chemical products 14.0, iron and steel and its products 13.1, communication and related



equipment and parts 7.0, textiles 4.7, scientific instruments 4.5, glass and glass products 2.4, ball and roller bearings 2.4, pipe fittings 1.7, rubber products 1.7.

Prices: quotations in Canadian or United States dollars are acceptable. They should be c.i.f. North European ports, if possible, or f.o.b. Canadian seaport.

Usual terms of payment: all periods from sight to 180 days and even longer.

Samples: those of little or no commercial value may be brought in free of duty. Other samples may come into the country against payment of a bond in the amount of the duty, which is refundable if the samples are re-exported within one year.

Visas: no visa required. **Inoculations:** smallpox.

Trade agreements: West Germany, as a GATT signatory, exchanges most-favoured-nation treatment with Canada. Germany also has bilateral trade agreements with a large number of countries.

Correspondence: only airmail should be used; normally takes four or five days. Rate, 15 cents per half ounce.

For detailed information on this market write to:

European Division
Office of Trade Relations
Department of Trade and Commerce
Ottawa, Ontario

or
Consul General
Canadian Consulate General
Ferdinandstrasse 69
2 Hamburg, Germany

Commercial Counsellor
Canadian Embassy
Kennedy-Allee 35
Bad Godesberg, Germany

or
Consul
Canadian Consulate
Königsallee 82
4 Düsseldorf, Germany

YUGOSLAVIA

Area: 98,000 square miles.

Population: 19,100,000.

Climate: Mediterranean and moderate.

Topography: mountainous, with wide fertile plains.

Language: Serbo-Croat; German, French, Russian, English and Italian used commercially.

Currency: dinars; one dinar equals Can. \$0.001440 (May 1965).

Foreign exchange and import controls: an import licence is not necessary but only licenced import firms are permitted to carry on import operations. An exchange permit is not required but the Government maintains strict control over foreign exchange allocations.

Weights and measures: metric system.

Capital: Belgrade.

Marketing centres: Belgrade (population) 594,000, Zagreb 457,000, Sarajevo 200,000, Ljubljana 163,000, Skopje 162,000, Rijeka 120,000.

Economy: is a socialist state with all means of industrial production and trade owned by the community. Individual enterprises are under the management of workers' councils. Economic development is controlled by the state through its regulation of investment and foreign exchange funds. The great majority of agricultural land is privately owned and in spite of ambitious industrial development plans, agriculture continues to contribute the largest proportion of the national income.

Total Yugoslav imports: 1964—U.S. \$1,321 million; 1963—U.S. \$1,057 million.

Chief imports: 1964—machinery, industrial and transport equipment, ferrous and non-ferrous metals, food products, chemicals, textiles, fuels.

Chief suppliers: (per cent) 1964—Soviet Bloc 28.5, EEC countries 28.2, United States 13.1, Britain 5.3.

Value of imports from Canada: 1964—Can. \$5.4 million; 1963—Can. \$17.5 million.

Chief imports from Canada: (Can. \$ million) 1964—flaxseed 1.2, wood pulp 1.2, asbestos 1.1, plastic and synthetic rubber .588, scrap iron and steel .339, pig iron .316, copper scrap .312.

Total Yugoslav exports: 1964—U.S. \$892 million; 1963—U.S. \$790 million.

Chief exports: 1964—meat and other agricultural products, machinery and equipment, timber and forest products, non-ferrous ores and metals, tobacco, hides and leather products, textiles.



Chief markets: (per cent) 1964—Soviet Bloc 34.5, EEC countries 27.5, Britain 6.2, United States 5.8.

Value of Canadian purchases: 1964—Can. \$2.6 million; 1963—Can. \$1.8 million.

Chief Canadian purchases: (Can. \$'000) 1964—furniture 258, cotton yarn 231, footwear 205, skis 161, hops 130.

Prices: normally c.i.f. Rijeka or Trieste, or f.o.b. Canadian port; for certain commodities c.i.f. Salonika (Greece) may be required.

Usual terms of payment: confirmed letter of credit for consumer items; negotiated credit terms for durables and capital equipment.

Samples: of no commercial value, duty-free; with commercial value, may be imported duty-free only if re-exported.

Visas: visa is required, together with explanatory letter.

Inoculations: none.

Trade agreements: exchange of most-favoured-nation treatment; temporary member of GATT.

Correspondence: airmail only; letters 15 cents per half ounce.

Documentation, customs tariffs, marking and labelling: consult the Office of Trade Relations, Department of Trade and Commerce, Ottawa.

For detailed information on this market write to:

European Division
Office of Trade Relations,
Department of Trade and Commerce
Ottawa, Ontario

OR

Minister-Counsellor
(Commercial)
Canadian Embassy
P.O. Box 190,
Vienna 1/8, Austria

NOTES:

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Assistant General Manager for Europe, C. E. Noblet

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Suite 2700, Board of Trade Bldg.,

141 West Jackson Blvd., Chicago 60604:

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Houston, Texas

Resident Representative's Office,

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1021 Main Street, Houston 77002:

Representative, R. C. Howard

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965 OFFICES IN CANADA, THE UNITED KINGDOM & CONTINENTAL EUROPE, THE UNITED STATES, MEXICO & JAPAN

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In addition to its own extensive organization throughout Canada, in the United States, England, France, Germany, Mexico and Japan, the Bank of Montreal has direct representation in the Caribbean and Latin America through its affiliate, the Bank of London & Montreal, Limited.

Owned jointly by the Bank of Montreal, the Bank of London & South America, Limited, and Barclays Bank D.C.O., BOLAM was founded in 1958 and now provides an important three-way link between the financial communities in Canada, London and the Caribbean and Latin American areas.

With its head office in Nassau, Bahamas, BOLAM has 31 offices, as follows:

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“ — Northern (Agency)

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San Salvador — Main Office

“ “ — Avenida Espana (Agency)

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Guatemala City — Main Office

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(Agency)

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