

# FOREIGN TRADE

OTTAWA, OCTOBER 27, 1951.

Published weekly by  
FOREIGN TRADE SERVICE  
Department of Trade and Commerce

---

---

## In This Issue

Chile—Pace of Expansion May Outstrip Capacity of Country .....	586
Egypt—High Prices Halt Cotton Exports .....	590
Great Britain—Iron and Steel Exports to Canada Increased .....	593
Southern United States—Market Provided for Agricultural Products	594
Netherlands—Points for Canadian Exporters Listed .....	597
Sterling Area—Gold and Dollar Reserves Dropped .....	600
New Zealand—Industrial Expansion Aided by Import Controls .....	601
Trade Notes—Brazil .....	602
Chile .....	603
Cuba .....	603
New Zealand .....	604
Pakistan .....	605
South Africa .....	607
Spain .....	609
Turkey .....	609
United Kingdom .....	610
Trade and Tariff Regulations .....	611
Trade Commissioners on Tour .....	612
Foreign Trade Service Abroad .....	613
Foreign Exchange Quotations .....	616

**COVER SUBJECT**—Air view of Vancouver, which is presently experiencing a phenomenal movement of grain, with every ocean berth filled and ships at anchor waiting to load. Up to October 16, a total of 67,180,000 bushels were handled through the four elevators of the National Harbours Board and three of private interests, having a combined capacity of 18,716,000 bushels. The corresponding figure for last year was 43,260,000 bushels. The record movement for any year, established in 1932, amounted to 105,000,000 bushels, which may possibly be exceeded this year. This photograph shows the City of Vancouver, fronting on Burrard Inlet, Stanley Park, English Bay and, in the foreground, the University of British Columbia, on Point Grey.

*Photo by Photographic Surveys (Western) Limited*

**Price 10 cents**

OTTAWA—EDMOND CLOUTIER, C.M.G., O.A., D.S.P.  
Printer to the King's Most Excellent Majesty, 1951.

# Pace of Expansion in Chile May Outstrip Capacity of Country

*Extended governmental intervention in effort to stabilize economy considered to have had little effect—Canadian exports to Chile in 1950 amounted to Can.\$5,511,169 —Chilean exports seriously affected by reduced agricultural crops.*

By M. R. M. Dale, Commercial Secretary for Canada.

(One Chilean peso equals \$0.0135 Canadian.)

**S**ANTIAGO.—Disequilibrium in a nation dependent on external influences characterizes the Chilean economy. The economy has responded to the stimulus of the improved position of copper, but has been unable to withstand the pressure from within consequential to an accelerated inflation. The trend has continued to be one of expansion—sales abroad, imports, internal construction and development—which is necessary, but it may be that the pace of expansion and increased economic endeavour has exceeded the capacity of the country. An extension of governmental intervention in all fields of economic and social activities has taken place in an endeavour to stabilize the economy, but this policy is considered by many as having little effect, except in so far as it is prejudicial to normal business activity.

Chile's external trade in 1950 totalled Ch.\$2.6 billions as shown by the Customs statistics in terms of "gold pesos". Of this total, exports accounted for approximately 55 per cent and were estimated at Ch.\$1.4 billion, somewhat lower than the previous year and over Ch.\$200 millions less than 1948. Imports during 1950 fell to Ch.\$1.2 billion, representing a reduction over the 1949 total of almost Ch.\$300 millions. In terms of volume, Chile's total trade amounted to 7,107,300 tons, of which exports accounted for 72 per cent. The volume of exports for 1950 amounted to 5,142,000 tons and exceeded the 1949 total by 31,900 tons. The volume of imports during 1950 was less than the 1949 level by 290,500 tons.

Canada's trade with Chile, as shown by Canadian statistics, increased during 1950 to Can.\$6,864,094, with exports amounting to Can.\$5,511,169. Wheat accounted for approximately Can.\$4 millions of the total, but other important Canadian articles sold to Chile included newsprint, asbestos, farm machinery and electric meters. Chile's sales to Canada amounted to Can.\$1,352,925 and were made up primarily of ores, sheepskins, onions and fruits.

## Chilean External Trade in 1950

Country	Exports Ch.\$	Imports Ch.\$
CANADA .....	1,515	10,944
United States .....	742,718	574,276
Great Britain .....	71,187	138,623
Peru .....	7,954	87,051
Argentina .....	85,691	65,071
Brazil .....	62,772	54,597
Cuba .....	12,929	44,647
Spain .....	40,269	31,573
Germany .....	44,201	24,809
France .....	67,761	24,729
Sweden .....	11,276	22,731
Egypt .....	76,777	17,107
Italy .....	61,549	13,991

Note.—Differential due to Chilean statistical calculations.

The trend during the first months of 1951 is illustrated by the following table, compared with figures for the same period of 1949 and 1950:

January-April	Exports		Imports		Balance
	Tons	Ch.\$	Tons	Ch.\$	in Favour
	thousands	millions	thousands	millions	Ch.\$
1951 .....	1,724.1	511.0	610.2	464.1	46.9
1950 .....	1,558.6	379.3	490.4	371.2	6.1
1949 .....	1,696.0	507.5	798.4	449.8	57.7

The Chilean Government argues from the above figures that both the volume of imports and prices paid for the present year are considerably higher than 1950 and this indicates that the country is being normally supplied with raw materials, machinery, transport equipment and other products, and that the economic conditions are not only normal, but indicate appreciable progress.

The position of exports, although reflecting a favourable copper position, has been seriously affected by reduced agricultural crops, which, due to climatic conditions as well as to the influence of fixed prices, do not yield sufficient to leave a normal exportable margin.

Considerable discussion has taken place as to the relative value of Chilean exports and imports and comparative statistics have been prepared indicating that while per ton of imports has increased from an index figure of 100 in 1944 to 153.18 in 1950, the value of Chilean exports has decreased to 53.89 in 1949 (base 1944=100). From these calculations it is deduced that while the average value of imports increased over the period by 53 per cent, the value of exports in 1949 decreased to the point where only 53.89 pesos were obtained for every 100 pesos received in 1944. The increase in the price of copper in 1950 corrected the situation, but it is apparent that the trend has continued and that Chile is again approaching the position that, in spite of her nominally favourable balance in terms of trade, the returns from exports are insufficient to pay for her required imports.

#### Exchange Position Critical

As a result of the improved exchange position which inspired new economic legislation last year, it was possible for Chile to implement a modified system of exchange and import control. The multiple rate system still remains, but imports of a large number of commodities were authorized to be paid for with free exchange. Luxury imports under the Gold Law were reinstated and a substantial list of sumptuous articles could be paid for with wine dollars.

By the end of June, the position had changed from optimism to something near panic, the authorities realizing that sufficient exchange would not be available to cover actual and anticipated expenditures. The free rate had increased over the period from Ch.\$65 per United States dollar to Ch.\$90, in spite of various monetary measures intended to stabilize the external value of the peso.

#### Banking Activity Accelerated

Both central and commercial banking activity have been accelerated during the period, but the official policy of credit contraction has limited the increase in commercial advances and deposits. The volume of money in circulation has continued to increase, although latterly its velocity has been restricted. In March, the total circulating medium stood at Ch.\$9 billions, being almost Ch.\$2 billions greater than the previous year and

exceeded the total in March, 1948, by Ch.\$3.5 billions. The total facilities granted by the Central Bank as of March, were almost Ch.\$7 billions, an increase of Ch.\$5 billions over the previous year, primarily the result of government expenditure. Rediscounts and advances to the commercial banks were somewhat lower. The commercial banks were again allowed to participate in the sale of free exchange as a result of exchange legislation passed last year. This, together with the fact that maximum interest rates amount to 16.5 per cent, accounts for the present prosperous position of the commercial banks in spite of their experiencing spasmodic labour difficulties.

Chilean insurance companies were responsible for 82 per cent of the total value of policies issued during 1950, which amounted to over Ch.\$126 billions. Of the coverage, 85 per cent was on account of fire risks with maritime insurance accounting for 9 per cent, and automobile risks for only somewhat over 1 per cent. New business written by Chilean life insurance companies amounted to Ch.\$1.3 billions, or less than 1 per cent of the total insurance. Life policies in force at the end of 1950 were valued at Ch.\$6.5 billions.

Insurance premiums in Chile for 1950 amounted to Ch.\$905 millions, of which approximately 2 per cent was received by Chilean companies. The principal coverages were: Fire, Ch.\$664 millions; maritime, Ch.\$112 millions; and automobiles, Ch.\$62 millions, with percentage losses under the three headings standing at 29 per cent, 26 per cent and 55 per cent respectively.

#### Insurance On Textile Factories Cancelled

The Chilean Insurance Association ordered companies to cancel all existing insurance on textile factories by May 15 this year, stating that heavy fire casualties had made it impossible to reinsure abroad.

Internal government bonds have been maintained by government support when necessary at around 84 per cent, giving a tax free income of just over 7 per cent. Two series of mortgage bonds have maintained their depreciated value of around 57 per cent but with a general weak tendency, returning over 10 per cent, tax free, to the investor. The general stock exchange movement has been characterized by the strength of nitrate and mining shares and to a lesser extent by the agricultural group. On the other hand, maritime, gas, and electricity have shown a heavy tendency, the latter due to delay in obtaining a permission to increase tariffs to meet higher expenses.

The index of share quotations for February, 1951, is listed below with comparisons with February, 1950, and the general average for 1946.

#### Index of Chilean Stock Exchange Quotations

(Base Year 1937=100)

	Agriculture	Banks	Coal	Gas and Elect.	Industrial	Maritime	Mining	Nitrate	Insurance	General Index
1946 .....	130.3	178.7	228.3	88.8	89.5	148.2	38.7	467.3	139.6	122.8
Feb. 1950 .....	168.7	203.2	203.1	57.0	75.6	148.0	43.4	1,165.8	123.3	141.5
Feb. 1951 .....	262.6	170.5	195.6	45.3	64.8	99.0	140.9	1,816.9	140.4	177.6

Stock exchange and transactions for 1950 amounted to Ch.\$3,849,661,420, or Ch.\$326,665,377 more than in 1949.

### Budget In 1950 Showed Deficit

The fiscal balance sheet for 1950 showed a deficit of 1,750 million Chilean pesos, as a result of the failure to adequately finance loans, increasing salaries and public services. The deficit on account of salary items was Ch.\$1,859 million. A law condoning penal interest until May 7, 1951, and at that date further extended on the part of the debtors overdue in tax payments, also signified an appreciable reduction in the income for 1950. Certain modifications in the presentation of the budget have been suggested. A species of double budget has been suggested, whereby administration expenses and government investments would be shown separately. Investments for public works and development plans would not continue to be adjusted to calendar years, as such outlays correspond to cycles. Economies suggested include the payment of officials and military missions abroad in funds of the country in which they reside, instead of on the present gold basis. The fusion of certain ministries is also suggested, for example, Lands and Colonization with Agriculture; Labour with Justice; and Finance with Economy. All departments dealing with commercial policy, development corporations and similar interests would be grouped together under an Economic Council in the protection of general interests.

The estimates for 1950 again approximately balanced revenue against expenditure in a total of Ch.\$23,259 millions. This compares with expenditure at Ch.\$20,637 millions in 1950, which carried a deficit of Ch.\$1,750 millions covered by increased salaries paid to public servants. The Minister of Finance has instructed all ministries to limit their expenditure to the figures considered for 1951, and to impress on the heads of services the necessity of moderating expenditure and applying measures of strict economy.

It is significant to note that the material increase in taxation during the past five years has been almost five-fold, as shown in the following table:

#### Revenue from Taxation

Year	(Ch.\$ million)
1947	4,458
1948	8,115
1949	11,755
1950	12,779
1951	20,088

As further evidence of the increased trend in taxation, the Municipality of Santiago has presented a note to the government, requesting permission to increase property taxes by one mill on a permanent basis. This, it is anticipated, will produce approximately Ch.\$26 millions in 1951 to assist the municipality to reduce its budget deficit of over Ch.\$35 millions.

## TRANSPORTATION

The Transportation and Communications Division is in a position to furnish information on water, rail, air and road transport services to and from Canada. Shippers having any transportation problems are invited to use the facilities of this Division.

A list of the principal Canadian trade routes and the various steamship companies maintaining services thereon has been compiled and may be obtained on request.

Inquiries for this list or other information concerning international transportation services should be addressed to the Director, Transportation and Communications Division, Department of Trade and Commerce, Ottawa.

## High Prices Halt Egyptian Cotton Exports After Record Sales Earlier in the Year

*Government has now abolished minimum prices for most part, and Egyptian cotton free to find its level on world markets—Industry is expanding—Recession set in early in 1951, demand in all commodities is weak, and importers and merchants generally overstocked—Suez Canal Company had best year in history.*

By J. M. Boyer, Canadian Government Trade Commissioner.

(Editor's Note.—£E1 equals Can.\$3.0232. One hundred piastres equal £E1. Ten piastres equal 1 tallaris (unit used in quoting cotton on Alexandria market and usually pronounced "dollar". (One cantar equals approximately 99 pounds.)

**C**AIRO.—Cotton affairs in Egypt have been characterized by intense interest, not to say excitement, throughout 1950 and up until the present time. Between the beginning and the end of the year, prices rose by as much as £E10 per cantar. After an initial rise of some 30 per cent from the middle of March to the end of April, prices dropped during the summer. In September, at the beginning of the 1950-51 cotton year, Karnak was quoted at 88 tallaris per cantar, which was considered a sound position relative to world prices and demand. From that time until March, 1951, Egyptian cotton prices rose rapidly, and on February 20 the May contract for Karnak exceeded for the first time in Egyptian history the 200 tallaris mark. This was brought about by various factors: a short American crop, United States restrictions on cotton exports, an Egyptian crop of only 8¼ million cantars which was considerably less than earlier estimates, heavy purchases of cotton for rearmament purposes in the United States and Europe and, as a final but not insignificant factor, the optimism with which most Egyptians regard their "white gold".

During this period of high prices, practically all of the cotton left the hands of the planters, and a great deal of it was exported, although the volume of exports was slightly less than in the preceding season. On March 7, 1951, exports for the season had amounted to 4,282,000 cantars, against 4,715,000 cantars at the same date in the previous year.

### High Minimum Prices Halted Cotton Exports

In late March the Alexandria cotton market began to feel the effects of a let-up in foreign buying of Egyptian cotton, and prices fell drastically. This drop in prices was arrested by the official establishment on March 21 of minimum prices. These prices being above the level at which export business could be done, the Alexandria market was paralyzed for the time being. In order to ease this state of affairs, the Egyptian Government announced its intention of taking delivery at the fixed minimum price of any cotton tendered on the April contract and on which the buyer did not wish to exercise his option. This helped to restore confidence briefly, and out of the 46,750 cantars offered on April 5, only 8,250 cantars had to be taken up by the government. On April 10 the government announced its willingness to buy in a similar way any cotton tendered against May, June and July contracts. The minimum prices set up by the government still remained very much above what foreign buyers were willing to pay, and exports of cotton came almost to a standstill and have



**Egypt—Farm worker's hut.**

remained so until the present time. Similarly the Alexandria market remained stagnant with prices at the fixed minimum price until August when the government policy was modified.

In the meantime, the government had acquired a stock of 1,200,000 cantars at a cost of nearly £E40 million. With the new crop shortly due on the market and none of it as yet sold for future export, the government early in August, by a series of decrees, altered its policy so that the minimum prices for the most part are now abolished, and Egyptian cotton is free eventually to find its level on the world market. Inasmuch as government regulations permit daily price fluctuations of not more than 2 per cent above or below the closing price of the previous day, the Alexandria market quotations are dropping regularly by 2 per cent a day, and it is expected that sales abroad will soon be resumed. The latest estimate for the 1951 crop is 10½ million cantars, but there is some danger of damage from cotton leaf worm, and the expected quantity may not be realized.

#### **Industry Is Expanding**

Egyptian industry is expanding, though not to the degree aimed at by the Ministry of Commerce and Industry which is helping by way of research and planning. During 1950 the Ford automobile assembly plant started production in Alexandria with a daily output of 12-15 vehicles. The Egyptian Fertilizer & Chemical Industries Ltd. continued the construction of its new plant at Suez, and production actually started in April of this year at an annual rate of 250,000 tons of nitrogen fertilizer, which it is hoped will eventually be increased to over 400,000 tons annually. During 1950 also, the Westinghouse Electric Company secured a contract for a 450,000-kilowatt steam electric generator plant for the supply of power for the drainage and irrigation of the Delta region.

The Suez Canal Company had its best year in history in 1950, its volume of traffic having increased by some 19 per cent over the previous year. The revenue of the company reached the record figure of £E26·7 million, as compared with £E22·9 million in the previous year. The outstanding reason for this increase in traffic is a marked increase in the shipment of petroleum and its products from the Persian Gulf.

The 1951-52 budget estimates put expenditure at £ E231 million, highest ever, and revenue at £ E212.5 million. The estimates include provision of £ E48½ million for national defence, £ E48 million for salaries and other personal emoluments as well as credits for public security, free medical treatment and universal free education. Most of the revenue will be derived from customs duties and other indirect taxation, although there have been certain increases in direct taxation as well. Notable among these is the land tax which has been producing about £ E7 million a year. For many years past this has been collected on the basis of only half the rental value of the land, but it has recently been decided that retroactive to 1949, this tax will be collected on the full rental value of the land. Thus there will be an additional £ E7 million of revenue for 1951-52, and a windfall of £ E14 million for the two past years.

Increases in taxation on commercial and industrial profits, on income tax, stamp duties, death duties and property transfers are expected to bring an increase to the revenue of £ E5 million.

#### **Important Tariff Changes Have Been Made**

Important tariff changes have taken place during 1950 and the first part of 1951. First there was an increase in customs duties and excise tax on wines, spirits and tobacco. On April 23, 1951, in an effort to combat the increased cost of living, many foodstuffs were exempted from import duty, and the extra ad valorem duty was reduced to one per cent. On May 14, 1951, with a view to encouraging industrial development, almost all kinds of boilers, machinery, mechanical apparatus and spare parts were exempted from import duty, and the extra ad valorem duty was reduced to one per cent. The duty on motor cars was increased to 8 piastres per kilogram net from April 23.

General business activity was carried on at a high level during 1950, though a recession set in early in 1951. Demand in all commodities is weak, and generally the importers and merchants are overstocked. The cash position of traders is not good, and their credit facilities are being fully exercised. One important firm dealing in textiles suspended payment recently, eventually reaching agreement with their creditors on a 70 per cent basis. The number of bankruptcies and credit arrangements among smaller firms is increasing.

There has been little activity on the local stock exchange. One business activity that still continues apparently unabated is the building of apartment houses in Cairo and Alexandria. A recent report issued by a government department states that a total of 67 thousand apartments are still needed to meet the housing shortage in Cairo. Population has increased by 60 per cent during the last ten years, whereas there has been an increase of only 38 per cent in the construction of new accommodation. The building of apartment houses is an investment activity that appeals to the wealthy Egyptians and other people of the Middle East. It is reported that there is a considerable amount of Saudi Arabian capital coming into Egypt at the present time for this purpose.

---

#### **Steel Railway Coaches Under Construction for Chilean Railways**

Santiago, October 4, 1951.—(FTS)—The first steel passenger coach has been constructed by a Chilean Company for the State Railways. This is the first of five coaches under construction contract and will have a seating capacity for 123 third class passengers. The construction company can at present deliver one new coach monthly, and it is expected that arrangements will be made for the building of some 50 coaches.

# British Exports of Iron and Steel To Canada Increased This Year

*Shipments averaged 21,500 tons per month in first half of 1951, as compared with monthly rate of 20,200 tons in 1950—Appreciable increase in exports to the United States.*

By R. P. Bower, Commercial Counsellor for Canada.

LONDON.—Exports of iron and steel products from the United Kingdom to Canada averaged 21,500 tons per month in the first half of 1951. This compares with a monthly rate of 20,200 tons for the whole of 1950. The only other instance where exports are appreciably larger in 1951 than in 1950 is in the case of shipments to the United States which rose from an average of 6,400 tons a month in 1950 to 17,000 tons a month for the first six months of 1951. Total United Kingdom exports of iron and steel products to all destinations in the first six months of 1951 amounted to 1,455,000 tons as compared with 1,502,400 tons in the same period the year before.

On August 13, new price schedules came into operation for British steel. The last preceding general advance of steel prices was on April 1, 1949, and the latest increase is, therefore, a reflection of rising raw material and production costs in the interval. Even at the new levels, the cost of British steel is competitive with that from the other principal world suppliers. The increases were tempered to a considerable extent by increased efficiency in the mills, so that they do not exactly reflect the larger wage bill and higher raw material costs. As an indication of the improved efficiency in the industry, it is now possible to produce a ton of finished steel in the United Kingdom with 34.2 cwts. of coal compared with 37.8 cwts. in 1948. Labour productivity in steel smelting and rolling mills, which was 100 in 1938 and 126.7 in 1948, rose to 139.3 in 1950 and to 148.8 in the first five months of this year. This is a reflection of plant modernization.

The main increases in costs in the past year have come from higher raw materials, partly due to the delayed effects of devaluation, but principally to the repercussions of the conflict in Korea. The course of iron ore prices has been typical. Even without reflecting the full increase in shipping costs the average c.i.f. price of imported ore rose by nearly 60 per cent, from 57/ to about 90/ a ton over the 12 months to June, 1951.

## United Kingdom Basic Steel Prices Per Ton

	New Price			Increase		
	£	s.	d.	£	s.	d.
Billets .....	21	16	6	4	7	6
Angles .....	23	15	6	3	14	0
Joists .....	24	2	0	3	10	6
Rails .....	24	10	6	4	13	0
Plates .....	25	6	6	4	3	6
Re-rolled bars .....	27	11	0	4	16	0
Strip .....	28	6	0	4	16	0
Sheet .....	35	15	6	6	2	6
Bright bars .....	37	6	9	5	12	6
Tinplate (a) .....	2	14	8½	6	11	

(a) Per basic box.

On the basis of these prices, the new level represents an increase of 130 per cent over basic prices in 1938. This compares with an increase of 250 per cent in the other articles covered by the Board of Trade published indices.

# Southern States Provide Market For Agricultural Commodities

*Canadian exporters urged to take advantage of demand for many products, especially seed and table potatoes, apples, rutabagas, cheese, bacon and ham, beef and eggs—Population of thirteen southern states exceeds 41,000,000, who have wide variety of tastes—Industrialization is increasing rapidly.*

By Dr. W. C. Hopper, Agricultural Counsellor for Canada.

WASHINGTON.—Canadian seed potatoes are highly regarded in the southern section of the United States, and often command a premium in price over seed from other sources. There also appears to be a good market in the southern states for Canadian table potatoes, apples, rutabagas, cheese, bacon and ham, beef and, possibly, for eggs of high quality. While cities in Texas, and probably Louisiana, obtain sufficient beef from within their own states to meet the needs of consumers, the production of beef is not sufficient to meet the demands of urban populations in most of the other southern states.

Statistical information concerning the volume of meat, dairy and poultry products received by the southern states from other regions is difficult to obtain. However, a survey of the trade that included conversations with chamber of commerce officials, agricultural college professors, United States Department of Agriculture officials and wholesale buyers indicates that a market of substantial proportions exists in the southern states for agricultural commodities of Canadian origin. This market comprises some 41,000,000 people, who have a wide variety of tastes. If additional export outlets for Canadian agricultural products are to be developed in the United States, it is necessary that Canadian exporters should devote more attention to the region, and embark on trade promotional activities.

It is estimated, from available statistics, that 6,922 car loads of apples and 25,589 car loads of potatoes were unloaded in 32 cities throughout the southern states in 1949. These figures comprise railway cars and boat loads reduced to carlot equivalents, but do not include receipts by motor trucks, LCL freight and LCL express. A total of 293 car loads of apples of Canadian origin were unloaded in 21 of these 32 cities, and 406 car loads of potatoes of Canadian origin were unloaded in 19 of the 32 cities in 1949. Purchases of apples from Canada represent only 4.2 per cent of the total obtained by the 32 cities, and purchases of potatoes only 1.6 per cent of the total.

## Population of Southern States Over Forty-One Million

The population of the thirteen southern states, comprising Texas, Oklahoma, Louisiana, Mississippi, Tennessee, Alabama, Georgia, Kentucky, North Carolina, South Carolina, Virginia, Arkansas and Florida, was approximately 41,500,000 in 1950, and increased by around 12 per cent between 1940 and 1950.

While the farm population declined by ten per cent during this decade, the physical output per farm worker increased about 40 per cent. This advance has been made possible through improved feeding and breeding of farm animals, and higher yields of crops. Larger crop yields have

resulted from more suitable varieties of seeds and plants, better cultural methods, more effective control of diseases and insects, greater use of fertilizers and a marked expansion in the use of machinery. Cotton has been largely replaced by forage crops, thereby providing more feed for livestock. Cash receipts from livestock increased from an estimated \$711.8 million in 1935-39 to \$2,599.8 million in 1945-49.

The farm population is approximately 14,500,000, all of whom consume much food that is not produced in the southern states, and a large market for agricultural products exists in the urban centres, whose population aggregates 27,000,000. The purchasing power of both the rural and urban people of the south has increased substantially in recent years. Cash receipts from the sale of farm products in these thirteen states were estimated at \$2,396.5 million in 1940, whereas the figure in 1949 was approximately \$7,676.3 million. This remarkable rise was not only a result of higher prices, but can be attributed to a greater production per farm worker.

### Industrialization in South Expanding

Industrialization in the southern states is expanding rapidly. About 1.8 million workers produced \$11 billion worth of industrial products in 1939. Nine years later, in 1948, industrial plants in the south employed 3.4 million workers, who produced goods valued at \$42 billion. The average income per industrial worker increased about 2½ times in the same period. The per capita income for people in eleven of these southern states (the southeastern ones) rose from \$322 in 1940 to \$882 in 1949. For Oklahoma, the increase was from \$357 to \$1,068 and for Texas from \$413 to \$1,205.

The growth of industry in the south since the close of the Civil War, less than 100 years ago, but particularly in the past two decades, has been somewhat remarkable. Eighty per cent of the nation's textile mills, outside of woollen mills, and large aluminum production and fabricating industries, are found in the south. Birmingham, Alabama, is one of the world's largest pig iron and steel production areas. Nearly all the farm implement manufacturers of the United States have southern branches and are competing for the southern trade\* The south makes a variety of steel products.

More than half of the land in the southern states is woodland. Furniture manufacturing is an important industry. The south has large and growing pulp, kraft paper and paperboard industries and is becoming important in newsprint. Three-quarters of the rayon and cellophane production of the United States is in the south, and masonite and plywood are also made.

The south provides turpentine, rosin and other naval stores, pine stumps and sawdust, which are raw materials in the chemical industry. About 99 per cent of the United States' supply of mined sulphur, as well as a large proportion of the salt, comes from the southern states. The south has 70 per cent of the United States' fertilizer industry. In the Gulf coastal area, besides other chemical plants, there are eighty giant petrochemical plants, producing 125 organic and 50 inorganic chemicals, aggregating 10 or 12 billion pounds a year. Industrial chemistry has created new values for the peanut, soybean, cottonseed and linters, and sorgo grain, which are grown in the south.

\* The production of rice, sugarcane, hay, small grains, sorghum grain, peanuts and soybeans is largely mechanized and advances have been made in the mechanization of corn, cotton and other crops grown in the south. Most southern farms are now supplied with electrical power, which is used to milk cows, grind feeds, shell corn, pump water, supply heat and for brooding chicks.

The south produces 4 million barrels of oil a day, which is two-thirds of the United States production. It supplies a still larger part of the natural gas carried across the country in all directions by a network of pipelines. Chemists have learned to modify the hydrocarbon molecules of nature and to rebuild them to improve on nature with better fuels and other products, and to produce many basic and intermediate industrial chemicals. Among the most important are the plastics, including synthetic rubber. There are also the synthetic fibres—nylon, orlon, fibre V, chemstrand, dynel and vicara. The raw materials are wood, linters, corn cobs and the like, coal, oil and most important, natural gas; all of which are produced in the south.

In 1949, there were generated in the south 65½ billion kilowatt-hours of electric energy. Power production increased 3·5 times in ten years in the south, compared with 2·4 times elsewhere.

All of the twenty-four largest cities in these thirteen states increased in population in the ten-year period 1940-50. Six cities had populations in 1950 which were 50 or more per cent greater than in 1940, populations increased in five other cities from 33 to 47 per cent, and in ten others the population increased by 15 to 32 per cent.

This trend towards greater industrial activity is resulting in higher per capita incomes, an expanding demand for animal products and a diet for southern consumers, which is improving in its nutritive value. In the past, the south has had to bring in from other areas the major part of its requirements for animal products and, in spite of the increasing production of foodstuffs of animal origin, production is probably not any more than keeping pace with the increasing demands resulting from higher purchasing power and increasing population. Therefore, the quantities of animal foods required by southern consumers from sources other than southern farms has continued to increase.

While the supply of fluid milk from local areas is sufficient to meet the demand of city populations, the production of other dairy products, such as cheese, concentrated milks and butter, is not sufficient to meet their needs, in spite of the significant increase in the dairy industry in these southern states in recent years. It was found that, in Texas, Louisiana, Mississippi, Tennessee, Alabama and Georgia, many more dairy cattle were needed to fill the present demands of dairymen in these states.

---

#### **Ceylon to Call Tenders for Hydro-Electric Scheme**

Washington, October 4, 1951.—(FTS)—The Government of Ceylon shortly will call for tenders for the construction of Stage IIA of the hydro-electric scheme of Watawala, Ceylon. The work under this stage will be carried out in four sections—Section A—mass concrete dam; Section B—pipelines; Section C—electrical and mechanical plant; and Section D—transmission lines.

Separate tenders will be invited for each of the four sections. Details of the work involved will be issued to prospective tenderers on application to the Ceylon Embassy, 2148 Wyoming Avenue, N.W., Washington, D.C.

Firms which propose to tender for one or more sections of the work should apply to the Chief Engineer and Manager, Department of Government Electrical Undertakings, Ceylon, through the Ceylon Embassy in Washington on or before October 31, 1951, setting out their experience, resources, etc. The capability of those firms to undertake the work will be examined by a Board constituted for the purpose and such firms as are considered satisfactory will be requested to tender.

# Points for Canadian Exporters To the Netherlands Market

By the Office of the Commercial Counsellor for Canada.

The area of the Netherlands, exclusive of all territorial waters, is 32,406 square kilometres or approximately 12,517 square miles.

On January 31, 1951, the population was 10,200,028. During 1950, the rate of births per 1,000 was 22·7, the rate of deaths 7·5 and that of marriages 8·2.

## Language

The language is Dutch, although English, French and German are used extensively for commercial correspondence.

## Weights and Measures

The metric system is in use.

One kilogram equals 2·2 lbs.

One metric ton equals 2,205 lbs.

One metre equals 39·37 inches.

One litre equals 1·7598 imperial pints.

## Railway and Communication Systems and Connections

The Netherlands has an excellent railway system, by far the greater part of which is electrified. There is only one railway company, the Netherlands Railways Limited, with head offices at Utrecht. The Netherlands Government holds the majority of the shares. The Netherlands Railways also operate extensive bus services. In addition, there are municipal and private bus services in all provinces, so that all towns and villages in the country are within fairly easy reach.

## Currency and Banks

The guilder or florin of 100 cents equals approximately Can.\$0·28 at the current rate of exchange. Prior to the devaluation of the guilder on September 19, 1949, the rate of exchange was Can.\$0·38.

The larger banks maintain branch offices throughout the country. They also act as correspondents of foreign banks, including all the principal banks in Canada. There are no branches of foreign banks in the Netherlands.

## Hotels

Hotels are good, although, particularly in the smaller towns, they do not offer the same comfort and facilities as the average Canadian hotels. During the war several hotels, especially in Rotterdam, were destroyed. At the present time accommodation is difficult to obtain unless reservation is made several weeks in advance.

## Hints for Commercial Travellers

In all the larger towns there are Chambers of Commerce, which have at their disposal fairly detailed information regarding industries, importers and exporters located in their respective districts. In addition, the Netherlands Economic Information Service at The Hague and the Nether-

lands Office for the Promotion of Foreign Trade, a semi-official organization at The Hague, will always be able and willing to be of assistance. The Netherlands-Canada Chamber of Commerce at Rotterdam will also gladly place its services at the disposal of all Canadian businessmen visiting this country.

Unless special appointments have been made, local firms should not be visited on Saturdays. Official holidays are New Year's Day, Good Friday, Easter Monday, Ascension Day, Whit Monday, the Queen's birthday on April 30, May 5 (National Holiday), Christmas Day and Boxing Day. In the southern and south-eastern provinces the principal Roman Catholic holidays are usually kept. Between December 24 and 31 a large number of offices are closed to the public in connection with stocktaking.

### **Registration**

Foreign visitors need not register with the police authorities unless their stay is for longer than three months.

### **Duties on Samples**

Samples of no commercial value are admitted into the Netherlands free of duty. Samples having commercial value are subject to the same customs regulations and duties as ordinary commercial shipments. If, however, such samples are imported by or on behalf of persons travelling on business and are destined for re-export, they are also admitted free of duty, provided that such articles are recognizable or have been made recognizable.

The same customs regulations apply to air shipments and imports by parcel post.

### **Exhibitions**

The Royal Netherlands Industries Fair, which is a very large international exhibition, is held at Utrecht twice a year, viz. in the early part of April and September. In view of the considerable interest which is always being shown in this fair, applications for space should be sent in at least six months before the opening date.

From time to time other trade exhibitions are organized in various parts of the country, but these are more or less of a local character.

### **Representation**

In view of the small area of the Netherlands it is not advisable to have more than one representative, unless it would be possible for the foreign manufacturer to supply a certain article under two different brands or names.

### **Credit Facilities**

Since the end of the war, very rigid restrictions concerning the transfer of foreign exchange to and from the Netherlands have been in force. As far as imports into the Netherlands from hard-currency countries are concerned, these can be made only after the importer has obtained an import permit, which at the same time will serve as a payment licence. In view of this procedure credit facilities are not asked for by Netherlands purchasers.

As regards exports from this country, most shippers insist on the establishment of an irrevocable credit, but in an increasing number of cases transactions are also being effected on the basis of cash against documents.

## **Tourist Trade**

The Netherlands is a very picturesque country with its many old towns, seaside resorts, polderlands and windmills, and a large number of tourists from different parts of the world visit the country, particularly during the flower season. Tourist information offices are located in all places of some importance and brochures in English and French may be obtained there free of charge. There are a number of efficient travel agencies, while well known firms, such as the American Express Company and Thos. Cook and Son, have their own branches in Amsterdam, Rotterdam and The Hague.

## **Competitive Situation**

Generally speaking, it may be said that commodity prices in the Netherlands are on the average Western European level. Since the devaluation in September, 1949, the competitive position of the Netherlands exporters vis-à-vis those in Belgium, Switzerland and Germany has improved.

In view of the country's unfavourable dollar position and the present high rate of exchange of the dollar compared with the guilder, imports from Canada and the United States are limited to the most essential commodities, which cannot be secured from O.E.E.C. countries. Most purchases in the dollar area are made through the Marshall Plan. Netherlands firms which export goods to the dollar area are allowed to use ten per cent of their net dollar returns for the purchase of any articles they wish. Consequently there are occasional arrivals of commodities which it would not otherwise be possible to obtain, such as whisky, canned salmon, nylon stockings, etc.

Under normal circumstances the Netherlands presents a fairly good outlet for the following Canadian products: Wheat, maize, barley, cattle feeds, minerals, metals and metal products, lumber, plywood, pulpwood, wallboards, rubber footwear, clothing and articles, tires, valves, tools, agricultural implements, etc.

---

---

## **Canadian Farm Implement Sales Reached New High Last Year**

Sales of farm implements and equipment, mainly at wholesale prices, rose to a new all-time peak value of \$218,187,000 in 1950, slightly above the previous high figure of \$217,090,000 in 1949, according to preliminary figures released by the Dominion Bureau of Statistics. Sales of tractors and engines declined slightly in value from \$102,025,541 in 1949 to \$98,000,680, but harvesting machinery showed a marked sales gain between the two years from \$39,088,015 to \$44,243,044.

Planting, seeding and fertilizing machinery sales rose in value from \$8,137,527 to \$8,805,616; tilling, cultivating and weeding machinery from \$12,241,228 to \$13,202,326; haying machinery from \$10,569,126 to \$10,610,317; machines for preparing crops for market or use from \$7,822,176 to \$8,486,629; spraying and dusting equipment from \$1,332,584 to \$1,416,507; dairy machinery and equipment from \$4,004,640 to \$4,033,896; and barn equipment from \$2,166,836 to \$2,266,024.

# Gold and Dollar Reserves of Sterling Area Dropped in Third Quarter of This Year

*Reversal in movement of the balance of payments partly due to temporary and seasonal factors—Decline amounted to \$598 million, which brought down reserve to \$3,269 million, compared with \$3,867 million in June and \$3,758 million in March.*

By R. P. Bower, Commercial Counsellor for Canada.

**L**ONDON.—The expected drop in the sterling area reserves of gold and dollars in the quarter ended September amounted to \$598 million. This brought down the reserve to \$3,269 million, compared with \$3,867 million in June and \$3,758 million in March.

In the three months June to September, the net gold and dollar deficit of the sterling area amounted to \$638 million. This compared with a surplus of \$54 million in the second quarter and of \$360 million in the first quarter.

The reversal in the movement of the balance of payments is partly due to temporary and seasonal factors. Heavy purchases of cotton and tobacco in the United States, and low earnings from exports of wool and cocoa, at this time of the year, have an adverse effect. This has been aggravated by high seasonal expenditures in European countries, although this is not the major cause of large deficits with the European Payments Union.

There have been other unfavourable influences of a non-recurring kind, according to the Chancellor of the Exchequer. Various settlements with other countries fell due during the third quarter, offsetting corresponding sums received earlier in the year. There have been some conversions of sterling held in London on United States and Canadian account which had previously been at an exceptionally high level. There have also been some abnormal expenditures of a continuous kind, and the dollar cost of replacing Persian oil plus stockpiling for rearmament and industrial purposes. Had it not been for those special factors, the deficit, which would then be due to underlying conditions only, would have been rather less than half the figure of \$638 million.

A more permanent reason for the change in the direction of the balance of payments, according to the Treasury, is the great increase in the volume and cost of the imports of all sterling area countries. A second reason is that the sterling area's export income, both from United Kingdom exports of manufactured goods and from other sterling area countries' exports of primary products, has failed to increase to anything like the same extent.

To meet the altered situation, the government has already taken steps to tighten up control over dollar spending. Discussions with other Commonwealth Governments are projected.

## Foreign Trade Service Directories

The list of Canadian Government Trade Commissioners, formerly reproduced in each issue of "Foreign Trade," will be published henceforth once a month, appearing in the last issue of every month.

The Head Office Directory and the list of Foreign Commercial Representatives in Canada, which formerly appeared once a month, will be published henceforth once a quarter, in the last issues of September, December, March and June.

# Expansion of Industry in New Zealand Aided by Government Import Controls

*Import controls have been relaxed to large extent, but are still employed to protect many industries—Greatest expansion by far has been in secondary industries—Serious labour problem has resulted from drift of workers to cities from farms—Industries using local raw materials unable to operate at capacity due to labour shortages.*

By C. M. Forsyth-Smith, Assistant Commercial Secretary.

WELLINGTON.—There has been a considerable expansion in New Zealand manufacturing industries over the last decade, largely as a result of the war and postwar years when it was impossible to obtain supplies of many essentials abroad, and partly as a natural trend in the country's development. The trend to industrialization has been continued during the postwar years and has been assisted by the government's policy of protection by import control of economic industries considered beneficial to the country's economy. Import controls have been relaxed to a large extent over the past eighteen months, but are still employed as a protective device for many industries until such time as the tariff can be revised and suitable rates established to afford a desirable degree of protection to industries which were established during the past few years.

Between 1938-39 and 1949-50 there was an increase in the number of factories from 6,146\* to 8,027, or roughly 25 per cent, while factory employment has increased from 102,535 to 144,309 or approximately 30 per cent. While steady expansion has taken place in industries involved in the processing of primary products, public utilities and the extractive industries, by far the greatest expansion has been in the secondary industries. Employment in these has increased from 72,884 in 1938 to 106,861 in 1950, while the value of production has increased from £48,530,000 to £170,439,000.

The great increase in secondary industries has served to diversify the economy of New Zealand, but it has also brought problems. The most serious of these is probably the drift of labour from the farms to the cities in search of higher wages and more congenial living conditions, which is hampering the country's efforts to increase production of primary produce for export. The overall picture is one of gross over-employment and the latest figures available indicate over 20,000 vacant jobs and only sixty unemployed. This situation has prevailed ever since the war years and has tended to channel workers into non-essential industries which are able to pay higher wages, while industries using local raw materials and which should be "naturals" are unable to operate at capacity due to labour shortages. A good example of this is the woollen textile industry which has plants that have not operated for years, while supplies have to be imported from overseas.

---

## Chile Faced with Over-Production of Lemons

Santiago, October 5, 1951.—(FTS)—The attention of the Minister of Agriculture has been called to the present over-production of lemons. To deal with this situation, exports are being encouraged and restrictions placed in connection with new plantations.

\* These figures do not include one-man concerns, or small retail shops. Total factory registrations including these are 20,246, while total factory employees would be 170,577.

# Trade Notes

## BRAZIL

### **Brazil to Have New Plastic Material Plant**

São Paulo, September 20, 1951.—(F.T.S.)—The B. F. Goodrich Chemical Company, Cleveland, Ohio, has announced the satisfactory conclusion of negotiations with S. A. Indústrias Reunidas F. Matarazzo, São Paulo, for the erection of a plastic material plant in Brazil, which will be jointly owned. The factory will probably be ready by the end of 1952. Brazilian raw materials will be used and the staff will be composed of Brazilians with American technicians.

---

### **Oil Pipeline to be Inaugurated in Brazil**

São Paulo, September 10, 1951.—(F.T.S.)—The oil pipeline from Santos to São Paulo will be ready for tests this month and the inauguration is expected in October. Once oil is flowing, a decrease of 25 per cent in freight volume is expected on the Santos-Jundiaí Railroad.

---

### **Brazilian Imports of Newsprint Higher in 1950**

Rio de Janeiro, October 3, 1951.—(F.T.S.)—Brazil's importation of newsprint in 1950 totalled 60,634 tons, valued at Cr.\$163,539,000, as compared with 46,701 tons, valued at Cr.\$148,073,000 in 1949. The 1950 exporters to Brazil were Finland with 23,975; Sweden, 18,720 tons; Norway, 11,963 tons, and others, 5,976 tons. Cost prices were as follows: Finnish newsprint, Cr.\$2.53 per kilo; Swedish, Cr.\$2.86 per kilo; Norwegian, Cr.\$2.52 per kilo, and others, Cr.\$3.34 per kilo.

---

### **Sisal Fibre Is Sixth Most Important Brazilian Export**

Rio de Janeiro, October 13, 1951.—(F.T.S.)—The growing importance of sisal fibre among Brazil's export commodities is shown by the fact that annual shipments have increased from 3,000 tons in 1946 to 23,000 tons in 1949 and 47,000 tons in 1950. Main shipments in 1950 were 31,000 tons to the United States, followed by France, Germany, Argentina and the United Kingdom, the last of which took 1,741 tons. The upward tendency has been maintained during the current year and export figures for January to May, 1951, show sisal fibre as the sixth most important export, with 30,000 tons valued at Cr.\$207 million. The bulk of the Brazilian output of sisal fibre is grown in the state of Paraíba, which contributed about 93 per cent of the 1950 exports.

---

### **Jute Production in Brazil Growing Steadily**

Rio de Janeiro, October 13, 1951.—(F.T.S.)—Jute production in Brazil is continuing to increase and in 1951 an estimated 17,000 to 25,000 metric tons will be produced. In 1952 the production may reach 32,000 tons. This record is particularly noteworthy inasmuch as no jute was grown in Brazil before 1930, and production in 1942 was only 3,200 metric tons. However,

the requirements of the burlap industry in Brazil still exceed the production of jute and the difference is supplied by imports of fibre from Pakistan and India, which have averaged nearly 10,000 metric tons in the last few years. This deficit, however, is diminishing each year as the production of jute increases and in 1952 a surplus for export is probable.

## CHILE

### Chilean Fishing Industry Under Study

The potential of Chile's fishing industry is being carefully studied by the Development Corporation with a view of its eventual full exploitation. An agreement was signed between Chile and the United Nations Organization for the contracting of experts in fish biology to study the fisheries wealth of the country. New fishing vessels have been purchased, and processing and refrigeration plants are being constructed.

---

### Chile Grants Credits for Cattle Purchases

Santiago, October 6, 1951.—(FTS)—The Agrarian Credit Bank has agreed to grant credits up to a total of Ch.\$10 million, so that cattle farmers may acquire pedigree animals at the forthcoming Cattle Exhibition to be held under the auspices of the National Agricultural Society.

---

### Chile Will Export Selected Eggs to Great Britain

Santiago, October 3, 1951.—(FTS)—Selected eggs are again being exported, it is stated. At present shipments are being made to the Panama Canal Zone, but it is announced that an important shipment will shortly be made to Great Britain.

---

### Dried Milk Plant to be Established in Chile

Santiago, October 2, 1951.—(FTS)—A plant for the preparation of dried milk will be constructed in the agricultural district of San Fernando, in the south of Chile, it is reported. The capacity of this plant will be 50,000 litres daily and this production, added to that of the two existing plants, will afford ample supplies for infant feeding in Chile.

## CUBA

### Cuban Sugar Crop Third Largest on Record

Havana, October 4, 1951.—(FTS)—The 1951 sugar crop, which is the third largest on record, was finally completed on August 7 and reached a total of 5,589,000 long tons, with a production of 288 million gallons of blackstrap molasses. The total value of the crop is expected to exceed \$600 million, and a carry-over of no more than 200-300 thousand tons is foreseen at the close of the year. This places Cuba in a strong position for the marketing of the forthcoming crop, which, if weather conditions remain normal, is expected to reach an all-time high of about 6 million long tons.

### **Cuban Rice Production Greatly Expanded**

Havana, October 4, 1951.—(FTS)—One of the most interesting agricultural developments in Cuba over the past few years has been the continued expansion of rice production. With a per capita consumption of 112 pounds, Cuba annually uses between 550 and 600 million pounds of rice. Domestic production has risen from a small fraction of this figure to an estimated yield this year of about 175 million pounds, or almost one-third of her requirements. In addition to the foreign exchange saved through domestic production, the industry, in the areas where it is prevalent, has practically eliminated unemployment during the periods between the annual sugar crops.

## **NEW ZEALAND**

### **New Zealand National Income Higher**

Wellington, October 5, 1951.—(FTS)—In 1950-51 the national income of New Zealand was £577.6 million, an increase of 19.5 per cent over the 1949-50 figure of £483.2 million. During the same period gross national product rose by 19.9 per cent from £549.4 million to £658.8 million. Personal expenditure on consumer goods and services rose from £352 million to £383 (8.8 per cent), and private savings increased from £81 million to £131 million (61.7 per cent).

---

### **New Zealand Casein Exports Increasing**

Wellington, October 5, 1951.—(FTS)—In the season ended July 31, 1950, about 5,000 tons of casein were exported from New Zealand. In the past, New Zealand manufacture has been governed by the small domestic demand and fluctuating requirements abroad. New uses for casein in New Zealand and abroad have now created a larger market and it is expected that exports will increase considerably in the next few years. Some factories are expected to change from cheese manufacture to casein and this will result in a loss of several thousand tons in cheese production.

---

### **New Zealand Bees Shipped by Air to England**

Wellington, October 5, 1951.—(FTS)—The Department of Agriculture reports that a trial shipment of queen bees has been sent to England by air, with a view to developing a trade with English bee-keepers. The experiment was a success and the bees arrived in good condition and were introduced to breeding hives.

---

### **New Zealand Creamery Butter Quality Lower This Year**

Wellington, October 5, 1951.—(FTS)—The quality of creamery butter produced in the year ended March 31, 1951, was not up to the previous year's standard. The percentage of Finest butter for the period August 1, 1950 to March 31, 1951, was 92.49 per cent, compared with 93.68 for the corresponding period of the previous year. The percentage of butter in the Premium class in the same period was 56.56 and 61.40 respectively. As far as cheese is concerned, for the period August 1, 1950 to March 31, 1951, the percentage for Finest was 20.19, compared with 27.67 during the same period the previous year. Cheese below First grade increased from 3.27 per cent to 4.90 per cent.

### **United Kingdom Largest Buyer of New Zealand Wool**

Wellington, October 5, 1951.—(FTS)—During the 1950-51 season (July 1, 1950-June 30, 1951), 804,658 bales of wool were shipped from New Zealand, consisting of 572,911 bales greasy wool, 134,186 slipe wool and 97,567 scoured wool. The United Kingdom was the largest buyer, 382,725 bales, followed by the United States, 121,832; France, 83,729; Germany, 42,286; Poland, 29,620; Canada, 29,117, and Belgium, 26,624. Exports of wool during the 1949-50 season totalled 1,156,000 bales, but the decline this year was the result of the waterfront hold-up, and a large quantity is still to be shipped.

---

### **New Zealand Wool Prices Firming**

Wellington, October 5, 1951.—(FTS)—Wool prices, which at recent sales in New Zealand had dropped close to pre-Korean levels, appear to be firming, and at the October 1 Napier wool sale, fleece wools showed an advance of between 35 and 40 per cent, and lamb's wool of between 15 and 20 per cent on quotations at Christchurch about a week earlier.

---

### **New Zealand Wool Board Draws Up Marketing Plan**

Wellington, October 5, 1951.—(FTS)—The Wool Board has drawn up a marketing plan for wool which provides for the continuance of the sale of wool by auction, with minimum floor prices ensured by a marketing organization which will supplement auction proceeds up to an agreed floor level where auction prices fall short of the floor prices. This plan was drawn up in view of the Australian growers' decision against the Commonwealth marketing plan. While it is not proposed to have the marketing organization purchase all wool at floor prices when buyers are not prepared to pay these prices, the organization should have power to purchase when market prices appear to justify such action. The plan has been submitted to the government and is now receiving consideration by the Cabinet, and if it is decided to adopt the plan, the necessary legislation will be brought down at the coming session of Parliament.

## **PAKISTAN**

### **Progress Recorded by Railways in Pakistan**

Karachi, September 29, 1951.—(FTS)—The two railways in Pakistan, the North Western Railway and the East Bengal Railway, which passed through severe stress and strain during 1947 and 1948 have since then recorded satisfactory progress. In 1950 they carried a load of 2,499 million net tons as against 1,928 million in 1948 and 2,234 million in 1949. There has also been considerable improvement in the working of coaches, railway engines and workshops which has resulted in a very considerable increase in passenger miles covered.

---

### **Pakistan Makes History in Locust Battle**

Karachi, September 22, 1951.—(FTS)—History in aerial control of locusts was made in Pakistan during the week of September 9 to 16 in the

course of a poison spray near Hab Nadi, Las Bela State. Mr. W. B. Mabee, U.S. Entomologist, who is supervising locust control operations under the Point 4 program both here and in India stated that:

“The Pakistan Locust Organization under the guidance of Dr. Ahmad has discovered and developed a short cut in locust control that I believe will make international history in the age old problem of locust control. For the first time, they have mixed aldrin, the powerful new insecticide, directly with water without a solvent or emulsifier—something that was hitherto believed to be impossible—applying the aldrin at 1.72 ounces per acre. With spraying planes, they have secured a phenomenal, clear cut quick kill of locusts. The high-pressure, fast-acting pumps on the aeroplanes have produced a mechanical suspension of the poison in water, making tremendous savings possible.”

---

#### **Wireless Board to be Established in Pakistan**

Karachi, September 18, 1951.—(FTS)—Under the chairmanship of the Chief Engineer of Posts and Telegraphs, Ministry of Communications, a wireless board is planned with all interested ministries represented. The main functions of the board will be to standardize and purchase equipment, supervise the establishment of new services and to assign frequencies throughout the country in co-ordination with other boards outside Pakistan. The board will also review the entire network here and plan for the most efficient utilization of resources of men and material to avoid duplication and wastage of trained technical personnel.

---

#### **Pakistan Plans Power Development**

Karachi, September 17, 1951.—(FTS)—At the inception of Pakistan, the total generating capacity of the country was approximately 40,000 kw., while the potential power of the country has been estimated at 8,000,000 kw., in West Pakistan alone. The present demand assessed at 50,000 kw., exceeds supply. With the industrialization of the nation, it is expected that the total demand for power will have risen to 220,000 kw. by 1955. Power projects take top priority in Pakistan's development programs with such schemes as the Malakand Power House and the hydro-electric projects at Warsak, Mianwali, Dargai, Rasul, Karnafuli, etc. Total expenditure over a period of 15 years is estimated at approximately Rs.860,000,000 (\$273 million).

---

#### **Port of Chittagong in Pakistan Expanded**

Karachi, September 12, 1951.—(FTS)—Before partition in August, 1947, Chittagong had a jetty frontage of approximately 300 feet with berths capable of taking four ships and facilities which could handle between 500,000 and 600,000 tons per year. Today, after the completion of the first stage of development plans at a cost of Rs.10,000,000 (\$3.2 million) the port is capable of accommodating 15 ships and can handle 2,000,000 tons of cargo per year.

Long-term plans chiefly concern the construction of seven new jetties and the rehabilitation of existing port facilities. It is estimated that the cost of the entire project will be approximately Rs.150,000,000 (\$47.6 million).

## SOUTH AFRICA

### South Africa Has "Approved Lists of Tenderers"

Johannesburg, September 27, 1951.—(FTS)—Canadian manufacturers and exporters interested in South African government and railway contracts should instruct their agents to keep them informed of any developments concerning approved lists of tenderers, as outlined in the *Government Gazette*.

The regulations of the Union Tender and Supplies Board and the South African Railways Tenders Board empower the Boards to prepare, for any item that is in constant demand, a list of approved manufacturers or agents who are in a position to supply an article to meet the specifications. Once such a list has been prepared for any item, tender invitations for that item are confined to the firms on the list. Since such lists are only revised at long intervals, any firm that is not listed must lose, for some time, the opportunity of obtaining a contract for the item concerned.

---

### South Africa Nears Self-Sufficiency in Basic Steel

Cape Town, October 3, 1951.—(FTS)—The Managing Director of ISCOR (South African Iron and Steel Corporation), in addressing the Annual Conference of the Federated Chamber of Industries, has emphasized South Africa's rapid approach toward self-sufficiency in basic steel. From a production of 180,000 tons in 1937, plant capacity reached 575,000 tons in January, 1947, and will reach 1,200,000 tons of ingot steel—equivalent to 1,050,000 tons of finished steels—by December, 1951. This potential figure approximates closely the present total consumption of 1,087,000 tons per annum.

ISCOR's reserve position is favourable and includes 160 million tons of sixty per cent-plus iron ore, unlimited fluorspar and limestone reserves for almost one hundred and twenty years. The least satisfactory position is in coking coal where proven reserves are available only for sixty-two years. New reserves are being prospected while a substantial broadening in the types of coal suitable for coking is foreseen. Only in the case of the two imported materials, zinc and tin, is the South African position less than satisfactory.

---

### Trade Figures Higher in South West Africa

Cape Town, October 3, 1951.—(FTS)—Trade of South West Africa during the first six months of 1951 amounted to £22·6 million, as against £14·7 million in the similar period of 1950. Contributing to this increase of approximately one-third were an advance in imports from £5·7 million to £8·2 million, and an even larger increase in exports from £9 million to £14·4 million. The largest single factor contributing to the increased exports was the shipment of diamonds which nearly doubled to a value of £5·2 million.

---

### South African Capital Investment Figures Announced

Cape Town, October 3, 1951.—(FTS)—The Reserve Bank of South Africa estimates that in the period 1946-51 net capital investments have averaged £169 million per annum, of which £80 million has come from overseas. The balance of £89 million has been supplied by domestic

investors and from governmental sources. During the period mining investments reached a peak of £35.7 million in 1950, as compared with £12.7 million in 1938, while building construction absorbed £34.6 million as against only £4.1 million in that earlier year. The most substantial increase has been in the field of industry which attracted only £2.4 million in 1938, £24 million in 1949 and £21 million in 1950.

As a generalization, the Reserve Bank considers that fifty per cent of capital funds is being supplied by public authority, and emphasizes that a severe curtailment in such public expenditure program is necessary if the inflationary pressure within the country is not to be aggravated.

---

#### **Commercial Bank Advances in South Africa Increase Further**

Cape Town, October 3, 1951.—(FTS)—Despite pressure from the Reserve Bank for discontinuance of credit issuance for "unessential" purposes advances during July mounted by a further £7 million to the record total of £189 million. Continuing arrival of goods is exerting serious pressure on importers who find that stocks are moving slowly. Part of the slowness may be attributed to seasonal recession, but it is certain that buyers' resistance based on increasing scarcity of consumer purchasing power coupled with higher landed prices is a major consideration.

---

#### **South African Trade Figures Soar**

Cape Town, October 3, 1951.—(FTS)—During the first eight months of the present year South Africa's exports amounted to £222.9 million, compared with £135.6 million during the similar period of 1950, while imports rose even more sharply to £316 million from £187.6 million. The increased unbalance has served to emphasize the unsatisfactory nature of dollar and sterling reserves of the country, and to lend support to the widely held belief that import quotas for consumer goods will be lower in 1952.

The export figures exclude the value of gold bullion but include semi-processed and processed gold to the value of £47.2 million which was second only to wool with a value of £51 million. In the first half year imports were valued at £227 million or an increase of £100 million on the similar period of 1950. Significant of the changing trade pattern is the fact that £89 million of the increase consisted of imports from non-dollar sources.

---

#### **Postwar Development An Inflationary Influence in South Africa**

Cape Town, October 3, 1951.—(FTS)—Reviewing the extraordinary demands made on the country's financial resources by the rapid postwar development in the mining, industrial and agricultural fields, the Minister of Finance said that government expenditure for development account in the four years to 1951 had amounted to £287.7 million per annum. "There is hardly a problem that has not been greatly intensified as a result of the rapid pace of developments over so wide a field. Our balance of payment difficulties, the acute shortage of labour, material, housing, schools and hospitals and the pressing problem of inflation all have been accentuated if not actually caused by unprecedented developments taking place in this country during recent years. It is impossible for the Treasury to find the huge amount of capital to finance the simultaneous execution

of all these schemes. . . The indiscriminate provision of loan funds for schemes which do not contribute directly to increase production would seriously aggravate inflationary conditions in the Union."

## SPAIN

### Spain Decontrols All Pork Products Except Bacon

Madrid, October 4, 1951.—(FTS)—The decontrol of all pork products, with the exception of bacon, was decreed on September 21, 1951.

---

### Canada Purchases Almonds from Spain

Madrid, October 4, 1951.—(FTS)—This year's almond crop is estimated at 26,000 tons. Exports of almonds in 1950 amounted to 17,686 tons, the principal buying countries being the United States, Germany, Argentina and Canada.

---

### Metallurgical Coke Produced in Spain

Madrid, October 4, 1951.—(FTS)—Production of metallurgical coke totalled 963,744 tons in 1950. A breakdown of this total shows that 451,068 tons were produced in Oviedo, 315,472 tons in Vizcaya, 89,753 tons in Valencia, 66,020 tons in Santander, 29,674 tons in Leon and 11,755 tons in Cordoba.

---

### Spanish Paper Production Increased

Madrid, October 4, 1951.—(FTS)—Spanish production of paper in 1950 reached the highest figure for the decade, with a total of 170,000 tons against 116,000 tons in 1940. Book paper rose from a yearly average of 37,800 tons to 85,500 tons in 1950. The output of newsprint was maintained at 17,000 tons and cardboard made a considerable jump from a previous yearly average of 8,800 tons to 17,392 tons in 1950.

---

### Output of Lead Ore in Spain Higher

Madrid, October 4, 1951.—(FTS)—The volume of lead ore extracted in 1950 amounted to 57,689 tons, as compared with 42,262 tons in 1949 and 38,716 tons in 1948. Production of lead ingots increased in 1950 to 34,874 tons from 27,374 tons in 1949 and 22,052 tons in 1948.

---

## TURKEY

### Large-Scale Anti-Malaria Campaign Started in Turkey

Istanbul, October 10, 1951.—(FTS)—According to a statement issued by the Chief of the Marshall Plan Mission to Turkey, \$2,600,000 worth of equipment and supplies to be used in a campaign against malaria has arrived in the country. The equipment includes a number of trucks and completely equipped trailers which will be employed by teams of experts in combating the Anapholes mosquito. Assisting Turkish personnel is a team of American Public Health specialists, headed by Dr. Kratz.

Malaria is considered one of Turkey's worst diseases, taking a heavy toll in suffering and productive labour lost. It is hoped that, as a result of the campaign, large areas of land presently impossible for human habitation will be opened to productive cultivation.

### **Interest Rates in Turkey Lowered**

Istanbul, September 22, 1951.—(F.T.S.)—By act of the Turkish National Assembly the maximum legal interest rates have been reduced. The interest on secured loans has been lowered from a maximum of  $8\frac{1}{2}$  per cent to 7 per cent and that on unsecured loans from 12 per cent to 9 per cent. For current accounts, bank interest will be  $2\frac{1}{2}$  per cent and for deposit accounts, the rates will be  $2\frac{1}{2}$  per cent to 4 per cent, depending on the duration of the deposit. Maximum penalties for infringement of the law have been increased from T.L.1,000 to T.L.10,000.

Response to recent bond issues has been disappointing due to their lack of effectiveness as compared with interest rates obtainable through private banking channels. This move to improve credit facilities should make it easier for the government to obtain better response to the subscription of government bonds.

---

### **Turkey Makes Additions to Export List**

Istanbul, September 22, 1951.—(F.T.S.)—Recent decrees in Turkey have authorized the addition of the following commodities to Export List III: Kappa grade tobacco, 1947 to 1948 crops, fresh fruit and vegetables. This implies that foreign exchange resulting from the export of such items can be utilized for the import of any goods, importations of which are included in lists IV and V. (See *Foreign Trade* for June 30, 1951, for complete information).

## **UNITED KINGDOM**

### **More Electric Power Needed in the United Kingdom**

London, October 12, 1951.—(F.T.S.)—The British Electricity Authority in its third annual report states that the planned rate of new plant capacity from between 1,000,000 and 1,250,000 kilowatts this year to between 1,600,000 and 1,800,000 kilowatts in 1956, will be impossible of achievement unless top priority is given to the manufacture of power station plant and equipment and to power station construction. Even if this is done, and planned rates are attained, it will take several years to effect a substantial reduction in load shedding.

The Central Authority and its Area Boards showed a total surplus for the year of £6,330,000. The average price received for electricity sold for all purposes was 1.181d. a unit. This was 1.6 per cent below the 1949-50 average and 12.5 per cent above that of 1938-39.

---

### **Deficit Recorded in Trade of the United Kingdom**

London, October 5, 1951.—(F.T.S.)—The United Kingdom's trading account with the rest of the world in the first half of 1951 showed a deficit of £122 million. This compared with a surplus of £42 million in the first half of 1950 and of £221 million for the whole of 1950. The deficit was composed of a deficit of £338 million in visible trade during the six months (compared with a visible deficit for the whole of 1950 of £159 million); and a surplus on "invisible" items of £216 million (compared with £380 million for the whole of 1950).

Total sterling liabilities had increased by June 30 to £4,168 million (a rise of £425 million since the beginning of the year), of which the liabilities to sterling area countries represented £3,743 million (an increase of £368 million).

# Trade and Tariff Regulations

## **Belgium Prohibits Sale of Canadian Fish Labelled as "Sardines"**

Brussels, October 15, 1951.—(FTS)—The attention of packers and exporters is again called to the fact that no small Canadian fish of the type commonly known in Canada as sardines can be sold in Belgium under that name. They must give some description such as "Herrings." The use of the word "sardine" is restricted to fish of the "clupea alosa" variety.

Fish of any other type sold under the name "sardine" is subject to seizure, and the retailers, wholesalers and importers concerned are subject to heavy fine.

---

## **Ireland Announces Further Import Quota for Spark Plugs**

Dublin, October 3, 1951.—(FTS)—Ireland has announced a further quota and quota period for certain sparking plugs and component parts thereof for the period November 1, 1951, to April 30, 1952. The amount fixed for the period is 30,000 articles, compared with 50,000 for the previous six months' period.

---

## **South African 1951 Import Quotas Exhausted**

Johannesburg, October 15, 1951.—(FTS)—In an interview with the press this week the Director of Imports and Exports stated that no more import permits would be issued for 1951. Similarly, except in special circumstances, no more of the special "stockpiling" permits for the importation of raw materials would be issued this year.

It is explained that import quotas for consumer goods this year were issued for the whole twelve months early in the year. The quota was higher than it was for 1950—60 per cent instead of the previous year's 40 per cent of 1948 imports. These quotas have now been used up and no foreign exchange is available for permits over and above them. As noted above, the amount allocated for special permits to import raw materials for stockpiling has also been exhausted. When new "stockpiling" permits are issued in special circumstances they will be debited to the importer's 1952 quota.

### **DATA FOR EXPORTERS COMPILED**

Information, of particular interest to Canadian exporters, concerning shipping documents and customs regulations of foreign countries, is being compiled by the International Trade Relations Division. Countries concerning which such information is now available in a revised form are: Austria, Belgium, Belgian Congo, Cuba, Denmark, Dominican Republic, Egypt, Finland, France, Western Germany, Greece, Guatemala, Haiti, Iceland, Israel, Italy, Mexico, Netherlands, Netherlands Antilles, Nicaragua, Norway, Panama, Peru, Surinam (Netherlands Guiana), Sweden, Switzerland and Venezuela. Data on other countries will be made available from time to time.

## Trade Commissioners on Tour

**C**ANADIAN Trade Commissioners return periodically from their posts abroad to familiarize themselves with conditions in this country and the special requirements of businessmen. They are able to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, and to discuss the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following offices in the area concerned:

**Ottawa—Foreign Trade Service, Department of Trade and Commerce**

**Brantford—Board of Trade**  
**Brampton—Chamber of Commerce**  
**Brockville—Chamber of Commerce**  
**Calgary—Chamber of Commerce.**  
**Charlottetown—Board of Trade.**  
**Edmonton—Canadian Manufacturers' Association.**  
**Fredericton—Chamber of Commerce.**  
**Guelph—Board of Trade**  
**Halifax—Board of Trade.**  
**Hamilton—Chamber of Commerce.**  
**Kitchener—Chamber of Commerce**  
**London—Chamber of Commerce.**  
**Moncton—Canadian Manufacturers' Association.**  
**Montreal—Montreal Board of Trade.**  
**Quebec City—Board of Trade.**

**Regina—Chamber of Commerce.**  
**St. Catharines—Chamber of Commerce**  
**Saint John—Board of Trade.**  
**Saskatoon—Board of Trade.**  
**St. John's—Department of Trade and Commerce, Stott Building.**  
**Toronto—Canadian Manufacturers' Association.**  
**Vancouver—Department of Trade and Commerce, 355 Burrard Street.**  
**Victoria—Department of Trade and Industry.**  
**Welland—Chamber of Commerce**  
**Winnipeg—Canadian Manufacturers' Association.**

J. C. Britton, Commercial Representative of the Department of Trade and Commerce with the Canadian Liaison to Japan since January, 1949, has arrived home on leave and commenced a tour of Canada in Toronto on October 1.

Montreal—October 17-27

Quebec City—October 29

---

### Export Permit Applications Considered for Certain Nylon Types

With defence purchases of nylon materials well in hand, there are indications that certain types of nylon yarn are no longer in short supply. Export permit applications, therefore, will be considered by the Department of Trade and Commerce for such types as long as this supply condition exists.

Export permit applications must give complete specifications of the yarns to be exported, including dernier, filaments, twist, type, etc., and how packaged. Permits, if approved, will be validated only for a period of thirty days.

It is the prime concern of the Department of Trade and Commerce to safeguard the supply position of nylon yarn to domestic users and for defence requirements. To this end, the Department can insist that, where shortages are known to exist, yarns intended for export be offered to domestic users at factory prices.

At present no export permit applications can be considered for nylon tops and staple.

# Foreign Trade Service Abroad

Cable address:—Canadian, unless otherwise shown.

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

## Argentina

*Buenos Aires*—C. S. BISSETT, Commercial Secretary, Canadian Embassy Bartolomé Mitré 478. Territory includes Paraguay and Uruguay.

*Buenos Aires*—W. B. McCULLOUGH, Agricultural Secretary, Canadian Embassy, Bartolomé Mitré 478.

## Australia

*Sydney*—C. M. CROFT, Commercial Counsellor for Canada, City Mutual Life Building, 60 Hunter Street. Address for letters: Post Office Box 3952 G.P.O. Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

*Melbourne*—F. W. FRASER, Commercial Counsellor for Canada, 83 William Street. Territory includes States of Victoria, South Australia, Western Australia and Tasmania.

*Melbourne*—R. W. BLAKE, Agricultural Secretary for Canada, 83 William Street.

## Belgian Congo

*Leopoldville*—W. GIBSON-SMITH, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boîte Postale 373. Territory includes Angola and French Equatorial Africa.

## Belgium

*Brussels*—B. A. MACDONALD, Commercial Counsellor, Canadian Embassy, 46 rue Montoyer. Territory includes Luxembourg.

## Brazil

*Rio de Janeiro*—C. R. GALLOW, Commercial Secretary, Canadian Embassy, Edificio Metropole, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

*São Paulo*—C. J. VAN TIGHEM, Consul and Canadian Government Trade Commissioner, Canadian Consulate, Edificio Alois, Rua 7 de Abril 252. Address for letters: Caixa Postal 6034.

## Ceylon

*Colombo*—PAUL SYKES, Canadian Government Trade Commissioner, Galle Face Hotel. Address for letters: P.O. Box 1006.

## Chile

*Santiago*—M. R. M. DALE, Commercial Secretary, Canadian Embassy, Bank of London and South America Building. Address for letters: Casilla 771.

## China

*Shanghai*—G. S. PATTERSON, 27 The Bund, Postal District (0).

## Colombia

*Bogotá*—H. W. RICHARDSON, Canadian Government Trade Commissioner, Calle 19, No. 6-39, fifth floor. Address for air mail: Apartado Aereo 3562. Address for letters: Apartado 1618. Territory includes Ecuador.

## Cuba

*Havana*—A. W. EVANS, Commercial Secretary, Canadian Embassy, Avenida de las Misiones 17. Address for letters: Apartado 1945. Territory includes Dominican Republic, Haiti and Puerto Rico.

## Egypt

*Cairo*—J. M. BOYER, Canadian Government Trade Commissioner, Osiris Building, Sharia Walda, Kasr-el-Doubara. Address for letters: Post Office Box 1770. Territory includes Aden, Anglo-Egyptian Sudan, Cyprus, Ethiopia, the Hashemite Kingdom of the Jordan, Iraq, Lebanon, Saudi Arabia and Syria.

## France

*Paris*—J. P. MANION, Commercial Secretary Canadian Embassy. Address for letters: 3 rue Scribe. Territory includes Algeria, French Morocco and Tunisia.

*Paris*—J. H. TREMBLAY, Agricultural Secretary, Canadian Embassy. Address for letters: 3 rue Scribe.

## Germany

*Frankfurt am Main*—L. H. AUSMAN, Commercial Secretary, Canadian Embassy (Commercial Section), 145 Fuerstenberger Strasse. Cable address, Canadian Frankfurt-Main.

## Greece

*Athens*—T. J. MONTY, Commercial Secretary, Canadian Embassy, 31 Vas-silissis Sophias Avenue. Territory includes Israel.

## Guatemala

*Guatemala City*—J. C. DEPOCAS, Canadian Government Trade Commissioner, No. 28, 5th Avenue South. Address for letters: Post Office Box 400. Territory includes Canal Zone, Costa Rica, El Salvador, Honduras, Nicaragua and Panama.

## FOREIGN TRADE SERVICE ABROAD—Continued

### Hong Kong

*Hong Kong*—T. R. G. FLETCHER, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126. Territory includes Indo-China and South China.

### India

*New Delhi*—RICHARD GREW, Commercial Counsellor, Office of the High Commissioner for Canada, 4 Aurangzeb Road. Address for letters: Post Office Box 11.

*Bombay*—B. J. RANKIN, Commercial Secretary for Canada, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886. Territory includes Burma.

### Ireland

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

### Italy

*Rome*—S. G. MACDONALD, Commercial Secretary, Canadian Embassy, Via Saverio Mercadante 15. Territory includes Libya, Malta and Yugoslavia.

*Naples*—M. S. STRONG, Canadian Government Trade Commissioner (Fisheries) via Cimarosa 65, Int. 12, Vomero.

### Jamaica

*Kingston*—M. B. PALMER, Canadian Government Trade Commissioner Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225. Territory includes the Bahamas and British Honduras.

*Kingston*—E. M. GOSSE, Canadian Government Trade Commissioner (Fisheries), Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

### Japan

*Tokyo*—J. C. BRITTON, Commercial Representative, Canadian Liaison Mission, Canadian Legation Building. Territory includes Korea.

### Mexico

*Mexico City*—M. T. STEWART, Commercial Secretary, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

### Netherlands

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

*The Hague*—Acting Agricultural Secretary, Canadian Embassy, Sophialaan 1-A.

### New Zealand

*Wellington*—P. V. McLANE, Commercial Secretary, Office of the High Commissioner for Canada, Government Life Insurance Building. Address for letters: Post Office Box 1660. Territory includes Fiji and Western Samoa.

### Norway

*Oslo*—J. L. MUTTER, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5. Territory includes Denmark and Greenland.

### Pakistan

*Karachi*—A. P. BISSENET, Commercial Secretary, Office of the High Commissioner for Canada, Hotel Metropole, Victoria Road. Address for letters: Post Office Box 531. Territory includes Afghanistan and Iran.

### Peru

*Lima*—R. E. GRAVEL, Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212. Territory includes Bolivia.

### Philippines

*Manila*—F. H. PALMER, Canadian Consul General and Trade Commissioner, Tuason Building, 8-12 Escolta, Binondo. Address for letters: Post Office Box 1825.

### Portugal

*Lisbon*—L. S. GLASS, Acting Canadian Consul General and Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103. Territory includes the Azores and Madeira.

### Puerto Rico

*San Juan*—E. TEMPLEMAN, Canadian Government Trade Commissioner (Fisheries). Address for letters: Post Office Box 3981.

### Singapore

*Singapore*—D. S. ARMSTRONG, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845. Territory includes Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak and Thailand.

### South Africa

*Johannesburg*—C. B. BIRKETT, Canadian Government Trade Commissioner, Mutual Building, Harrison Street. Address for letters: Post Office Box 715. Territory includes Natal, Transvaal, Southern Rhodesia, Northern Rhodesia, Mozambique, Kenya, Tanganyika, Uganda and Nyasaland. Cable address, Cantracom.

## FOREIGN TRADE SERVICE ABROAD—Concluded

**Cape Town**—K. F. NOBLE, Canadian Government Trade Commissioner, 5th Floor, Grand Parade Centre Building, Adderley Street. Address for letters: Post Office Box 683. Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar. *Cable address, Cantracom.*

### Spain

**Madrid**—E. H. MAGUIRE, Canadian Government Trade Commissioner, 70 Avenida José Antonio. Address for letters: Apartado 117. Territory includes the Balearic Islands, Canary Islands, Gibraltar, Rio de Oro, Spanish Morocco and Tangiers.

### Sweden

**Stockholm**—B. J. BACHAND, Commercial Secretary, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042. Territory includes Finland.

### Switzerland

**Berne**—YVES LAMONTAGNE, Commercial Counsellor, Canadian Legation, Thunstrasse 95. Territory includes Austria, Czechoslovakia and Hungary

### Trinidad

**Port-of-Spain**—T. G. MAJOR, Canadian Government Trade Commissioner, 43 St. Vincent Street. Address for letters: Post Office Box 125. Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana and the French West Indies.

### Turkey

**Istanbul**—G. F. G. HUGHES, Commercial Secretary for Canada, Istiklal Caddesi, Lion Magazasi yaninda, Kismet Han No. 3/4, Beyoglu, Istanbul. Address for letters: Post Office Box 2220, Beyoglu.

### United Kingdom

**London** — R. P. BOWER, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1. *Cable address, Sleighing, London.*

**London**—R. G. C. SMITH, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1. Territory includes South of England, Scotland, British West Africa and Iceland. *Cable address, Sleighing, London.*

**London**—D. A. B. MARSHALL, Commercial Secretary (Agricultural), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1. *Cable address, Sleighing, London.*

**London**—R. D. ROE, Commercial Secretary (Timber), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1. *Cable address, Timcom, London.*

**Liverpool**—M. J. VECHSLER, Canadian Government Trade Commissioner, Martins Bank Building, Water Street. Territory includes the Midlands, North of England, and Wales.

**Belfast**—H. L. E. PRIESTMAN, Canadian Government Trade Commissioner, 36 Victoria Square. Territory covers Northern Ireland.

### United States

**Washington**—J. H. ENGLISH, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

**Washington**—Dr. W. C. HOPPER, Agricultural Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

**New York City**—A. E. BRYAN, Deputy Consul General of Canada and Trade Commissioner, British Empire Building, Rockefeller Center. Address for letters: Canadian Consulate General, 620 Fifth Avenue. Territory includes Bermuda. *Cable address, Cantracom.*

**New York City**—M. B. BURSEY, Canadian Government Trade Commissioner (Fisheries), British Empire Building, Rockefeller Center. Address for letters: Canadian Consulate General, 620 Fifth Avenue.

**Boston**—J. A. STRONG, Consul General of Canada, 532 Little Building, 80 Boylston Street, Boston 16.

**Detroit**—J. J. HURLEY, Consul of Canada, Canadian Consulate, 1035 Penobscot Building, Detroit 26, Michigan.

**Chicago**—D. S. COLE, Consul-General of Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

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

**San Francisco**—H. A. SCOTT, Consul-General of Canada, 3rd Floor, Kohl Building, 400 Montgomery Street. Territory includes Hawaii.

### Venezuela

**Caracas**—J. A. STILES, Canadian Government Trade Commissioner, Canadian Consulate General, 8° Piso, Edificio America, Esquina Veroes. Address for letters: Apartado 3306. Territory includes Netherlands Antilles.

**Caracas**—Acting Canadian Government Agricultural Trade Commissioner, Canadian Consulate General, 8° Piso, Edificio America, Esquina Veroes. Address for letters: Apartado 3306.

# Foreign Exchange Quotations

The following are nominal quotations, 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 Sept. 17	Nominal Quotations Oct. 15	Nominal Quotations Oct. 22
Argentina	Peso	Off. Free Export	-2977	-2106	-2091
			-2085	-0728	-0731
Austria	Schilling			-0493	-0489
Australia	Pound		3-2240	2-3575	2-3405
Belgium and Belgian Congo	Franc		-0228	-0209	-0208
Bolivia	Boliviano		-0238	-0175	-0174
British West Indies (Except Jamaica)	Dollar		-8396	-6141	-6098
Brazil	Cruzeiro		-0544	-0570	-0565
Burma	Rupee		3022		
Ceylon	Rupee		3022	2211	2195
Chile	Peso		-0233	-0135	-0115
Colombia	Peso		-5128	-4238	-4181
Costa Rica	Colon		-1800	-1879	-1866
Cuba	Peso		1-0000	1-0528	1-0453
Czechoslovakia	Koruna		0-200	-0210	-0209
Denmark	Krone		-2084	-1524	-1513
Dominican Republic	Peso		1-00000	1-0528	1-0453
Ecuador	Sucre		-0740	-0638	-0690
Egypt	Pound		4-1330	3-0232	3-0017
El Salvador	Colon		-4000	-4211	-4181
Fiji	Pound		3-6306	2-6557	2-6368
Finland	Markka		-0062	-0045	-0045
France, Monaco and French North Africa	Franc		-0037	-0030	-0030
French Empire—African	Franc		-0073	-0060	-0060
French Pacific Possessions	Franc		-0201	-0166	-0165
Germany	Deutsche Mark		-3000	-2507	-2489
Guatemala	Quetzal		1-0000	1-0528	1-0453
Haiti	Gourde		-2000	-2106	-2091
Honduras	Lempira		-5000	-5264	-5227
Hong Kong	Dollar		-2519	-1842	-1829
Iceland	Krona		-1541	-0646	-0642
India	Rupee		-3022	-2211	-2195
Iran	Rial		-0212		
Iraq	Dinar		4-0300	2-9468	2-9256
Ireland	Pound		4-0300	2-9468	2-9256
Israel	Pound		3-0000	2-9468	2-9256
Italy	Lira		-0017	-0017	-0016
Jamaica	Pound		4-0300	2-9468	2-9256
Japan	Yen		-0028		
Lebanon	Piastre		-4561		
Mexico	Peso		-1157	-1217	-1208
Netherlands	Florin		-3769	-2771	-2751
Netherlands Antilles	Florin		-5308	-5583	-5543
New Zealand	Pound		4-0150	2-9468	2-9256
Nicaragua	Cordoba		-2000	-2106	-2091
Norway	Krone		-2015	-1474	-1463
Pakistan	Rupee		-3022	-3182	-3159
Panama	Balboa		1-0000	1-0528	1-0453
Paraguay	Guarani		-3200		
Peru	Sol		-1538	-0710	-0655
Philippines	Peso		-4975	-5284	-5227
Portugal and Colonies	Escudo		-0400	-0365	-0361
Singapore	Straits Dollar		-4702	-3439	-3415
Spain and Colonies	Peseta		-0916	-0966	-0960
Sweden	Krona		-2783	-2035	-2021
Switzerland	Franc		-2336	-2414	-2394
Thailand	Baht		-1000		
Turkey	Lira		-3571	-3760	-3733
Union of South Africa	Pound		4-0300	2-9468	2-9256
United Kingdom	Pound		4-0300	2-9468	2-9256
United States	Dollar		1-0000	1-0528	1-0453
Uruguay	Peso		-6583	-6930	-6882
Venezuela	Bolivar		-2985	-3143	-3120
Yugoslavia	Dinar		-0200		

\* September 17, 1949.