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In This Issue

Regular Features

COVER SUBJECT—M.V. *Canadian Cruiser*, built by Canadian Vickers, Limited, in Montreal, for the Canadian National Steamships, was due at Saint John January 31 on conclusion of her maiden voyage to Bermuda, the British West Indies and British Guiana. As explained in an article in this issue of *Foreign Trade*, the *Canadian Cruiser* is powered with the first heavy Diesel engine built in this country. Two similar vessels, the M.V. *Canadian Challenger* and the *Canadian Constructor* will enter the Canada-West Indies service in the near future. (Photograph on the cover is of a scale model.)

79833—1

Strikes in United States Produce Many Far-Reaching Effects

Total of 4,335 stoppages cost 107,475,000 man-days from January to November, 1946—4,545,000 workers involved, exceeding 1919 figure of 4,160,000—Consumers lose 148 million tons of coal, two million cars, 12 million tons of steel and other goods valued at billions of dollars.

By W. D. Wallace, Assistant Commercial Secretary, Canadian Embassy

Washington, January 7, 1947.—Work stoppages in industry in the United States reached a record peak in 1946 and far exceeded the previous high set in 1919. The stoppages were a result of a combination of forces involving industrial relations between labour, management, and government. The most damaging strikes were conducted by unions interested in nothing but an increase in wages. The steel and coal strikes, by themselves, were heavy blows at reconversion; in combination, their effect was still more severe. These strikes, coupled with the strikes in oil, automobiles, steel, electrical products, and meat products, reached a climax in May when the country was confronted with the final paralyzing failure in labour relations, a railroad strike. There followed a relatively quiet period of small strikes which, in turn, were followed by three serious strikes: maritime workers, truckers, and bituminous coal miners.

Large Number of Strikes in Recent Years

The Bureau of Labor Statistics of the Department of Labor reports that the number of strikes, for the first eleven months of 1946, amounted to 4,335 as against 4,616 for the corresponding period of 1945. There were 4,750 strikes last year, as against the record of 4,956 during the war year of 1944, but these latter stoppages involved fewer workers and cost only about 8 per cent as much working time.

Working time lost in strikes in 1946 was more than three times the peak figures for the previous record year of 1945, when there was a total of 38,025,000 man-days of idleness. It is estimated that 107;475,000 man-days of work were lost by stoppages in the January-November period of 1946, and will reach over 110,000,000 for the full year as the coal strike will add more than 1,000,000 man-days of idleness to the eleven-month figure. The pre-war record was set in 1937 when the total was 28,424,000 man-days.

Strikes in 1946 have set a record for the number of workers involved. During the first eleven months there were 4,545,000 workmen out on strike. This exceeded the 1919 record strikes involving 4,160,000 workers, and the 1945 and 1941 records of 3,467,000 and 2,362,620 men, respectively. There were approximately 28 major disputes, each affecting 10,000 or more workers and they accounted for nearly 50 per cent of all the workers involved in stoppages. These larger strikes, many of which continued for several weeks, resulted in over 75,000,000 man-days of idleness, more than twice the total time loss of 36,301,000 man-days recorded for all stoppages during the 44 months of World War II. Nine stoppages involved from 100,000 to over 700,000 workers each. Two of these were in coal mining; the others occurred in steel, automobile manufacturing, electrical machinery, meat packing, communications, railroad transportation, trucking and shipping.

Wages Major Issue of Disputes

The major controversial issue was wages in substantially more than half of the larger strikes. During the eleven-month period, government wage policies were adjusted and a general pattern of wage increases established. By the end of June, 1946, it appeared that the major stoppages were settled. The period of price uncertainty from June 30 through August was characterized by numerous but relatively small disputes. Nevertheless, many of the so-called "little strikes" had an effect out of all proportion to the number of workers involved, and production by large manufacturers was held up due to the small suppliers' strikes. In September, the country was faced with the nation-wide strike of unlicensed maritime workers and the New York area trucking stoppage. These strikes were followed in November by the walk-out of 400,000 miners in the bituminous coal mining industry.

Cost of Strikes to National Economy

It is almost impossible to give any indication as to the cost of the strikes to the economy of the country. The ramifications of strikes and their effects on various industries are so great that it would take months and months of research, and then it would be doubtful if a satisfactory figure would be reached. Almost anyone could offer any figure and nobody could challenge it.

An example of just what a strike in a major industry in the United States can do to the economy of a country was the recent work stoppage of 400,000 miners in the bituminous coal industry, which commenced November 20, 1946. According to a study by the United States Department of Commerce to show the injury to the economy which will result from a protracted mining strike, the over-all effects on economic activity of a 60-day strike would include a 25 per cent drop in industrial production, a loss of income to workers at a monthly rate of over $1,000,000,000, enforced idleness equivalent to 5,000,000 full-time workers, loss of business profits, a $20,000,000,000 drop in the annual rate of national income and intensification of inflationary prices.

General Freight Embargo Result of Coal Strike

The paralyzing effect of the coal strike on industry was highlighted by a general embargo on all but the most vital movements of railway freight when the government and the railroads moved to conserve dwindling stocks of coal. The Interstate Commerce Commission issued a general rail freight and express embargo effective December 6, 1946. The Office of Defense Transportation ordered the passenger mileage of coal-burning railroads cut to 50 per cent. The Association of American Railroads re-imposed a previous embargo on rail movements of car load and less than car load export freight. The Post Office embargoed all international shipments by parcel post except that destined for the armed forces overseas, and cut the maximum weight on domestic parcels from 70 to 5 pounds, and limited the size of packages it would accept for internal delivery.

Fortunately, the full effects of the freight embargo were not felt, as the coal strike was abruptly terminated after a 17-day duration. It was followed by continuing but gradually diminishing signs of the unfavourable effects of the stoppage on industrial activity in general. In addition to over 400,000 coal miners who were on strike, there were 300,000 basic industry workers, steel, railroad and automobile, all waiting to return to work. It was expected that major industry would require from ten to fourteen days to restore the levels of production that prevailed before the walkout. Coal production quickly returned to normal, but shortages of coal have necessitated curtailment of output in other industries, which forced layoffs of large numbers of workers for a much longer period of time than anticipated.

Direct Wage Losses are Considerable

The direct loss in wages to strikers for the period since V-J Day is estimated at approximately $1,206,000,000, the wage cost of the 1,025,000,000 man-hours of work lost by strikers alone. Losses to miners amounted to $810 each, auto workers in the General Motors strike lost about $850 each, and steel workers $195 each. It does not include losses to non-strikers or slow-downs caused by strikes, an amount that is likely to be near the loss to strikers themselves.

Individual losses to strikers and non-strikers are probably even larger than the direct losses. A major cause of the breakdown in price control resulting in increased prices was the wage increase and strikes. The result is that the workers who gained a few dollars after losing pay in strikes now find that those dollars do not go very far. At the same time it is estimated that workers along with all other consumers lost approximately 148,000,000 tons of coal, 2,000,000 cars, lumber for 100,000 homes, and more than 12,000,000 tons of steel. The value of goods lost through strikes would run into billions of dollars.

As a result of strikes, the workers gained wage increases averaging from 10 to 20 cents per hour. For workers in durable goods industry the gain in dollar earnings averaged nearly 7 per cent; for non-durable goods workers 16 per cent. However, during the same time there has been a steady increase in consumers' prices so that the gains made by the workers have been wiped out.

Large Rubber Shipments in November

Singapore, December 23, 1946.—(FTS)—Rubber exports from Singapore and the Malayan Union during the month of November amounted to 78,479 long tons of sheet and crepe, which included 22,310 tons originating in Sumatra, Borneo and Siam, and 1,171 long tons of latex. The destination of this rubber is set forth in the following table:

Exports in Long Tons—November, 1946

Destination	Sheet and Crepe	Latex
United Kingdom	19,514	686
Union of South Africa	245	....
Hong Kong	304	....
Australia	441	....
New Zealand	80	....
Czechoslovakia	450	....
Denmark	391	6
Italy	375	....
Spain	550	....
Sweden	1,920	....
U.S.A.	52,544	479
Chile	125	....
China	1,540	....
Total	78,479	1,171

Stocks Unshipped as of 30th November, 1946.

Estate Stocks	Dealers' Stocks Declared in Dry Tons	Port Stocks	Total
18,657	88,224	31,508	138,389

Canadian Exports During Twelve Months Exceed Prewar Total

Figure for 1946 is $2,312,000,000, which is two and one-half times the value of exports in 1939—Decline from 1945 total attributed to elimination of war materials from last year's figures—Newsprint, wheat and wheat flour lead list of commodities.

(Editor's Note—The following returns, made available by the Dominion Bureau of Statistics, were received as this issue was going to press, and are reproduced without any extensive analysis as a service to our readers, A more extensive outline of the twelve-month export situation will be presented in our February 8th issue.)

Canadian domestic exports during the twelve months of 1946 were valued at $2,312,000,000, which is two and one-half times the value of exports in 1939. The decrease of some $900,000,000 from 1945 is attributed to the elimination of war materials from the list of exports during 1946. In 1945, these accounted for over $1,100,000,000 of the total.

The United States maintained her wartime position as the chief market for Canadian commodities, exports to that country during the period under review being valued at $888,000,000, or 38·4 per cent of the total. Shipments to the United Kingdom continued at a high level, being valued at $598,000,000, or 25·8 per cent of the total export trade of Canada. Other British Commonwealth countries purchased goods to the value of $307,000,000. Exports to countries in receipt of loans or credits from Canada were valued at $269,000,000, and Latin American countries purchased goods valued at $93,000,000.

Agricultural and forest products continued to dominate the list of commodity exports, with the first five items in importance derived from such sources. The ten principal export items during 1946 are as follows:

Principal Canadian Exports in 1946

	($'000,000)
Newsprint	265·8
Wheat	250·3
Wheat flour	126.7
Planks and boards	125.4
Woodpulp	114.0
Fish	86.5
Autos, trucks and parts	78.3
Bacon and ham	66.4
Aluminum	56.0
Nickel	55.2

Wool Stocks Accumulated in India

Substantial stocks of wool have accumulated in India for want of export facilities, according to information furnished by the Indian Government Trade Commissioner in Canada. Pending a final decision on its policy with respect to wool, the Indian Government has authorized the exportation of 30,000 bales of white and yellow wool to all permissible destinations.

It was indicated that intending exporters should make application to the Export Trade Controllers before December 20, 1946, presenting evidence of firm contracts with overseas buyers, and that no applications received after this date would be entertained.

79833—2½

Advertisers in South Africa Cater to Varied Population

Union made up of English and Afrikaans-speaking whites, natives, "Cape coloureds", and Asiatic Indians —Each group has its own press and way of life—Various styles and languages must be used to reach different consumer classes.

(Editor's Note: The following article, forwarded by J. H. English, Commercial Counsellor for Canada in Johannesburg, was published by the Commercial Corporation of South Africa, Limited, which authorized its publication in *Foreign Trade.*)

It is a universally recognized fact that advertising, properly handled, constitutes the most economical method of selling. Yet it would be folly to rely on the success of any campaign before the potential market had been thoroughly surveyed and its people and trends minutely studied, for the key to its psychology lies in the background against which its people live. In countries such as England and America, appeal in advertising can be made to three fairly well-defined classes, all speaking the same language. This is far from being the case in South Africa, where experienced overseas advertisers are likely to meet a stumbling-block in the complex nature of this market. It is, indeed, a fallacy to look upon the South African market as one coherent whole, for in actuality it is composed of several entirely separate markets superimposed one on the other and affecting each other in various ways. For purposes of brevity and lucidity, it is proposed to deal here with each market under its own heading and to examine the nature of its people from the angle of selling and advertising appeal.

Half of White Population Speak Afrikaans

Of a total "white" population of 2,335,000, approximately 55 per cent use the Afrikaans language in their homes, although a large proportion of them speak and read the English language and subscribe to English newspapers and periodicals. In fact, only a small proportion, who live largely in rural districts, speak no English at all.

The Afrikaaners are descended from Dutch and French settlers who came to the Cape of Good Hope about 300 years ago and have in the past been mainly concerned with agriculture. They are, however, now becoming more and more absorbed into commercial life in the cities and are scattered throughout the professions. They predominate in the civil service and many are scientists of no mean standing.

Afrikaaners Reached Through Own Press

The difference in sympathies, habits and tastes of this section of the community are of paramount importance. The overseas manufacturer, considering the South African market for his product, cannot afford to ignore this major section of the money-spending population, which cannot be reached as successfully through the English press as through its own press and journals.

This community is well catered for in the way of newspapers and periodicals, the number of which has increased at an astonishing rate during the last few years in order to meet the demand which has developed as a result of improved standards of education and general living conditions.

The English press is still widely read by the Afrikaans-speaking public, especially in the towns. In fact, it enjoys a wider circulation among them than does the Afrikaans press among the English-speaking section.

There is no doubt that it would well repay the person who wishes to sell his goods in the Union to undertake first a careful study of the Afrikaans-speaking people's buying psychology and way of life so as to enable him to appeal to them in a manner most suitable to their trend of thought, and, of course, in their own language.

Labels Should be Bilingual

A point worth noting in this connection is the importance of printing labels and instructions for use on bottles and cartons in both languages, for this is likely to have a considerable influence on sales among the Afrikaaner community. It is easy to understand how a small omission of this kind on the part of the manufacturer is sufficient to retard, if not defeat, the sales which it had been hoped would result from the publicity given the product.

The allocation of a proportion of advertising expenditure to the Afrikaans press is still, however, a matter of great difficulty and should be left to the discretion of local experts who have spent years in the study of the problem.

As well as being affected to some extent by traditional ties with Britain, the English-speaking section of the community has also been influenced in its outlook by American films and literature, with which the country is flooded. Most of the industrial and mining magnates are English-speaking and it is possible for business to be conducted solely in this language in the towns. It is only in the country districts that a knowledge of Afrikaans becomes essential. Conditions are, however, changing and a knowledge of both languages is becoming more and more necessary.

Life of Country Influences Advertising

Advertising to the English-speaking section of the community in South Africa can be conducted on the same lines as that in England and America and therefore needs no elaboration. A point to remember is that a far more outdoor life is led under these sunny skies than in a climate such as, say, England and Sweden possess. It is often wiser to leave the make-up of illustration and copy to local experts rather than to use the same as that for overseas consumption, which might be without the same attraction to the South African population.

It must also be noted that in the case of both the English and Afrikaans-speaking sections of the community, average standards of living are probably higher than on the continent or in America. Only the very poorest of households do not have assistance from a native servant. The wealthier families frequently have several. In the latter case, gardens, houses, kitchens, all have their own "boys" and laundry is usually washed and ironed by native girls. Therefore, household appliances of all kinds, for sale on this market, should be designed for hard wear and simplicity of manipulation. Rough treatment and consequent breakages of expensive washing-machines, irons, stoves and crockery are the bane of the housewife's life and she is consequently on the look-out for articles of long-lasting quality.

South African Publications Well Read

The English-speaking public is well supplied by a number of newspapers and magazines of a remarkably high standard. The larger towns of the Union each have one morning and one evening paper, which are distributed to the large areas they cover outside of the towns by the quickest method possible. In addition, the country villages usually run a weekly newspaper containing both English and Afrikaans sections.

There are two national Sunday newspapers of great popularity produced in Johannesburg and distributed throughout the Union. In other large towns, the morning and evening papers appear on Saturdays in special week-end editions with interesting magazine sections. From the foregoing remarks, it will be observed that, although the country is well supplied, it is not flooded with newspapers. This, combined with the fact that most South Africans have ample leisure in which to peruse their papers, is proof enough that value is received for money spent on advertising in this medium.

Magazines are a popular form of reading material, the average citizen being greatly influenced by the advertising in English and American journals which are sold on this market in large numbers. Since the war, when the shortage of these journals was felt, an increasing number of South African magazines have appeared on bookstalls, some of a quality bearing very favourable comparison with English and American publications, and some improving visibly with every issue.

Every Trade Has Magazine

The trade, too, is well catered for by periodicals of very high quality. As there is no glut of these, but usually one or two good monthly publications to each section of the trade, these can be made valuable use of.

Apart from press and magazine advertising, other media extensively used are posters and neon light signs; the cinema screen for slides (space for which has to be booked about eight months ahead); film lets and so on.

The only radio advertising received by South Africans at present is that from Lourenço Marques, but negotiations are at present under way with regard to the establishment of a program on the South African stations which will be entirely commercial.

In planning a campaign, in whatever medium for the Union, account must be taken of the geographical differences of locality, owing to the vast differences in altitude. Also, a knowledge of the peak season in each part of the country is necessary. For instance, Durban has two holiday seasons, from the end of June to the middle of August, and for about three weeks over the Christmas and New Year holidays. The season in Cape Town is October to February. Port Elizabeth and East London are about the same as Durban.

Majority of Natives Live in Transvaal

Of a population of 7,736,000 natives, the majority live and work in the Transvaal and, of these, a large proportion are employed in the mines of Witwatersrand, where they live in "compounds" and are well fed and given free medical attention of the very best. Their meagre wages are spent in concession stores near the mines, or are accumulated and sent to their families in the native territories.

A great number of the natives are employed as unskilled labourers in the building and engineering trades, and on the railways. The remainder work in private houses or for firms in the towns as delivery boys, van drivers, etc., or menials. Those employed in towns learn to speak English and Afrikaans, and are often able to read a little. They are influenced by the European in dress, manner and speech to a remarkable degree and one sees many walking the streets who have obviously copied the fashion plates of American magazines. Although the wages of these people are very small (£4-£7 per month is the average salary), and they can afford but few of the luxuries of life, there is a steady yearly increase in their scales of pay, and they are keen buyers of anything which has the eye or ear appeal, such as flashy clothing and cheap gramophone records, and musical instruments of various kinds.

There is among them a section of educated people who have come to the towns to study and enter the professions. They become doctors, nurses, lawyers, parsons, school-teachers or journalists and, though only a very minor proportion of the native population at present, their influence and numbers are undoubtedly growing.

Special Advertisements for Impressionable Natives

They have their own small newspapers with large circulation figures, as these are to the majority of them their only source of guidance and news in the European world. In preparing advertisements, either poster or press, to appeal to the impressionable native mind, it is wise to consult first a naitve journalist. It has often been discovered, too late, that an advertising campaign has been completely wasted because of some little slip in wording or illustration, which has caused the whole advertisement to appear either ludicrous or repellent to the native.

There are 283,000 Asiatics resident in the Union, the majority of these being Indians, engaged in such occupations as agriculture (sugar cultivation), market gardening, personal service, industry and so on. It is worth noting that religion divides the Indian community into two groups—Hindu and Mohammedan. Most of the Mohammedans are traders, whose hundreds of small Indian shops, packed to capacity with everything from toothbrushes to overcoats, dot the Natal and Transvaal countryside. In the areas far from towns, these are patronized by farmers and the inhabitants of small villages. Durban and Johannesburg abound in Indian traders, and many of the large wholesalers in these towns cater largely for this section of the trade and do a large turnover in cheap lines alone.

Indians Attracted by Bright Colours

The Indian is attracted by bright colours and low price, becoming an excellent customer for those types of merchandise which appeal to him, such as cheap, brightly-coloured materials, gaudy jewellery, and so on.

While the majority of Indians understand English, a number of newspapers are published in the vernacular and their circulation is growing. In the large towns, they also have their own "bioscopes" which exhibit in the main, British and American but also a number of Indian films.

The number of "coloureds" or mulattoes in the Union is 905,000. They are a people apart, living principally in the Cape Peninsula and are invariably called "Cape coloureds". They are a light brown colour in appearance and speak their own peculiar mixture of English and Afrikaans. In Cape Town and its satellite towns, they are almost the sole source of domestic and industrial labour, although many enter trade and own small businesses, such as general stores, and carry on trades such as carpentry, building and plumbing, etc.

Mulatto Tastes Similar to Those of Whites

The coloureds generally have a strong desire to emulate Europeans in many ways, and can be relied on to be attracted by all types of merchandise popular among Europeans, but on a lower price scale. They can be appealed to through their love of personal adornment and entertainment.

From this necessarily brief description of the character of the South African market, it will at once be obvious that it is one of vast potentialities, with complexities that can only be understood by first-hand observation. The question of what to sell and how to advertise is best answered by experts who are on the spot and have years of experience on which to base their answers.

France Plans Higher Industrial and Agricultural Production

Level in 1950 should exceed 1929 peak by from 20 to 25 per cent—Crops better than in 1945, but price index of foodstuffs rises—Bread and wine strictly rationed—Generation of electricity reduced by low water levels—Coal mining now a state monopoly—Budget theoretically balanced—Conditions changing rapidly.

By Yves Lamontagne, Commercial Secretary, Canadian Embassy

Paris, January 9, 1947.—The year 1946 in France was marked by general political and financial instability. An unbalanced budget, a large unfavourable balance of trade and a sharp rise in prices and in note circulation were reflected in growing fears of further devaluation of the French franc.

Nationalization measures initiated in 1945 with State operation of the coal mines in the north of France, the nationalization of the Bank of France and large deposit banks, as well as State control over the other banking institutions, were extended in 1946 to the fields of insurance and mercantile marine, while coal mining throughout France became a State monopoly, under the name "Charbonnages de France". The State also took over control of concerns for the production and distribution of gas and electricity, under two national organizations known as "Gaz de France" and "Electricité de France".

Industrial Production Still Below 1938 Level

The upward trend in industrial activity experienced during the first half of 1946 was reversed in the closing months owing to the fall in coal imports after August. The situation was aggravated by the restrictions on the use of electricity which were imposed in December, due to the low water level in the reservoirs. As a result, the general index of production, which stood at about 65 per cent of the 1938 average, instead of reaching 100 per cent as it had been hoped, rose to only about 85 to 90 per cent at the end of the year. A notable effort was achieved as regards local production of coal and in railway transportation, while production in a number of industries exceeded the prewar level.

In agriculture, there was considerable progress and 1946 crops, though below the prewar average, were considerably larger than in 1945. There was a marked tendency on the part of farmers to hold back their products from the market in the hope of higher prices. This tendency was encouraged by the rise in prices of manufactured goods. The scarcity of foodstuffs was particularly noticeable in respect of fresh meat. Many products, including bread and wine, are still strictly rationed. The wholesale price index of foodstuffs rose by 65 per cent from July to October, the general index rising by 43 per cent during the same period.

New Ministry Will Boost Production by Four-Year Plan

The Interim Government, formed in December, instituted preliminary measures with a view to balancing the 1947 budget. A new Ministry was created to put into effect plans which aim at modernizing industry and raising the production of coal, electricity and of industry and agriculture in 1950 to levels which will exceed those of the peak year of 1929 by 20 to 25 per cent. On January 1, 1947, the President of the Republic broadcast that, in a further effort to bring back order and restore confidence, a five per cent general reduction in the prices of goods and services would be put into effect under an immediate decree. (See *Foreign Trade* No. 4, January 25, page 176). This reduction is small compared with the sharp increase in the cost of living during 1946, but the measures are a sound psychological move.

Prospects for 1947 Depend on Political Developments

It is extremely difficult to correctly forecast economic and financial trends in France during 1947. A good beginning has been made by the Interim Government to bring about confidence, which is the primary essential to economic activity and reconstruction. A good deal will depend on developments in the political field, and whether or not a strong and stable Government can be quickly formed.

While the budget has, theoretically, been balanced for the first quarter of the year, there are to be upward adjustments in the salaries of civil servants, while the trade unions have put forward proposals for the raising of wages generally on the basis of a minimum living wage. These various increases, if implemented, would naturally have a considerable influence on Government expenditures and on the price structure.

Coal Is an Important Factor

The trend of industrial production will continue to be governed by the coal supply. While the domestic output of coal in 1946 exceeded that of 1938 by about 4 per cent, this was due, to a considerable degree, to the employment of prisoners of war in the mines. These prisoners are likely to be repatriated during 1947 and steps will have to be taken to increase output through more extensive use of machinery. Local production, before the war, represented only two-thirds of France's total consumption of coal. Imports during 1946 were considerably lower than in 1938 and France cannot, for several years to come, hope to import coal from European sources on the same scale as in the past. During the present winter, coal for domestic heating is extremely scarce. It is more than likely that the scarcity will continue during the winter of 1947-48, as priorities must be given to transportation and to the heavy industries under the four-year plan.

In agriculture, the weather is always an unknown factor. Furthermore, there will still be a considerable scarcity this year in manpower and in materials required on the farm, such as fertilizers, insecticides and implements of various kinds.

Exchange Situation Will Govern 1947 Commercial Policy

In the field of foreign trade, at least a year or two must elapse before France can increase its exports to the point where the relation between exports and imports resembles that of 1938. If France's exports are to expand, local prices must be reduced, particularly if the price trend on international markets is downward during 1947. Abundant or scarce harvests, during the coming year, will have a pronounced effect on France's foreign trade. The tourist trade is, normally, an important source of foreign exchange for France. Local hotel, transportation and living costs must be lowered if foreigners are to visit France in greater numbers. France's commercial policy during 1947 will, therefore, continue to be governed by the country's need to accumulate and conserve foreign exchange. This implies the maintenance of controls over imports, priority to be given to goods which are essential to France's reconstruction and economic recovery, which is being carried on under a planned economy.

Mexico Offers Material Market For Hard-Pressed Wallboard

Consumption has increased from 495,630 square feet in 1938 to 2,932,466 square feet in 1944—Available market estimated at 12,000,000 feet of hardboard and between 500,000 and 1,000,000 feet of wallboard annually.

Mexico City, January 16, 1947.—(FTS)—There is no production of pressed board or wallboard in Mexico, and no indication that this type of manufacture is contemplated in the near future. Consumption is considerable, however, and it is certain to continue growing in view of the expansion of the national motion picture industry, the furniture industry and the building industry. Considerable quantities also will be used in the manufacture of bus bodies. About 2,200,000 pounds have been used annually during the past three years. The number of square feet consumed in Mexico has increased progressively from 495,630 square feet in 1938 to 2,932,466 square feet in 1944.

The use of hardboard in construction forms for concrete is particularly important in Mexico, where many millions of dollars are being put into reinforced concrete construction in the Capital and in many of the provincial cities.

Increasing Demand Enlarges Market

The demand is consistent and increasing although the material is still scarce. The available market has been estimated reliably at a minimum of 12,000,000 feet per year of hardboard and between 500,000 and 1,000,000 feet of wallboard. The domestic plywood industry makes a product which is directly competitive in many uses with the imported hardboard, but hardboard is preferred and it is used whenever available.

Pre-war supplies of hard-pressed wallboard came mostly from the United States and Finland. The United States has continued to furnish most of the supplies. The values of United States exports were $15,352 in 1938, $96,723 in 1941, and $154,679 in 1944. Canada's exports were valued at only $1,906 in 1942 and $6,312 in 1943. In view of the rapid expansion of the Mexican industries, including the door industry, in which hardboard is rapidly replacing plywood, Canadian exporters will find a large market as soon as supplies are available.

Canada-Belgian Congo Trade Can be Expanded Further

Mutual exchange of wide variety of products increasing —Similar economies enhance two-way flow of goods— Now is time for exporters to offer wares to this market.

By L. H. Ausman, Canadian Trade Commissioner

Leopoldville, January 20, 1947.—Canada's trade with the Belgian Congo is on the increase and covers a great variety of products, such as paper and paper products, books and printed matter, medicinal and toilet preparations, machinery, canned fruits and vegetables, canned and preserved fish, fibres and textiles, non-ferrous metals and their products, scientific apparatus, canned meat, flour, drugs, dyes and chemicals, alcoholic beverages, etc.

Although some of the most important products exported by the Congo consist of items as yet under international allocation, there are many other items of very great importance produced by this country, some of which are in great demand in Canada. These include basic metals, industrial diamonds, rubber, jute, cobalt ore, copal gum, cotton, coffee, etc.

The possibilities of trade between the Belgian Congo and Canada are very great, as their economies are, in many respects, complementary. This fact is increasingly recognized by businessmen in both countries.

Congo Commercial Situation Reviewed

Recently, the President of the Leopoldville Chamber of Commerce gave an excellent review of the past and present commercial situation of the Congo as follows:

". . . While separated from Belgium during the war, the Congo had to fend for herself in procuring the country's economic necessities. Since peace was restored, the main offices in Europe have engaged again in their normal activities, of which organizing buying offices form an important part. Formerly buying was done, preferably, in Belgium, on account of its greater accessibility and because conditions were often more advantageous."

Speedy Delivery and Normal Prices Desired

"At present, the situation has changed, and purchases are made where merchandise can be found without much regard as to price. The speed with which deliveries can be made conditions the market. This situation will have to change, naturally, and the day is approaching when the buying offices in Belgium and in the Congo will endeavour to obtain the best merchandise at the lowest price. The time has, therefore, come for Canada to offer her wares, keeping in mind those two factors: speedy delivery and normal prices."

Business Possibilities Good

"The world markets have not settled yet. It is said that it will take another two years at least before more or less normal stocks will have accumulated. There are, therefore, at present great possibilities for countries with an export surplus of doing business with the Belgian Congo, but it would be bad politics if we were forced to import at any price."

79833—3½

Agreement Reached on Disposal Of Cuban Sugar Crop Revenue

Government and industry decide on establishment of fund to offset cost of subsidies on imported foods—Industry to retain price increase on sales to U.S., while Government takes profit on sales at home, and to "other" countries.

By R. G. C. Smith, Commercial Secretary, Canadian Legation

Havana, January 17, 1947.—By a decree dated December 14, 1946, the method of handling the total payments for the 1946 and 1947 Cuban sugar crops was definitely established. This decree is the result of long negotiations between Government, mill owners, cane growers and workers as to the disposal of the total income arising from the sale of the sugar crops. The Government will be provided with a fund to pay certain wage increases to sugar workers, and to increase general revenue, originally requested to offset cost of subsidies on certain essential imported food products. The sugar industry (mill owners, cane growers and workers) will retain the total amount of the funds arising from the sale of sugar to the United States, giving up to the Government a share of the price of the relatively small amount of sugar sold to other countries, and to the domestic candy industry.

U.S. Buys Practically All Cuban Crop

The decree stems from the Cuba-United States sugar contract that was signed in July, 1946. This agreement provided for the purchase by the United States of the 1946 and 1947 sugar crop, less 350,000 long tons from each crop for local consumption (including industrialization, some of which would be exported in the form of hard candy); 250,000 tons from the 1946 crop and 300,000 tons from the 1947 crop for Cuban export to other countries; and 20,000 tons for UNRRA in 1946.

The basic minimum price for 1946 was established at 3·675 cents per pound, raw sugar, f.o.b. port of loading in Cuba, but there were a number of escalator clauses providing for additions to the basic price, which included the following:

(*a*) Increases in the United States ceiling price of raw sugar.
(*b*) Increases in the freight rate over 34 cents per pound.
(*c*) Increases in the average monthly food indices, as published in the "Consumers Price Index and Retail Price of Food", over 140·27.
(*d*) Increases in the price of Puerto Rican sugar.
(*e*) Purchases made by the United States in any other country at prices higher than those paid for Cuban sugar.

1947 Minimum Price Equals 1946 Maximum

The minimum basic price for the 1947 crop was set at the highest price paid in 1946, with the escalator clauses still being in effect. The announced purpose of inserting clause (*c*) was to check the inflationery trend, since Cuba relies largely on the United States for much of its basic food requirements. However, there was not included in the agreement, nor was any proposal put forward at the time, as to how the increased price that might accrue out of this clause would be applied to control the rising cost of living in Cuba. Under the agreement the price of sugar has risen each quarter, so that the final price for the last quarter of 1946 was around 4·86 cents, which then becomes the basic minimum for the 1947 crop.

Government Proposed Retention of Price Increase

Early in 1946, the Government decreed that the 250,000 tons of sugar assigned for sales to countries other than the United States would be sold by the Government at prices that would be negotiated. The difference between the sale price and the basic minimum price was to be retained by the Government and used for public works and agricultural development projects. This price seizure was vigorously opposed as being unconstitutional, and the Supreme Court has just rendered a decision upholding the sugar mills in their claim.

Last September, the Government announced that in order to pay subsidies on imports of certain vital food products, the difference in price between the basic minimum established in the United States agreement (3·675 cents) and the increase occasioned by the rise in the monthly food index would also be confiscated.

Protests of Industry Result in Conference

This announcement brought down a storm of protest from the sugar industry, and the Government called a round-table conference with the mill-owners, cane growers and workers, to try to work out a formula that would be acceptable to the three branches of the industry and to the Government. Meanwhile, many sugar growers stopped work in the fields pending a settlement, declaring that the cane would not be cut if this "new differential" were to be seized. The decree just signed is the result of these long and arduous negotiations.

It is established that the 350,000 tons set aside for local consumption from both crops shall be sold at the basic minimum prices established for each year. The sugar used in the hard candy manufacturing industry will be sold to it by the Government at a price up to 10 cents per pound on crude sugar. A total of 70,000 tons of sugar has been set aside for industrialization, but the President is empowered to increase this amount by decree.

Government Sells to Countries Other Than U.S.

The 250,000 and 300,000 tons (1946 and 1947 respectively) provided for export to "other" countries, will be sold to the Government at the basic minimum prices in effect for each year, and the profit made on the resale in world markets will be retained by the Government.

Part of the profit on these two transactions will provide a fund to pay sugar, industrial and agricultural workers the increases in wages that would have accrued to them had the sugar mills obtained the benefit of the higher sales price for the 1947 "other countries" quota (300,000 tons). The balance of the profit is to go into General Revenue.

However, the decree does reverse the original Government decision in that all of the profit on the sales to the United States, including the increase on the basic minimum brought about by a higher cost-of-living index, will be retained by the sugar mills.

Substantial Fund to Subsidize Food Imports

For many years, the Cuban sugar industry has been organized under most advanced social legislation, whereby the wages paid to workers, and the return to cane growers for cane delivered to the mill, are directly tied to the final sale price of sugar. Thus, the original intention to retain the increase in price over the basic minimum directly affected all levels of the sugar industry, and therefore all strata of Cuban economic life.

The 1946 crop was 3,940,615 long tons, and it is estimated that the 1947 crop will reach over 5,000,000 tons, so the funds involved run into many millions of dollars. The Government profit on the 250,000 tons sold from the 1946 crop to "other" countries will amount to nearly $20 million. The profit on the similar sale of 300,000 tons in 1947 might reach $30 million. Pending decision at what price the sugar will be sold to the candy industry, the profit from such a transaction cannot be estimated. It is clear, however, that the Government will have a substantial fund with which to carry out its program of agricultural development, and to pay for its subsidies on imports of vital food products, notably flour and rice.

Meanwhile, the increase in the final price over the basic minimum for 1946 will have its effect throughout the whole of Cuba. The workers and growers who originally were paid on the basis of 3·625 cents, have already been paid an additional 10 per cent on their wages as a result of this decree, pending a final reckoning.

Domestic Candy Industry Hard Hit

On the other hand, the hard candy manufacturers are most alarmed as they see the possibility of their industry being destroyed. The main market is the United States, and if the candy manufacturers in that country can obtain their sugar at the minimum, equivalent to approximately 4·86 cents, and the Cuban industry has to pay the permissible maximum of 10 cents, it is difficult to see how it could continue to export to the United States. The Government is, however, considering a compromise and it is possible that agreement will be reached for a price that will be acceptable to the candy industry.

Perhaps one of the most important aspects of the decree is that it signifies that agreement has been reached between the Government on the one hand and the sugar industry on the other. There is, therefore, no "seizure" and even if the Supreme Court has ruled that the 1946 seizure of sugar for export to "other countries" is unconstitutional, the present agreement is a voluntary assignment by the industry of certain sugars at agreed prices, for disposal as the Government sees fit.

Export Permit Regulations Amended

Amendment No. 7 to the October 1, 1946, edition of the Export Permit Regulations, 1946, and additional commodities requiring an export permit, are as follows:

Export permit applications for goods consigned to the Netherlands West Indies and Dutch Guiana may now be submitted without an accompanying Import Licence. Canadians are reminded, however, that import control is still exercised by the authorities in these countries through foreign exchange restrictions. To ensure payment for orders, exporters should know in advance if the importer has secured the requisite foreign exchange licence.

Export permits for certain foodstuffs shipped to Portugal, Spain, Sweden or Switzerland will now be issued without reference to an Imperial Export Licence Number, or to a Clearance Certificate Number.

Effective January 22, 1947, export of streptomycin, in all forms, is prohibited except under permit issued by the Department of Trade and Commerce.

Postal Information

Mail Services to Germany Extended

Effective immediately, mail service to Germany is extended to permit the mailing of business communications of a non-transactional nature, limited to the ascertainment of facts and exchange of information. The transmission of documents, such as birth, death, or marriage certificates, wills, legal notices, etc., is authorized.

The closing of business transactions and contracts by mail, and correspondence concerning German external assets will not be permitted. The enclosure of cheques, drafts, securities, or currency will continue to be prohibited. The weight limit of one ounce for letters will remain in effect.

Gift Parcel Post Service Now Covers All of Germany

Gift parcel post service from Canada, which was formerly in operation to the British zone of Germany, has now been extended to include all parts of Germany (American, British, French and Russian zones, including all sectors of Berlin), subject to the following conditions:

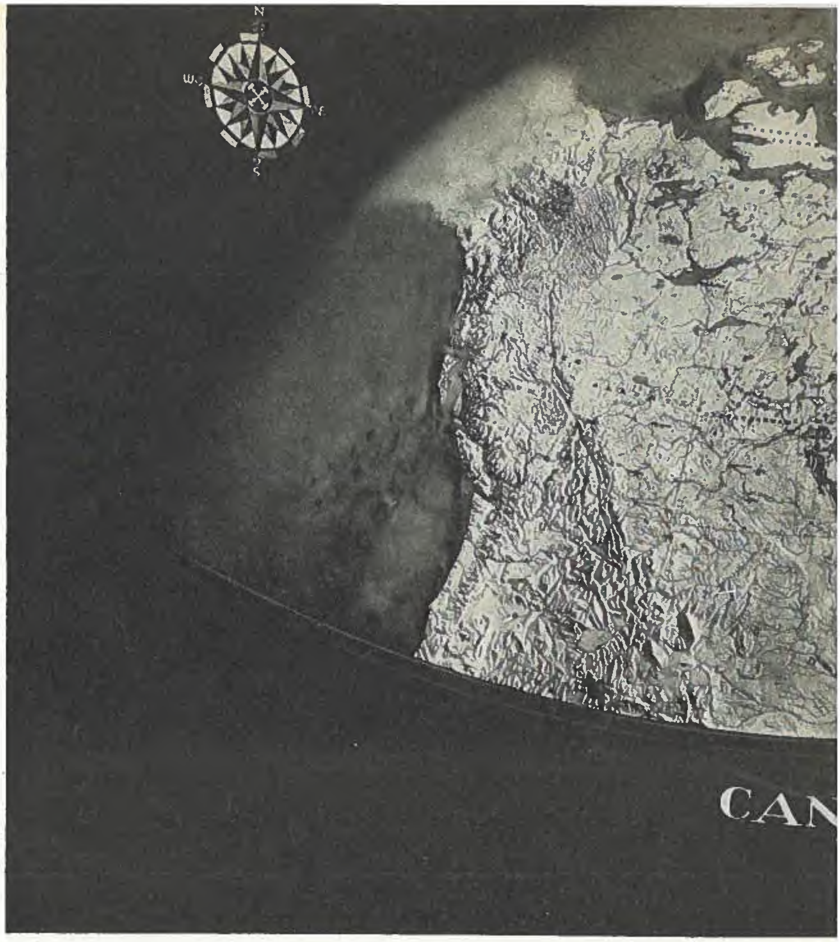
(*a*) The contents are limited to essential relief items, such as non-perishable foods, clothing, underclothing, soap, shoes, mailable medicine and other similar items for the relief of human suffering. No writing or printed matter of any kind may be included, and such parcels are subject to censorship in Germany.
(*b*) The total weight of a parcel must not exceed 11 pounds.
(*c*) Total value of the contents must not exceed $25.
(*d*) Parcels cannot be insured.
(*e*) The sending of parcels is limited to private citizens and must not be undertaken by relief organizations and others.
(*f*) The naming of addressees, other than the known ultimate addressee, for the purpose of evading the limitation of the service, is prohibited.
(*g*) Only one gift parcel per week may be sent by or on behalf of the same sender to or for the same addressee.
(*h*) The parcels are restricted to gifts addressed to private individuals and must not include items of a commercial nature.
(*i*) The contents are to be listed in detail on the covering Customs Declaration with the weight and value also indicated thereon.
(*j*) Senders are advised to endorse the Customs Declaration and the wrapper of each parcel "GIFT PARCEL".

Attention is particularly directed to the fact that the acceptance of a parcel by the Canadian Post Office does not affect the liability of its contents to customs or other charges in Germany.

Certain articles of value, such as wearing apparel, may be subject to import restrictions in the country of destination, however, and senders would be well advised in their own interests to ascertain from the addressee whether the articles they intend to send to relatives and friends would be exempt from such restrictions.

Insufficient Postage on Letters to Netherlands

J. A. Langley, Canadian Commercial Counsellor at The Hague, has written that his office is receiving an increasing number of letters from Canada inadequately stamped. Any short postage is collected at the rate of 200 per cent by the Netherlands postal authorities. Canadian exporters are creating an unfavourable impression on foreign firms receiving letters carrying insufficient postage. Postage rates to the Netherlands are: surface mail, 5 cents for the first ounce and 3 cents for each additional ounce; air mail, 15 cents per quarter ounce.



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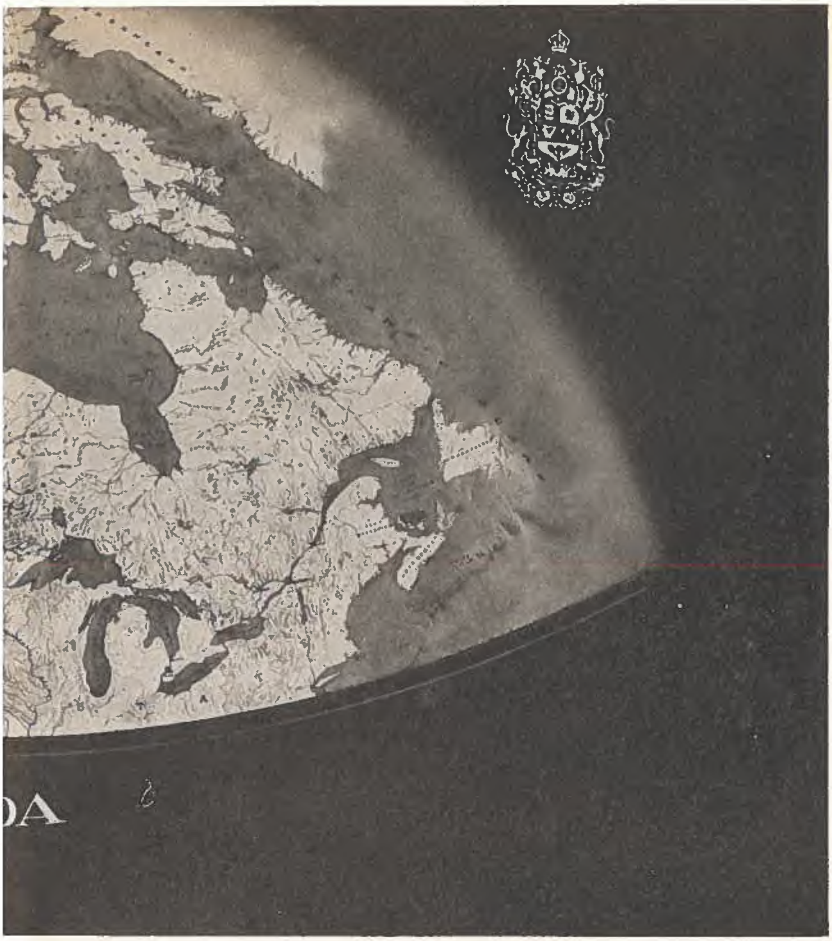
Any Manufacturer or Producer in Countries with which Canada enjoys Trade Relations may apply for space, either directly or through their respective Canadian Import Agents.

Sponsored by the Canadian Government and administered by the Canadian Government Exhibition Commission.

Invitations to an International Trade Fair, of which the above represents the centre page design, are being forwarded by Canada's trade commissioners to manufacturers and other producers in countries with which she enjoys commercial relations. These invitations have been printed in Dutch, English, French, Portuguese and Spanish, and a proportion in English and French for distribution in Canada. Requests for descriptive brochures, now in course of preparation, and space application cards should be submitted by manufacturers and other producers in this country to the Canadian Government Exhibition Commission, 479 Bank Street, Ottawa.

A Trade Fair is a "Mart", not a public exposition, where producers and wholesale buyers meet to compare products and conduct business. The first fair of this kind on record was held in Nijni-Novgorod, Russia, in 1555, twenty-two



Courtesy Canadian Geographical Society

ONAL TRADE FAIR

JUNE 12

ıadian National Exhibition Park
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Information concerning Exhibits, Space Rates, Rules and Regulations governing Exhibits and Exhibitors will be contained in a Brochure now in course of preparation. Manufacturers and Producers outside Canada may secure copies of this Brochure and Space Application Cards by writing to the nearest Official Canadian Trade Representative, a list of whose offices is reproduced on the last page of this Invitation.

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years after Great Britain and Russia signed a trade treaty in 1533. With the passage of time, principal countries of Europe inaugurated industrial trade fairs. For many years, Canadian buyers have attended trade fairs at Paris, Prague, Brussels, Milan, Leipzig, Utrecht and London.

Today Canada's manufacturers and producers are working at capacity to supply domestic demands. Those of vision, however, anticipate that this country will be in a position by 1948 to meet more fully the needs of export markets, hungry for our goods. To investigate and contact these markets is a slow and costly procedure and Canada now joins major exporting countries holding trade fairs. It is maintained there is no better medium offered to Canadian manufacturers and producers, seeking further outlets, than the opportunity presented by the Canadian International Trade Fair.

Iron and Steel Products Largest Import Group in Eleven Months

Represent one-quarter total purchases by Canada from other countries during January-November period—Total imports in November establish second all-time record in Canadian history—Value of imports, excluding gold, was $198,163,960—Figures for last five months exceed those for first six months of 1946.

By D. H. Fullerton, Research and Development, Dominion Bureau of Statistics

Canadian imports during the month of November were valued at $198,163,960, this being the second month in succession during which all-time records were established. The November total marks the culmination of an upward trend that has been evident since early spring. Average monthly imports in the July-November period were valued at $173,100,000, which is approximately 20 per cent higher than the average for the first six months of 1946, amounting to $146,700,000. Imports from the United States continued their predominant position, being close to 75 per cent of the total. The following table indicates the respective values in 1946 and 1939, as compared on a monthly basis with the total imports. The "total" figures for 1946 have been adjusted, in that the values of goods returned from the United Kingdom and Newfoundland are excluded. The statistics reflect more accurately, therefore, the present trend of Canada's external trade.

Imports for Consumption

	1939			1946		
	Total imports	Imports from U.S.	U.S. percentage	Total* imports	Imports from U.S.	U.S. percentage
	($'000,000)					
January	43.7	28.8	65.9	133.0	97.4	73.2
February	40.4	27.0	66.8	108.9	86.6	79.5
March	58.4	38.4	65.8	134.4	100.1	74.5
April	41.9	28.4	67.8	151.0	114.8	76.0
May	73.0	43.1	59.0	156.0	113.4	72.7
June	63.7	39.4	61.9	148.1	106.6	72.0
July	58.0	35.2	60.7	151.7	112.5	74.2
August	62.7	39.4	62.8	160.8	123.1	76.5
September	73.6	50.8	69.0	155.4	115.8	74.5
October	79.1	60.4	76.4	186.1	140.4	75.4
November	84.6	56.9	67.3	198.1	149.5	75.5
Eleven months total	678.9	447.8	66.0	1,683.5	1,259.7	74.8

*"Canadian Goods Returned" from United Kingdom and Newfoundland have been excluded from the monthly total because of the high content of returned Canadian military equipment. Their aggregate value is approximately $61·9 millions for the first eleven months of 1946.

Iron and Steel Products Largest Single Group

Iron and steel products formed the largest single group of imports. They were valued at $442,100,000 in the first eleven months of 1946, representing approximately one-quarter of the total. The group covers a wide range of items, from simple iron ore to the most complex office machinery, and from hardware to automobiles. The lack of homogeneity in the items is an obstacle to easy grouping, but an attempt has been made to divide the main group into three sections according to probable use. It should be understood that the groupings are not entirely discrete, since many single commodities can be put to two or more different uses. Furthermore, with the volume and variety of imports in the iron and steel group, the finely divided item classification necessary to the building up of a completely satisfactory use grouping is too unwieldy for practical purposes.

The three groupings into which nearly all the iron and steel imports can be fitted are as follows:

(*a*) Durable materials for industry and commerce; commodities which will be subject to transformation or auxiliary use in productive processes. The bulk of the iron and steel imports in this group are semi-manufactured products.

(*b*) Capital equipment for agriculture, industry and commerce.

(*c*) Durable consumers' goods, or consumers' capital.

The following table gives the division into these groups for the first eleven months of 1946. Automobile parts have been allocated arbitrarily between durable materials, producers' and consumers' capital, according to present production of trucks and automobiles, and the numbers of each currently in operation in Canada. Refrigerators and parts, in the "miscellaneous commodities" main group, have been included under household machinery and account for the additional $4·7 million in the total.

Imports of Iron and Steel Products

January-November, 1946

	$'000,000	
(*a*) *Durable Materials*		
Iron ore	5.9	
Ferro-alloys	·6	
Pigs, ingots	.6	
Scrap iron	1.9	
Castings and forgings	6.7	
Rolling mill products	48.7	
Pipes and tubes	7.7	
Wire	3.5	
Chains	1.5	
Bearings	6.6	
Automobile and truck parts for manufacture	30.0	
Total durable materials		113.7
(*b*) *Producers' Capital Equipment*		
Engines, locomotives and parts	26.1	
Farm implements, machinery and parts	61.3	
Hardware and tools	13.1	
Mining and metallurgical machinery	5.9	
Office machinery	5.7	
Printing machinery	5.8	
Metal-working machinery	16.7	
Textile machinery	11.5	
Miscellaneous other machinery	67.3	
Trucks and buses	14.6	
Replacement parts for trucks and buses	8.0	
Other commercial vehicles	7.9	
Miscellaneous other iron and steel manufactures	28.2	
Total capital equipment		272.1
(*c*) *Consumers' Durable Equipment*		
Cutlery	2.9	
Household machinery and appliances	19.1	
Passenger automobiles	18.5	
Automobile parts—replacements	16.9	
Miscellaneous consumers' durables	3·6	
Total durable equipment		61.0
Total		446.8

Canadian Imports by Commodities

	November 1945	November 1946	January-November 1945	January-November 1946
	(Thousands of Dollars)			
AGRICULTURAL AND VEGETABLE PRODUCTS	22,088	33,856	212,451	281,282
Fruts	4,957	8,113	64,813	85,024
Fruts, fresh	4,538	4,421	55,032	63,845
Fruts, dred	219	1,525	6,977	11,227
Fruits, canned	125	134	1,648	3,690
Fruit juices and fruit syrups	75	2,033	1,156	6,261
Nuts	2,702	3,423	11,547	20,232
Vegetables	2,064	1,039	17,924	25,782
Vegetables, fresh	1,903	817	17,220	24,472
Vegetables, dried	13	34	79	437
Vegetables, canned	92	126	333	482
Pickles, sauces and catsups	56	62	292	391
Grains and products	3,000	3,441	10,592	16,466
Rice	677	725	2,128	1,499
Oils, vegetable, edible	81	328	607	2,462
Sugar and products	1,403	4,724	30,257	38,465
Sugar	1,118	4,149	27,465	31,307
Cocoa and chocolate	21	2	3,872	3,847
Coffee and chicory	1,514	572	8,175	15,756
Spices	43	89	842	1,195
Tea	1,264	2,008	17,192	9,541
Vegetable products, other, mainly food	947	845	2,256	2,831
Beverages, alcoholic	1,113	1,253	6,946	11,143
Ale, beer, porter, stout	1	3	37	8
Beverages, distilled	906	924	5,870	8,842
Wines	206	326	1,039	2,293
Gums and resins	314	442	3,721	4,807
Oil cake and oil cake meal	26	40	188	362
Oils, vegetable, not edible	937	4,494	10,250	11,284
Plants, shrubs, trees and vines	75	144	906	1,860
Rubber	681	1,748	14,402	18,931
Rubber, crude	82	5	6,783	5,993
Seeds	103	96	1,448	1,414
Tobacco	315	341	2,320	3,047
Vegetable products, other, not food	527	714	4,194	6,836
ANIMALS AND ANIMAL PRODUCTS	6,159	5,462	41,474	57,079
Animals, living	130	256	1,517	2,712
Bone, ivory and shell products	61	58	586	648
Feathers and quills	28	52	243	528
Fish and fishery products, n.o.p	376	493	2,801	4,287
Fish, fresh and frozen	308	221	2,220	2,876
Fish, dried, salted, pickled, smoked	31	138	239	523
Fish, canned or preserved	5	54	71	324
Furs	3,594	2,161	18,151	25,326
Undressed furs	3,043	1,419	13,282	16,541
Hair and bristles	134	147	1,616	1,832
Hides and skins, raw	328	406	2,786	2,528
Leather, unmanufactured	357	391	3,229	3,610
Leather, manufactured	301	580	2,778	4,497
Meats	13	307	493	1,388
Milk and products	39	132	326	854
Animal oils, fats, greases and wax	403	121	3,304	4,313
Animal products, other	394	358	3,644	4,556
FIBRES, TEXTILES AND TEXTILE PRODUCTS	15,863	30,770	179,499	232,538
Cotton	8,008	14,524	80,204	101,966
Raw, and linters	3,836	4,737	35,234	38,124
Yarn	344	907	6,358	8,124
Fabrics	3,108	7,377	32,362	45,751
Flax, hemp and jute	1,293	2,698	17,252	21,712
Yarn	112	201	1,531	1,380
Fabrics, flax and hemp	99	304	959	2,387
Fabrics, jute	466	1,285	11,038	11,374
Silk	232	594	1,930	3,357
Fabrics	228	469	1,890	2,905
Wool	3,058	6,743	39,649	58,180
Raw wool	1,499	1,799	11,632	16,572
Noils and tops	484	1,363	6,158	9,909
Yarn	363	446	5,937	5,672
Worsteds and serges	300	917	7,262	10,904
Fabrics, other	185	892	5,331	7,467
Artificial silk	981	2,575	19,374	19,517
Yarn, twist and thread	381	774	11,243	8,658
Fabrics	534	1,315	7,701	8,610

Canadian Imports, by Commodities—*Continued*

	November 1945	November 1946	January-November 1945	January-November 1946
	(Thousands of Dollars)			
FIBRE, TEXTILES & TEXTILE PRODUCTS—*Con.*				
Fibres and products, other	828	818	6,836	9,032
Mixed textile products	1,463	2,817	14,254	18,775
WOOD, WOOD PRODUCTS AND PAPER	4,889	6,880	45,494	63,196
Wood, unmanufactured	684	846	6,037	7,707
Planks and boards	449	585	3,922	4,993
Wood, manufactured	732	1,265	7,848	10,210
Wood pulp	92	72	1,072	1,119
Paper	1,212	1,762	12,174	17,202
Books and printed matter	2,262	3,007	19,434	28,077
IRON AND ITS PRODUCTS	29,078	51,591	357,683	442,066
Iron ore	1,712	1,367	8,502	5,932
Ferro-alloys	76	66	882	578
Pigs, ingots, blooms, billets	11	41	2,038	568
Scrap iron	40	197	774	1,922
Castings and forgings	451	984	7,659	6,682
Rolling mill products	4,443	5,871	50,939	48,681
Pipes, tubes and fittings	546	825	5,179	7,707
Wire	337	531	3,965	3,505
Chains	143	198	1,748	1,490
Engines and boilers	1,640	2,675	26,215	26,126
Farm implements and machinery	3,845	7,043	46,485	61,304
Hardware and cutlery	398	918	4,225	6,720
Machinery (except agricultural)	7,696	12,786	85,578	117,223
Springs	47	14	490	770
Stamped and coated products	159	345	1,907	2,973
Tools	661	990	7,290	9,313
Vehicles, chiefly of iron	3,728	11,764	73,289	96,639
Automobiles, freight	66	738	1,871	5,741
Automobiles, passenger	141	3,378	2,712	21,771
Automobile parts	3,302	6,654	64,618	60,558
Iron products, other	3,144	4,976	30,517	43,933
NON-FERROUS METALS & THEIR PRODUCTS	7,131	12,963	93,306	109,356
Aluminium	636	2,197	9,126	13,369
Brass	401	866	4,102	6,554
Copper	123	295	1,054	1,855
Lead	26	11	327	131
Nickel	164	358	1,334	3,189
Precious metals (except gold)	215	1,575	4,970	12,602
Tin	17	7	5,031	5,998
Zinc	105	142	896	1,587
Alloys, n.o.p.	65	96	730	904
Clocks and watches	1,040	868	6,716	7,065
Electrical apparatus	3,117	5,016	40,193	43,163
Radio and wireless apparatus	669	1,016	14,925	9,773
Gas apparatus	23	44	351	395
Printing materials	109	114	1,061	1,435
Non-ferrous metals, other	1,090	1,375	17,414	11,110
NON-METALLIC MINERALS AND PRODUCTS	22,840	34,742	244,775	304,783
Asbestos	141	214	2,025	2,021
Clay and products	885	1,949	12,244	16,312
Coal and products	10,610	14,390	105,705	122,982
Coal	9,602	13,202	94,089	110,921
Coke	840	972	10,433	10,284
Glass and glassware	1,282	2,725	14,779	21,174
Graphite	34	60	421	552
Mica and products	24	21	218	254
Petroleum products	7,886	12,180	88,642	112,000
Stone and products	830	2,119	9,274	13,744
Non-metallic minerals, other	1,148	1,083	11,465	15,746
CHEMICALS AND ALLIED PRODUCTS	6,757	8,735	73,123	85,063
Acids	235	254	3,044	2,957
Alcohols, industrial	7	57	286	663
Cellulose products	500	676	4,885	6,054
Drugs and medicines	753	775	8,758	8,684
Dyeing and tanning materials	854	771	7,465	8,497
Explosives	93	70	879	783
Fertilizers	441	528	3,363	4,162
Paints and varnishes	725	828	7,937	8,568
Perfumery, cosmetics, toilet prep.	28	162	381	647
Soap	18	207	300	911
Inorganic chemicals, n.o.p.	983	1,078	10,280	11,634
Potash and compounds	17	44	636	567
Soda and compounds	305	529	3,368	4,781
Chemical products, other	2,120	3,330	25,545	31,505

Canadian Imports, by Commodities—*Concluded*

	November 1945	November 1946	January-November 1945	January-November 1946
	(Thousands of Dollars)			
MISCELLANEOUS COMMODITIES	27,604	13,165	216,777	170,003
Amusement and sporting goods	317	893	2,671	6,359
Brushes	27	86	349	666
Containers, n.o.p.	158	254	1,437	2,039
Household & personal equipment, n.o.p.	1,070	2,058	7,368	16,865
Refrigerators and parts	153	509	436	4,706
Mineral and aerated waters	1	2	6	39
Musical instruments	105	436	836	2,981
Scientific and educational equipment .	872	1,369	8,510	12,490
Ships and vessels	6	92	3,315	818
Vehicles, except iron	444	996	16,165	10,110
Aircraft (excluding engines)	407	820	15,768	8,851
Paintings and other works of art	81	183	934	1,606
Miscellaneous commodities, other	24,524	6,797	175,185	116,029
*Canadian goods returned	10,330	487	30,604	67,584
War materials	1,398	37	88,754	2,907
Total imports	142,409	198,164	1,464,583	1,745,367

*Consists mainly of Canadian military equipment.

Total Monthly Imports (Excluding Gold)

Months	1935-39 average	1944	1945	1946
January	$ 44,632,964	$ 126,368,990	$ 129,684,805	$ 140,309,205
February	42,930,761	138,370,412	112,373,188	116,996,458
March	59,059,747	150,785,685	132,486,072	139,949,326
April	45,308,707	137,487,106	133,827,107	160,765,262
May	66,089,777	159,038,099	143,844,311	164,196,552
June	60,530,921	152,478,301	146,479,486	157,658,150
July	57,606,764	148,452,146	138,680,915	161,615,124
August	57,903,621	157,323,712	128,134,180	163,223,951
September	59,577,780	159,710,091	122,259,457	156,096,013
October	68,596,907	160,050,238	134,404,471	186,392,750
November	70,126,567	141,616,854	142,409,477	198,163,960
December	52,217,208	127,216,563	121,191,673	......
Total	$684,581,724	$1,758,898,197	$1,585,775,142	$1,745,366,751

Comparative figures, representing values of Canadian imports, domestic exports, foreign exports, total trade, balance of trade, net exports of gold and duty collected during the first eleven months of 1946, 1945, 1944 and the average for 1935-1939, are as follows:

Trade of Canada: Eleven Months ended November

	1935-39	1944	1945	1946
Imports	632,364,516	1,631,681,634	1,464,583,469	1,745,366,751
Domestic Exports ..	803,242,308	3,173,073,723	2,983,504,316	2,100,312,720
Foreign Exports ...	11,277,125	39,875,079	47,516,339	24,528,878
Total Trade	1,446,883,949	4,844,630,436	4,495,604,124	3,870,208,349
Balance of Trade ..	+182,154,922	+1,581,267,168	+1,566,437,186	+379,474,847
Net exports, gold .	113,500,000	103,800,000	89,800,000	88,900,000
Duty collected	86,371,226	164,791,452	152,743,943	204,015,218

Canadian Imports, by Countries

	November 1945	November 1946	January-November 1945	January-November 1946
British Empire				
*United Kingdom	$ 14,826,406	$ 14,857,865	$ 125,662,679	$ 189,769,327
Eire	....	....	7,030	52,746
Aden	....	....	1,790	....
Africa—				
British East	129,973	261,309	1,510,546	3,534,568
British South	1,142,641	357,929	7,380,827	7,306,525

Canadian Imports, by Countries—*Concluded*

Africa—*Con.*	November 1945	November 1946	January-November 1945	January-November 1946
Southern Rhodesia	9,617	12,286	530,101	84,188
British West—				
Gold Coast	518,679	240,214	6,291,158	3,553,569
Nigeria	80,718	4,083	3,291,804	4,771,544
Sierra Leone	....	....	7,968	....
Bermuda	3,346	19,808	93,959	120,238
British East Indies—				
British India	2,576,776	3,390,122	29,700,082	26,170,424
Burma	....	....	....	1,000
Ceylon	697	677,071	5,682,322	3,591,684
Straits Settlements	....	7,182	....	5,867,864
British Guiana	338,724	2,146,224	9,236,457	11,588,206
British Honduras	149,673	8,840	449,949	969,961
British Sudan	8,574	14,141	64,859	52,920
British West Indies—				
Barbados	192,675	776,483	5,388,018	5,395,879
Jamaica	1,428,217	753,354	8,108,593	9,999,946
Trinidad and Tobago	309,790	583,611	3,025,550	3,958,630
Other British West Indies	75,103	112,513	703,603	662,275
Falkland Islands	....	....	424,458	....
Hong Kong	....	41,402	....	92,121
Malta	134	....	18,187	56,188
*Newfoundland	2,555,997	867,482	15,447,839	8,736,467
Oceania—				
Australia	2,809,525	1,558,394	16,688,692	18,763,692
Fiji	283,067	456,658	1,607,300	3,121,759
New Zealand	762,692	917,149	8,389,382	9,454,644
Other British Oceania	....	....	409,374	420,074
Palestine	29,354	31,478	369,903	482,049
Total British Empire	$ 28,232,378	$ 28,095,598	$ 250,492,430	$ 318,578,488
Foreign Countries				
Abyssinia	....	....	1,789	1,105
Afghanistan	637,570	....	1,118,920	1,586,743
Argentina	493,850	5,631,468	6,977,864	12,885,171
Belgium	66,064	836,606	270,058	4,157,981
Belgian Congo	5,992	52,267	164,197	624,216
Bolivia	....	128	25,428	32,197
Brazil	1,823,254	820,614	6,905,495	13,286,138
Chile	10,499	112,160	534,017	411,090
China	....	259,735	239	2,224,507
Colombia	555,117	290,859	10,681,786	9,413,969
Costa Rica	7,080	30,518	590,195	1,546,452
Cuba	218,434	1,135,788	6,589,141	12,616,549
Czechoslovakia	....	407,308	....	880,643
Denmark	....	67,419	400	127,546
Greenland	47,068	....	270,915	270,641
Dominican Republic	45,290	338,148	5,755,169	6,405,323
Ecuador	10,763	9,644	1,959,251	117,238
Egypt	44,867	349	195,177	205,214
Finland	....	5,320	....	17,786
France	106,384	1,035,252	165,291	4,073,951
French Africa	81,202	....	210,935	353,231
French Guiana	....	....	....	287
French Oceania	12,000	....	42,895	21,836
French West Indies	55	....	94,067	3,262
Madagascar	4,608	5,687	110,810	99,812
St. Pierre and Miquelon	98	....	9,946	6,441
Germany	430	....	1,880	11,134
Greece	1,032	1,008	1,706	59,401
Guatemala	106,099	56,091	1,646,487	2,828,593
Haiti (Republic of)	15,544	3,063	503,923	757,597
Honduras	517,951	1,390,425	7,482,521	14,267,513
Iceland	343	152	30,372	1,607
Iraq (Mesopotamia)	....	89,341	970,270	1,246,399
Italy	20	453,255	508	2,198,861
Italian Africa, other	663	....	663	4,420
Japan	....	....	....	3,004
Liberia	5,806	....	12,366	59,972
Mexico	1,000,825	985,104	12,371,191	13,884,714
Morocco	2,042	290	109,047	18,217
Netherlands	40,888	296,986	361,822	2,422,444
Netherlands East Indies	7,343	12,440	17,818	62,040

Canadian Imports, by Countries—*Concluded*

Netherlands—*Con.*	November 1945	November 1946	January-November 1945	January-November 1946
Netherlands West Indies	22,092	271,004	830,350	2,780,810
Nicaragua	327	15,691	610	29,125
Norway	16,777	20,260	635,878	815,787
Panama	....	25,154	33,698	38,048
Paraguay	51,538	....	213,653	245,254
Persia	133,143	8,032	343,371	268,965
Peru	5,469	263,948	148,059	822,618
Philippine Islands	....	791,657	25	2,057,342
Poland	....	443	....	523
Portugal	134,884	215,150	1,475,930	2,064,439
Azores and Madeira	14,553	30,937	53,015	179,995
Portuguese Africa	....	....	243,319	510,192
Roumania	....	850	....	850
Russia (U.S.S.R.)	186,667	4,150	1,625,563	1,513,990
Salvador	....	724	1,501,935	2,415,877
Siam	....	....	....	2,985
Spain	909,067	235,057	3,691,470	4,209,980
Sweden	374,857	209,309	934,901	3,279,323
Switzerland	1,439,884	1,325,707	7,161,833	10,528,571
Syria	1,781	3,647	17,705	36,144
Turkey	80,088	357,719	226,343	1,093,314
United States	103,274,772	149,473,450	1,112,503,299	1,259,655,595
Alaska	4,698	39,676	101,130	346,070
American Virgin Islands	....	3,600	....	25,618
Guam	....	49,998	....	49,998
Hawaii	1,547	....	4,047	306,946
Puerto Rico	113	10,364	50,141	170,671
Uruguay	335	96,257	91,225	586,395
Venezuela	1,655,326	2,288,153	16,018,980	23,555,841
Yugoslavia	....	....	....	1,752
Total Foreign Countries.	$ 114,177,099	$ 170,068,362	$1,214,091,039	$1,426,788,263
Total	$ 142,409,477	$ 198,163,960	$1,464,583,469	$1,745,366,751
*Canadian Goods Returned:				
United Kingdom	$ 8,180,535	$ 58,120	$ 14,869,398	$ 59,998,947
Newfoundland	1,834,717	49,516	10,432,680	1,934,745

UNRRA Contract for Newfoundland Herring

St. John's, January 14, 1947.—(FTS)—The Chairman of the Newfoundland Fisheries Board has announced that a contract has been concluded with UNRRA for the supply of 50,000 barrels of herring from Newfoundland for relief purposes during the first four months of 1947. The present contract, which is similar to those negotiated during the past two years, calls for heavy salted, hard-cured, split herring for which packers will receive six cents per pound, U. S. funds, f.o.b. steamer at ocean ports in Newfoundland. This price is the same as that paid for Newfoundland herring under the 1946 UNRRA contract. While the contract is for the equivalent of 50,000 barrels containing 225 pounds net weight of cured fish, other sized packing may be used and quotas to licensed packers are being issued on the basis of weight.

As it was understood locally that UNRRA had completed its contracts at the end of 1946, it was not anticipated that further supplies would be sought from Newfoundland by that organization. It has been explained that UNRRA had certain funds available from unfilled contracts and it is presumed that these funds were used for the present purchase. Previous UNRRA and relief purchases provided a stimulus to the herring fishing in Newfoundland and the present purchase will be welcomed by herring packers.

Trade and Tariff Regulations

Australia Amends Import Controls

Sydney, January 12, 1947.—(FTS)—Amending the Australian Customs (Import Licensing) regulations, the following commodities, previously prohibited imports, are now under the administrative control of the Department of Trade and Customs: Domestic type electric stoves and ranges, also replacement parts therefor; athletic straps and elastic stockings; carbon coated tapes for use with electric meters; peel for use in the wine industry; carpet sweeper parts; inflators for use with smoothing irons; veneers; unmanufactured tobacco to be manufactured into tobacco other than fine cut tobacco suitable for cigarettes; replacement parts for alternating current watt-hour meters; collars of rubber or celluloid; hair nets of natural or imitation hair; curtains and blinds (not attached to rollers); cotton yarns of counts up to No. 50; cotton or linen serviettes; certain types of cotton or linen handkerchiefs. Fountain pens including parts, and fountain pen nibs, when imported separately, have also been placed under administrative control from a quota basis.

Metal wristlet watchbands have now been placed on a quota of 50 per cent of base year imports, while cameras not for commercial use, of a type the c.i.f. etc. cost of which does not exceed £1 15s. each, have been granted a 25 per cent quota when of non-sterling origin, and 100 per cent quota when from sterling countries. Otherwise, they are on a 100 per cent quota when of sterling origin, and under administrative control from non-sterling areas.

Tariff-Rate Quota on Seed Potatoes Practically Filled

Washington, January 21, 1947.—(FTS)—The United States Bureau of Customs has announced that the quota of one and a half million bushels of white or Irish certified seed potatoes admissible in the twelve-month period, beginning September 15, 1946, at a reduced rate of 37½ cents per 100 pounds, as provided by the Canada-United States trade agreement of November 17, 1938, is almost filled. In view of this, importers will be required, as from January 20, 1947, to deposit estimated duties at the full tariff rate of 75 cents per 100 pounds on all imports for consumption of certified seed potatoes, pending determination of the quota status of the importations.

Southern Rhodesia Suspends Duties on Building Materials

Johannesburg, January 7, 1947.—(FTS)—Effective December 27, 1946, Southern Rhodesia has suspended for an indefinite period the duties leviable on certain building materials, including baths and sinks; bolts, nuts, screws and nails; lampshades and reflectors; conduit tubing; electric wire; iron and steel sheets; steel window and door frames; solder; pipes and fittings of metal; asbestos-cement manufactures; bricks; sanitary earthenware and stoneware; sheet glass; earthenware pipes; roofing slates; tiles, white lead, paints and colours; millwork, plywood and pulpwood; lumber and flooring, felt and similar substances for building purposes; and putty.

The suspension applies to all countries of origin and includes the majority of items needed for the execution of the Colony's housing program.

Trade Commissioners on Tour

Canadian Trade Commissioners periodically visit leading industrial centres in this country, and are in a position to furnish information concerning territories in which they represent the Foreign Trade Service. Exporters and importers are urged to communicate with these officers when in their vicinity, with a view to establishing connections that should 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 with 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.
Galt—Board of Trade.
Guelph—Board of Trade.
Halifax—Board of Trade.
Hamilton—Chamber of Commerce.
Kitchener—Chamber of Commerce.
London—Chamber of Commerce.
Montreal—Montreal Board of Trade.
Quebec City—Board of Trade.
Saint John—Board of Trade.
Stratford—Board of Trade.
Toronto—Can. Manufacturers' Association.
Vancouver—Can. Manufacturers' Association.
Victoria—Dept. of Trade and Industry.
Winnipeg—Can. Manufacturers' Association.

H. L. Brown, who has been appointed Commercial Secretary at Buenos Aires, resumed his Canadian tour in Edmonton on January 8. He was formerly trade commissioner at Johannesburg, where his territory included Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, and Nyasaland.

H. L. Brown

(Appointed Commercial Secretary at Buenos Aires)

Montreal—Jan. 27-Feb. 6.

Foreign Trade Inquiries

Canadian firms interested in any inquiries listed in this section are requested to communicate directly with the companies or individuals concerned. As far as can be ascertained, they are in good standing, though the Foreign Trade Service cannot assume responsibility for business transactions undertaken with them. A copy of the initial reply from the inquirer should be forwarded to the Department of Trade and Commerce for follow-up purposes. Confidential information concerning the financial status of inquirers may be secured from this Department by bona fide Canadian manufacturers and exporters. In writing this Department in connection with inquiries, the name of the inquirer, file number of the inquiry and the date of issue of *Foreign Trade* in which it was shown should be supplied.

7. **Denmark**—Messrs. Harald Kjaer and Company, Holmens Kanal 9, Copenhagen, Denmark, are interested in obtaining rough construction lumber. File: 12769.

8. **British West Africa**—Messrs. W. Hands and Co. Ltd., Irwell Chambers, 4 Fazakerley Street, Liverpool, England, a firm of agents, have expressed interest in securing the agency of Canadian exporters of the following goods in British West Africa: foodstuffs, hardware and cotton goods. File: 24062.

9. **Mexico**—National Gulf Import and Export Co. S.A., I. la Catolica 45, 5 Piso, Mexico City, wishes to obtain the agency for electric motors, wheelbarrows, piston pumps, dried cod fish, barbed wire, brushes, glass, writing paper, fire extinguishers, poplins and shirting material, suiting materials, wire screen netting, printing presses. File: C.E.272.

10. **Italy**—Mediterranean Company, Angiporto Galleria 19, Naples, Italy, operating in the free zone of the Port of Naples, are anxious to obtain represention of Canadian firms interested in ships' supplies, particularly chains, wire, cable, rope, mechanical, electrical and radio equipment. File: 24246.

First of Three Motorships for West Indies on Maiden Trip

M.V. Canadian Cruiser, powered with first heavy Diesel engine built in Canada, due Saint John January 31 from British Guiana, Trinidad, Barbados, Windward and Leeward Islands and Bermuda—Accommodation for twelve passengers and 16,000 cubic feet of refrigerated space for perishables.

First of three motorships, built in this country for operation between Canada and the British West Indies, the M.V. *Canadian Cruiser* was due in Saint John January 31 on conclusion of her maiden voyage to British Guiana. Although a number of ocean-going vessels have been constructed in Canada, and the shipyards of the Dominion contributed materially to the war effort, the *Canadian Cruiser* is powered with the first heavy Diesel engine built in this country. This consists of a direct reversing four-cylinder, two-cycle, opposed piston, single-acting Doxford Diesel engine, built by Canadian Vickers, Limited. The total shaft horsepower is 6,000, which provides a service speed of sixteen knots. It was estimated that the fuel consumption would amount to ·38 pounds of fuel oil per B.H.P. per hour.

Built by Canadian Vickers, Limited, at Montreal, the *Canadian Cruiser* has an overall length of 436 feet 6 inches, a length of 410 feet between perpendiculars, a moulded beam of 59 feet, designed draft of 25 feet and moulded depth of 36 feet 6 inches. The vessel has a deadweight tonnage of 7,500, and her displacement at the designed draft is 11,400 tons. She has a raked stem and cruiser stern.

Provision Made for Perishables

Provision has been made for the transportation of perishables in 16,000 cubic feet of refrigerated cargo space. This is of particular importance for the West Indies trade, as quantities of fresh fruit are in normal times purchased by Canada from the British colonies in the Caribbean. This accommodation is divided into three chambers, so that perishable commodities may be carried at different temperatures. In addition, the *Canadian Cruiser* has 379,000 cubic feet of general cargo space, in five holds separated by water-tight bulkheads. Electrically-driven winches load and discharge cargo.

Accommodation for Twelve Passengers

Accommodation is provided for twelve passengers in five two-berth and two single cabins, all of which are air-conditioned and equipped with showers, toilets, hot and cold running water, together with comfortable furnishings. The space allocated to the crew of 49 officers and men is in the deckhouse amidships, and is also air-conditioned.

Two additional motorships, of similar design, have been constructed for the Canadian National Steamships. The M.V. *Canadian Challenger*, built by the Davie Shipbuilding & Repairing Company, Limited, at Lauzon, Quebec, has already completed her trials, while the M.V. *Canadian Constructor*, built by the Burrard Dry Dock Company, Limited, at North Vancouver, B.C., is scheduled to commence her trials early this month. Their engines were also built by Canadian Vickers, Limited, in Montreal.

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 Halifax

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques...	February 10	*Halifax County*	Montreal Shipping
Africa-South—			
Cape Town, Port Elizabeth, Durban	February 10	*Halifax County*	Montreal Shipping
Argentina—			
Buenos Aires........	February 3-10	*Fort Colombia*	Furness Withy
Buenos Aires........	February 15	*Mesa Victory*	Montreal Shipping
Belgium—			
Antwerp............	February 8	*Marchcape*	March Shipping
Antwerp............	February 15-20	*Beaconsfield*	Cunard White Star
Brazil—			
Rio de Janeiro, Santos	February 3-10	*Fort Colombia*	Furness Withy
Curaçao.............	February 12-17	*Wentworth Park*	Saguenay Terminals
Germany—			
Hamburg...........	February 8	*Marchcape*	March Shipping
Haiti—			
Port au Prince......	February 12-17	*Wentworth Park*	Saguenay Terminals
Mediterranean—			
Central and Western Areas	February 10	*Digby County*	Montreal Shipping
	March 1	*A Ship*	Montreal Shipping
Netherlands—			
Rotterdam.........	February 8	*Marchcape*	March Shipping
Rotterdam, Amsterdam	February 15-20	*Beaconsfield*	Cunard White Star

Departures from Halifax—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Newfoundland—			
St. John's	February 4-7	*Fort Townshend*	Furness Withy
St. John's	February 5	*Blue Peter II*	Montreal Shipping
St. John's	February 17	*Baccalieu*	Montreal Shipping
St. John's	February 20	*Blue Peter II*	Montreal Shipping
New Zealand—			
Auckland, Wellington, Lyttelton, Dunedin	Feb. 17-Mar. 1	*Samkey*	Montreal Sustralia New Zealand Line
Poland—			
Gdansk	February 8	*Marchcape*	March Shipping
Scandinavia—			
Baltic Ports	February 15	*Tunaholm*	Swedish American Line
United Kingdom—			
Avonmouth	February 3-7	*Montreal City*	Furness Withy
Liverpool	February 12-18	*Pacific Enterprise*	Furness Withy
Liverpool	February 16-22	*Valacia*	Cunard White Star
Newcastle	February 27	*Cairnesk*	Furness Withy
Southampton	February 10	*Aquitania*	Cunard White Star
Southampton	March 1	*Aquitania*	Cunard White Star
Southampton	March 19	*Aquitania*	Cunard White Star
Uruguay—			
Montevideo	February 3-10	*Fort Colombia*	Furness Withy
Montevideo	February 25	*Mesa Victory*	Montreal Shipping
Venezuela—			
La Guaira, Puerto Cabello, Maracaibo	February 12-17	*Wentworth Park*	Saguenay Terminals
West Indies—			
Antigua	Jan. 23-Feb. 3	*Alcoa Pennant*	Alcoa Steamships
Antigua	February 5-12	*Canadian Cruiser*	Canadian National
Antigua	February 7-17	*Alcoa Partner*	Alcoa Steamships
Antigua	Feb. 21-Mar. 4	*A Ship*	Alcoa Steamships
Antigua	February 25-28	*Canadian Highlander*	Canadian National
Bahamas	February 8	*Lorne Park*	Canadian National
Bahamas	February 9	*Canadian Leader*	Canadian National
Bahamas	February 15	*Canadian Conqueror*	Canadian National
Bahamas	February 22	*Canadian Observer*	Canadian National
Bahamas	March 11	*Canadian Leader*	Canadian National
Bahamas	March 25	*Canadian Observer*	Canadian National
Barbados	Jan. 23-Feb. 3	*Alcoa Pennant*	Alcoa Steamships
Barbados	February 5-12	*Canadian Cruiser*	Canadian National
Barbados	February 7-17	*Alcoa Partner*	Alcoa Steamships
Barbados	February 9-14	*Canadian Victor*	Canadian National
Barbados	Feb. 21-Mar. 4	*A Ship*	Alcoa Steamships
Barbados	February 25-28	*Canadian Highlander*	Canadian National
Bermuda	Jan. 23-Feb. 3	*Alcoa Pennant*	Alcoa Steamships
Bermuda	February 4-7	*Fort Amherst*	Furness Withy
Bermuda	February 5-12	*Canadian Cruiser*	Canadian National
Bermuda	February 7-17	*Alcoa Partner*	Alcoa Steamships
Bermuda	February 8	*Lorne Park*	Canadian National
Bermuda	February 9	*Canadian Leader*	Canadian National
Bermuda	February 15	*Canadian Conqueror*	Canadian National
Bermuda	Feb. 21-Mar. 4	*A Ship*	Alcoa Steamships
Bermuda	February 22	*Canadian Observer*	Canadian National
Bermuda	February 25-28	*Canadian Highlander*	Canadian National
Bermuda	March 11	*Canadian Leader*	Canadian National
Bermuda	March 25	*Canadian Observer*	Canadian National
British Guiana	Jan. 23-Feb. 3	*Alcoa Pennant*	Alcoa Steamships
British Guiana	February 5-12	*Canadian Cruiser*	Canadian National
British Guiana	February 7-17	*Alcoa Partner*	Alcoa Steamships

Departures from Halifax—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
West Indies—Con.			
British Guiana......	February 9-14	*Canadian Victor*	Canadian National
British Guiana......	Feb. 21-Mar. 4	*A Ship*	Alcoa Steamships
British Guiana......	February 25-28	*Canadian Highlander*	Canadian National
Dominica...........	February 5-12	*Canadian Cruiser*	Canadian National
Grenada............	Jan. 23-Feb. 3	*Alcoa Pennant*	Alcoa Steamships
Grenada............	February 5-12	*Canadian Cruiser*	Canadian National
Grenada............	February 7-17	*Alcoa Partner*	Alcoa Steamships
Grenada............	Feb. 21-Mar. 4	*A Ship*	Alcoa Steamships
Grenada............	February 25-28	*Canadian Highlander*	Canadian National
Guadeloupe.........	February 9-14	*Canadian Victor*	Canadian National
Jamaica............	February 7-11	*Oakmount Park*	Pickford and Black
Jamaica............	February 8	*Lorne Park*	Canadian National
Jamaica............	February 9	*Canadian Leader*	Canadian National
Jamaica............	February 15	*Canadian Conqueror*	Canadian National
Jamaica............	February 18-22	*Lake Traverse*	Drew, Brown Shipping.
Jamaica............	February 22	*Canadian Observer*	Canadian National
Jamaica............	March 9-13	*Dufferin Park*	Pickford and Black
Jamaica............	March 11	*Canadian Leader*	Canadian National
Jamaica............	March 25	*Canadian Observer*	Canadian National
Jamaica............	March 25-29	*Oakmount Park*	Pickford and Black
Martinique.........	February 9-14	*Canadian Victor*	Canadian National
Montserrat..........	February 5-12	*Canadian Cruiser*	Canadian National
St. Kitts...........	Jan. 23-Feb. 3	*Alcoa Pennant*	Alcoa Steamships
St. Kitts...........	February 5-12	*Canadian Cruiser*	Canadian National
St. Kitts...........	February 7-17	*Alcoa Partner*	Alcoa Steamships
St. Kitts...........	Feb. 21-Mar. 4	*A Ship*	Alcoa Steamships
St. Kitts...........	February 25-28	*Canadian Highlander*	Canadian National
St. Lucia...........	Jan. 23-Feb. 3	*Alcoa Pennant*	Alcoa Steamships
St. Lucia...........	February 5-12	*Canadian Cruiser*	Canadian National
St. Lucia...........	February 7-17	*Alcoa Partner*	Alcoa Steamships
St. Lucia...........	Feb. 21-Mar. 4	*A Ship*	Alcoa Steamships
St. Vincent.........	Jan. 23-Feb. 3	*Alcoa Pennant*	Alcoa Stemaships
St. Vincent.........	February 5-12	*Canadian Cruiser*	Canadian National
St. Vincent.........	February 7-17	*Alcoa Partner*	Alcoa Steamships
St. Vincent.........	Feb. 21-Mar. 4	*A Ship*	Alcoa Steamships
St. Vincent.........	February 25-28	*Canadian Highlander*	Canadian National
Trinidad............	Jan. 23-Feb. 3	*Alcoa Pennant*	Alcoa Steamships
Trinidad............	February 5-12	*Canadian Cruiser*	Canadian National
Trinidad............	February 7-17	*Alcoa Partner*	Alcoa Steamships
Trinidad............	February 9-14	*Canadian Victor*	Canadian National
Trinidad............	Feb. 21-Mar. 4	*A Ship*	Alcoa Steamships
Trinidad............	February 25-28	*Canadian Highlander*	Canadian National

Departures from Saint John

*Calls at Halifax two days later.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques...	Jan. 29-Feb. 10	*Fort Connolly*	Elder Dempster
Lourenço Marques...	February 15-25	*Cottrell*	Elder Dempster
Lourenço Marques...	March 1-10	*Cabano*	Elder Dempster
Lourenço Marques...	March 15-25	*Cambray*	Elder Dempster
Africa-South—			
Cape Town........ Port Elizabeth..... East London....... Durban............	Jan. 29-Feb. 10	*Fort Connolly*	Elder Dempster
	February 15-25	*Cottrell*	Elder Dempster
	March 1-10	*Cabano*	Elder Dempster
	March 5	*A Ship*	Montreal Shipping
	March 15-25	*Cambray*	Elder Dempster

Departures from Saint John—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Anglo-Egyptian Sudan—			
Port Sudan	February 10	*Ivy G.*	March Shipping
Australia—			
Brisbane, Sydney, Melbourne	February 13-21	*Port Lincoln*	Montreal Australia New Zealand Line
Sydney, Melbourne, Adelaide	March 8	*Kaikoura*	Montreal Australia New Zealand Line
Belgium—			
Antwerp	Early February	*Grey County*	Canada Steamships
Antwerp	March 10	*Marchport*	March Shipping
Antwerp	Late March	*Marchdale*	March Shipping
British Honduras—			
Belize	February 15-18	*Shakespeare Park*	Saguenay Terminals
Ceylon—			
Colombo	February 6-11	*City of Auckland*	McLean Kennedy
China—			
Shanghai	February 1-4	*City of Poona*	McLean Kennedy
Shanghai	February 10	*Ivy G.*	March Shipping
Colombia—			
Barranquilla	February 15-18	*Shakespeare Park*	Saguenay Terminals
Costa Rica—			
Port Limon	February 15-18	*Shakespeare Park*	Saguenay Terminals
Egypt—			
Alexandria, Port Said	February 10-15	*Temple Yard*	McLean Kennedy
Port Said	Late February	*Trevose*	McLean Kennedy
Eire—			
Dublin	February 12-16	*Lord O'Neill*	McLean Kennedy
Germany—			
Hamburg	March 10	*Marchport*	March Shipping
Hamburg	Late March	*Marchdale*	March Shipping
Guatemala—			
Puerto Barrios	February 15-18	*Shakespeare Park*	Saguenay Terminals
Hong Kong	February 1-4	*City of Poona*	McLean Kennedy
	February 10	*Ivy G.*	March Shipping
India—			
Bombay, Madras, Calcutta	Late February	*Trevose*	McLean Kennedy
Karachi, Madras, Bombay, Calcutta	February 6-11	*City of Auckland*	McLean Kennedy
	February 20	*A Ship*	March Shipping
Iraq—			
Basra	February 10	*Ivy G.*	March Shipping
Mediterranean—			
Central and Western Areas	February 15	*Mont Rolland*	Montreal Shipping
	February 25	*A Ship*	Montreal Shipping
Mexico—			
Vera Cruz	February 25	*Lansdowne Park*	McLean Kennedy
Morocco—			
Casablanca	February 25	*A Ship*	Montreal Shipping

Departures from Saint John—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
Netherlands			
Rotterdam.........	March 10	*Marchport*	March Shipping
Rotterdam.........	Late March	*Marchdale*	March Shipping
Northern Ireland—			
Belfast..............	February 12-16	*Lord O'Neill*	McLean Kennedy
Panama—			
Cristobal...........	February 15-18	*Shakespeare Park*	Saguenay Terminals
Philippines—			
Manila..............	February 1-4	*City of Poona*	McLean Kennedy
Manila..............	February 10	*Ivy G.*	March Shipping
Poland—			
Gdansk.............	March 10	*Marchport*	March Shipping
Gdansk.............	Late March	*Marchdale*	March Shipping
Singapore...........	February 10	*Ivy G.*	March Shipping
United Kingdom—			
Avonmouth.........	February 10-17	*Carmia*	Cunard White Star
Cardiff.............	February 10-17	*Carmia*	Cunard White Star
Glasgow............	February 26	*Ocean Vagrant*	Donaldson Atlantic
Hull................	February 4-9	*Consuelo*	McLean Kennedy
Liverpool...........	Jan. 29–Feb. 4	*Beaverburn*	Canadian Pacific
Liverpool...........	February 3-10	*Ocean Angel*	Cunard White Star
Liverpool...........	February 12-16	*Lord O'Neill*	McLean Kennedy
Liverpool...........	February 20-26	*Beaverford*	Canadian Pacific
Liverpool...........	March 14	*Beaverburn*	Canadian Pacific
London.............	Jan. 27-Feb. 1	*Beaverlake*	Canadian Pacific
London.............	February 6-13	*Empire Trail*	Cunard White Star
London.............	February 14-20	*Beaverdell*	Canadian Pacific
London.............	February 16-22	**Fort Spokane*	Cunard White Star
London.............	February 16-22	*Beaverglen*	Canadian Pacific
London.............	March 9	*Beaverlake*	Canadian Pacific
Manchester.........	February 10-13	*Manchester Commerce*	Furness Withy
Manchester.........	February 17-20	*Manchester Port*	Furness Withy
Manchester.........	February 24-27	*Manchester Trader*	Furness Withy
Newcastle..........	Jan. 25–Feb. 3	*Cairnvalona*	Furness Withy
Newcastle..........	February 27	*Cairnesk*	Furness Withy

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, loading berth, available cargo space and rates.

Destination	Loading Date	Vessel	Operator or Agent
Africa East—			
Lourenço Marques...	Jan. 25-Feb. 11	*Lake Atlin*	North Pacific Shipping.
Beira...............	Feb. 19-Mar. 8	*Lake Winnipeg*	North Pacific Shipping.
Africa South—			
Cape Town........ / East London....... / Durban............	Jan. 25-Feb. 11	*Lake Atlin*	North Pacific Shipping.
	Feb. 19-Mar. 8	*Lake Winnipeg*	North Pacific Shipping.
Argentina—			
Buenos Aires........	Mid-February	*Ravnanger*	Empire Shipping

Departures from Vancouver—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
Australia—			
Sydney / Melbourne	February 5 February 24	*Waikawa* *Wangaratta*	Canadian Australasian Empire Shipping
Sydney / Hobart / Melbourne	February 5 February 20	*Eastgate* *Waitomo*	Canadian Australasian Canadian Australasian
Sydney	February 8	Vilja	Empire Shipping
China—			
Shanghai	Jan. 30–Feb. 14	*West End Park*	Canada Shipping
Shanghai	Mid-February	*Vito*	Empire Shipping
Shanghai	Feb. 24–Mar. 10	*Turan*	Anglo Canadian Shipping
Shanghai	Early March	*Mangarella*	Empire Shipping
Colombia—			
Buenaventura	Early February	*Don Alberto*	Empire Shipping
Egypt—			
Alexandria	February 5	*Radnik*	Empire Shipping
Alexandria	Mid-February	*A Ship*	Empire Shipping
France—			
North Coast	February 5-10	*Pont L'Eveque*	Empire Shipping
Guatemala—			
San Jose	Early February	*Don Alberto*	Empire Shipping
Greece—			
Piraeus	February 5	*Radnik*	Empire Shipping
Piraeus	Mid-February	*A Ship*	Empire Shipping
Italy—			
Genoa	February 5	*Radnik*	Empire Shipping
Genoa	Mid-February	*A Ship*	Empire Shipping
New Zealand—			
Auckland / Wellington	February 5	*Waikawa*	Canadian Australasian
Auckland / Lyttelton	February 20	*Waitomo*	Canadian Australasian
Palestine—			
Haifa	Jan. 30–Feb. 11	*Lake Sicamous*	Anglo-Canadian Shipping
Haifa	February 5	*Radnik*	Empire Shipping
Haifa	Mid-February	*A Ship*	Empire Shipping
Salvador—			
La Libertad	Early February	*Don Alberto*	Empire Shipping
South Sea Islands—			
Papeete / Apia	February 5	*Waikawa*	Canadian Australasian
United Kingdom—			
Liverpool	Jan.-Feb.	*A Ship*	Furness Pacific
London	Feb. 25–Mar. 16	*Lake Tatla*	Anglo Canadian Shipping
London	Feb. 26–Mar. 14	*Lake Okanagan*	Empire Shipping

DIRECTORY INFORMATION

The directories of the Foreign Trade Service, head office and abroad, as well as the directory of Foreign Commercial Representatives in Canada, will in future appear only in the last issue of each month, commencing with the issue of February 22.

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 Jan. 20	Nominal Quotations Jan. 27
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
China	Dollar	....	·0003	·0003
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	....	·2059	·2059
Netherlands	Florin	....	·3769	·3769
Netherlands East Indies	Florin	....	....	·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	....	·2325	·2325
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