FOREIGN TRADE

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In This Issue

Regular Features

COVER SUBJECT—Reine in the Lofoten Islands, which cover an area of 1,560 miles off the northwestern coast of Norway. The cod fisheries, which furnished a record catch of 132,000 tons during the past season, are being revolutionized with the introduction of quick-freezing methods, powered fishing vessels with modern equipment, and air transportation to the principal markets of Continental Europe. Employment is provided for some 20,000 fishermen in five thousand ships.

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Cod Fisheries of Lofoten Area Enhance Norway's Economy

Estimated that record of 132,000 tons of fish taken during the past season—Introduction of quick-freezing methods and air transportation extends market—Medicinal qualities of cod high in vitamin content—Fishermen form co-operative associations.

By S. G. MacDonald, Commercial Secretary for Canada

(Editor's Note—This report was prepared by Mr. MacDonald following a recent visit to the Lofoten fisheries, off the northwestern coast of Norway.)

OSLO, May 8, 1947.—As is well known, the coastline of Norway is broken by numerous bays and deep fjords, while in the north the long line of islands and skerries form a breakwater which is sorely needed, as the northern districts in winter are included among the most stormy regions in the world. For many centuries between the mainland and the islands the only highway from northern Norway to the rest of the country existed through the channel found there. Along the coast north from Trondheim, ships pass through a mountain world of increasing wildness, until climaxed by the impressive line of peaks and pinnacles of the Lofoten and Vesteraalen islands. These lie between latitudes 67° 30′ and 69° 20′ north, well within the Arctic Circle.

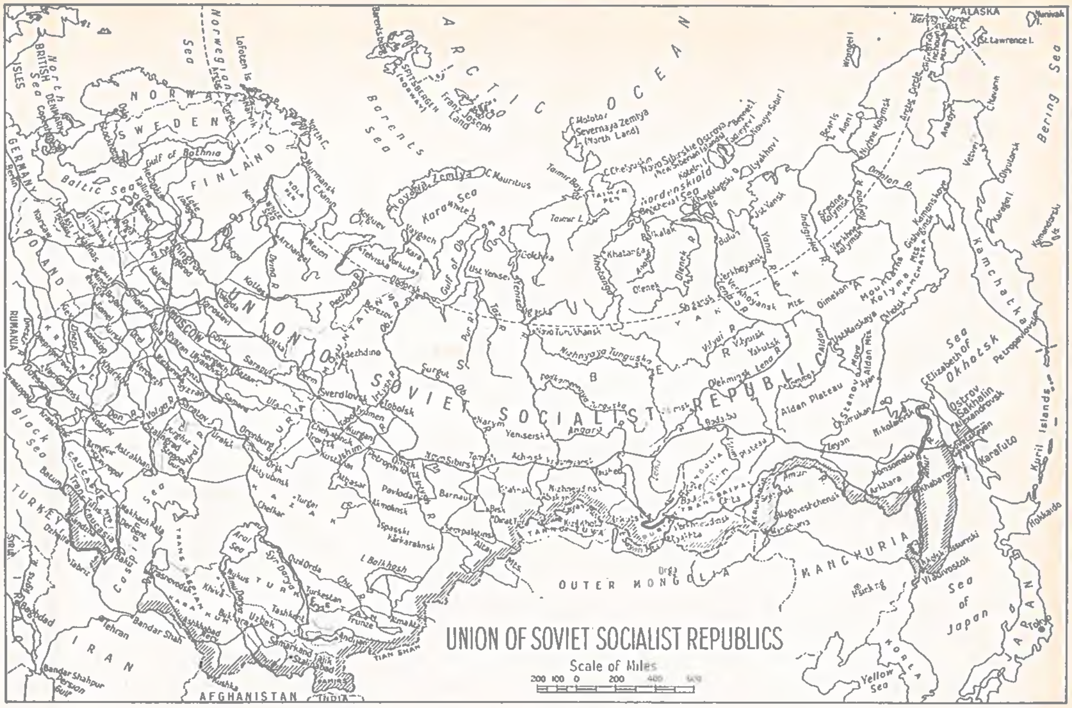
North of these islands in the open Atlantic, millions of skrei (winter codfish) feed. But, due to the currents and the requirement of warmer waters at the time of spawning, they are carried southward off the Norwegian coast from Finnmark to western Norway. The skrei drift passively along with the ocean currents, until in January and February they are forced by western storms and ocean tides into the fjords.

In the main, while found along both sides of these fjords far to the north, the masses of cod are compressed ahead along what is known as the Lofoten wall, a continuous line of islands of the Lofoten group. In this area, spawning takes place and the huge numbers of cod are kept as in a fish trap by the fjord until March or April. Then, the spawning completed, these fish seek colder spheres of the ocean and are driven back into the northern part of the Atlantic and the Arctic. Here once again they feed on the various types of shells, crabs, etc., found there. This everlasting cycle has, as far as is known, been exploited by the hardy northern peoples, the fishing being done in more or less the same manner today as in centuries gone by. The only important difference is that in recent years small engine-driven boats are utilized in preference to the open dory.

Methods of Fishing and Its Controls

A thousand years or more ago, the fish were caught by hand line from open boats and dried, this being the only method then known for processing. At that time, some exports were made to England by the northern Norwegians, but by the beginning of the 12th century, fishermen came from Iceland and all over northern and western Norway to join in the catch. In the succeeding centuries, the fisheries have played a prominent part in the national economy.

In the Middle Ages, Norway was the most important dried-cod exporting nation in the known world. This was capitalized upon by the great



Though the Lofoten Islands, off the northwestern coast of Norway, are situated well within the Arctic Circle, the climate of the group is not rigorous and the coast is never frozen, the mean January temperature being 32 degrees Fahrenheit.
Canadian Geographical Society Map.

Hanseatic League, which gave impetus to their operations in Bergen. During that period, dried cod was the chief article sold in exchange for grain, and was considered as good as money, being accepted as payment for meal, tools and customs duties. While the official administration over the past five or six centuries has tried to regulate the Lofoten fisheries, in the main they were primarily considered as an object of taxation on the part of the autocratic monarchs. During the last two or three hundred years, however, deeper understanding of the importance of the Lofoten fisheries has been shown, with the greatest advance made with the Lofoten Act of 1897, the main principles of which still regulate the fisheries of that area.

During the fishing of approximately three months' duration in the area, there exists to all intents and purposes a state within a state, based on

Rugged ridges of the Lofoten Islands, which are a partially submerged mountain range, furnish a background for this photograph of the fishing fleet, taken during a visit of the Commercial Secretary for Canada to the cod fisheries last March.

sound democratic principles. The Lofoten Act provides for legislative, executive and judicial authority, with the governing body chosen by the fishermen from amongst themselves. Rules and regulations applying to the fishing grounds are made by this governing authority, which provides officials needed for enforcing compliance with these rules.

On the average, some 20,000 fishermen in some 5,000 vessels come from all of western and northern Norway, as far south as Bergen and as far north as Kirkenes, to take part in the Lofoten fisheries each year. Fishing gear consists mainly of "juksa" (hand line), "snik" (vertical line with overhooks), long lines and nets. As nets require great space, areas are provided for and are marked by land marks to ensure control. Certain hours are fixed for the beginning and end of each day's fishing, while Fishery Protection boats sail with the fleet to ensure correct procedure. It is a most impressive sight to see thousands of boats line up, awaiting the starter's signal.

In earlier days, open boats reminiscent of the Viking ships and propelled by four or five pairs of oars were utilized, each containing at least one hold. Later, a larger type was introduced, equipped with six pairs of oars and seven or eight holds. Both of these types were equipped with sails. Small shanties were erected on shore for the fishermen, all of whose supplies, excepting fish, had to be brought from their homes. There was a tendency in Lofoten for the people from the same districts to form small hamlets, and in the fisheries communal system of government many parts of the country were represented. The long journeys in these small boats and the period of the fishing made for a very stormy existence, with life itself often at stake, as in the great disaster of 1848, when a severe storm cost five hundred fishermen their lives.

Today a revolution in the fisheries is indicated as a result of the introduction of the internal combustion engine. As mentioned, the open dory or rowboat with square sails has been replaced by decked boats, operated by small engines and/or gaff-sails, which have greater capacity and ability to withstand the hard weather. As with all progress, much opposition arose with the introduction of the gas-engined boats, wherein it was claimed that the noise of the motor would drive the fish away from the banks. The real reason was naturally the fear of capital. These objections have gradually been overcome and, while motor-driven boats first appeared in Lofoten in 1903-1905, they were a common sight by 1912. Today, there are very few efficient fishermen without such boats, part of the purchase price being arranged through assistance afforded by the Norwegian Government. Naturally, these boats now carry heavier loads than their predecessors, and have room for a large amount of fishing gear, thus providing for an increased average catch.

In principle, the gear is the same as used one hundred years or more ago, namely, hand lines with one or two hooks, though long lines and nets are more common. While a rowboat could handle what is known as a "shot" of nets about five hundred yards in length, the motor-propelled smack can operate with "shots" three times as long.

Government Renders Assistance

Experiments in new types of fishing tackle are continuously being conducted on the Lofoten grounds. The government-subsidized experiments being conducted today aim at providing "active" gear, suitable for pelagic fishing, in contra-distinction to the old types, all of which were stationary, wherein one waited and hoped that the fish would get entangled or go for the food. To date the use of trawlers has not been found, practicable, although in other fishing grounds of Norway they could be widely used. These are exploited by many fishermen from other countries, but Norwegian fishermen have so strongly opposed the use of trawlers that there are very few operated by Norwegian organizations. The present government, whose Fisheries Minister is a native of the northern fisheries regions, appears to be making definite efforts to combat this opposition on the part of the fishermen. Thus, except for the Lofoten area, it is likely that there will, in the next few years, be operated a considerably increased number of trawlers, particularly in the far northern fisheries.

In the 1947 Lofoten cod fisheries season, twenty-three fishing stations sent out 19,000 men with 5,500 boats. Detailed surveys are made at each station by the Fishery Protection Service, and complete information as to the catch, the type of gear used in connection therewith, etc., is passed daily by radio between these stations and to all fishing centres throughout the country. The government provides research ships and tries to find the fish schools by means of sound detectors and other apparatus. The information thus obtained is then passed to the fishing stations, and in many cases to the individual fishing vessels equipped with radio.

Quality Control is Important Factor

Quality control is an important feature of the fisheries. Fish must be killed as soon as caught and gutted shortly thereafter. Most of this work is done while vessels are on their way back to the fishing stations. The catch is collected in the hold, the liver and roe being poured into barrels and the offal thrown overboard, being soon seized by the crowds of sea fowl found in the area. Although many fishermen do the processing themselves, the bulk of the catch is taken care of by the buyers, who await the arrival of the fishing fleet each night.

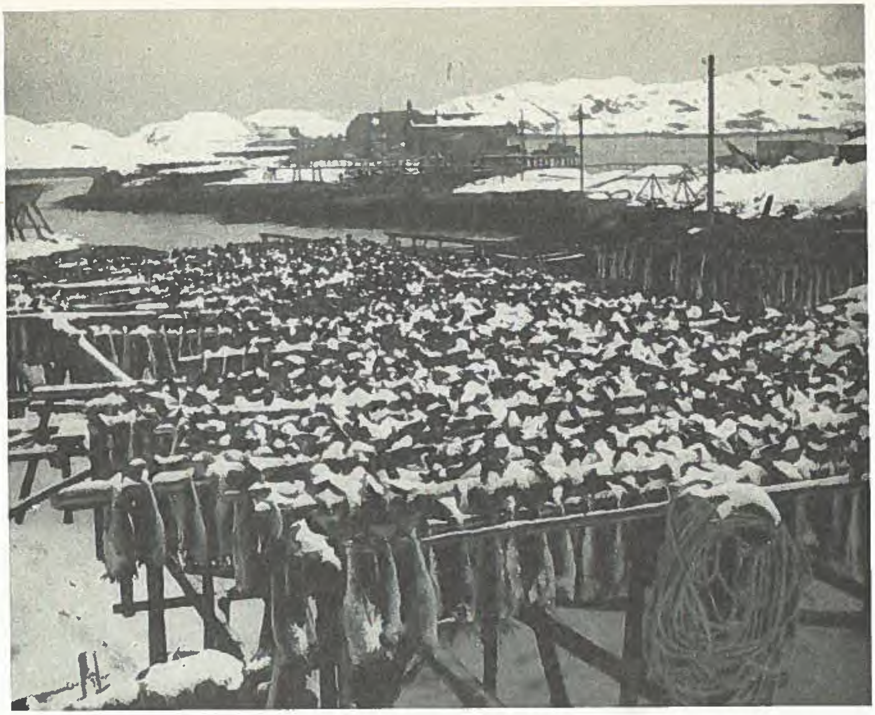
Co-operative Marketing Prevails

With very few exceptions, the fishermen are members of a co-operative association which is known as the Norwegian Association for the Sale of Raw Fish, while the processors are similarly organized in associations of their own. Prices and sale conditions are fixed beforehand, and the average earnings of individual efficient fisherman are approximately the same.

Most of the cod is made into split salted cod, stock fish or air-dried cod. When processed as split salted cod, it is delivered to vessels of the buyers on the evening of landing and immediately split, washed and salted in bulk. The roe is sorted, the finest being carefully handled and shipped at once to the canning factories. The greater proportion is salted and packed in barrels, as it is mainly used as bait for the pilchard fisheries. The liver is delivered to the fish factories, where cod liver oil for medicinal and industrial purposes is produced.

The medicinal qualities of the Lofoten cod are particularly high in vitamin content, and purity, due to the lack of pollution in waters where this cod is caught. A new refining method has been introduced recently, whereby, after extraction of the oil by steaming, it is centrifuged. This process ensures a greater fat content and consequently a higher concentration of vitamins. Plans are afoot for feeding the cod liver oil into one end of a machine and pouring it out at the other into barrels or bottles without being touched by human hands.

The cods' heads, together with the great quantity of back bones and other offal from the production of fillets and split salted cod, are dried and later ground for use as fertilizer. This has become an important



Air dried cod at one of twenty-three fishing stations in the Lofoten Islands. The fish are killed and gutted soon after they are brought aboard, the liver and roe being poured into barrels. The cods' heads, with back bones and other offal from the production of fillets and split salted cod, are dried, ground and used as fertilizer.

industry in the areas of Svolvaer and Stamsund, the two leading centres in the Lofoten Islands. Fresh cod, after being beheaded and gutted, is exported in ice or is prepared in the form of fillets and so sold.

New Developments in the Industry

With the development of quick-freezing methods, introduced by the American "Birdseye", and the erection of plants in Trondheim and several points in northern Norway, an important change has taken place in the Norwegian cod fishing industry. In Trondheim, which has one of the largest factories, some fifteen tons of frozen fillets can be processed daily, and provision has been made for greatly increased production. The Norwegian Fisheries Department is seeking markets for this type of fish, and trial shipments have been made by air to some of the Catholic countries of western and central Europe. It is planned that fish caught one day and landed at Svolvaer that night will be flown iced to Trondheim or to plants in northern Norway for processing. It is believed that, with air transportation, this fish can be landed in the markets now being surveyed less than 48 hours after being caught. By this quick-freeze method, the fish retains its essential cod flavour and desirable freshness.

This whole field of freezing is one to which the Norwegian Government is giving much consideration. Not only is assistance to private enterprise under review, but the establishment of state-owned and/or controlled frozen fish factories and the development of the necessary means of transportation are included in the program.

Lofoten Area Important to Fishing Industry

During the past forty years, great variation has been shown both in the number of fishermen taking part and in the size of the catches made. In the Lofoten fisheries, the importance of which are shown by the fact that more than one-third of the entire cod caught annually in Norwegian waters are taken from this area, participation was at its lowest in 1919, when there were about 2,658 vessels and 11,539 men engaged. The highest totals were reached in 1939, when 6,905 vessels and 31,905 men participated. The smallest catch in one year was 20,000 tons in 1918, while the record to date for the past one hundred years was set in 1929, when more than 130,000 tons of fish were taken from the sea. The average catch is about 80,000 tons a year, of which some 12,000 tons of split salt cod, 7,000 tons of air-dried cod, 25,000-30,000 barrels of cod liver oil and approximately 20,000 barrels of roe are produced. For obvious reasons, during the war the production of fresh fish was greatly increased, rising from 2,500 tons in 1939 to 28,800 tons in 1942, but from that time onward there was a reduction, mainly due to deterioration in the gear and boats. One-third of the 1942 catch was delivered fresh, either as frozen gutted fish or, with the initial utilization of the quick-freezing method, as frozen fillets.

Unofficial statistics recently released indicate that more than 132,000 tons, a new all-time record catch, were taken from the Lofoten field by the middle of April, the end of this year's fishing. The average quality has been better. As the fisheries generally, with the exception of sild sardines, have been extraordinarily good this season, the economic position of the fishing industry appears much brighter than was anticipated some months ago. In turn, this will play an important part in the overall economy of Norway during the current calendar year.

Rising Prices in South Africa Cause Considerable Consumer Resistance

Large importers, with heavy inventories in many non-essential lines, have been carefully budgeting their overseas purchases to meet rapidly developing conditions of a buyers' market.

CAPE TOWN, May 12, 1947.—(FTS)—Considerable consumer resistance to increasing prices has developed in recent months. With heavy inventories in many lines of a non-essential character, including much shoddy merchandise, large importers have been carefully budgeting their overseas purchases to meet the rapidly developing conditions of a buyers' market.

Some of the retail outlets are aware of the stiffening consumer resistance, and recently one of the large retail chains began a series of advertisements, offering a wide range of merchandise at reduced prices, in some cases well below ceiling prices authorized on the basis of landed costs. When the Minister of Finance recently conceded minor tax reductions to business in the new budget, he expressed the hope that the benefits would be passed back to the consumer. Several large Cape Town firms were interviewed by the *Cape Times*, and only one firm said its policy would be to do so. Press comments on the results of the survey were extremely bitter, and prophesied a wide measure of consumer resistance to such a short-sighted policy.

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The policy of the retail chain of revising its prices downward has been generally welcomed on the assumption that there is justification for price reductions based on the supply position. Although these factors have had little effect on the cost of living, it is an indication of a downward trend in prices in a rapidly developing buyers' market.

Additional German Plants Made Available for Reparation

Industrial plants offered to Inter-Allied Reparation Agency—Bids must be made by June 16, 1947.

By Industrial Development Division, Department of Trade and Commerce

THE Allied Control Council has allotted to the Western Allies, through the Inter-Allied Reparation Agency, the German plants listed below. Expressions of interest are being sought from the member governments of I.A.R.A., on which Canada is represented. The closing date for the submission of bids concerning these plants is fixed for June 16, 1947. Inventories of the plants in the present offering are in the hands of the Industrial Development Division of the Department of Trade and Commerce. All enquiries regarding these should be addressed to the Director of the Division.

34—Fabrik Munchen DAG at Munchen. Plant engaged in precision mechanics. Entire plant and equipment of mechanical completion department available. Minor war damage.

36.—Eschenstruth Works of the Hess-Lichtenau factory at Eschenstruth. The plant was engaged in the recovery of chemical products. This plant, whose end products were equipment for the processing and loading of high explosives at Hessisch-Lichtenau is now completely inoperative. The equipment of the main shop is available and measures have been taken to prevent rust. Minor war damage.

64—Dornier Works (Airport) near Landsborg. Plant was engaged in aviation industry and contains electric power plants and water plants; whole plant available. Equipment includes electric motors, generators, transformers, switchboards, diesel engines, centrifugal water pumps, etc. War damage nil.

80—Messerschmitt A.G., at Augsburg, consists of six plants located throughout Bavaria—all engaged in airplane industry. The equipment available comes from the following shops: Repair shop for motor trucks and buses; workshop plant; repair shop for machinery and tool manufacturing; press room and metal-works. Minor war damage.

82—Messerschmitt G.m.b.H. at Regensburg. Plant engaged in airplane production. Entire plant and equipment of various shops such as high-speed riveting machines, drill presses, welders, etc., are available. Considerable war damage.

83—Farbwerke Sinzing (Messerschmitt G.m.b.H.) at Sinzing, near Regensburg. Engaged in airplane production. The whole of the frame assembly shop and equipment are available. Minor war damage.

89—Apparatebau G.m.b.H. (Messerschmitt G.m.b.H.) at Pfreimd. Plant was engaged in airplane production. Whole of mechanical shop and equipment available. Considerable war damage.

90—Seifried Werkstatten (Messerschmitt G.m.b.H.) at Frontenhausen—Plant engaged in airplane production. Frame assembly shop and equipment are available. Slight war damage.

104—Paraxol, G.m.b.H. at Lippoldsberg. This is a chemical factory. Plant and equipment available. Negligible war damage.

114—Junkers Aircraft and Motor Works at Kassel-Bettenhausen—The whole of the mechanical completion department and equipment available. Considerable war damage.

124—Focke-Wolfe Flugzeugbau, G.m.b.H. at Bremen; was engaged in airplane manufacture; whole plant and equipment Hemelingen and Hastedt available. Minor war damage.

205—Gerhard Fieseler Works, G.m.b.H. at Kassel-Bettenhausen; plant was engaged in the manufacture of parts for the airplant industry. The whole pre-forming shop and equipment available. Considerable war damage.

206—Gerhard-Fieseler Works, G.m.b.H., at Kassel-Bettenhausen; engaged in aircraft construction. The body shop and equipment available. Considerable war damage.

208—Gerhard-Fieseler Works, G.m.b.H., at Kassel-Bettenhausen; engaged in aircraft construction. The whole of the parts shop and equipment available. Minor war damage.

209—Gerhard-Fieseler Works, G.m.b.H., at Kassel-Bettenhausen; engaged in aircraft construction. The parts shop and equipment available. Considerable war damage.

211—Junkers Aircraft and Motor Works at Veckerhagen. The whole of the mechanical completion department and equipment available. Considerable war damage.

212—Messerschmitt A.G., at Oberammergau; plant engaged in airplane industry. Entire plant and equipment available. Minor war damage.

1018—Eibia Ltd. at Bomlitz, Hanover; plant was erected by Wolfe & Co. for the German Government, who leased it to Eibia Ltd. for the production of explosives and, during the war, produced nitrocellulose and di-glycol powder for the army. Since end of the war, the plant has ceased to operate. Divided into two units of allocation: (*a*) machines and equipment; (*b*) movable buildings. War damage slight.

1030—Heeres—Munitions—Anstalt, at Graslebeu, Hanover. Plant established in 1939 for sole purpose of assembly of fixed filled ammunition. Later, cartridge case filling added to program. The equipment of plant divided into following units for allocation: Shaft buildings, maintenance shops, transport equipment; ammunition workshop; transformer stations; mechanical hoisting equipment; kitchen equipment; movable buildings. Minor war damage.

Two Hundred Enquiries for Canadian Goods Received at British Fair

Larger number of foreign buyers visited Canadian exhibit in London than on any previous occasion—Former Prime Minister of Canada displayed much interest in presentation by this Dominion.

LONDON, May 20, 1947.—(FTS)—Two hundred specific enquiries for Canadian commodities were listed by Canadian Trade Commissioners attending the British Industries Fair, held recently in London. Many additional requests for information were received, and the required facts provided. It was noted, in surveying the results of Canada's participation at this trade fair, that a larger number of foreign buyers had visited the Canadian exhibit than on any previous occasion. The British Industries Fair opened its doors on May 5 and continued until May 16. Among those who expressed much interest in the Canadian display, erected in the British Commonwealth and Empire section at Olympia, was the Right Hon. Viscount Bennett, former Prime Minister of Canada, who spent more than half an hour inspecting the various divisions, and declared that it was a distinct credit to Canada.

The following enquiries from producers and buyers in the listed countries were docketed at the Canadian information booth for "follow-up" purposes by trade commissioners:

United Kingdom

Exports to Canada—Industrial gloves of cotton and leather, die castings, razor blades, skis, ski poles, ski fittings, ice hockey equipment, boots, skates, etc., timber, furnishings for hotels, public houses, shoe stores and other retail establishments, writing paper, Christmas, Easter and birthday greeting cards.

Imports from Canada—Canned fish, hand machine tools, toys, children's vehicles, radio components, razor blades, textiles, knitted wear, swimming suits and beachwear.

List of Canadian exporters.

Selling patents or manufacturing in Canada.

Establishing branches in Canada of British business firms.

Prospects of employment, labour conditions, etc., and migration to Canada.

Eire

One firm would like to handle Canadian building material.

Interest displayed in agencies for canned foodstuffs and aluminum articles.

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Australia

Names of Canadian packers of canned fish and tinned "Tacks".

South Africa

Pigments for paint manufacture.

Kenya

Hardware, building materials, textiles, industrial minerals, metals and chemicals.

Malta

Firm interested in establishing a milling business in Canada.

Singapore

Stationery, leather, books and magazines.

Holland

All types of tinned food, rubber hot-water bottles, aluminum kitchen utensils, brushes, enamelled and galvanized ware for domestic use, machine tools, Canadian stone-cutting equipment.

Belgium

Pig lead, earthenware basins, lavatories, etc., sawmilling machinery for use in Belgian Congo.

Household goods of aluminum or enamel, kitchen ware, galvanized ware, cutlery, garden forks, spades, hoses, rakes and scythes.

Special solvents, plastifiers and chrome compounds.

Switzerland

Skis, ice hockey sticks, skates and pharmaceutical products.

One enquirer anxious to explore the possibilities of opening a new textile plant in the neighbourhood of Toronto.

Sweden

Woodworking machinery.

Norway

Combs, toilet articles, haberdashery, tools, etc.

Denmark

Stockings, hosiery, lingerie, drapery goods of all kinds.

Textile-smallwares, haberdashery, yarns and threads of all sorts.

All kinds of piece-goods for re-sale and for shirts, housecoats, pyjamas, blouses, gowns, bedlinen, tablecloths, handkerchiefs, scarfs, etc.

Czechoslovakia

Interested in all goods not produced in Czechoslovakia, especially steel for blades, butchers' knives, etc., and Canadian tinned lobster.

India

Lead pencils, oil and diesel engines, mill stores, machinery tools, tooth brushes, and toothpaste, plastic tubes for manufacturing fountain pens, and stainless steel for fountain-pen nibs.

Portugal

Aluminum sheets.

Finland

Textiles and haberdashery.

Iceland

Requesting names of Canadian exporters of red pine and plywood.

Canadian food products, particularly flour, canned and fresh fruits, Canadian agencies.

Egypt

Imports of Canadian cigarettes, and all goods of Canadian manufacture saleable in Palestine.

Italy

Seeking contacts for raw material for industry, particularly woodpulp for cellulose industry, and asbestos.

Canadian agencies.

Iran

General textiles and yarns, iron beams, copper and steel, aluminum, light motorcycles and bicycles, tires and tubes, cultivation machinery.

Colombia

Canadian exporters of plywood and consumer materials.

Gibraltar

Interested in supplies of timber, mainly pine, maple and spruce, plywood and canned salmon.

Largest Fair Ever Held

At the 1947 Fair, the record number of 3,131 manufacturers, representing 80 trade groups occupied approximately 835,000 square feet, thus making it the largest national trade fair ever held. Buyers from 90 different countries totalled 16,000, while domestic buyers attending reached a total of 86,000. Overall attendance was 500,000.

During the war years, many countries were cut off from news of technical and scientific progress in industry and the 1947 Fair furnished a unique opportunity to bring this knowledge up-to-date. It enabled the overseas buyer to judge Britain's industrial recovery in relation to other countries.

According to R. E. J. Moore, director of the Fair, the representation of buyers from North America had not been as strong as had been hoped. One reason for this, which might condition the date of future fairs, was that many American buyers came to place orders for their Christmas market, and May was too late for them to place orders to ensure delivery in time.

Too Early to Judge Results of Canadian Participation

It is too early to judge the results obtained by the Canadian participation. Trading conditions between Canada and the countries from which enquiries originated will determine this factor. It can be safely stated, however, that never in the history of a Canadian participation in a British Industres Fair have so many solid enquiries been received from so many different countries.

Canadian Exports, by Groups

Main Groups	April			January-April		
	1938	1946	1947	1938	1946	1947
	(Millions of Dollars)					
Agricultural and Vegetable Products	7·2	46·4	37·4	49·7	179·0	179·6
Animals and Animal Products	6·0	24·1	20·4	36·5	119·6	100·2
Fibres, Textiles and Textile Products	0·7	5·8	3·2	3·6	18·5	12·1
Wood, Wood Products and Paper	13·8	46·4	73·0	60·3	173·2	260·2
Iron and Products	4·0	18·9	20·2	22·6	74·7	82·5
Non-Ferrous Metals and Products	13·8	21·8	18·7	61·2	67·9	81·0
Non-Metallic Minerals and Products	1·6	3·9	5·5	6·6	14·3	20·6
Chemicals and Allied Products	1·5	5·6	6·5	6·8	22·0	25·6
Miscellaneous Commodities	2·2	5·5	5·8	6·8	29·9	26·1
Total Domestic Exports	50·8	178·5	190·9	254·1	699·1	788·0

Canadian Exports, by Commodities

Commodity	April			January-April		
	1938	1946	1947	1938	1946	1947
	(Thousands of Dollars)					
Agricultural and Vegetable Products—						
Fruits	238	113	421	2,843	1,290	4,765
Vegetables	128	851	1,522	691	4,655	5,702
Wheat	2,052	21,236	11,669	19,117	84,360	60,515
Grains, other	246	1,204	2,166	2,693	5,465	10,786
Flour of wheat	1,050	11,936	11,392	6,079	37,871	51,093
Farinaceous food products, other	616	1,193	992	3,348	4,483	4,943
Sugar and products	266	126	241	587	471	1,340
Alcoholic beverages	815	2,987	2,060	3,559	12,067	9,143
Vegetable fats and oils	8	430	607	39	1,884	2,764
Rubber and products	940	2,226	2,062	4,324	7,196	9,570
Seeds	117	1,313	941	1,060	7,875	7,766
Tobacco	555	879	2,174	4,554	3,718	6,643
Vegetable products, other	139	1,942	1,197	785	7,651	4,536
Total	7,171	46,436	37,445	49,679	178,986	179,566
Animals and Animal Products—						
Cattle	612	1,336	1,348	2,669	4,140	3,601
Other animals, living	173	298	110	551	729	328
Fish and fishery products	1,001	5,205	5,750	7,835	23,982	26,150
Furs and products	413	3,551	2,069	7,506	16,471	11,997
Leather and products	271	1,002	1,480	1,504	3,927	6,557
Bacon and hams	2,546	3,164	2,918	11,163	20,315	15,469
Meats, other	207	6,169	2,771	1,474	30,051	19,150
Cheese	253	80	43	533	3,214	681
Milk products, other	134	607	506	854	2,419	2,274
Eggs, shell and processed	4	2,088	2,531	39	6,678	10,862
Animal products, other	432	646	879	2,392	7,686	3,099
Total	6,045	24,146	20,404	36,520	119,612	100,167
Fibres, Textiles and Textile Products—						
Cotton products	183	722	482	852	3,649	2,575
Flax, hemp and jute products	6	498	105	34	1,095	309
Wool and products	60	2,286	386	397	7,534	2,051
Artificial silk and products	126	385	637	668	1,767	2,597
Fibres and textile products, other	324	1,937	1,585	1,670	4,410	4,611
Total	698	5,827	3,195	3,620	18,455	12,144
Wood, Wood Products and Paper—						
Planks and boards	1,876	7,610	16,489	9,793	29,639	62,923
Pulpwood	142	1,305	1,455	1,796	7,141	6,859
Unmanufactured wood, other	1,151	4,671	6,625	5,764	14,067	23,013
Wood pulp	1,813	9,284	15,387	9,253	35,164	52,697
Manufactured wood products, other	184	650	545	1,058	2,659	2,205
Newsprint paper	7,980	21,018	30,038	29,447	76,535	101,904
Paper, other	545	1,307	1,938	2,930	6,081	8,579
Books and printed matter	63	527	563	262	1,898	2,069
Total	13,756	46,373	73,040	60,302	173,184	260,250
Iron and Products—						
Iron ore	....	....	38	....	....	44
Ferro Alloys	41	659	1,491	396	2,895	5,623
Pigs, ingots, blooms, billets	4	362	525	1,525	1,764	2,159
Rolling mill products	173	415	572	900	2,812	2,169
Locomotives and parts	224	1,550	1,055	233	11,675	7,777
Farm machinery and implements	698	4,466	4,122	3,244	10,650	12,532
Hardware and cutlery	81	319	308	597	1,179	1,553
Machinery (except farm)	625	970	2,220	3,402	3,753	8,716
Automobiles, freight	459	3,799	2,820	3,123	17,422	16,833
Automobiles, passenger	1,189	326	3,533	6,191	373	11,798
Automobile parts	221	1,889	1,374	1,224	7,679	5,965
Railway cars and parts	1	2,429	52	10	9,355	168
Iron products, other	300	1,755	2,113	1,760	5,113	7,166
Total	4,017	18,939	20,223	22,606	74,670	82,505

Canadian Exports, by Commodities—*Concluded*

Commodity	April			January-April		
	1938	1946	1947	1938	1946	1947
	(Thousands of Dollars)					
Non-Ferrous Metals and Products—						
Aluminium and products	1,221	2,679	2,744	6,495	6,732	11,679
Brass and products	57	275	264	305	953	1,060
Copper and products	3,700	2,851	3,240	15,899	12,339	13,148
Lead and products	757	1,949	2,403	2,942	5,995	8,676
Nickel	3,197	8,413	4,059	20,430	18,239	18,507
Precious metals, except gold	3,734	1,542	1,900	8,755	4,531	8,465
Zinc and products	681	2,507	1,415	3,895	9,891	10,243
Electrical apparatus, n.o.p.	306	1,025	1,928	1,448	6,707	6,111
Non-ferrous metal products, other	191	606	783	1,032	2,519	3,149
Total	13,844	21,847	18,737	61,201	67,906	81,037
Non-Metallic Minerals and Products—						
Asbestos and products	852	1,581	3,027	2,878	6,176	9,614
Coal	56	355	111	516	1,307	1,038
Petroleum and products	9	75	207	127	721	1,638
Abrasives, artificial, crude	379	1,107	1,203	1,629	3,505	4,669
Non-metallic mineral products, other	327	738	913	1,424	2,615	3,671
Total	1,624	3,856	5,462	6,574	14,324	20,630
Chemicals and Allied Products—						
Acids	67	165	209	389	652	1,035
Medicinal and proprietary preparations	68	434	240	386	1,463	1,081
Fertilizers	716	2,536	2,945	3,243	11,529	11,911
Paints and varnishes	71	241	471	302	1,070	1,939
Calcium compounds	25	263	125	161	1,219	457
Soda and sodium compounds	345	363	665	1,336	1,291	1,973
Chemical products, other	213	1,576	1,857	947	4,805	7,218
Total	1,506	5,578	6,513	6,765	22,029	25,615
Miscellaneous Commodities—						
Toys and sporting goods	6	81	137	46	258	512
Films	381	181	151	1,341	832	846
Ships and vessels	85	1,002	1,402	178	3,961	5,462
Aircraft and parts	866	844	524	1,597	3,392	2,852
Electrical energy	323	593	647	1,398	2,481	1,820
Miscellaneous consumer goods	142	443	971	617	1,765	3,887
Miscellaneous other	256	512	878	1,037	1,875	3,266
Donations and gifts	....	1,085	423	....	12,770	4,445
Non-commercial articles	142	743	713	627	2,598	2,977
Total	2,200	5,484	5,846	6,840	29,932	26,068

Tenders Invited for Electrical Equipment

The New Zealand State Hydro-Electric Department, Wellington, New Zealand, invites tenders for the following electrical equipment:

110 kv. outdoor switchgear and steelwork for Studholme Substation, Contract No. 35, Section 211 Christchurch District. Tenders close August 26, 1947.

110 kv. and 50 kv. outdoor switchgear and steelwork for Edgecumbe Substation, Contract No. 36, Section 364 Hamilton District. Tenders close September 16, 1947.

Specifications for the equipment described above are available to interested Canadian firms from J. A. Malcolm, New Zealand Government Trade Commissioner, Sun Life Building, Montreal.

Production of Sports Equipment Greatly Increased in Canada

Producers leaning more heavily on export markets as cushion against unabsorbed domestic production—Canada's Trade Commissioners emphasize need for more catalogues and sales literature in offices abroad.

By P. G. Jones, Export Division, Foreign Trade Service

PRODUCTION in Canada of practically all types of sports equipment has increased substantially during recent years, with the result that much interest has been displayed in exploring the possibilities of the export market almost "all across the board". One does not have to search too deeply for the fundamental reasons underlying this marked expansion, which may be summarized as follows:

1. Investors—several of whom are ex-service men with an accumulation of gratuity savings—have seen profit possibilities in sports goods.

2. A pent-up demand on the part of the public, occasioned by wartime restrictions, has sent consumer demand sky-rocketing. Shorter hours of labour with more leisure time available are also contributing factors.

3. Canada's tourist trade for several years to come looks promising, thus offering encouragement to manufacturers of fishing tackle, camp equipment, sporting arms, ammunition and allied equipment.

4. Growing appreciation of the health advantages of participation by the masses in their favourite recreational pursuits. The popular saying, "a nation's health is a nation's wealth", has taken on new meaning.

5. Gradual realization by old and young that it is preferable to join the ranks of participants in sports than be mere onlookers.

6. The revelation that too large a percentage of men were found unfit for combat duty in the recent war, resulting in an awareness that lack of physical conditioning for war means inefficiency also for the task of peace.

7. The widespread influence of the sports goods industry's slogan, "It Pays To Play", which undoubtedly motivates people to visit their favourite store to purchase suitable sports paraphernalia.

8. The merchandising and promotional projects of the sports trades to attract business, such as Annual Sports Weeks, "It Pays To Play" window contests, bicycle races, special radio broadcasts, publication of weather reports for skiers, etc.

9. Attention given athletics in schools and colleges. Educational administrators, who formerly believed that any academic course took precedence over physical education, now have reason to recognize that a program of health and physical fitness is of paramount importance as an educational objective.

10. Recognition that physical fitness is not only the responsibility of individuals but also of parents, the federal government, provincial governments, municipalities, the school and industry. The future of Canada is in the hands of all these agencies.

11. Scientific and technical developments have brought into play new types of equipment.

Many New Firms Have Entered Field

Obviously, the reasons that have contributed to expanding the demand for sports gear have resulted in additions to the list of manufacturers engaged in the sports trades. During the war and since, a large number of new links in the chain of producers have appeared. There are, for example, some sixty Canadian manufacturers now catering to the needs of fishermen, whereas in prewar years there were approximately twenty. In 1939, there was one firm engaged in turning out ·22 rifles. Three producing firms are now in the field. In hockey sticks, baseball bats, archery goods, gymnasium equipment, sportswear, etc., several newcomers have "joined the parade". Whether over-expansion has taken place, time alone can tell. What is certain, however, is that the industry in all its diverse branches, comprising general sports goods, playground equipment, boats and canoes, wheel goods, camp equipment, etc., is demonstrating much interest in marketing its lines abroad, presumably as a cushioning against unabsorbed domestic production that is in the offing, and as a matter of long-range planning in the interests of self-preservation. While thinking along these lines, it is interesting to note that several manufacturers who have been engaged in the sports trade for years have declared they frankly realize that, unless new outlets for their greatly increased production capacity are found, they will have to reduce production. In this event, costs will rise, unemployment may follow, and the national income will become adversely affected. These confidants have expressed the opinion also that, in giving serious consideration to the export field, they are merely taking cognizance of what recurring depression years have taught, viz., that export orders do prove a powerful aid in keeping workers and machinery employed, not to mention absorbing a significant portion of factory overhead in normal times.

One might reasonably ask the question: "What is the prevailing impetus that leads individuals and firms to invest in the business of supplying recreational equipment to the masses, both for domestic use and export?" From information gleaned from numerous sources, the answer appears to be that the sales potential for the entire industry looks unusually attractive. A number of informants have quoted statistics based on a survey some years ago of the recreational equipment trades, conducted by a Canadian trade publication. From this it is deduced that, whereas annual sales of all commodities in that field amounted to approximately $35,000,000, there was an actual annual potential of $100,000,000, if full exploitation were undertaken. In other words, the surface of sales possibilities had scarcely been scratched. Consequently, to those surveying the possibilities, there appeared an almost unlimited scope for salesmanship and enterprise generally in this particular phase of the nation's business. This survey, incidentally, it has been explained, was based on estimated and potential sales covering every conceivable type of recreational goods listed in the accompanying panel.

Annual Sales Estimated at $125,000,000

Several prominent executives in the industry have likewise declared that the above figures can be increased considerably—to perhaps $50,000,000 and $125,000,000 respectively—by reason of the expansion above referred to. These amounts cannot, of course, be considered official, as Dominion Bureau of Statistics figures do not provide the minute breakdown required to arrive at an entirely accurate, composite picture. However, they are perhaps as near as experts within the industry can estimate.

Whether the figures set forth are somewhat wide of the mark is not the important matter, according to certain key men associated with the

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industry. What is paramount, they say, is recognition that there is still a large undeveloped field yet to be fully explored. This idea was expanded in detail before a recent convention of the Canadian Bicycle & Sport Goods Association by Major Ian Eisenhardt, national director of the National Council on Physical Fitness, who asserted that Canadian sports dealers are at present selling their merchandise to only about 5 per cent of those who should be using such equipment. Even if his figure of 5 per cent may seem a little low, it is, nevertheless, illuminating that investigations by those interested in physical fitness indicate the market for sports equipment in Canada is far from the saturation point.

He is reported to have said that, in the armed forces, there were far too many soldiers who had never swum or who had never kicked a football, and that many such men had come back into civilian life with a keen desire to play, thus proving to be good prospects for the purchase of sports goods. It would seem, therefore, that the big domestic market for recreational equipment lies, not so much in selling more equipment to those who are already players of games, hunters, fishermen, etc., but in developing interest in sport and providing facilities for it among those who do not indulge in games of any kind.

What will this noteworthy expansion mean to the sports goods industry? What are the chances of success for those who are venturing new factories or branching out from other lines into sports equipment? How will the flood-tide of new competition affect long-established sporting goods producers?

Market Should be Carefully Investigated

These are the questions which many thoughtful, experienced members of the sports trades are now asking. Based on interviews with leading company officials, the impression is gained that, while there may have been, during recent years, room for a reasonable number of new entrants in the producing fields, operating on a sound basis, those who may be contemplating joining the parade of newcomers should not go into the business without checking all angles carefully.

To those scanning the export skies, it might be of interest to know that our chief markets during 1946 were: United States, Newfoundland and South Africa. Other territories to which Canadian firms shipped token quantities included the United Kingdom, Southern Rhodesia, Mexico, Iceland, China, Italy, Bermuda, India, Jamaica, Trinidad, Fiji, Sweden, Brazil, Australia, New Zealand.

Another interesting factor is that sports equipment, generally speaking, is not under export control by the Canadian authorities. There are exceptions of course, as in the case of skates, outboard motors and other items in which steel is a component. There may be a few additional items involving repayment of subsidy, which make export permits necessary. Definite rulings in this connection can, however, be provided by the Export Permit Branch in Ottawa.

To those manufacturers who have never had any experience in developing export markets, it is suggested they keep in mind the following points:

Catalogues and Illustrated Literature Required

1. If writing trade commissioners for assistance in outlining the best method of approach to any given territory, it is advisable to supply as complete particulars as possible regarding products. Not only should the best export prices (preferably c.i.f. nearest port of destination or at least f.o.b. port of shipment) be quoted, but trade commissioners should be provided with individual copies of catalogues, folders and other sales literature covering lines. It is emphasized that, in most offices of Canada's

foreign trade representatives throughout the world, there is presently a dearth of illustrated literature relating to recreational equipment. One can readily see how important it is that such trade commissioners be supplied with the latest releases as an aid to drumming up export business.

2. It is also advisable to give trade commissioners whatever background information is available, such as:

(*a*) When your company commenced production.
(*b*) What your present supply position is.
(*c*) Quantities available for export.
(*d*) Percentage of your overall production that can be allocated to export.
(*e*) Whether you can keep pace with the demands of the Canadian market.
(*f*) Technical information covering use of products, where applicable.
(*g*) Whether you propose setting up your own individual export department and will consequently take care of your own documentation and shipping.
(*h*) The marketing methods the exporter has found to be most successful at home or in foreign markets, and the type of distributor or agent believed to be most desirable.

3. It is inadvisable to send samples abroad unless requested to do so by the trade commissioner, or the foreign importer, in which case instructions will be furnished as to the method of despatch.

4. If profitable sales are to be secured abroad, the exporter must be prepared to meet stiff competition and competent salesmanship from firms not only in Canada but also in other countries.

5. There is really no hope of being a successful exporter unless reasonable continuity of supply can be offered. The Deputy Minister of Trade and Commerce put this warning in a little different way recently, when he said "Canada's reputation can be enhanced by expanding our export activities, but it can also be seriously prejudiced if there is any suggestion of an in-and-out approach on the part of new entrants—an attempt to skim a little of the cream off the top."

The foregoing has been set forth, not with a view to pressing manufacturers to enter export markets, but merely as a basis of thinking for those giving serious consideration to this aspect of the industry at the present time.

Recreation equipment that comes within the range of goods handled by the sports goods industry is set forth in the following list:

Athletic goods
Archery equipment
Bowling equipment
Baseball goods
Hockey equipment
Tennis goods
Golf equipment
Badminton supplies
Squash equipment
Ski equipment
Skating supplies
Billiard supplies
Gymnasium equipment
Playground equipment
Boats
Canoes
Outboard motors
Camp equipment
Fishing tackle
Sporting arms
Ammunition
Hunting equipment
Horseshoe pitching equipment
Sportswear
Sports footwear
Bicycles and accessories
Motorcycles and accessories
Wheel goods
Toys and playthings
Games of all kinds (outdoor and indoor)

Peruvian System of Granting Import Licences Changed

Applications received by Superintendent of Foreign Trade on first ten days of each month—Applicant advised at first of following month whether licence granted—Further announcement of May 6 gave permission to clear all goods through customs which arrived before May 1 and for which no import licences were issued.

By C. J. Van Tighem, Acting Commercial Secretary, Canadian Embassy

LIMA, May 6, 1947.—Peruvian importers have been notified of a change in the system of granting import licences by a notice published in the local newspapers on April 26. Under the new system, applications for import permits will be received by the Superintendent of Foreign Trade only during the first ten days of each month. The applications received will be classified during the next twenty days and at the beginning of the following month, the applicant will be advised whether a licence has been granted. This system has been instituted to supersede the former one, whereby applications could be presented at any time, which resulted in a great loss of time on the part of the issuing authorities who found most of their time occupied with interviewing applicants. Under the new system, applications will be considered by classes of products and it is expected that a fairer allocation of licences will result since the total demand of the month will be known, permitting the authorities to grant licences for the products deemed most essential.

Permission Given to Clear Goods Which Arrived Before May

An important announcement affecting importers was made public May 6. Permission to clear all merchandise which arrived in Peruvian ports prior to and including April 30, 1947, and for which no import licence has been issued, has been given by the Superintendent of Foreign Trade. This permission which grants the right to clear goods through Customs without an import licence and solely on the basis of the usual commercial documents, expires May 31, 1947. It is clearly stated that this general import licence does not imply a right to foreign exchange at the official rate of Soles 6·50 to U.S.$1, which will continue only to be granted on the basis of essentiality of the goods to be imported. In view of the fact that a great quantity of merchandise is presently in all of the Peruvian ports awaiting clearance through Customs, the measure is expected to alleviate conditions considerably by making these goods available. In the port of Callao alone, according to a statement made by the Peruvian Minister of Finance and Commerce on April 10, there was over $6,000,000 of foreign merchandise awaiting clearance through Customs. As foreign exchange will not be made available at the official rate except in the case of goods having high priority, a sharp increase in the unofficial rate of exchange in the "free" market is expected.

Canadian Exporters Should Ascertain Importer Has Licence

In view of the fact that this regulation only applies to goods already in Peru, Canadian exporters should continue to insist upon receiving assurance from the importing firm that an import licence has been obtained for all shipments valued at more than Soles 300 (approximately U.S.$46.15 at the official rate of exchange). As the issue of an import licence does not guarantee that the covering foreign exchange will be made available, shipment on the basis of irrevocable letter of credit is considered advisable.

Import Quotas for China in Second Quarter are Little Changed

Total value of goods approved almost the same as for previous quarter—Cotton outstanding exception, with marked decrease as separate fund appropriated—Increases in metals, paper and woodpulp, wool and woollen yarn, india-rubber and gutta-percha, lubricating grease and oil, sodium nitrate and other fertilizers.

By W. E. Jolliffe, Assistant Canadian Trade Commissioner

SHANGHAI, May 1, 1947.—The total value of goods approved for importation during the second quarter of 1947 is practically the same as that allotted for the previous quarter, the outstanding exception being cotton, which has shown a marked decrease, as a separate fund has been appropriated for that commodity. Increases have been made in the amounts allotted metals, paper and woodpulp, wool and woollen yarn, india-rubber and gutta-percha, lubricating grease and oil, sodium nitrate and other fertilizers.

In announcing the quotas, the executive committee of the Board for Temporary Regulation of Imports stated that they are fully aware of the fact that the quotas may be insufficient to meet China's industrial needs fully. Under present economic conditions, however, the amount of foreign exchange available to meet all such demands is limited. In determining these quotas, the minimum industrial demands of China have been carefully considered. The committee also pointed out that the state of affairs existing in the Orient is not common to China alone, but other countries too are faced with the need of importing goods essential to the economy of the country but are restricted by their lack of foreign exchange.

Schedule for First Quarter Rigidly Adhered To

During the first quarter of the year the Board for the Temporary Regulation of Imports had adhered rigidly to the schedule of allocation as laid down for the months of January and February. The administration machinery was comparatively new and certain small alterations had to be made, but with few exceptions regulations were followed as closely as possible. It can, therefore, be assumed that this particular phase of China's endeavour to conserve her foreign assets will remain unchanged for the ensuing four months. The means of controlling imports of cotton were altered, due to its extreme importance as a formidable part of China's economy and the fact that it could not be efficiently handled by the general office. This may occur in the case of other single commodities, such as fuel oil, textile machinery, etc.; however, the fundamental policy should hold good throughout.

China's Import Quotas, May-July, 1947

	Commodity group	Quota
1.	Gasoline, naphtha, benzine, mineral; liquid fuel (fuel oil); kerosene oil	U.S.$12,075,000
2.	Cotton, raw	20,000,000
3.	Rice, wheat, and wheat flour	7,000,000
4.	Leaf tobacco	8,000,000
5.	Jute, raw and gunny bags	1,250,000
6.	Coal and coke	500,000
7.	Metals	4,500,000
8.	Chemicals	2,600,000
9.	Paper and woodpulp	4,500,000
10.	Timber	2,000,000
11.	Wool and wool waste; and woollen yarn and thread, pure or mixed	2,000,000
12.	Aniline dyes and other coal tar dyes, n.o.p.f. indigo, artificial; and sulphur black	2,275,000
13.	India-rubber and gutta-percha and manufactures thereof	2,000,000
14.	Oil lubricating; and oils, fats and waxes, n.o.p.f.	1,900,000
15.	Machine belting and hose, other than those made of rubber and leather belting; starch; and tanning extracts, vegetable, n.o.p.f.	345,000
16.	Sulphate of ammonia; fertilizers	500,000
17.	Artificial silk yarn	565,000
18.	Pharmaceuticals	600,000
	Total	U.S.$72,610,000

Coal Production in Western Germany Still Far Short of Essential Requirements

Rehabilitation of German industry has been hampered through lack of coal supplies—Severe winter forced diversion of coal from industry to civilian population for heating—Neighbouring countries also dependent on this source—Exports of coal fixed by agreement between United States, Great Britain and France.

By D. W. Jackson, Canadian Economic Representative

MINDEN, May 19, 1947.—Coal has always played a leading role in the maintenance of German economy. The densely populated and highly industrialized centres of the Ruhr and Northern Germany have, in no small measure, been dependent upon adequate supplies of this key material. Although coal production in Western Germany has shown steady improvement since the occupation, it is still far short of essential requirements and the re-activation of German industry has suffered in consequence. The recent severe winter has been a major factor in decreasing still further industrial activity due chiefly to the inability of transporting the coal from the pit-heads to factories and power plants. For many weeks, the inland waterway systems of Germany were frozen solid and roads and highways were deep in snow and ice. The German railways were incapable of assuming the added burden, owing to lack of rolling stock and locomotives and the scarcity of maintenance and repair parts.

Necessary to Divert Coal from Industry During Winter

In an effort to relieve human suffering during the prolonged cold spell, substantial amounts of coal, originally earmarked for industrial uses, had to be diverted for heating purposes to the civil population. This combination of factors forced many manufacturers to operate on greatly reduced schedules and others to shut down completely.

Not only is coal a vital factor to German economy, but also to neighbouring countries as well. In prewar years, the industries of such countries as France, Belgium and Holland were dependent, to a large extent, upon coal imported from Germany to maintain their economic balance. The reduction in normal coal exports from Germany has proved a serious handicap to their economic rehabilitation and adjustment. In consequence, the three occupying powers of Western Germany have been co-operating closely with the object of increasing German coal production and assist the economic recovery, not only of peaceful German industry but of those European nations so reliant upon coal supplies from Germany.

Agreement Reached on Coal Exports

Recently an agreement has been reached by the United States, Great Britain and France on the amount of coal to be exported from their combined zones of occupation. The agreement has fixed the tonnage of coal to be supplied to members of the European Coal Organization in the six-month period commencing July 1, 1947. The member nations of the E.C.O. who will reap the benefits of this arrangement are Belgium, Czechoslovakia, Denmark, France, Greece, Luxembourg, the Netherlands, Norway, Poland, Turkey, the United Kingdom and the United States. It will permit the recipient countries and the authorities responsible for German economics, in some measure, to lay plans for their future productive activity. German coal exports will be made on a percentage basis of merchantable production, dependent upon the achievement by July 1 of a daily production of 280,000 tons of hard coal. In arriving at the scale of percentages, the coal requirements of the liberated countries, in addition to the essential needs of German industry, have been carefully considered.

Ruhr Coal Production Increasing

Last October, in the Ruhr, the average daily output was 183,000 tons of hard coal. Despite the severity of the past winter, coal production has been increasing steadily, and a peak figure of 238,000 tons was attained on a single day during March, 1947. However, there is still a substantial deficit to be overcome. The amount available for export was 350,000 tons a month less in March, 1947, than the corresponding figure for six months ago. Daily average production of hard coal in the French Saar is roughly 32,000 tons.

The tri-partite agreement also provides that a joint notification will be made to the European Coal Organization should the economic fusion of the Saar with France materialize. Such notification is to embody the combined needs and resources of France and the Saar and, in consequence, coal from the Saar will cease to count as German resources. Such an economic incorporation of the Saar with France will, in all probability, mean that the percentage of coal allocated to France by the E.C.O. will be adjusted upwards.

It is a natural assumption that, with German factories receiving increased deliveries of coal and a stepping-up of industrial production, there will be a corresponding increase in manufactured goods in all lines of industry available for export.

Canadian Maple Planted in Los Angeles With Trees From Other Countries

Grove in Exposition Park will recall ties of friendship between United States and other nations—Flown from Ottawa to Vancouver and thence to California.

Los Angeles, May 22, 1947.—(FTS)—Friendly relations between Canada and the United States were again recognized today in Los Angeles, when Mayor Fletcher Bowron planted a small maple tree in Exposition Park. This event formed part of the celebration by the Los Angeles Chamber of Commerce of "World Trade Week", during which a number of "trees of friendship" from many countries were planted to form a grove that will recall in years to come the efforts made to develop friendly relations between the United States and other lands.

Canadian maple tree, from the Central Experimental Farm, in Ottawa, arriving in Los Angeles, California, where it now forms part of a grove of "trees of friendship". This sapling was flown by Trans-Canada Air Lines to Vancouver, and thence to Los Angeles, where it was received from the stewardess of a United Air Lines plane by Victor E. Duclos, Canadian Trade Commissioner, and Robert L. Burns, President of the Los Angeles Coliseum Committee.

The Canadian maple originated in the Central Experimental Farm at Ottawa, from which it was flown by Trans-Canada Air Lines to Vancouver, and thence by United Air Lines to Los Angeles. It was accompanied by a message from the Hon. James A. MacKinnon, Minister of Trade and Commerce, who stressed the communion of ideals of Canada and the United States.

Australian Automobile Industry Aims at Self Sufficiency

Constant government effort to achieve independence from foreign suppliers—Tariff structure repeatedly adjusted to protect domestic enterprises—Eventual plan is to produce all-Australian car—Manufacture of bodies developed substantially—Imports from Canada and non-Empire countries strictly regulated—No licensing restrictions imposed on Great Britain—Import quota for Canada is 23,000 chassis.

By B. T. R. Fletcher, Assistant Canadian Trade Commissioner

(Editor's Note—This is the first of four articles on the automotive industry in Australia. The subsequent articles will deal with each phase of the industry in detail.)

MELBOURNE, April 3, 1947.—The history of the automotive industry in Australia is marked by the constant effort of the government to achieve independence from foreign suppliers. Complete success has not yet been attained, but the final objective has certainly not been forgotten.

Domestic production of automobile bodies was first encouraged in 1902, when the motor vehicle was still a novelty, and today, operating behind almost impenetrable tariff barriers, Australian firms provide bodies for nearly every chassis imported. The local industry has not yet reached the stage where it manufactures complete vehicle chassis. In lieu of this the government has taken steps to reserve for Australian factories the work of assembly of all imported chassis. Since 1921 tariff rates on chassis imports were repeatedly adjusted to give decided preference to the entry of unassembled chassis over assembled ones, and the result has been that chassis imports are confined almost entirely to the unassembled variety, providing considerable additional employment for Australians.

Manufacture of vehicle parts and accessories commenced after the first World War with a view to supplying only the repairs and replacements market, but since 1930 the government has persistently encouraged manufacturers to increase their range of production, and proceed, wherever possible, from this stage to the point where Australian firms can also supply original equipment needs, and entirely release the Commonwealth from dependence on the overseas producer. In 1936 the government announced its intention to support the manufacture of complete chassis, including engines, within Australia, and thus eventually produce an all-Australian car. This objective had not been obtained when war broke out in 1939, but with the cessation of hostilities the project has been revived.

Substantial Imports of Chassis and Parts

Despite the continued effort of the government to encourage local industry, imports of chassis and vehicle parts are very substantial, and have always been vital to the Australian industry. As early as 1920 three principal overseas suppliers had emerged, and to this day the United States of America, the United Kingdom, and Canada have remained the main sources of imports. The chief effects of Commonwealth policy up to 1936 appear to have been the development of a substantial body-manufacturing industry in Australia and the curtailment of car bodies; the development of a local chassis assembly industry coincidental with the limiting of chassis imports to the unassembled variety; encouragement to local parts manufacturers; and respecting those imports which were unavoidable, the introduction and gradual increase of preference to United Kingdom products over those of other suppliers, along with the awarding of a lesser preference to Canada. One other effect, and by no means a minor one, was increased tariff revenue.

Trade Diversion Policy Adopted by Government

Far-reaching changes came about in 1936-37 as a result of the Commonwealth government's trade diversion policy. The government decided to attempt to bring about a diversion of certain portions of Australia's overseas trade, and expected that one result of such diversion would be the widening and strengthening of the Commonwealth's secondary industries by the halting of some imports of commodities, particularly motor chassis, with a view to their manufacture in the Commonwealth. The determination of the government to give strong and decisive encouragement to the establishment of this chassis industry was separate from, and independent of, the general scheme of trade diversion.

The basic principle involved in the policy of trade diversion was that the Commonwealth government proposed to take steps to ensure that essential imports would henceforth be obtained as far as possible only from those countries which were good customers of Australia, and from which Australia might expect further consideration in return for increased purchases by the Commonwealth.

The adoption of this policy meant Canadian exports to Australia would suffer discrimination in view of the fact that Australia continually had an adverse trade balance in respect of Canada. There seemed little reason to expect that Canada would benefit from any diversion of vehicle import trade away from the United States of America, though in point of fact this did occur in some measure.

Trade in Chassis, Parts and Accessories Regulated

The policy was quickly implemented, and the following steps taken specifically with respect to the automotive industry. Trade in chassis, vehicle parts and accessories from non-Empire countries and Canada was strictly regulated, and imports could only be made under a system of import licences. No licensing restrictions were imposed on the United Kingdom. In addition the total annual imports of chassis from the United States and from Canada in the future were to be limited to those amounts each had shipped during the year ending April 30, 1936. This import quota amounted to about 25,000 chassis for the United States and to approximately 23,000 for Canada. The size of the quota remained unchanged until 1940, when, incorporated in the wartime import licensing scheme, it was slightly reduced, and preference was given to truck imports. Later complete prohibition of imports of passenger-car chassis for private use was brought into force.

Rates of Duty Altered

Rates of duty were also altered in accordance with the objectives of the new trade policy. The basis of the tariff on chassis was changed from ad valorem to weight, and this gave an added advantage to United Kingdom manufacturers with their cars small and light by comparison with North American types. It is interesting to note that, with these changes, the tariff schedule incorporated the first distinction made between car and truck chassis. Canada is awarded a preference over the United States of America in respect of chassis imports. Qualification for this preference requires a "Canadian content" of 50 per cent.

Whereas under the old ad valorem rates all chassis imported were subject to a special primage duty of 10 per cent ad valorem (in addition to the tariff ad valorem rate), this primage charge was abolished, as such, under the new rate of 1936. For all practical purposes, however, it is still in effect, for the new tariff rates bring in more revenue than was formerly obtained from the old basic ad valorem tariff duty and the 10 per cent primage duty, combined.

Additional Duty Used as Bounty for Firms

The additional duty of 0·7 pence per pound was imposed on imports from all countries to provide a fund, out of which the Commonwealth proposed to pay a bounty to Australian firms who would undertake the manufacture of vehicle engines—another step in the attempt to produce an all-Australian car.

Tariff Changes Related to Development of Industry

It is to be noted that the various changes which have occurred through the years in the rates of duty respecting imports of chassis have in every case ha da definite rlationship to the capabilities of the Australian parts-and-accessories manufacturing industry. Each change, apart from the alteration in rates of duty, has also involved a refinement in the customs definition of the word "chassis", a refinement which, each time, was keyed to the changing production ability of the local industry. Generally speaking, these refinements excluded from the tariff interpretation of the term "chassis" certain parts which the xehicle trade normally accepted, for business purposes, as being parts of a chassis; e.g. in tariff item 359 (D) (4), the chassis is specifically defined as excluding rubber tires and tubes, storage batteries, shock absorbers, bumper bars, radiator assemblies, spark plugs and springs. As Australian parts manufacturers proved their competence to manufacture various components of chassis both efficiently and in sufficient quantity to substantially satisfy the market demand, their interests were protected from the competition of foreign suppliers. Alterations in the wording of the old comprehensive tariff item, and the introduction of new specific items into the Customs Schedule, made the continued import of these particular parts subject to high rates of duty—much higher than when the item formerly obtained entry through inclusion in the term "chassis".

Egypt's Population Has Doubled in Fifty Years

Cairo, April 28, 1947.—(FTS)—Egypt's population has doubled in the past 50 years, according to a recent census. In 1897, Egypt's population totalled 8,743,001 persons, while in 1947 the census indicates that the total is now 19,250,000.

Wheat Is Second Most Important Grain Crop of United States

Grown in nearly every state and occupies approximately one-sixth of the crop land acreage—In past ten years there have been significant short period changes in acreage—Winter and spring wheat grown—Average production for past three years over billion bushels—Mainly absorbed domestically—Wheat exports have declined—Wheat flour exports subsidized.

By F. T. Cook, Assistant Commercial Secretary, Canadian Embassy

WASHINGTON, April 16, 1947.—Wheat is second to corn in importance as a grain crop in the United States. It is grown in nearly every state in the Union and occupies approximately one-sixth of the crop land acreage. To some farmers in certain sub-humid areas, it represents almost the sole cash crop, and in humid areas it is grown in rotation with other crops.

In the past ten years there have been significant short period changes in wheat acreages. The highest occurred in 1937 with 80·8 million acres seeded and the low in 1942 with 52·2 million acres. The average for the period was 66·6 million acres. Fluctuations in acreage shifts are difficult to evaluate accurately. Droughts, government programs, prices of other products and the war were all contributing factors influencing the acreage planted during the ten years.

Winter and Spring Wheat Grown

Winter and spring wheat, including Durum wheat, are grown in the United States. The hard red winter wheat areas are almost twice the size of the other two winter wheat areas combined. The hard red varieties are the most important commercially and are grown principally in Central and Southern Great Plain areas, which include Kansas, Oklahoma, Texas, Nebraska and Missouri. The varieties of soft red winter wheat are grown chiefly in the eastern half of the country, and, to some extent, in the Pacific Northwest. The white (very soft) wheat is grown in the far western states and in New York, Michigan and Ohio. Spring wheat is produced principally in the northern plains and prairie states. Hard red spring wheat is used almost exclusively for bread and is considered superior wheat for this purpose. The Durum wheat is used chiefly for macaroni, and is produced in and around North Dakota, which is the major production area of spring wheat.

Wheat Yields Vary Greatly

The wheat yields in the United States vary greatly from year to year and from period to period, influenced principally by the weather. Disease and insect pests affect yields to some extent, but drought is by far the greatest hazard. Since 1937, wheat yields have been high, averaging 16·2 bushels per acre. This high average yield is accounted for, aside from better management and cultural practices, by a change from a below-average precipitation to an above-average precipitation.

The United States is still the biggest market for its own wheat production. In the past 25 years, the domestic consumption has not varied more than forty million bushels above or below the average production which, from 1937 to 1946, was in the neighbourhood of 940·6 million bushels. In 1944, 1945 and 1946, average production was over one billion bushels.

Quantity Milled for Human Consumption Very Constant

The quantity milled for human consumption in the United States is very constant. There has been a small increase in the quantity of wheat used domestically, from an average of about 575 million bushels in the five years 1910 to 1914 to 685 million bushels in the prewar years 1935 to 1939. This 19 per cent increase in domestic use over the 25-year period was less than the increase in population. Per capita consumption of wheat declined during that period. In 1946, approximately 525 million bushels were used for food. During the war years, domestic utilization of wheat for human consumption was erratic as a result of government programs and shortages of other foodstuffs.

Wheat Exports Have Declined

The net exports of wheat, including flour as wheat, by the United States, during the period 1912 to 1928, fluctuated around 200 million bushels and was sufficient to clear the market of existing supplies. Stocks, at the end of any one crop year, seldom exceeded 140 million bushels. From 1927, a steady decline in exports was experienced until 1934, when crop failures necessitated importation of wheat and flour. With the decline in exports, and a continuation of previous production acreages, stocks began to mount up until in 1932 and 1933 a level of about 375 million bushels was reached.

During the drought in the middle 30's, production was reduced to less than domestic needs. Imports, therefore, were necessary in 1934, 1935 and 1936 to maintain satisfactory stocks. Increased production after the droughts raised the carry-overs to high levels. Having no exports, however, except on a subsidized basis, stocks reached a new high of more than 600 million bushels in 1942 and 1943. On July 1, 1944, the carry-over was reduced to about 300 million bushels as a result of the heavy use of wheat for livestock feeding and alcohol manufacture.

With the low world prices for wheat, which prevailed during the 30's, and a United States policy that resulted in maintaining domestic wheat prices above world levels, exports were impossible except on a subsidized basis. Prospective utilization of wheat for the United States would suggest a range from 785 million bushels to 925 million bushels with actual utilization in any one year likely to be somewhere between these two extremes.

Wheat Flour Production Below Mill Capacity

In the past ten years, 1937 to 1946, the United States daily capacity to mill wheat flour averaged 1,183,500 sacks of 100 pounds. With this potential capacity, the actual amount milled over the same period averaged 243,769,000 sacks per year, or approximately 65 per cent of capacity. At no time during the ten-year period has production fallen below the 200,000,000-sack mark. The trend has been to increase production, the 1946 total production reaching 272,400,000 sacks. This increase cannot be correlated with a corresponding increase in the number of mills. According to the United States Department of Commerce Bureau of Census' figures, the number of reporting mills increased slightly from 1937 to 1942, after which there was a slight decrease in numbers.

Flour Mills Located in Producing Areas

Mills milling wheat into wheat flour are mainly located in the producing areas. The five states milling the greatest percentage of wheat flour are Kansas, Minnesota, New York, Missouri and Texas, in order of importance, with Kansas milling on an average of 15 per cent of the total wheat flour production in the United States. Illinois, Wisconsin, Oklahoma, Ohio and Oregon rate next in importance as wheat-milling states.

Exports of Wheat Flour Milled Wholly of United States Wheat

Country of destination	Annual average *1935-38	1939	1942	1945	1946
	(Thousands of cwt.)				
Netherlands	434	1,466	....	16	1,466
U.S.S.R. (Russia)	....	....	1,876	2,051	**
United Kingdom	175	128	....	2,266	2,741
Canada	72	130	2	1	17
Newfoundland and Labrador	42	26	16	14	30
Costa Rica	68	91	88	201	71
Guatemala	142	187	186	294	125
Honduras	20	24	18	40	22
Nicaragua	70	109	104	136	93
Panama Republic	108	89	180	125	83
Panama Canal Zone	18	85	143	53	76
Salvador	46	40	66	186	68
Mexico	23	14	10	508	1,273
British West Indies	41	67	56	....	**
French West Indies	76	82	89	259	204
Cuba	606	1,019	1,809	4,309	3,161
Haiti	51	93	69	228	56
Brazil	17	27	9	1,309	3,768
Ecuador	116	351	433	606	206
Venezuela	80	193	194	389	608
China	126	2,634	....	335	1,994
Hong Kong	262	766	....	5	415
Philippine Islands	988	2,078	....	1,029	2,546
Egypt	13	5	....	222	476
Other countries	271	1,464	336	5,387	†7,426
Total quantity	3,865	11,168	5,684	19,969	45,022
Value (in thousands of dollars)	$ 9,103	$16,950	$14,004	$72,239	$198,637

*Wheat flour, by type, not shown separately prior to 1935.

**Less than half thousand sacks.

†Includes Belgium, 3,197; France, 5,044; Germany, 3,342; Poland, 1,390; Italy, 3,940; Greece, 1,184.

Pattern of United States Flour Exports

During the 30's, the export pattern of wheat flour was confined largely to South America, Cuba, South East Asia, and the Philippine Islands, with Cuba, China and the Philippine Islands being the largest importers. From 1942 to the present time, because of the war and government programs, exports of wheat flour have been erratic and trade patterns forgotten. The exports of wheat semolina as a specialized flour have been limited, going mainly to South American countries and Egypt.

Flour Exports Subsidized

In October of 1933, the United States found it necessary to subsidize flour exports to meet a critical surplus problem in the wheat regions of the Pacific Northwest. The export-indemnity or subsidy was again undertaken on exports of flour to the Philippines in March, 1936. Subsidized shipments of flour were made intermittently until August, 1938, when a definite export sales program under the Federal Surplus Commodities Corporation was initiated. The flour subsidy paid during the period March 5, 1936, to August 26, 1938, was for flour made from North Pacific wheat exported to the Philippine Islands. On August 26, 1938, the export-indemnity program was broadened to include flour made from wheat grown in any part of the United States and exported to any country.

There have been some changes with respect to the countries to which flour could be shipped with a benefit of a subsidy, but in the main, exports of flour under these programs went principally to the Americas and the Philippine Islands. The last such export-indemnity program on United States' flour exports commenced on April 30, 1944, and ran through to March 1, 1946. Unlike previous flour export programs which were developed to encourage and maintain foreign markets, the new program was intended specifically to fulfil a commercial agreement. In 1944, the United States Government contracted to lift all exportable surplus supplies of Cuban sugar from the 1944 crop, for which the United States was to supply to Cuba flour at a stabilized price.

Paper Bag Production Important In the Dutch Paper Industry

Of 207 manufacturers of paper products, 76 factories produce paper bags—Production increased from 20 per cent of the prewar average output in 1945 to 47 per cent last year —Limited supplies and lack of adequate machinery prevents increased output.

By J. A. Langley, Commercial Counsellor, Canadian Embassy

THE HAGUE, May 3, 1947.—Among the various paper products manufactured in the Netherlands, the production of paper bags has always occupied an important place. Of the 207 Netherlands enterprises which are at present engaged in the manufacture of paper products, there are 76 factories making paper bags. Most of them also turn out other paper products, only some ten firms manufacturing paper bags exclusively.

Before the war, the consumption of raw materials by the paper bag industry amounted to an average annual quantity of 25,000 metric tons, which was approximately 11 per cent of the total domestic output. Of these 25,000 tons, 18,000 tons were destined for the manufacture of the ordinary types of paper bags, such as are used by shopkeepers, while the balance, 7,000 tons, was employed for the larger and double bags for packing coal, cement, fertilizers and similar commodities.

No Factory Produces Paper Bags Direct from Own Raw Materials

No factory produces paper bags direct from its own raw materials. About 85 per cent is purchased from paper mills and the remaining 15 per cent from wholesalers. In prewar years the following types of paper were chiefly used:

Type	Average monthly consumption in 1938-40 Tons
Printing and writing paper	775
Vegetable white parchment	325
Unglazed grease proof	325
Kraft	300
Glazed grease proof	125
Brown paper	100
Sulphite paper	10

Kraft paper is used mainly in the manufacture of strong double bags, while sulphite paper is especially used for making quality products.

Shortages of Raw Materials Still Evident

During the war there was a considerable shortage of raw materials, which is still existing, although not to the same extent. A short time after the liberation of the Netherlands, it was possible to secure a quantity of paper for the manufacture of paper bags from Norway and Sweden. On January 1, 1946, 1,319 tons of paper were available to the industry, a quantity which would be consumed in less than a month in normal times. In the course of 1946 it was possible to secure additional supplies fairly regularly, about one-third being imported from abroad and two-thirds being obtained from domestic sources. During the first six months of 1946 a total amount of 4,726 tons of paper was used in the production of paper bags. Compared with prewar years, a production level of approximately 47 per cent was reached as against 20 per cent in 1945. As regards 1947, it is not expected that the supply position will be much more favourable than in 1946.

Two main types of paper bags are made in the Netherlands. The large double bags were first used for cement, but the number of commodities packed in this manner has gradually increased to about 70. It is intended to add sugar to the list in the near future.

Bags Made Almost Entirely by Machines

Paper bags are made almost entirely by machines, having a capacity ranging from 150 to 300 bags per minute, depending on the kind of paper employed and the type of bag required.

The importance of the Netherlands paper bag industry is illustrated by the following figures, showing the value of the production, in million florins: 1938, 8·1; 1939, 10·2; 1940, 13·3; 1941, 14·0; 1942, 11·7; 1943, 9·5; 1944, 5·9; 1945, 5·5.

Output Sold Mainly on Domestic Market

By far the greater part of the output is sold on the domestic market. Before the war some exports were also made, chiefly to the Union of South Africa, Germany and the United Kingdom. In 1938, Netherlands foreign shipments of unprinted paper bags weighed 169 tons and had a value of Fls. 32,000, while the 1939 figures were 111 tons and Fls. 29,000. Exports of printed paper bags were larger, totalling 341 tons valued at Fls. 153,000 in 1938 and 333 tons valued at Fls. 154,000 in 1939.

During the first half of 1946, 123 tons of unprinted paper bags were shipped abroad, mainly to Belgium and Luxembourg, while printed paper bags were exported to a quantity of 15 tons, principally to the United Kingdom.

Against these exports prewar imports varied between 400 and 1,000 tons per annum. These consisted mainly of cheap mass articles supplied by Belgium and Germany. In 1939 arrivals of unprinted paper bags weighed 146 tons and were valued at Fls. 82,000, largely purchased in Belgium, Germany, Sweden and Finland, while imports of printed paper bags, chiefly secured from Belgium and Germany, amounted to 1,051 tons valued at Fls. 277,000.

Lack of Materials and Machines Retard Production

At present it is extremely difficult to expand the manufacture of paper bags owing to limited supplies of raw materials and the fact that 95 per cent of all machines, principally of German origin, are old and worn out. Repairs and replacements are not only difficult to secure but also very expensive.

The paper bag industry did not suffer much from war actions; only one factory was destroyed and two were damaged. Of the 363 bag-making machines which the Netherlands industry possessed at the outbreak of the war, only one was seized by the Germans.

Permission for Canadian Businessmen to Visit Japan Expected

It is expected that a limited number of businessmen will be permitted to enter Japan as a preliminary to the resumption of private trading in the near future. The number admitted will be restricted to a quota for each country, according to their previous trade with Japan; these quotas are yet to be agreed upon. The allocation to all countries will be, at first, comparatively small, consequently the initial quota for Canada will not permit more than a few businessmen to enter Japan. Canadian companies and firms who had trading connections with Japan before the war, and who wish to have a representative proceed to Japan, are requested to register in writing to the Asia Section, Foreign Trade Service, Department of Trade and Commerce, Ottawa, giving particulars of their past trading interests in Japan and details of the representative who will enter Japan on their behalf.

Higher Prices Obtained at Southern Rhodesia Tobacco Sales

Johannesburg, April 22, 1947.—(FTS)—The Southern Rhodesia flue-cured tobacco auction sales commenced on April 15 with prices generally about 25 per cent over last year's figures. Prices opened high and averaged 48·48 pence per pound. Although prices tended to settle down after the first day's sales, they averaged considerably above the 1946 figures. The highest price reached during the first three days of the sales was 57 pence per pound, and with a strong market there are indications that prices will remain high.

In 1946 total sales of flue-cured amounted to 41,550,389 pounds valued at £5,600,818, the average price being 32·35 pence. It is expected that this year's flue-cured crop will total about 46 million pounds, a decline from the original estimate resulting from severe drought conditions during the growing season. It is expected that, while the new United Kingdom taxes on tobacco will reduce tobacco consumption and ultimately reduce imports, it is not expected that Southern Rhodesia will feel the effects of this for some time. This seems to be borne out by the strong buying evident during the first few days of the market.

Trade Commissioners on Tour

CANADIAN Trade Commissioners return periodically from their posts in foreign lands to familiarize themselves with conditions in this country and the special requirements of the commercial community. They are in a position to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, with a view to establishing connections that will assist in the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following offices in the areas concerned:

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Brantford—Board of Trade.
Calgary—Board of Trade.
Edmonton—Can. Manufacturers' Association.
Gananoque—Chamber of Commerce.
Guelph—Board of Trade.
Halifax—Board of Trade.
Hamilton—Chamber of Commerce.
Kingston—Chamber of Commerce.
London—Chamber of Commerce.
Oshawa—Chamber of Commerce.
Montreal—Montreal Board of Trade.
Quebec City—Board of Trade.
Saint John—Board of Trade.
St. Catharines—Chamber of Commerce.
Toronto—Can. Manufacturers' Association.
Vancouver—Can. Manufacturers' Association.
Victoria—Dept. of Trade and Industry.
Windsor—Chamber of Commerce.
Winnipeg—Can. Manufacturers' Association.

J. M. Boyer, Canadian Trade Commissioner in Chicago, is being transferred to Cairo, Egypt, in the same capacity, and is scheduled to sail from Canada on September 3. He has already commenced a tour that will take him from the Maritime Provinces to British Columbia, having visited Halifax, Sydney, Sackville and Saint John. He will visit Quebec City on June 16, and then enter Ontario, returning to Quebec Province during the latter part of August for a visit to Montreal. Besides Egypt, territory covered by the Cairo office includes the Sudan, Palestine, Cyprus, Iraq, Syria and Iran.

J. M. Boyer

(Appointed Canadian Trade Commissioner at Cairo)

Quebec City—June 16.
Gananoque—June 18.
Kingston—June 18.
Oshawa—June 19.
Toronto—June 20-30.
Hamilton—July 2.
St. Catharines—July 3.
Brantford—July 4.
London—July 5-7.
Windsor—July 8.
Guelph—July 9.
Winnipeg—July 15.
Calgary—July 18.
Vancouver—July 22-26.
New Westminster.
Victoria—July 28.
Ottawa—August 15-18.
Montreal—August 19-31.

Provision Made for Entry of Selected German Scientists

Selected German scientists and technicians may be transferred to Canada, provided they possess the necessary knowledge to assist in the establishment of new industries in Canada or the expansion of existing operations. Provision is also made for the entrance of research scientists and university professors by an Order in Council passed recently. The number involved will be strictly limited, and in every case a specific request must be submitted by a responsible Canadian firm or institution.

Trade and Tariff Regulations

New Zealand Changes in Import Restrictions

Wellington, New Zealand, May 9, 1947.—(FTS)—The New Zealand Customs Department announces the following changes in the import licensing schedule for the 1947 period:

Pencils from Canada—Item 305

Consideration will be given to applications for permission to import pencils from Canada under licences already granted for the importation of pencils from the United Kingdom, provided that such applications are supported by definite evidence to show that the goods in question are available from Canada.

Motor Cars—Item 389(a)

Consideration will be given to applications from regular importers for licences to import from Canada unassembled motor cars suitable for taxis for supply to ex-servicemen, provided that applications are accompanied by definite evidence of availability. It should be noted that this new allocation is above and separate from the regular schedule with respect to motor vehicles from Canada.

United Kingdom Revokes Open General Licence for Fish

London, May 7, 1947.—(FTS)—The British Board of Trade, in Notice to Importers No. 250, announces the revocation of the open general licence which authorized importation from any country without separate licences, from November 4, 1946, to October 31, 1947, of fish and fish products packed in tins, jars or other airtight containers, other than the following: brisling, crab, crawfish (croyfish), herring, lobster, mackerel, pilchards, salmon, sardines, sild, tuna or tunny and caviar. The foregoing types continue, as heretofore, to require separate licences.

The effect of the revocation is to make separate licences necessary, as from May 13, for fish and fish products other than those above mentioned.

Royal Netherlands Autumn Trade Fair at Utrecht

The Royal Netherlands Trade Fair authorities have extended an invitation to Canada and Canadian manufacturers and producers to participate in the Autumn Trade Fair at Utrecht, September 9 to 18, 1947.

Exports to the Netherlands by Canadian manufacturers and producers in 1946 amounted to $33,883,000. In view of this extent of Canadian trade with the Netherlands and provided a sufficient number of Canadian manufacturers are interested in exhibiting their products, the Government of Canada has under consideration acceptance of the invitation and the organization of a Canadian section.

It is stated by the Royal Netherlands Trade Fair authorities that some 30,000 buyers from 28 foreign countries attended their 1946 Autumn Fair.

Space in the Canadian section is set at $2 per square foot. This includes general lighting, preparation of booths, names of exhibitors and listing in the Trade Fair catalogue.

Applications for space should be made to the Canadian Government Exhibition Commission, 479 Bank Street, Ottawa, on or before June 16.

Ocean-Going Sailing Schedules

Information contained in the following list of sailings, such as destination, port of departure, loading date, name of ship and operator, is furnished by steamship companies and agents concerned. This is the latest available and subject to change after *Foreign Trade* has gone to press, particularly as this relates to the loading date and name of vessel. All ships are not as yet under the complete control of operators, and one or other may have to be withdrawn to fulfil a government demand for space. A substitute ship is normally provided, and the operator will immediately notify shippers of any change in the date of departure. If no substitute is available, operators will advise shippers of an alternative sailing by another line.

The loading date and name of ship are not indicated in some instances, due to the fact that on certain routes information available is not sufficiently definite to mention the steamer that will be placed on a berth for the destination shown. The name of the probable operator is given, however, and exporters should seek further particulars from the operator or agent indicated.

Departures from Montreal

*Calls at Halifax about five days later.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques..	June 7–17	*Artemesia*	Elder Dempster
Lourenço Marques..	June 17–27	*Lafontaine Park*	Elder Dempster
Lourenço Marques..	June 22–July 2	*Chandler*	Elder Dempster
Lourenço Marques..	July 4–14	*Cottrell*	Elder Dempster
Lourenço Marques. Beira..............	June 17–27	*Lafontaine Park*	Elder Dempster
Dar-es-Salaam......	June 22–July 2	*Chandler*	Elder Dempster
Africa-South—			
Cape Town.........	June 7–17	*Artemesia*	Elder Dempster
Port Elizabeth.....	June 17–27	*Lafontaine Park*	Elder Dempster
East London.......	June 22–July 2	*Chandler*	Elder Dempster
Durban............	July 4–14	*Cottrell*	Elder Dempster
Argentina—			
Buenos Aires........	June 11–13	*Anadarko Victory*	Montreal Shipping
Buenos Aires........	June 18–26	*Royal Prince*	Furness Withy
Australia—			
Brisbane........... Sydney............ Melbourne.........	June 3–10	*Palana*	Montreal Australia New Zealand Line
Sydney............ Geelong............ Melbourne .... Adelaide...........	June 21–30	*Samarina*	Montreal Australia New Zealand Line
Belgium—			
Antwerp............	June 12–19	*Mont Rolland*	Montreal Shipping
Antwerp............	June 15–21	*Argovan*	Montreal Shipping
Antwerp............	June 16	*Prins Alexander*	Shipping Limited
Antwerp............	June 20	*Ravnefjell*	Brock Shipping
Antwerp............	June 23–July 2	*Marchcape*	March Shipping
Antwerp............	June 25	*Prins Willem IV*	Shipping Limited
Antwerp............	June 25–July 5	*Bayside*	Montreal Shipping
Antwerp............	June 30–July 9	*Twickenham*	Cunard Donaldson

Destination	Loading Date	Vessel	Operator or Agent
Brazil—			
Rio de Janeiro..... Santos............	June 18–26	*Royal Prince*	Furness Withy
Ceylon—			
Colombo..........	June 10–20	*Oceanside*	March Shipping
Colombo..........	June 16–20	*City of Windsor*	McLean Kennedy
Colombo..........	July 6	*Dalton Hall*	McLean Kennedy
Colombo..........	July 15	*A Ship*	McLean Kennedy
Colombo..........	July 30	*City of Norwich*	McLean Kennedy
China—			
Shanghai..........	June 10–20	*Seaside*	March Shipping
Colombia—			
Barranquilla........	June 11–14	*Benny*	Saguenay Terminals
Curaçao............	June 11–14	*Benny*	Saguenay Terminals
Denmark—			
Copenhagen........	June 12	*Vasaholm*	Swedish American Line
Copenhagen........	June 25	*Ragnhildsholm*	Swedish American Line
Egypt—			
Alexandria..........	June 10–20	*Oceanside*	March Shipping
Eire—			
Dublin.............	June 18–24	*Fanad Head*	McLean Kennedy
Dublin............. Cork..............	June 30	*Irish Hazel*	Shipping Limited
Finland—			
Helsinki...........	June 12	*Vasaholm*	Swedish American Line
Helsinki...........	June 25	*Ragnhildsholm*	Swedish American Line
France—			
Le Havre..........	June 11–17	*Mont Rolland*	Montreal Shipping
Le Havre..........	June 18–24	*Argovan*	Montreal Shipping
Le Havre..........	June 23–July 2	*Marchcape*	March Shipping
Germany—			
Hamburg..........	June 11–17	*Mont Rolland*	Montreal Shipping
Hamburg..........	June 18–24	*Argovan*	Montreal Shipping
Hamburg..........	June 23–July 2	*Marchcape*	March Shipping
Hong Kong.........	June 10–20	*Seaside*	March Shipping
India—			
Karachi.......... Madras...........	July 6	*Dalton Hall*	McLean Kennedy
Bombay.......... Calcutta.......... Bombay.......... Madras........... Calcutta..........	June 10–20	*Seaside*	March Shipping
	June 16–20	*City of Windsor*	McLean Kennedy
	July 15	*A Ship*	McLean Kennedy
	July 30	*City of Norwich*	McLean Kennedy
Iraq—			
Basra..............	June 10–20	*Oceanside*	March Shipping
Ireland—			
Dublin.............	June 11–16	*Torr Head*	McLean Kennedy
Dublin.............	June 25–30	*Lord O'Neill*	McLean Kennedy
Italy—			
Genoa.............	June 5–13	*A Ship*	Montreal Shipping
	June 20–30	*Mont Gaspe*	Montreal Shipping
Malayan Union—			
Penang........... Port Swettenham..	June 25–28	*Alcinous*	Cunard Donaldson
Mediterranean—			
Central and Western Areas...	June 5–13	*A Ship*	Montreal Shipping
	June 20–30	*Mont Gaspe*	Montreal Shipping

Destination	Loading Date	Vessel	Operator or Agent
Mexico—			
Vera Cruz	June 23–26	*Federal Trader*	McLean Kennedy
Morocco—			
Casablanca	June 5–13	*A Ship*	Montreal Shipping
Casablanca	June 20–30	*Mont Gaspe*	Montreal Shipping
Netherlands—			
Rotterdam	June 12–19	*Mont Rolland*	Montreal Shipping
Rotterdam	June 15–21	*Argovan*	Montreal Shipping
Rotterdam	June 16	*Prins Alexander*	Shipping Limited
Rotterdam	June 20	*Ravnefjell*	Brock Shipping
Rotterdam	June 23–July 2	*Marchcape*	March Shipping
Rotterdam	June 25	*Prins Willem IV*	Shipping Limited
Rotterdam	June 25–July 5	*Bayside*	Montreal Shipping
Rotterdam, Amsterdam	June 30–July 7	*Twickenham*	Cunard Donaldson
	July 15–22	*Beckenham*	Cunard Donaldson
Netherlands East Indies—			
Batavia, Samarang, Soerabaya	June 25–28	*Alcinous*	Cunard Donaldson
Newfoundland—			
Corner Brook	June 10–12	*Gulf Port*	Clarke Steamships
St. John's	June 12	*Elgin*	Furness Withy
St. John's	June 13–15	*Blue Peter II*	Montreal Shipping
New Zealand—			
Auckland, Wellington, Lyttelton, Dunedin, Bluff	June 25–30	*Glenogle*	Montreal Australia New Zealand Line
Northern Ireland—			
Belfast	June 11–16	*Fanad Head*	McLean Kennedy
Norwegian Ports	June 12	*Vasaholm*	Swedish American Line
	June 25	*Ragnhildsholm*	Swedish American Line
Philippines—			
Manila	June 10–20	*Seaside*	March Shipping
Poland—			
Gdansk, Gydnia	June 12	*Vasaholm*	Swedish American Line
	June 25	*Ragnhildsholm*	Swedish American Line
Gdansk	Late June	*A Ship*	March Shipping
Portugal—			
Lisbon	June 5–13	*A Ship*	Montreal Shipping
Lisbon	June 20–30	*Mont Gaspe*	Montreal Shipping
Singapore	June 10–20	*Seaside*	March Shipping
	June 25–28	*Alcinous*	Cunard Donaldson
Sweden	June 12	*Vasaholm*	Swedish American Line
	June 25	*Ragnhildsholm*	Swedish American Line
United Kingdom—			
Avonmouth	June 6–10	*Montreal City*	Furness Withy
Avonmouth	June 12–16	*Lakonia*	Cunard Donaldson
Avonmouth	June 19–26	*Delilian*	Cunard Donaldson
Avonmouth	June 24	*Boston City*	Furness Withy
Bristol	June 6–14	*Montreal City*	Furness Withy
Bristol	June 24	*Boston City*	Furness Withy
Cardiff	June 6–10	*Montreal City*	Furness Withy
Cardiff	June 24	*Boston City*	Furness Withy
Glasgow	June 9–16	*Norwegian*	Cunard Donaldson
Glasgow	June 23–30	*Dorelian*	Cunard Donaldson

Departures from Montreal—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
United Kingdom —Con.			
Leith	June 7–14	*Cairnvalona*	Furness Withy
Leith	July 2	*Cairnavon*	Furness Withy
Liverpool	June 5–12	*Fort Ticonderoga*	Cunard Donaldson
Liverpool	June 7–13	*Beaverburn*	Canadian Pacific
Liverpool	June 8–14	*Asia*	Cunard Donaldson
Liverpool	June 10–14	*Cavina*	Cunard Donaldson
Liverpool	June 11–16	*Torr Head*	McLean Kennedy
Liverpool	June 14–21	*Sibley Park*	Cunard Donaldson
Liverpool	June 18–24	*Fanad Head*	McLean Kennedy
Liverpool	June 25–30	*Lord O'Neill*	McLean Kennedy
Liverpool	July 3	*Beaverford*	Canadian Pacific
Liverpool	July 5	*Empress of Canada*	Canadian Pacific
Liverpool	July 19	*Beaverburn*	Canadian Pacific
Liverpool	July 25	*Empress of Canada*	Canadian Pacific
London	June 5–12	*Hillcrest Park*	Cunard Donaldson
London	June 6–10	*Beaverlake*	Canadian Pacific
London	June 13–18	*Beaverglen*	Canadian Pacific
London	June 15–19	*Vardulia*	Cunard Donaldson
London	June 15–19	*Fort Chambly*	Cunard Donaldson
London	June 20	*Ravnefjell*	Brock Shipping
London	July 6	*Beaverdell*	Canadian Pacific
London	July 16	*Beaverlake*	Canadian Pacific
London	June 18–19	*Vandalia*	Cunard Donaldson
Manchester	June 4–12	*Manchester Shipper*	Furness Withy
Manchester	June 11–19	*Manchester Progress*	Furness Withy
Manchester	June 26	*Manchester City*	Furness Withy
Manchester	July 3	*Manchester Regiment*	Furness Withy
Manchester	July 10	*Manchester Trader*	Furness Withy
Newcastle	June 7–14	*Cairnvalona*	Furness Withy
Newcastle	July 2	*Cairnavon*	Furness Withy
Swansea	June 6–10	*Montreal City*	Furness Withy
Swansea	June 24	*Boston City*	Furness Withy
Uruguay—			
Montevideo	June 11–13	*Anadarko Victory*	Montreal Shipping
Montevideo	June 18–26	*Royal Prince*	Furness Withy
Venezuela—			
La Guaira	June 27–July 2	*Benny*	Saguenay Terminals
West Indies—			
Antigua	June 4–13	*Alcoa Pennant*	Alcoa Steamships
Antigua	June 14–24	**Alcoa Partner*	Alcoa Steamships
Antigua	June 25–July 4	*Alcoa Pioneer*	Alcoa Steamships
Antigua	June 5–15	**A Ship*	Alcoa Steamships
Antigua	July 7–12	**Canadian Constructor*	Canadian National
Antigua	July 16–25	*A Ship*	Alcoa Steamships
Antigua	July 23–28	**Canadian Cruiser*	Canadian National
Antigua	July 26–Aug. 5	**A Ship*	Alcoa Steamships
Bahamas	June 7–12	**Chomedy*	Canadian National
Bahamas	June 20–24	**Canadian Highlander*	Canadian National
Bahamas	July 8	**Canadian Observer*	Canadian National
Bahamas	July 15	**Canadian Leader*	Canadian National
Barbados	June 4–13	*Alcoa Pennant*	Alcoa Steamships
Barbados	June 7–12	**Chomedy*	Canadian National
Barbados	June 14–24	**Alcoa Partner*	Alcoa Steamships
Barbados	June 25–July 4	*Alcoa Pioneer*	Alcoa Steamships
Barbados	July 5–10	**Canadian Challenger*	Canadian National
Barbados	July 5–15	**A Ship*	Alcoa Steamships
Barbados	July 7–12	**Canadian Constructor*	Canadian National
Barbados	July 16–25	*A Ship*	Alcoa Steamships
Barbados	July 23–28	**Canadian Cruiser*	Canadian National
Barbados	July 26–Aug. 5	**A Ship*	Alcoa Steamships
Bermuda	June 4–13	*Alcoa Pennant*	Alcoa Steamships
Bermuda	June 14–24	**Alcoa Partner*	Alcoa Steamships

Destination	Loading Date	Vessel	Operator or Agent
West Indies—Con.			
Bermuda	June 20–24	**Canadian Highlander*	Canadian National
Bermuda	June 25–July 4	*Alcoa Pioneer*	Alcoa Steamships
Bermuda	July 5–15	**A Ship*	Alcoa Steamships
Bermuda	July 7–12	**Canadian Constructor*	Canadian National
Bermuda	July 16–25	*A Ship*	Alcoa Steamships
Bermuda	July 23–28	**Canadian Cruiser*	Canadian National
Bermuda	July 26–Aug. 5	**A Ship*	Alcoa Steamships
British Guiana	June 4–13	*Alcoa Pennant*	Alcoa Steamships
British Guiana	June 7–12	**Chomedy*	Canadian National
British Guiana	June 14–24	**Alcoa Partner*	Alcoa Steamships
British Guiana	June 25–July 4	*Alcoa Pioneer*	Alcoa Steamships
British Guiana	July 5–10	**Canadian Challenger*	Canadian National
British Guiana	July 5–15	**A Ship*	Alcoa Steamships
British Guiana	July 7–12	**Canadian Constructor*	Canadian National
British Guiana	July 16–25	*A Ship*	Alcoa Steamships
British Guiana	July 23–28	**Canadian Cruiser*	Canadian National
British Guiana	July 26–Aug. 5	**A Ship*	Alcoa Steamships
Dominica	July 7–12	**Canadian Constructor*	Canadian National
Dominica	July 23–28	**Canadian Cruiser*	Canadian National
Grenada	June 4–13	*Alcoa Pennant*	Alcoa Steamships
Grenada	June 14–24	**Alcoa Partner*	Alcoa Steamships
Grenada	June 25–July 4	*Alcoa Pioneer*	Alcoa Steamships
Grenada	July 5–15	**A Ship*	Alcoa Steamships
Grenada	July 7–12	**Canadian Constructor*	Canadian National
Grenada	July 16–25	*A Ship*	Alcoa Steamships
Grenada	July 23–28	**Canadian Cruiser*	Canadian National
Grenada	July 26–Aug. 5	**A Ship*	Alcoa Steamships
Guadeloupe	June 7–12	**Chomedy*	Canadian National
Guadeloupe	July 5–10	**Canadian Challenger*	Canadian National
Jamaica	June 7–12	**Chomedy*	Canadian National
Jamaica	June 20–24	**Canadian Highlander*	Canadian National
Jamaica	July 8	**Canadian Observer*	Canadian National
Jamaica	July 15	**Canadian Leader*	Canadian National
Martinique	June 7–12	**Chomedy*	Canadian National
Martinique	July 5–10	**Canadian Challenger*	Canadian National
Montserrat	July 7–12	**Canadian Constructor*	Canadian National
Montserrat	July 23–28	**Canadian Cruiser*	Canadian National
St. Kitts	June 4–13	*Alcoa Pennant*	Alcoa Steamships
St. Kitts	June 13–22	**Alcoa Partner*	Alcoa Steamships
St. Kitts	June 25–July 4	*Alcoa Pioneer*	Alcoa Steamships
St. Kitts	July 5–15	**A Ship*	Alcoa Steamships
St. Kitts	July 7–12	**Canadian Constructor*	Canadian National
St. Kitts	July 16–25	*A Ship*	Alcoa Steamships
St. Kitts	July 23–28	**Canadian Cruiser*	Canadian National
St. Kitts	July 25–Aug. 5	**A Ship*	Alcoa Steamships
St. Lucia	June 4–13	*Alcoa Pennant*	Alcoa Steamships
St. Lucia	June 14–24	**Alcoa Partner*	Alcoa Steamships
St. Lucia	June 25–July 4	*Alcoa Pioneer*	Alcoa Steamships
St. Lucia	July 5–15	**A Ship*	Alcoa Steamships
St. Lucia	July 7–12	**Canadian Constructor*	Canadian National
St. Lucia	July 16–25	*A Ship*	Alcoa Steamships
St. Lucia	July 23–28	**Canadian Cruiser*	Canadian National
St. Lucia	July 26–Aug. 5	**A Ship*	Alcoa Steamships
St. Vincent	June 4–13	*Alcoa Pennant*	Alcoa Steamships
St. Vincent	June 14–24	**Alcoa Partner*	Alcoa Steamships
St. Vincent	June 25–July 4	*Alcoa Pioneer*	Alcoa Steamships
St. Vincent	July 5–15	**A Ship*	Alcoa Steamships
St. Vincent	July 7–12	**Canadian Constructor*	Canadian National
St. Vincent	July 16–25	*A Ship*	Alcoa Steamships
St. Vincent	July 23–28	**Canadian Cruiser*	Canadian National
St. Vincent	July 26–Aug. 5	**A Ship*	Alcoa Steamships
Trinidad	June 4–13	*Alcoa Pennant*	Alcoa Steamships
Trinidad	June 7–12	**Chomedy*	Canadian National
Trinidad	June 14–24	**Alcoa Partner*	Alcoa Steamships

Departures from Montreal—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
West Indies—Con.			
Trinidad	June 25–July 4	*Alcoa Pioneer*	Alcoa Steamships
Trinidad	July 5–10	**Canadian Challenger*	Canadian National
Trinidad	July 5–15	**A Ship*	Alcoa Steamships
Trinidad	July 7–12	**Canadian Constructor*	Canadian National
Trinidad	July 16–25	*A Ship*	Alcoa Steamships
Trinidad	July 23–28	**Canadian Cruiser*	Canadian National
Trinidad	July 26–Aug. 5	**A Ship*	Alcoa Steamships

Departures from Halifax

Destination	Loading Date	Vessel	Operator or Agent
Cuba—			
Santiago	June 14–17	*Dufferin Bell*	Pickford and Black
Newfoundland—			
St. John's	June 6–9	*Fort Townshend*	Furness Withy
St. John's	Late June	*Jessmore*	Furness Withy
United Kingdom—			
Liverpool	Late June	*Jessmore*	Furness Withy
West Indies—			
Bermuda	June 6–9	*Fort Amherst*	Furness Withy
Jamaica	June 14–17	*Dufferin Bell*	Pickford and Black
Jamaica	July 8–11	*Oakmount*	Pickford and Black

Departures from Saint John

Destination	Loading Date	Vessel	Operator or Agent
Norway—			
Oslo, Kristiansand, Stavanger, Bergen, Trondheim	June 14–18	*Vindafjord*	March Shipping
United Kingdom—			
London	June 23–27	*Vandalia*	Cunard Donaldson

Departures from Vancouver

Ships listed under "Departures from Vancouver" may possibly be loading in addition at New Westminster. Exporters should communicate with agents in Vancouver to obtain further information concerning loading dates, berth, available cargo space and rates.

Destination	Loading Date	Vessel	Operator or Agent
Africa-South—			
Cape Town, East London, Durban	June 22–July 14	*Lake Kootenay*	North Pacific Shipping
Argentina—			
Buenos Aires	June 16	*Hindanger*	Empire Shipping
Buenos Aires	June 26	*Fisk Victory*	Balfour Guthrie
Buenos Aires	Early July	*Falkanger*	Empire Shipping

Departures from Vancouver—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Australia—			
Melbourne / Sydney	June 27	*Wairata*	Canadian Australasian
	July 5	*Waikawa*	Canadian Australasian
Hobart / Sydney	June 12	*Waihemo*	Canadian Australasian
Sydney / Melbourne / Adelaide	June 29	*Barranduna*	Empire Shipping
	July 5	*Mangarella*	Empire Shipping
Belgium—			
Antwerp	June 20	*Brest*	Empire Shipping
Chile—			
Valparaiso	June 16	*Hindanger*	Empire Shipping
Valparaiso	Early July	*Falkanger*	Empire Shipping
China—			
Shanghai / Taku Bar / Chinwangtao	July 5	*Vilja*	Empire Shipping
Shanghai	June 20–21	*China Mail*	American Mail Line
Shanghai	August 1	*Mangarella*	Empire Shipping
Colombia—			
Cartagena	June 26	*Fisk Victory*	Balfour Guthrie
Egypt—			
Alexandria	June 16	*Aristotelis*	Empire Shipping
France—			
LeHavre	June 20	*Brest*	Empire Shipping
Greece—			
Piraeus	June 16	*Aristotelis*	Empire Shipping
Hong Kong	June 20–21	*China Mail*	American Mail Line
	July 8	*Castleville*	Balfour Guthrie
Italy—			
Genoa	June 16	*Aristotelis*	Empire Shipping
Java—			
Batavia	July 8	*Castleville*	Balfour Guthrie
Morocco—			
Casablanca	June 16	*Aristotelis*	Empire Shipping
Netherlands—			
Rotterdam	June 20	*Brest*	Empire Shipping
New Zealand—			
Auckland / Wellington	July 5	*Waikawa*	Canadian Australasian
Auckland / Lyttelton	June 12	*Waihemo*	Canadian Australasian
Auckland	June 27	*Wairata*	Canadian Australasian
Palestine—			
Haifa	June 16	*Aristotelis*	Empire Shipping
Philippines—			
Manila	June 20–21	*China Mail*	American Mail Line
Manila	July 5	*Vilja*	Empire Shipping
Manila / Iloilo / Cebu	July 8	*Castleville*	Balfour Guthrie
Singapore	July 8	*Castleville*	Balfour Guthrie

Departures from Vancouver—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
South Sea Islands—			
Papeete	June 27	*Wairata*	Canadian Australasian
Papeete	July 5	*Waikawa*	Canadian Australasian
United Kingdom—			
Liverpool	Early June	*Pacific Enterprise*	Furness Pacific
Liverpool	Mid-June	*Pacific Exporter*	Furness Pacific
Liverpool	Late August	*Pacific Shipper*	Furness Pacific
London	Early June	*Pacific Enterprise*	Furness Pacific
London	Mid-June	*Pacific Exporter*	Furness Pacific
London	Late August	*Pacific Shipper*	Furness Pacific
Manchester	Early June	*Pacific Enterprise*	Furness Pacific
Manchester	Mid-June	*Pacific Exporter*	Furness Pacific
Manchester	Late August	*Pacific Shipper*	Furness Pacific
Uruguay—			
Montevideo	June 26	*Fisk Victory*	Balfour Guthrie
West Indies—			
Trinidad	June 26	*Fisk Victory*	Balfour Guthrie

Netherlands and Denmark Sign Commercial Agreement

According to a protocol signed in Copenhagen on April 25, Danish exports to Holland in the period April 1, 1947, to March 31, 1948, will cover goods to the value of about 50 million kroner. Denmark will export cattle, casein, seeds, fish, pharmaceutical products, cement, machines, etc. Holland will supply about 41 million krone worth of garden seeds, artificial silk yarn, piece-goods, barrel hoops, chemicals, cycle parts, wireless materials and other items. The difference between the Danish and the Dutch exports will be used to pay interest and amortization on Danish loans.

Canadian International Trade Fair

Manufacturers and producers in this country are reminded that, if they propose exhibiting their commodities at the Canadian International Trade Fair, applications must be submitted before July 15, 1947, to the Canadian Government Exhibition Commission, 479 Bank Street, Ottawa. Brochures, in English and French, concerning this trade fair are now available for distribution. Others, in Spanish, Portuguese and Dutch, have been forwarded to Canadian Trade Commissioners.

The minimum area for which application may be made is 120 square feet, and exhibits are limited to twelve feet in depth.

The trade fair is taking place in Toronto from May 31 to June 12, 1948.

Buyers from Canada, as well as Other Countries, Will Attend this Trade Fair.

Foreign Trade Service Abroad

Cable address:—*Canadian*, unless otherwise shown.

Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Argentina

Buenos Aires—H. L. Brown, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.

Territory includes Uruguay and Paraguay.

Australia

Sydney—C. M. Croft, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

Melbourne—F. W. Fraser, Commercial Secretary for Canada, 44 Queen Street.

Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

Belgian Congo

Leopoldville—L. H. Ausman, Canadian Government Trade Commissioner, Palace Hotel. Address for letters: Boîte Postale 373.

Territory includes Kenya, Uganda, Tanganyika, Angola and French Equatorial Africa.

Belgium

Brussels—B. A. Macdonald, Commercial Secretary, Canadian Embassy, 46 rue Montoyer.

Brazil

Rio de Janeiro—Maurice Bélanger, Commercial Secretary, Canadian Embassy, Ed. Metrópole, Avenida Presidente Wilson, 165. Address for letters: Caixa Postal 2164.

São Paulo—J. C. Depocas, Canadian Government Trade Commissioner, Canadian Consulate, Edificio Alois, Rua 7 de Abril 252.

Chile

Santiago—J. L. Mutter, Commercial Secretary, Canadian Embassy, Bank of London and South America Building. Address for letters: Casilla 771.

Territory includes Bolivia.

China

Shanghai—L. M. Cosgrave, Commercial Counsellor for Canada, 27 The Bund, Postal District (0).

Colombia

Bogotá—H. W. Richardson, Acting Canadian Government Trade Commissioner, Edificio Colombiana de Seguror. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.

Territory includes Republic of Panama and the Canal Zone.

Cuba

Havana—R. G. C. Smith, Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.

Territory includes Haiti, Dominican Republic and Puerto Rico.

Egypt

Cairo—R. Campbell Smith, Acting Canadian Government Trade Commissioner, 22 Shari Kasr el Nil. Address for letters: Post Office Box 1770.

Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria and Iran.

France

Paris—Yves Lamontagne, Commercial Secretary, Canadian Embassy, 3 rue Scribe.

Territory includes Switzerland, Algeria, Morocco and Tunisia.

Greece

Athens—T. J. Monty, Commercial Secretary, Canadian Embassy, 31 Queen Vassilissis Sophias Street.

Territory includes Turkey.

Guatemala

Guatemala City—C. B. Birkett, Canadian Government Trade Commissioner, Post Office Box 400.

Territory includes Costa Rica, El Salvador, Honduras and Nicaragua.

Hong Kong

Hong Kong—K. F. Noble, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126.

Territory includes South China, the Philippine Islands and French Indo-China.

India

Bombay—Richard Grew, Canadian Government Trade Commissioner, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.

Territory includes Burma and Ceylon.

Ireland

Dublin—H. L. E. Priestman, Commercial Secretary for Canada, 66 Upper O'Connell Street.

Belfast—H. L. E. Priestman, Commercial Secretary for Canada, 36 Victoria Square.

Italy

Rome—J. P. Manion, Canadian Commercial Representative, Room 055, Via Umbria 2. Address for letters: Casella Postale 475.

Territory includes Czechoslovakia, Malta, Yugoslavia and Libya.

Jamaica

Kingston—M. B. Palmer, Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Territory includes the Bahamas and British Honduras.

Malayan Union

Singapore—Paul Sykes, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.

Territory includes North Borneo, Brunei, Sarawak, Siam and Netherlands East Indies.

Foreign Trade Service Abroad

Mexico

Mexico City—D. S. Cole, Commercial Counsellor, Canadian Embassy, Edificio International, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

Netherlands

The Hague—J. A. Langley, Commercial Counsellor, Canadian Embassy, Sophialaan 1-A.

Newfoundland

St. John's—J. C. Britton, Commercial Secretary, Office of the High Commissioner for Canada, Circular Road.

New Zealand

Wellington—P. V. McLane, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 1660.

Territory includes Fiji and Western Samoa.

Norway

Oslo—S. G. MacDonald, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5.

Territory includes Denmark.

Peru

Lima—C. J. Van Tighem, Acting Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.

Territory includes Ecuador.

Portugal

Lisbon—L. S. Glass, Canadian Government Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.

Territory includes the Azores and Madeira, Spain, Spanish, Morocco, the Canary Islands and Gibraltar.

South Africa

Johannesburg—J. H. English, Commercial Counsellor for Canada, Mutual Buildings, Harrison Street. Address for letters: Post Office Box 715.

Territory includes Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, and Nyasaland.

Cable address, Cantracom.

Cape Town—S. V. Allen, Commercial Secretary for Canada, New South African Mutual Buildings, 21 Parliament Street. Address for letters: Post Office Box 683.

Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.

Cable address, Cantracom.

Sweden

Stockholm—F. H. Palmer, Commercial Counsellor, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.

Territory includes Finland.

Trinidad

Port-of-Spain—T. G. Major, Canadian Government Trade Commissioner, Colonial Life Insurance Building. Address for letters: Post Office Box 125.

Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, and the French West Indies.

United Kingdom

London—A. E. Bryan, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Sleighing, London.

London—R. P. Bower, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Territory includes the South of England, East Anglia and British West Africa (Gold Coast, Sierra Leone and Nigeria).

Cable address, Sleighing, London.

London—W. B. Gornall, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Canfrucom.

London—Acting Animal Products Trade Commissioner, Canada House, Trafalgar Square, S.W.1.

Cable address, Agrilson.

London—R. D. Roe, Commercial Secretary (Timber Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Timcom, London.

Liverpool—M. J. Vechsler, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.

Territory includes the Midlands, North of England and Wales.

Glasgow—C. F. G. Hughes, Acting Canadian Government Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Iceland.

Cable address, Cantracom.

United States

Washington—H. A. Scott, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

New York City—M. T. Stewart, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Center.

Territory includes Bermuda.

Cable address, Cantracom.

Chicago—Acting Canadian Government Trade Commissioner, Suite 1607, 188 West Randolph Street.

Los Angeles—V. E. Duclos, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

Venezuela

Caracas—C. S. Bissett, Canadian Government Trade Commissioner, Canadian Consulate General, Edificio America. Address for letters: 8° Piso. Esq. Veroes.

Territory includes Netherlands West Indies.

Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit		Nominal Quotations May 26	Nominal Quotations June 2
Argentina	Peso	Off.	2977	·2977
		Free	·2440	·2440
Australia	Pound	....	3·2240	3·2240
Belgium and Belgian Empire	Franc	....	·0228	·0228
Bolivia	Boliviano	....	·0238	·0238
British West Indies (except Jamaica)	Dollar	....	·8396	·8396
Brazil	Cruzeiro	....	·0544	·0544
Chile	Peso	Off.	·0517	·0517
		Export	·0322	·0322
Colombia	Peso	....	·5714	·5714
Cuba	Peso	....	1·0000	1·0000
Czechoslovakia	Koruna	....	·0200	·0200
Denmark	Krone	....	·2083	·2083
Ecuador	Sucre	....	·0740	·0740
Egypt	Pound	....	4·1330	4·1330
Eire	Pound	....	4·0300	4·0300
Fiji	Pound	....	3·6306	3·6306
Finland	Markka	....	·0073	·0073
France and French North Africa	Franc	....	·0084	·0084
French Empire—African	Franc	....	·0142	·0142
French Pacific Possessions	Franc	....	·0201	·0201
Haiti	Gourde	....	·2000	·2000
Hong Kong	Dollar	....	·2518	·2518
Iceland	Krona	....	·1541	·1541
India	Rupee	....	·3022	·3022
Iraq	Dinar	....	4·0300	4·0300
Italy	Lira	....	·0044	·0044
Jamaica	Pound	....	4·0300	4·0300
Mexico	Peso	....	·2509	·2059
Netherlands	Florin	....	·3769	·3769
Netherlands East Indies	Florin	....	·3769	·3769
Netherlands West Indies	Florin	....	·5302	·5302
New Zealand	Pound	....	3·2402	3·2402
Norway	Krone	....	·2015	·2015
Palestine	Pound	....	4·0300	4·0300
Peru	Sol	....	·1538	·1538
Philippines	Peso	....	·5000	·5000
Portugal	Escudo	....	·0403	·0403
Siam	Baht	....	·1000	·1000
Spain	Peseta	....	·0916	·0916
Straits Settlements	Dollar	....	·4701	·4701
Sweden	Krona	....	·2783	·2783
Switzerland	Franc	....	·2336	·2336
Turkey	Piastre	....	·0035	·0035
Union of South Africa	Pound	....	4·0300	4·0300
United Kingdom	Pound	....	4·0300	4·0300
United States	Dollar	....	1·0000	1·0000
Uruguay	Peso	Controlled	·6583	·6583
		Uncontrolled	·5629	·5629
Venezuela	Bolivar	....	·2985	·2985