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# foreign trade

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**COVER** In the great nickel refinery at Copper Cliff, streams of molten metal pour from the ladle onto high pressure jets of water and the nickel shot falls into a water-filled pit. Nickel commonly ranks fourth among Canadian exports to the United States. For an analysis of Canada's trade with her great southern neighbour, please turn to page two.

—Photo by International Nickel

# A Look at Canada-United States Trade

*Canada is at once the leading source of imports into the U.S. and the main market for U.S. products. This analysis of the trade figures, prewar and postwar, reveals certain interesting trends in this two-way trade.*

R. G. C. SMITH, *Commercial Counsellor, Washington.*

FOR MANY YEARS the volume of trade between Canada and the United States has been held up as an example of what international trade should be. Operating under uniquely advantageous conditions, the complementary nature of each country's economy has tended to remove friction and to stimulate a flow across the border in both directions in an ever-increasing volume, despite tariffs, quotas, and other artificial barriers to trade. In spite of the growing industrialization of Canada (and therefore less complementary nature of its economy vis-à-vis that of the United States) both countries have come to depend more and more on trade with the other. These trends have been intensified by the growing scarcity of raw materials in the United States, which has been matched by an extraordinary mining development in Canada, and by the isolation of the dollar which has made it increasingly difficult to trade in other areas.

A look back into the trade statistics of the United States will show that, although the trade has been seriously affected by economic conditions, the share of the total trade with Canada has gone steadily forward almost without interruption, and that this share has increased most remarkably in the postwar period, when currency difficulties and problems of reconstruction in the rest of the world have drastically hindered the normal flow of international trade.

## Canada Is Main Trading Partner

At the present time Canada is by far the greatest source of supply to the United States and is, similarly, the principal customer of the United States. In fact, imports from Canada now exceed the value of total imports from all of South America and, at the same time, exports to Canada very greatly exceed the exports to all of South America. Whereas in imports Canada has for many years been the principal source of supply, our pre-eminence in the field of exports is a postwar development. Before the war the United Kingdom took considerably more exports from the United States than did Canada, but at the present time this situation has been reversed. The relative importance of Canada's position in the import and export trade with the United

States, compared with South America and the United Kingdom, is given in Table I.

**Table I**

	South America		United Kingdom		Canada	
	Imports	Exports	Imports	Exports	Imports	Exports
1926-30 average	546	448	326	837	469	819
1936-40 "	338	317	165	603	359	513
1953 .....	2,362	1,520	542	589	2,455	2,943

Table II shows the import and export trade with Canada going back over a number of years.

**Table II**

	Imports		Exports	
	from Canada	Total	to Canada	Total
1925-29 average	479	4,266	817	4,990
1930-34 "	252	1,915	362	2,337
1935-39 "	332	2,366	435	2,872
1946-49 "	1,270	6,097	1,842	12,208
1950 .....	1,957	8,743	1,997	10,275
1951 .....	2,265	10,813	2,587	15,022
1952 .....	2,368	10,747	2,784	15,191
1953 .....	2,455	10,777	2,943	15,747

Percentage-wise the table is more interesting. It will be found that in imports the share provided by Canada started at 11 per cent during the 1925-29 period of prosperity unlimited, went to 13 per cent during the next bleak five years, struggled upwards to 14 per cent in the five prewar years, and marched forward from 15 per cent in 1946 to 23 per cent in 1953.

At first glance, the picture of exports to Canada is not so spectacular. Here the pattern is not as uniform, and the averages hide considerable fluctuation within each period. Starting with about 15 per cent of the total in the first period, exports to Canada fell slightly to average just over 14 per cent in the next five years, but came back to 18 per cent before the war. Since the war the percentage of total exports has risen from 15 per cent in 1946 to 19 per cent in 1953.

However, the postwar period is misleading since the figures given include commodities supplied as economic assistance and grants in aid (military assistance as end items). If these figures are deducted from total exports it will be found that the present share of total commercial exports taken by Canada is about 26 per cent.

It is impossible to arrive at exact figures of total United States commercial exports because the statistics have not been compiled in such a way as to give an exact accounting. However, the following figures are sufficiently accurate to indicate the growing importance to the U.S. of Canada as an export market that requires no artificial stimulant. (The aid figures do not indicate the total value of U.S. aid but represent the value of exports from the U.S. paid for out of aid funds.)

The column of commercial exports does not include economic aid to Latin America, Africa, and South Asia. These figures are not broken out in such a form that they can be deducted from the total. However, most of the aid to these areas has not been in commodities, so that the totals given in the table would not be materially reduced by "free" exports to these areas.

the prewar years plus a substantial inflow of U.S. capital into Canada, and, in the postwar period, by a

**Table IV**

Year	Canadian G.N.P. (millions of dollars)	Balance of Trade	Percentage of Canadian G.N.P.
1925-29 average	5,800	-340	5.9
1930-34	4,300	-110	2.6
1935-39	5,060	-98	1.9
1946-49	14,475	-573	4.0
1950	18,200	-40	.2
1951	21,450	-322	1.5
1952	23,000	-416	1.8
1953	24,000	-488	2.0

phenomenal inflow of dollar capital when currency regionalism has prevented the traditional triangular basis for Canadian foreign trade from operating, i.e., Canada-U.S.-sterling area.

**Table III**

Year	Canadian Percentage of Commercial Exports	Commercial Exports (millions of dollars)	Military Aid End Items	Economic Aid in Commodities	Total U.S. Exports
1948	16	12,029	.....	586	12,615
1949	20	9,504	.....	2,547	12,051
1950	25	8,079	282	1,914	10,275
1951	21	12,448	1,054	1,480	15,022
1952	23	12,226	1,988	977	15,191
1953	26	11,449	3,504	794	15,747

### Trade Balance Favourable to U.S.

On balance, therefore, this growth of trade has been of great benefit to both countries. If the prewar period showed a greater proportionate intake from Canada when compared with a slower expansion of exports to Canada, this was not unhealthy because of the overall considerable balance in favour of the United States. This balance of trade favourable to the United States continues in these prosperous years, and is likely to continue for some time. It is, of course, counter-balanced by the phenomenal inflow of U.S. capital to Canada which, in turn, benefits by and is partly responsible for the imports into the United States.

It may be of interest to set out the balance of trade over the years and express the constantly unfavourable balance as a percentage of the gross national product of Canada.

### Importance of Convertibility

Table IV indicates that the passive balance of trade in recent years has improved when compared with the prewar years. It will be seen that, in spite of a noticeable rise in the last three years, it is not increasing at a rate much faster than the economic growth of the country. That the expanding economy could support this chronic unbalance is explained by active balances with the rest of the world during

The position may be illustrated mathematically by Table V. It does not attempt to strike a complete balance of payments, but it does illustrate the vulnerability that has arisen out of the non-convertibility of world currencies.

Thus, the Canadian position is more than usually vulnerable to fluctuations in the U.S. economy. Should there be any check to dollar investment in Canada, the excess exports over imports would impose an intolerable burden on the Canadian economy unless it were to be alleviated by a return to convertibility of sterling and other currencies.

### Increase in Trade

Although Canadian imports into the U.S. have increased both in value and in share of the total, this increase cannot be said to have been at a rate incommensurate with the growth of the U.S. economy. For

**Table V**

Year	Unfavourable Balance of Trade (millions of dollars)	Increase in U.S. Investment (dollars)	Favourable Balance with Rest of World
1925-29 total	1,700	1,464	2,124
1930-39	1,040	509	2,345
1946-49	2,292	915	not applicable
1950	40	660	not applicable
1951	322	738	not applicable
1952	416	697	not applicable
1953	488	405	not applicable

example, Canadian imports in the period 1925-29 were about .49 per cent of the United States GNP. Under the combined assault of the depression and the Hawley-Smoot tariff (1930), this dropped to an average of about .36 per cent. It came up to just less than .4 per cent during the next five years before the war, then after the war climbed steadily to about .68 per cent of the GNP over the past three years.

**Table VI**

	1935-39 Average	1949	1950	1951	1952	1953 Dec.-Nov.
Total imports from Canada	330	1,510	1,957	2,265	2,368	2,243
	%	%	%	%	%	%
Animals and animal products, edible	10	10	10	9	5	6
Animals and animal products, inedible	4	3	3	3	2	1
Vegetable food products and beverages	17	9	8	10	12	11
Vegetable products, inedible, except fibres and wood	-6	2	1	1	1	1
Textile fibres and manufactures	-6	1	1	1	1	1
Wood and paper	47	46	49	48	46	45
Non-metallic minerals	4	3	4	4	4	4
Metals and manufactures, except machinery and vehicles	10	14	15	13	16	18
Machinery and vehicles	1	6	5	6	7	5
Chemicals and related products	3	3	3	3	3	4
Miscellaneous	4	3	3	3	3	3

On the other hand, exports to Canada have failed to reach the share of the GNP held during the dizzy twenties. In 1929, exports to Canada were .91 per cent of the United States GNP. This figure crashed dismally in the subsequent depression to a low of .38 per cent in 1933, to climb upwards to a prewar high of .56 per cent in 1937. Since the war the figure has improved to about .80 per cent during the past three years.

### Imports Concentrated

The import trade from Canada is concentrated in relatively few items. Nor has the pattern greatly changed in recent years, except for the increasing importance of the trade in machinery, metals, and their manufactures at the expense of farm products. Table VI shows the trade broken down into main groups by percentage of total imports from Canada in the postwar period compared with the prewar period.

A more detailed analysis of the imports illustrates the preponderance of a few items. As Table IV shows, there has been little change in the make-up of the imports from Canada since the war, and within the main groups there is, similarly, little change in individual items. The preponderance of newsprint is illustrated by the following percentages of total imports from Canada by the major items imported during 1952 (the last year for which complete figures are available): newsprint, 23 per cent; pulp and pulpwood, 12

per cent; saw-mill products, 8 per cent; grains and preparations, 7 per cent, (mostly feed wheat, oats and barley); nickel, 4 per cent; agricultural machinery, 4 per cent; fish, 4 per cent; zinc, 2.5 per cent; asbestos, 2 per cent; whisky, 2 per cent; manufactures of wood, 2 per cent, (includes shingles, .8 per cent).

**Table VII**

	1935-39 Average	1949	1950	1951	1952	1953 Jan.-Oct.
Total exports to Canada	418	1,888	1,948	2,516	2,710	2,508
	%	%	%	%	%	%
Animals and animal products, edible	1	.5	1	1	.5	1
Animals and animal products, inedible	2	1	1	1	1	1
Vegetable food products and beverages	9	6	7	5	6	5
Vegetable products, inedible, except fibres and wood	2	2	3	3	3	2
Textile fibres and manufactures	6	6	7	8	7	6
Wood and paper	3	2	2	1	2	3
Non-metallic minerals	28	22	24	19	18	16
Metals and manufactures, except machinery and vehicles	11	12	11	13	13	12
Machinery and vehicles	26	34	31	35	37	41
Chemicals and related products	5	6	6	6	6	6
Miscellaneous	6	7	7	6	6	7

These few items, or groups of items, account for about 70 per cent of the imports from Canada. It will be noticed that they are the traditional items and, apart from agricultural machinery, they do not include many detailed manufactured products. There is, of course, some movement of other manufactured products, but the trend in this direction is making no really significant advance. There is no doubt that an outlet in the United States for the products of Canada's growing manufacturing industry is most desirable. But there are certain difficulties to be overcome, such as duties which are frequently high, complicated and uncertain customs procedures, and competition from U.S. mass production. Overcoming these difficulties requires ingenuity, efficiency and persistence. In these circumstances, it is not surprising that Canadian goods which supplement United States production have shown the greatest increase in sales in the American market.

### Exports to Canada Diversified

In the case of United States exports to Canada, there is no one single item that dominates the trade. There has been a most significant growth in the group of manufactures, largely at the expense of non-metallic minerals (fuels), although food products have also declined since before the war. These trends are shown in Table VII which again shows the percentages of main groups of commodities exported to Canada. ●

# How's Business in Italy?

*The first nine months of 1953 brought a general gain in industrial production and good crops, but many major economic problems, such as the unfavourable trade balance, await solution.*

A. A. CARON, *Assistant Commercial Secretary, Rome.*

**BUSINESS CONDITIONS IN ITALY** during the first nine months of 1953 improved slightly, but the country's major economic problems still await a permanent solution. The deficit on the trade balance remains serious, although it is not as large as in 1952. The deficit on Italian trade with Canada for these nine months was approximately 50 per cent smaller than for the same months in 1952. Also on the brighter side, production in most industries increased because of greater domestic consumption and larger exports, and agricultural output on the whole was very satisfactory.

## **Industrial Production**

Industrial production for the first nine months of 1953 increased by 10 per cent compared with the same period of 1952, and it is expected that the twelve-month figure will be even higher. The increases in individual industries, compared with 1952, were: mining, 29.6 per cent; textiles, 11.6 per cent; chemicals, 18.2 per cent; non-metallic ore processing, 16.7 per cent; rubber, 12.8 per cent, and food, 1.3 per cent. Output of the metal industries dropped by 4 per cent.

Though there was a general gain in industrial production figures, a true appreciation of the Italian economic situation must take into consideration the gap between the labour force and the jobs available. It was evident at the end of the year that the unemployment problem was still a major one. Ten thousand workers have been dismissed during the last few months by textile, steel, mechanical and mining companies, the greatest number of dismissals taking place in state-controlled organizations. Moreover, working hours in many plants have been drastically reduced. This wave of dismissals continues the process of gradual demobilization of industry, begun in 1948 to bring the inflated wartime economy back to peacetime conditions.

## **Agricultural Production**

The 1953 agricultural year closed on an optimistic note and fulfilled the hopes aroused in earlier months by the excellent wheat crop. Both the wheat and maize crops were larger and higher milk prices made it a

good year for dairy farmers. Livestock producers, however, faced marketing difficulties and low wholesale prices for both livestock and meat. The successful agricultural year was the result of exceptionally good weather and the absence of disasters such as storms, plant and animal diseases and insect pests. Another factor was the extensive adoption of better technical methods and the wider use of fertilizers and machinery. Compared with the 3,167 new tractors registered in 1949, 14,797 were in use in 1952 and 15,765 in the first nine months of 1953.

## **Trade Trends**

Italy's trade balance continues to be unfavourable but the figures published by the Istituto Centrale di Statistica for the first nine months of 1953 show a certain improvement, the result both of an increase in exports and of a drop in imports. The value of exports was 22,270 million lire (or 3.5 per cent) higher than for the same period of 1952. The trade deficit amounted to 449,400 million lire, compared with 459,200 million lire in 1952. It is expected that the deficit for the whole of 1953 will total 560,000 million lire, slightly less than in 1952 when it stood at 582,000 million lire.

Exports of packed meat, fresh fruits and vegetables, olive oil, pure and mixed wool fabrics, artificial and synthetic textile fibres, yarns and fabrics, raw and processed marble increased; imports of fresh and frozen meat, wheat and flour, raw cotton, sundry metal ores, metal engineering products, coal and textile cellulose decreased.

Italy's balance of payments with the countries of the European Payments Union is still critical, with the deficit running at about \$1 million a day. This deficit is largely the result of the import restrictions adopted by the United Kingdom and France when Italy liberalized its imports from the EPU area to the extent of 98 per cent.

Smaller imports of wheat, cotton and machinery have improved Italy's position with the dollar area; its exports to that area have increased moderately and this trend is expected to continue.

According to the figures published by the Istituto Centrale di Statistica, Italy bought less from Canada in the first nine months of 1953 than in the same period of 1952, but her sales to Canada were higher. The following table gives the trade figures for 1952 and '53.

**Italian Trade with Canada**

	Jan.-Sept. 1952	Jan.-Sept. 1953
	(in million lire)	
Imports from Canada .....	25,937.7	16,080.9
Exports to Canada .....	4,040.8	5,715.3
Deficit .....	21,896.9	10,365.6

The more important decreases were in wheat and flour because of an excellent domestic wheat crop, and in wood pulp and paper manufacturing, rayon cellulose and chemical products. On the other hand, Italy imported larger quantities of Canadian metals such as steel, nickel and copper.

Dried fruits, cheese, woollen textiles, handicraft products and essential oils were the principal Italian exports to Canada chalking up increased sales in the first nine months of 1953.

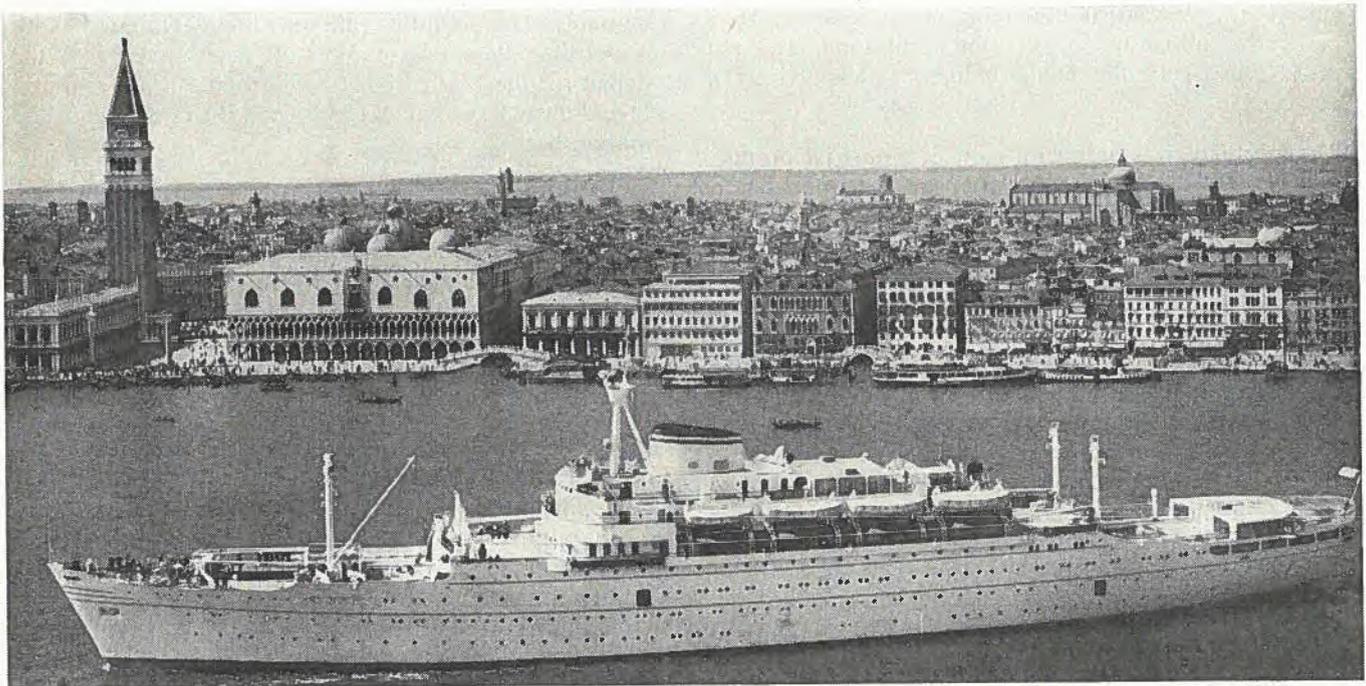
**The Outlook**

Opinions on Italy's business outlook for 1954 differ, largely because of the uncertain political situation. It is anticipated that American aid will be greater in 1954

and will come mostly from offshore procurement orders which will stimulate industrial production. Some orders have already been placed for ships, ammunition, aircraft and electronic equipment. However, a lasting improvement in economic conditions depends to a large degree on the success of the industrialization program and on an improvement in the balance of trade.

Recently, certain measures were adopted which indicate the trend of trade policy.

- Parliament has approved a bill on the insurance and financing of credits arising out of exports which should make it easier for Italian exporters to face the keener competition in international markets.
- In an endeavour to close the dollar gap resulting from its trade deficit with the EPU, Italy has chosen to reduce its imports from the dollar area rather than those from EPU countries.
- It is expected that Italy will change its liberalization policy if the restrictions adopted by some EPU countries affect to a still greater extent its exports to those countries, and that it will follow a line more in keeping with the policies of certain other countries, particularly Great Britain, France and Western Germany, whose trade means most to the Italian economy.●



*This photograph shows the M/V "Asia" coming in to the San Marco docks in Venice. In the background to the left is the Piazza San Marco, with the round domes of the Church of San Marco visible. In addition to being a top-ranking tourist attraction, the city of Venice is also a busy trading centre.*

# ARGENTINA: the Picture Brightens

C. S. BISSETT,  
*Commercial Counsellor, Buenos Aires.*

*Good crops in 1953 and rising cereal exports helped Argentina achieve its first favourable trade balance since 1950. Imports continue to be restricted to essentials and prospects for larger dollar purchases remain doubtful.*

DURING THE PAST SIX MONTHS, the Argentine economy has continued to improve—an improvement that began following the low point at the end of 1952. However, the country has not yet regained its normal economic level nor can this be expected until 1956, even with continued good crops. Nevertheless, 1953 saw greater progress than was expected at the beginning of the year. Inflation and the rise in the cost of living were checked; industry had no labour troubles; the agro-pastoral industries were moderately prosperous; internal revenue, bank clearings, deposits and savings all increased; gold and foreign exchange holdings rose considerably, and a favourable balance of trade was recorded. The last two developments, however, were the result of import restrictions in force during the entire year.

## Exports Increase

Ideal growing weather in 1952 produced excellent pasturage for livestock and relatively heavy year-end and early 1953 crops. The ravages of drought and the consequent need to re-stock made it difficult for the cattle industry to fulfil its export commitments under existing treaties. However, by squeezing the domestic market and extending the time, these commitments may still be met. A greater tonnage of cereals was shipped than in any year since 1948. Both of these factors contributed to a substantial favourable trade balance of 2,115 million pesos at September 30, compared with unfavourable balances for both the whole of 1952 and 1951 of some 3,410 million and 2,115 million pesos respectively. It was, in fact, Argentina's first favourable balance since 1950. The above figures show the real balances—that is, compensated for the several different exchange rates in force as between exports and imports. Indications are that the year-end favourable balance will be about 2,000 million pesos.

According to *Business Conditions in Argentina*, total exports for January-September were valued at 5,507 million pesos, 85.7 per cent above the figure for the same period in 1952. Imports, at 3,952.3 million, were 44 per cent less than for the corresponding period last year. When compensated, the difference between these two values gives the above true trade balance.

Although the 1952-3 crops were excellent, the heavy unfavourable trade balance of 1951-52 made it necessary to curtail imports severely in 1953 until some dependable indication of the probable 1953-54 crop was obtained. Monthly imports in 1952 averaged some 700 million pesos; for January-September 1953 they averaged only some 440 million. It was not until late in the year that the Central Bank felt free to grant exchange permits for other than the most essential products. This relaxation was based on the excellent prospects for the coming crop and the good progress made by the livestock industry. Substantial exchange allocations then were made for essential goods which could not be obtained under existing compensatory trade agreements, and especially for fuels, prime materials, metals and metal goods, drugs, chemicals, machinery and spare parts for industry and transport.

## Imports Still Restricted

Few of these items will appear in the 1953 import figures because the exchange awards came too late. The trend, however, is towards increased imports in 1954, though only of essential goods. Even with the income from the excellent crops expected in 1953-54, Argentina still has a fairly heavy backlog of commercial debt under its compensatory trade agreements and this will preclude any substantial purchase of other than essential products in the present year. At the end of 1952 this debit balance was estimated at some 1,200 million pesos and it increased appreciably before the 1953 cereal exports could take effect.

The Central Bank's holdings of gold and foreign exchange at the end of December are reported at 3,087 million pesos. This compares with 6,007 million pesos on September 30, 1946, when the comparable value of the peso (now at 14.00 pesos per US\$1.00) was about 4.00 and the international price level was considerably lower than it is today.

## Trade Treaties

Bilateral trade treaties are the main plank in Argentina's international commercial policy and are receiving growing emphasis. At the moment, 23 compensatory agreements are in force. They provide for an agreed interchange of specifically listed goods, usually with

either the volume or value of each separate item specified. Most of the treaties provide for revolving credits of a set amount and until this has been exceeded, no settlement in the form of exchange is required. Almost all countries in Europe are represented plus several countries in Latin America and Japan. These treaties involve some 6,000 million pesos worth of Argentine exports, about 50 per cent more than the average of 1950-52, when the export volume tied up in this way accounted for 64 per cent of total exports. Argentina naturally undertakes to import goods of an equal value. Similar treaties with additional countries are in prospect. The tendency is to channel trade to these "treaty" countries, to the increasing exclusion of others.

### **Business Indices**

The *Review of the River Plate* estimates the total money supply at December 31, 1953, at 45,152 million pesos compared with 35,817 million a year earlier, an increase of 26 per cent. This was a somewhat greater increase than in the inflationary years 1948-52 and some people fear a renewal of inflation, held in check in 1953 by strict price and wage controls and the restriction of credit. However, these measures and a less austere import policy (already begun in late 1953) are expected to be sufficient to prevent any important break-through of present price ceilings. Present policy is that only increased production will merit increased wages.

Bankruptcies in 1953, totalling nearly 520 million pesos, almost reached the level of the severe drought year of 1952. The tendency at present is downward, indicating that most of the weaker firms have been shaken out of the commercial structure.

### **National Finance**

National revenue for January-June dropped by 7.2 per cent, reflecting the contraction of commercial activity and earnings in 1952 and early 1953. Receipts totalled 6,214 million pesos compared with 6,694 million in the same period of 1952, with revenue from customs duties decreasing by 50.5 per cent; from excess profits tax by 31.1 per cent; from capital gains tax by 18.1 per cent; from sales tax by 13.1 per cent. The last half of the year, however, witnessed a considerable improvement. A reliable authority estimates the total 1953 receipts at about 11,500 million pesos compared with 12,215 million in 1952.

Total national public debt, both funded and floating, at the end of depressed 1952 had risen by 4,650 million pesos (21.7 per cent) to 26,104 million. However, because of a constantly and rapidly rising price level since 1943, the per capita load of debt (805 pesos in 1948 and 1,460 in 1952) has actually lightened.

(Adjusted in accordance with the price level of 1943, the comparative figures for these two years are 445 and 260 pesos.) These figures take no account of provincial or municipal debt or that of the official company, the Instituto Argentino para la Promocion de Intercambio (I.A.P.I.) The latter's debt to the official banks is estimated at present at about 10,000 million pesos, partially offset by capital assets.

The cost of living remained fairly steady throughout the year and savings deposits increased considerably as a result of an official campaign to consume less and save more. The industrial production index had fallen by some 8 per cent at the end of October but recovered partially by the end of the year.

### **Optimism about Future**

With cereal crops of excellent yield and high quality assured for 1954, the present outlook is one of restrained optimism in spite of the substantial dip in international cereal prices and some economic uncertainties. Continued austerity, however, is the prospect for trade with the dollar area. A determined effort is being made to build up foreign exchange reserves from dollar earnings to strengthen the national finances and to provide funds for future purchases of capital goods to implement the Second Five Year Plan. Dollar purchases are expected to consist almost wholly of prime materials and capital goods. In fact, only goods essential to the economy will have much chance of finding a market here in 1954.

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### **Seed Potatoes for Greece**

*For the first time in history, Greece has bought Canadian certified seed potatoes for planting this spring. A recent tender of the Agricultural Bank for a trial tonnage of 430 tons specified Sebago and Katahdin varieties and six Canadian and one U.S. firm participated. The contract was finally awarded to two Canadian exporters of P.E.I. and N.B. seed potatoes, whose offers were lower in price and who specified a larger proportion of desired Grade B (small) size seed.*

*Only a small portion of the seed potatoes which Greece needs are produced locally—a little over 1,000 tons in 1953. During that year some 8,800 tons of various varieties were purchased from Britain, the Netherlands, and West Germany, with the great majority being Irish Banner. The 1953 crops yielded 431 thousand tons of table potatoes, compared with 455 thousand in 1952. It is estimated that the 1954 crop will meet all local needs and leave a small surplus for export.*

# Gateways to the Pacific

E. A. LESLIE,  
*Office of the Western Representative, Vancouver.*

VANCOUVER holds undisputed place as British Columbia's leading port but over the years a number of other ports have grown in stature. New Westminster, Victoria, Prince Rupert, Nanaimo, and Port Alberni all offer the shipper valued services. Moreover, up and down the coast one finds a number of smaller ports handling bulk cargoes of lumber, pulp and paper, and ores. The climate permits navigation all year round and the coasting trade is highly developed; passenger and freight carriers connect the outlying ports with Vancouver.

## **New Westminster**

New Westminster, a city of over 30,000 people situated 21 miles from the mouth of the famous Fraser River, ranks second among B.C. ports in both number of arrivals and in tonnage handled. Every year it ships out many cargoes of lumber from the important mills on the Fraser River, base metals and chemical fertilizers from the huge plants at Trail, apples from the Okanagan Valley, and grain from the prairies. Incoming vessels bring ores, concentrates, and phosphate rock.

The harbour is under the direction of the New Westminster Harbour Commissioners, who report to the Minister of Transport. Ships reach the port—a fresh water one—through the main river channel which will take vessels of up to 28 feet draught.

## **Facilities at Port**

The main dock is 2,160 feet long and has a depth of 25 to 35 feet at low water. The dock is connected with rail lines and with five storage sheds with a floor area of 123,571 square feet. A large cold storage plant of 600 thousand cubic feet capacity is operated at the dock and there is space for 200 railway cars in nearby yards. Two 500-ft. docks with 27 to 34 foot depth at low water also serve the port. Across the river stands a grain terminal with a storage capacity of 800 thousand bushels and a loading capacity of 30,000 bushels an hour. The 1,350-foot dock, with a depth of 30 feet at low water, can take three vessels at a time. There are also other docks ranging from 225 to 400 feet long and at Fraser Mills, farther up the

*Scattered along the B.C. coastline from Prince Rupert to Victoria lie a number of well-equipped ports, open to navigation the year round and able to dispatch cargo quickly and efficiently.*

river, a lumber company dock with a face of 1,300 feet and a depth of 25 feet at low water. Three railway lines and one electric railway serve the harbour.

## **Victoria and Esquimalt**

Victoria, a city of 55,000 which became the capital of British Columbia in 1868, is a port of call for many deepsea lines. Its outer harbour contains the Ogden Point wharves which include two piers with a berthing length of 3,780 feet and a depth of 34 to 38 feet at low water. Rail lines serve both these docks and the grain elevator, which has a million-bushel capacity and a wharf 650 feet long, with a depth of 32 feet at low water.

The inner harbour, used by coastal vessels only, has four wharves—one with a berthing length of 1,250 feet, one with 730 feet, and two with 320 feet. Each is equipped with modern-type cranes and electric hoists.

Victoria also possesses two large shipbuilding and repair yards with a marine railway of 3,000 tons capacity. The port is supervised by a Harbour Master under the direction of the federal Department of Transport. (This is generally true of B.C. ports, with the exception of Vancouver, New Westminster, and Port Alberni.)

Esquimalt, close to Victoria, boasts a Canadian Government graving dock 1,186 feet long and capable of handling the largest vessels afloat, plus substantial oil and coal bunkering facilities. The *Queen Elizabeth* was docked there for overhauling during the last war.

## **Prince Rupert**

Prince Rupert, the western terminus for the Canadian National Railways, lies 482 miles north of Vancouver. It is the Canadian port nearest to the Orient and handles large cargoes of lumber, grain and fish. The port includes three Canadian National wharves, one with a berthing length of 1,300 feet, a second with 860 feet, and a third with 400 feet; each has a depth of 35 feet at low water. The Canadian Government grain elevator, with a capacity of 1½ million bushels, has a

*(continued on page 22)*

# Assignment in Milan

*Continued Canadian Government participation in the Milan Fair, one of the world's largest, fosters goodwill between Canada and Italy and encourages mutual trade.*

R. G. BROWN, *Canadian Government Exhibition Commission.*

SOME WEEKS AGO, several large packing cases emerged from the Canadian Government Exhibition Commission's workshops in Ottawa. The crates bore the inscription: "Milan International Trade Fair, Milan, Italy"—and they contained the Canadian Government's 1954 display for this thriving annual spring fair.

The Milan Fair, one of the world's largest, was born amid the turmoil and difficulties of the years following the first World War. The first fair held in 1920 attracted exhibits from 1,233 Italian firms and 256 foreign companies, with the accent on machinery, textiles, chemicals, and raw materials. Two years later, the Fair was well enough established to move to a permanent location, a beautiful site which it still occupies. The Fair grew steadily in scope and importance until 1940. In that year, just before its wartime eclipse, it drew 5,000 exhibitors and 2½ million visitors.

## **Comeback after War**

When the war ended, the Milan Fair had a stiff reconstruction job on its hands; many of the buildings had been destroyed and its assets dispersed. The rebuilding job went forward quickly—when the Fair re-opened in 1946, fine modern exhibition halls were ready to house the displays.

Today the Fair covers an area of 390 thousand square metres, 187,248 square metres of which is covered space. To make it easy for the visitor to concentrate on his particular line and to compare qualities and prices, goods are classified in 74 different commodity sections. Last year, 11,486 exhibitors took space—3,547 of them from foreign countries. In the 18 days of the Fair, some 7,816 foreign buyers, of 107 different nationalities, registered; total attendance reached the astounding figure of 4½ million people, a world record.

Essentially Milan is a "Mediterranean" fair and to it come buyers and visitors not only from neighbouring European countries but particularly from the Balkans, the Levant and the Near East. It therefore provides many a foreign government with an opportunity of making its country's resources, way of life, and trade potential known to people of many nations.

The Canadian Government first sponsored an official exhibit at the Milan Fair in 1949 and it has taken space each succeeding year. Rigid restrictions on the import of dollar goods into Italy have made it difficult to emphasize particular trading opportunities. Instead, the exhibits have told the story of Canada—its resources, its on-going development, and its position as the world's third trading nation. In various ways, Canada's capacity to supply both raw materials and finished products for world markets has been pointed up; so, in turn, has its value as a rich and expanding market for Italian goods.

## **The 1954 Display**

Canada's exhibit at the 1954 Milan Fair, April 12-28, is already on its way. The chosen theme is "Canada Can Supply Essential Materials for Italian Industry"; the displays tell of technical development here and highlight Canadian products essential to the Italian economy on which Italy is prepared to spend dollars. The official government displays are all housed in the Palace of Nations, a three-storey building, and Canada's position, on a connecting balcony on the second floor, is well calculated to attract visitors.

Wheat and fish loom large in Canada's exports to Italy and therefore have a prominent place in our 1954 Milan display. A combine spout pours out an endless stream of wheat to illustrate our huge wheat production. Nearby, coloured transparencies show palate-tickling dishes of salt cod and canned salmon as prepared by Canadian housewives and nearby panels carry the recipes in Italian.

Technical development is featured in another section, with three electronic devices developed by the National Research Council on exhibit, plus three models of the all-Canadian CF-100 jet fighter and models of Canadian-designed farm implements and equipment. Still another panel lists vital raw materials produced in this country—aluminum, lead, copper, zinc, nickel, wood and lumber, pulp and paper, steel and tool sheets, synthetic rubber, polystyrene, industrial chemicals, and industrial minerals. Finally, there is an attractive display of Canadian furs—three fox pelts, one fox jacket, one mink jacket, and one mink stole.

Included in the Canadian stand is an information desk, an office, and a lounge where business visitors are received. Throughout the Fair a trained staff is on duty, under the direction of the Commercial Counsellor for Canada in Rome. Every question which visitors ask receives a careful and thoughtful answer and literature on Canada is distributed to those who will make good use of it.

#### **Private Firms Participate**

The Government is not the only Canadian exhibitor at the Milan Fair: private companies are also encouraged to take space. In 1952 eight and in 1953 nine Canadian firms exhibited through their Italian agents or representatives, showing whisky, canned salmon and

salt fish, agricultural machinery, tractors, plastics, fountain pens and pencils, cash registers, and control machines. These exhibits help to keep the name of Canada and its products before the Italian people.

#### **Assessing the Results**

Despite the import restrictions, Canada's trade with Italy is growing and officials give some of the credit to our continued participation in the Milan Fair. Certainly the goodwill which these exhibits foster plays an important part in trade negotiations with Italian Government officials. The time may not be far distant when restrictions on trade will be relaxed. Then Canadian companies will be exhibiting in many categories, confident that increased business will be their reward. ●

## **fairs and exhibitions**

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#### **Booklet on Basel**

THERE'S A TOUCH OF SPRING about the attractive folder produced especially for prospective Canadian visitors to the Swiss Industrial Fair at Basel, May 8-18. This fair, held every year since 1917, covers over a million square feet and attracts about 2,000 exhibitors. Displays are classed under 18 different heads, with the emphasis on machinery, chemicals, watches and textiles.

The folder contains information on how to get to the fair, on the reserving of accommodation, and on a post-fair holiday in Switzerland. For further details, write to the Legation of Switzerland, 5 Marlborough Avenue, Ottawa, or to the various Swiss consulates in Canada.

#### **Aviation Only**

ON MAY 5th, the annual International Aviation Trade Show will open in the 71st Regiment Armory, New York City. Begun three years ago at the suggestion of important men in the aviation field, the show features products, materials, and services used by the industry, plus complete aircraft. Exhibitors from other countries are welcomed; last year the Hawker Siddeley group from Britain and A. V. Roe of Canada took space. Altogether about 50 firms had displays and the objective for this year is 100.

The sponsors stress that this is a business show. Visitors must have invitations either from Aircraft Trade Shows (the organizer) or from an exhibitor; a visitor breakdown shows that top management, engineers, designers, sales and production men in aviation figured largely in the attendance last year. Canadian firms who might find this a good means of introducing products to the American market should apply for space to Aircraft Trade Shows Inc., Hotel McAlpin, Broadway at 34th Street, New York 1.

#### **Toyland in Manhattan**

THE "LITTLE PEOPLE" took over the Canadian Showroom in Rockefeller Center on February 23rd and for the next five weeks Teddy bears and tea sets, doll clothes and doll carriages, tiny sailboats and stuffed animals held the stage. The occasion: the first New York showing of Canadian-made toys and playthings.

Forty Canadian manufacturers contributed products and, under the skilled hands of the Canadian Government Exhibition Commission, gay and humorous displays took shape. "Bonnie Bear" played a toy piano and a stuffed rabbit sat at a toy loom; a clown balanced on a seesaw and puppet actors and actresses stood ready to perform on a toy stage. Separate panels



Forty Canadian manufacturers contributed products to the recent display of toys and playthings in the Showroom at Rockefeller Center, New York.

showed painting, sewing and embroidery sets; educational puzzles and building blocks; dolls' clothes and cut-outs, and many other attractive playthings. One of the biggest attractions was the toy loom made in L'Islet, Quebec; in fact, it was borrowed one evening for a New York television show.

Timed to coincide with one of the active toy-buying seasons in the United States, the exhibit brought together the products of Canadian plants, working in metals, plastics, wood, textiles, and paper. Today the Canadian toy industry has an annual output valued at nearly \$35 million and its markets are expanding. The Rockefeller Show represented a first step in introducing Canadian-made toys to the U.S. buyer and assessing sales opportunities. Already as a result useful market information obtained from visitors to the Showroom has been passed on to the manufacturers.

### The B.I.F. in 1954

ONE OF THE SPECIAL DATES on Britain's business calendar is the British Industries Fair, opening in London and Birmingham on May 3 and running until May 14. Every B.I.F. has its special features though, as always, heavy industry will play the major role, with the bulk of its displays concentrated at the Castle Bromwich, Birmingham, section.

What's new at this year's B.I.F.? Here are a few details:

- A special exhibit arranged by the Amusements Trade in a new section, plus associated displays in the Sports Goods and Fancy Goods section. Visitors will see a wide range of novelties in the entertainment field.

- "Everest Court"—A scale model of Everest, complete with a reconstructed base camp, an exhibit of climbing equipment and techniques, and of transport methods, and movies and still photographs of the famed expedition. This display is being set up at Olympia with the co-operation of the Royal Geographical Society and the Mount Everest Expedition.

- A Boat and Small Craft section double the size of last year's and exhibiting many new products.

- The largest piano display since the war, with the spotlight on an instrument only three feet, three inches long, with a keyboard of the same height as that of a grand piano.

- A special display on industrial design, featuring current British products which reflect a high standard of design, chosen by the Council of Industrial Design.

### Coming Up . . .

The following important fairs are taking place in Europe within the next three months:

*Milan International Trade Fair*, Milan, Italy, April 12-28. Further information from: Commercial Attaché, Embassy of Italy, 133 Sparks Street, Ottawa.

*Lyon International Trade Fair*, Lyon, France, April 24-May 3. Information from: Commercial Counsellor, French Embassy, 464 Wilbrod Street, Ottawa.

*28th Brussels International Fair*, Brussels, Belgium, April 24-May 9. Information from: Consul General of Belgium, 709 Sun Life Bldg., Montreal.

*Hannover International Heavy Industries Fair*, Hannover, Germany, April 25-May 4. Information from: First Secretary (Commercial Affairs), Embassy of the Federal Republic of Germany, 580 Chapel Street, Ottawa.

*Mechanical Handling Exhibition*, London, England, June 9-19. Information from: Fourth Mechanical Handling Exhibition, 11 Garrick Street, London, W.C. 2.

*Shoe and Leather Fair*, Utrecht, Netherlands, June 28-July 2. Information from: Commercial Counsellor, Embassy of the Netherlands, 168 Laurier Ave. E., Ottawa.

# The Danish Farmer and His Markets

*With the sixth good harvest in succession, with agricultural exports up and livestock feed costs down, farmers prospered in 1953. But some clouds obscure the long-term outlook for Danish agricultural exports.*

C. J. SMALL, *Acting Agricultural Secretary, The Hague.*

THE YEAR 1953 was marked by high production and returns in nearly every branch of Danish agriculture. Falling prices for most agricultural commodities were more than compensated by increased volume of goods marketed at home and abroad and by lower feeding costs for livestock producers. Earlier fears of a collapse in grain prices were not realized; cereals moved in orderly fashion onto a market unaccustomed to private trading after 14 years of government controls.

At the year's end, the immediate agricultural outlook remained good. Domestic feed supplies were assured, annual production was running at record levels, and the major export commodities were supported by firm British contracts. Long-range prospects appear less certain, with the end of the U.K. egg contract in sight, with agricultural supply overtaking effective demand, with export competition growing and with agricultural protectionism spreading in traditional markets. Denmark is facing these difficulties with characteristic forthrightness and stressing greater attention to quality and price as the key to their solution.

## Production Records

Total field crop production reached a record in 1953, as Denmark brought in its sixth good harvest in succession. A slight decline of 2.8 per cent in grain production was shared by all cereals except barley, and came in part from acreage reductions. This was more than compensated by heavy yields of all root crops, with the exception of potatoes which suffered heavily from disease. In terms of crop units,\* bread grains and potatoes fell by .5 million and .9 million respectively but sugar beets and total feed crops rose by 1.5 million and 8.6 million, bringing the 1953 total to 143.7 million crop units, a net increase over 1952 of 8.7 million.

Livestock production advanced considerably in 1953, with hogs showing the greatest increase. Pigs, at 4.3 million in July, were 44 per cent more than in 1939 and greater in number than at any time except the three depression years of 1931-1933. Poultry continued to increase and reached 24.2 million in July,

4 per cent higher than in 1952 but still well below the 1939 figure of 33.3 million. Egg production increased 5 per cent during the past year. Cattle registered a small increase of 20,000 head, half of this in dairy cows. Although the increase in dairy cattle was negligible, milk production, through higher yields per cow, advanced 8 per cent over the previous year and gave rise to production increases of 12 per cent and 5 per cent respectively for butter and cheese.

Commercial fruit production fell off 9 per cent in 1953 from the exceptional 1952 harvest. Apples are the primary fruit crop in Denmark and the commercial crop dropped 7 per cent to 91,300 tons.\* Total apple production, including both commercial orchards and those of less than 100 trees, fell 25 per cent to 146 thousand tons, compared with 195 thousand the previous year.

Total vegetable output, at 125 thousand tons, exceeded the 1952 figure by 4 per cent despite a 4 per cent decrease in acreage. Most of the production increase came from exceptionally good tomato, bean and cucumber crops.

## Grain Markets Decontrolled

In the field of agricultural policy, the outstanding event in 1953 was the decontrol of domestic grain markets. For the first time in 14 years, Danish farmers were free to dispose of their grain crops as they wished. In recent years bread and coarse grains had to be delivered to the Government at fixed prices and there was a ban on feeding bread grains to livestock. To encourage shipments abroad, export levies on feed grains and malting barley were eliminated and grain exports were included in the dollar premium scheme. In addition, centralized government purchases of foreign feed grains and oilcakes ended in May.

## Farm Prices Lower

Prices for farm products, with a few exceptions, fell during 1953. Grains declined sharply under the influence of heavy domestic supplies and falling world prices. Bread grains, subject to compulsory delivery

\* One crop unit=100 kgs. barley=220 lb. barley in feeding value.

\* Throughout this report, "tons" refers to "metric tons".

prices of DKr.52.00 per 100 kg. in the 1952-53 crop year, fell to lows of DKr.47.00 in August for wheat and DKr.36.06 in November for rye. Delivery prices for barley and oats in 1952-53 were DKr.47.00 and DKr.43.00 per 100 kg. and these fell to DKr.38.13 and DKr.34.85 in November and October respectively. By the year's end, all grain prices had strengthened and gave evidence of rising further in the new year.

The U.K. bacon contract price, reduced 8 per cent on October 1, 1952, was cut another 7½ per cent on October 1, 1953. These reverses were partly mitigated by an average increase of about 7 per cent for pork exports to secondary markets. Cattle and beef prices remained fairly stable in 1953. Egg prices for shipments to the United Kingdom averaged 5 per cent less than in 1953; those to secondary markets were slightly better. Butter prices advanced substantially under the influence of a 7½ per cent increase on U.K. deliveries after October 1, 1952, and a further increase of 2·2 per cent after October 1, 1953.

Despite price declines in most agricultural products, the 1952-53 crop year was only slightly less remunerative to farmers than the all-time record in 1952. Average gross farm returns increased DKr.131 per ha. to DKr. 2419 but increased costs of production meant a small net decline. Nevertheless, average Danish agricultural incomes in 1952-53 were nearly four times larger than in 1938-39.

### Grain Trade

Grain exports, following the pattern set in 1952—when for the first time in recent memory there was a net export of 166 thousand tons—totalled about 300 thousand tons by the year's end, leaving a net export of close to 100 thousand tons. Malting barley, shipped largely to Germany and Belgium, made up two-thirds of the export volume. Export of nearly 60,000 tons of wheat was a feature of year-end trading, with sales primarily to the United Kingdom, Germany and Belgium. Smaller quantities of rye and seed grains made up the remaining grain exports.

No Russian wheat came into Denmark in the latter half of 1953, despite the trade agreement signed in July calling for delivery of 50,000 tons. The reason was high Russian prices and the fact that importers can never be certain of what they will get from Russia. Often the grades delivered are higher than originally agreed on the basis of samples submitted. In addition, because the Russians demand an increase in price under these circumstances, it becomes impossible for traders and millers to plan in advance. However, there is a general feeling in Denmark that agreement on substantial Russian deliveries will be reached in the near future, because of the urgent need to balance Dano-Russian trade.

Agricultural exports increased substantially in volume and value, bringing the agricultural share of total Danish exports to 69 per cent compared with nearly 66 per cent in 1952. This shift resulted from increased agricultural exports and decreased industrial exports. The figures include such products as canned meats, condensed milk, animal and vegetable fats and oils, malt, casein, etc., which are normally listed statistically in Denmark as "industrial" commodities. Without these commodities, the purely agricultural exports amounted to 62·3 per cent, in 1953, compared with nearly 58 per cent the previous year.

### Agricultural Exports Increased

Preliminary estimates of butter and cheese exports show advances of 19 per cent and 11 per cent to 140 thousand and 60,000 tons respectively. Bacon and pork exports, at 250 thousand tons, were 32 per cent greater than in 1952 and pork by-product shipments increased similarly. Cattle and beef exports were 7 per cent higher. A total of 2,000 head of pure-bred dairy cattle went to Greece, Germany, Morocco, Italy and Israel. The figure might have been much higher had not the re-appearance of a few cases of foot and mouth disease during the year brought import restrictions in a number of countries. Egg shipments rose 5½ per cent to nearly 94,000 tons and poultry meat 25 per cent to 10,000 tons.

Potato exports in 1953 totalled nearly 200 thousand tons, an advance of 64 per cent over 1952. Most of these went to West European destinations, with France the major customer (75,000 tons) followed by Switzerland, Italy and Belgium. About half of all shipments were for seed purposes.

The United Kingdom remained Denmark's chief market, taking over 94, 90 and 75 per cent, respectively, of its total egg, pork and butter exports. Germany was Denmark's best customer for cheese (25,000 tons) and cattle (192 thousand head). Exports to Russia increased substantially in 1953 and included butter (8,000 tons), lard (2,000 tons), pork (5,000 tons) and beef, equivalent to nearly 24,000 head of cattle. Although these shipments were rather small compared with those to Great Britain, they were large enough to make Russia Denmark's second-best market for these products last year.

Exports to the United States developed well in 1953 and have been estimated at DKr.250 million. Canned hams made up nearly 50 per cent of total exports to the U.S., followed by cheese, milk powder, poultry meat, potato starch, grass and clover seed, feathers, fish and fish meal. Exports of dairy products and meat to the U.S. forces in Germany provided a growing source of income.

Exports to Canada were not substantial, the major food and agricultural items were cheese, canned meats, egg products, seeds, biscuits, confectionery and fish products.

### Trade Prospects

Despite the favourable picture in 1953, the outlook for Danish agricultural exports is not entirely promising. The current U.K. bacon contract limits deliveries to 233,000 tons in 1953-54 and 203,000 tons in 1954-55 and 1955-56—this at a time of increasing hog production because of heavy grain supplies and low feed prices.

The United Kingdom returned to private egg trading on April 1 and the long-term contract with Denmark is not due to expire until September 30. This has posed a problem, necessitating a Danish decision to carry on with the contract until its expiry or to denounce it on April 1 and take their chance in the free market. Unofficial reports indicate that a compromise has been agreed upon with the U.K. Ministry of Food. Under

this, the contract will terminate three months early on July 1, and a post-contract price settlement will be made for the remaining three months. Danish producers will thus be assured of approximately the prices they would have obtained had the long-term contract run its course.

In recent months Germany has become increasingly protectionist in agricultural imports and France and Italy have virtually cut off their once substantial imports of Danish meat products and cheese. In the important field of dairy products, competition for foreign markets is stiffening.

These unfavourable developments have been offset to some extent by the re-appearance of Russia as a market for Danish agricultural products. Trade agreements concluded with Russia in 1953 called for shipment of 10,000 tons of butter, 4,000 tons of lard, 6,000 tons of pork and 8,150 tons of beef. These agreements expire in April 1954, and so far no proposals for renewal have been made.

## TRINIDAD *Grows Citrus Fruit*

*Grapefruit and canned juices from Trinidad are finding a place on Canadian tables—and the citrus plantations, in turn, are buying certain Canadian products.*

ROGER R. PARLOUR, *Asst. Trade Commissioner, Port-of-Spain.*

TRINIDAD'S CITRUS FRUIT industry has a twofold interest for Canada. Canned fruit juices from the colony are finding their way onto Canadian grocers' shelves and Canadian exporters of wooden boxes, paperboard cartons and fertilizers watch this tropical industry for sales possibilities.

Trinidad produces many varieties of citrus fruit, including grapefruit, oranges, limes, portugals, king oranges or mandarins, Sicily lemons, tangerines, shaddock and pommelos. From the point of view of export trade, the big three are grapefruit, oranges and limes. Other varieties are sold only as fresh fruit on local produce markets or in neighbouring British West Indian islands.

### Methods of Cultivation

The approach to citrus farming is unique in several ways. As in the old plantation days, Trinidad follows a system of extensive rather than intensive cultivation, with a minimum of horticultural care. Trinidad grapefruit trees yield from three to five boxes per tree, compared with 10 to 15 boxes in Florida; oranges give

two to three boxes, compared with 8 to 12 in California; limes average less than  $\frac{1}{2}$  barrel, compared with  $1\frac{1}{2}$  to 2 barrels in Dominica. Some growers believe that excess moisture may be a big factor in the low productivity. But the warm, moist climate of Trinidad produces rapid tree growth even when plants receive no fertilizer and a minimum of care. Expensive irrigation systems as found in California are not needed. There are some serious drawbacks: weeds tend to choke the trees and fungus and scab diseases are prevalent and often scar the fruit. Insect pests are a problem.

According to the Trinidad Department of Agriculture, adequate use of fertilizers provides the quickest and cheapest means of raising these low yields. Experts here recommend sulphate of ammonia at the rate of 8 to 10 lb. per tree, together with zinc sulphate sprays, magnesium sulphate and decomposed matter. Some growers also use phosphate and potash. The growers' co-operative normally distributes about 350 tons of sulphate of ammonia each year to its members and this figure is growing.



*At the height of the citrus fruit harvest, workers at the Co-operative handle grapefruit coming from the plantations.*

The bulk of the grapefruit and orange crop is handled each year by the Co-operative Citrus Growers Association during the January-April picking season. This organization has direct control over all exports of fresh fruits and canned juices to territories outside the British Caribbean area. It boasts complete independence from Government and has never accepted subsidies nor special assistance other than loans which are being repaid with interest.

For the crop year 1952-53, deliveries to packers reached a record figure of 638 thousand crates of grapefruit (90 lb. per crate) and 116 thousand crates of oranges (100 lb. per crate). The best quality grapefruit are graded, sized, waxed, packed in wirebound boxes, and trucked to waiting ships for export. Refrigeration is not available either in the packing plant or aboard ship. "Ventilated stowage" is used at sea and because the ship reaches cooler regions after a few days' sailing, there is very little spoilage from heat. Last year about 14 million pounds of fresh grapefruit were handled in this manner. Nearly all went to the United Kingdom, with smaller amounts going to neighbouring islands. Four million pounds of fresh oranges were exported, chiefly to Barbados, British Guiana and Bermuda.

### **Canned Juice**

A considerable portion of Trinidad's grapefruit crop suffers from a surface scab which prevents its export as fresh fruit, but does not harm its excellent flavour. This fact gives rise to the citrus juice canning industry here. During 1953 exports of canned grapefruit juice reached nearly 1½ million gallons. Canada was the largest purchaser, taking about two-thirds of the total;

other markets included the United Kingdom, Barbados and Western Germany. Sales of orange juice in the same period were 300 thousand gallons, chiefly to the United Kingdom, and sales of orange and grapefruit juice mixture totalled 150 thousand gallons, of which Canada took 130 thousand gallons.

Trinidad-grown limes have a delicious flavour but prevalence of disease has held the industry back. About 20 per cent of the crop is used locally for beverages and cooking; the remainder goes into lime oil. In 1953, nearly 22,000 lb. of lime oil were exported. The United States purchased 80 per cent of this; other markets included Australia, Canada, South Africa and the United Kingdom. Production of lime juice and citrate of lime has been almost negligible in recent years.

A new development in the industry is the manufacture of animal feeds from waste skin and pulp. Processing equipment purchased in the United States is now being installed and this type of manufacturing may begin this spring. The product, a coarse dry powder, will be mixed with local and imported grains and other ingredients to produce a feed for cattle. First developed in Florida, this feed is expected to cost less than conventional types and yet produce good results. There is an assured market locally for 1,350 tons a year of the new product and there may be a surplus for export.

### **Imports of Boxes and Cartons**

Two types of boxes are used in the industry. Heavy-duty wooden boxes from British Columbia are used in conveying fruit from the growers to the factory. For the export of fresh fruit, the Co-operative had been using a locally-made wirebound box. However, the local box factory has now ceased operation and the Co-operative looks to North America for its supplies. The canned juice is shipped in standard-type paper-board cartons, but for the moment European firms are under-quoting North American sources on those. Tin-plate for the cans is purchased semi-fabricated from the United Kingdom and labels are printed locally.

### **Prospects Favourable**

The 1953-54 crop just coming on the market may be smaller than that of last year, because of heavy rains in the last few months. But over a longer period the citrus growers hope to obtain substantially higher yields by paying more attention to good orchard management. Careful picking should improve the appearance of their grapefruit. A reduction in the number of varieties of oranges may mean easier handling and a more uniform product. Temporarily, the production of frozen juice concentrates is prevented by the lack of refrigerated shipping space. The industry is anxious to expand its overseas markets and is confident that Canadian housewives are finding its product unsurpassed in flavour. ●

# Colombia as a Market for Wheat and Flour

*During certain months of the year, Colombia permits the import of wheat to supplement domestic production, but most types of wheat flour are denied entry. Local millers mix Canadian hard wheat with native varieties.*

J. E. LANCASTER, *Assistant Commercial Secretary, Bogotá.*

COLOMBIA OFFERS an attractive, if spotty, market for Canadian wheat, but because of government restrictions, buys only modest quantities of Canadian flour. These circumstances directly reflect market conditions in Colombia. The large and expanding domestic production of wheat makes it unnecessary to rely on imports for the full twelve months of the year. In wheat flour, over a period of years Colombia has built up a milling capacity that far exceeds the needs of its present population. The Government therefore has been encouraged to suspend the import of wheat when the local crop comes in and to place blanket restrictions on the import of wheat flour.

The expansion in domestic wheat and flour output has given rise to pressure for protection from foreign competition and has resulted in import restrictions to protect the national producer. Only when confronted with depleted stocks and a rise in the cost of living does the Government relax its import restrictions. The Canadian exporter thus faces a continual shift in market prospects and in government import policy.

## **Local Production Expanding**

The cool highland plateaus are the wheat-producing areas of Colombia. These include the Departments of Narino on the Ecuadorean border, Cundinamarca, where Bogotá, the capital, is situated, and neighbouring Boyaca. Although production statistics are not available, it is estimated that the annual crop yields approximately 80-90,000 metric tons of wheat (1 metric ton equals 36.75 bushels). The average yield is low—about 10 bushels an acre. The local grain is “soft” and lacks the milling and baking qualities of the “hard” northern types. It is also a humid type of wheat which deteriorates rapidly in the tropical heat of the lowlands and coastal regions.

Nevertheless, with the invaluable assistance of international bodies such as the Rockefeller Foundation and the Foreign Operations Administration of the United States, a considerable amount of research and educational work has been undertaken. This has had some good results. At various research stations, including the central experimental farm at Tibayatata near Bogotá, work is progressing on a new strain of

wheat known as “Menkemen”. This new variety, combining the desirable qualities of types of wheat obtained from Kenya, Italy and Mexico, promises to go far towards meeting requirements, particularly of the Cundinamarca-Boyaca region. Tests have proved that it has a better yield, is more resistant to lodging and to attacks of rust, and matures earlier. If it is planted on good land during the two rainy seasons a year, it is possible to secure two crops a year with exceptional yields of 30 bushels an acre. Efforts are now being made, with evident success, to encourage local farmers to use Menkemen seed instead of the regional Bola Picota variety.

## **Crop Will Improve**

Foreign experts feel that with the steady introduction of improved farming methods and the production of better varieties, there is a prospect that Colombia's wheat crop may, at some time, meet the demands of a population much larger than the present 12 million. This belief, of course, is based on the low present-day consumption and does not take into account the problems and costs of moving the crop to various parts of the Republic over difficult terrain. Nevertheless, the view coincides with national hopes and desires and the Canadian wheat exporter must be prepared for a government policy not only of increasing production, but of import restrictions to assure that the domestic crop finds sale in the national market.

## **Need for Imported Wheat**

In spite of the future prospects for the domestic wheat crop, there are a number of factors which seem to make the import of wheat a continuing feature of Colombian economic planning. With the steady increase in population (estimated at about 280 thousand a year), and the rise in purchasing power, the demand for bread is growing continually. It is estimated that supply still fails to meet demand by about 50-60,000 metric tons a year. Furthermore, Colombian wheat is “soft” and local millers much prefer the imported “hard”.

Colombian wheat is expensive to produce; the cost per bushel in the growing areas is three and even four times greater than in the Canadian grain belt. Because

of the twelve-month growing season, the Colombian farmer will swing to the production of other crops should the income from wheat not be sufficient for his requirements—with obvious results on the national wheat output. Finally, the wheat grown in the highlands has not proved satisfactory either in quality or in price when shipped to the hot, tropical areas. It thus appears that there will be considerable scope for imported wheat in this market for some time to come. The following Canadian Government statistics give some idea of the market trend, bearing in mind Decree 2011 of August 1953, which prohibited flour imports:

#### Exports to Colombia

	First 9 months, 1953	First 9 months, 1952
Wheat .....	258,020 bushels	144,729 bushels
Wheat flour....	44,988 barrels	102,344 barrels

Government import regulations in force in mid-February 1954 were:

*Wheat*—By Decree 2011, the suspension on imports was lifted in August 1953. On January 28, 1954, by Decree 223, the surtax of 25 centavos per kilo on imports imposed the previous August was reduced to 15 centavos per kilo. Wheat is permitted entry on import licence on a variable quota basis to meet practically the day-to-day requirements of the millers and the consuming public. The present quota of approximately 12,000 metric tons was fixed by the Ministers of Development (Fomento) and Agriculture. Presumably when the domestic crop is harvested and on the market during the next few months, imports will again be suspended.

*Wheat Flour*—Decree 2011 specifically prohibits the import of wheat flour.

Exceptions to this rule are:

- Small quantities of semolina for the manufacture of alimentary pastes, allowed entry on payment of a relatively heavy duty of 30 centavos per kilo and 25 per cent ad valorem.
- Import of foreign flour for the use of cracker (biscuit) manufacturers. The quantity is limited to 4,103,480 kilos (approximately 4,000 tons) and a heavy impost of 63 centavos (approximately 25 cents Canadian) per kilo, plus 25 per cent ad valorem, is levied. At the present time, import licences are apparently not being granted under this, although market demands may force the authorities to open the door to some degree.

With all these factors operating, it is difficult, if not impossible, to forecast specific market prospects. Broadly speaking, however, if Canadian wheat can be landed in Colombia competitively with other foreign offers (particularly from the United States) and, bearing in mind the heavy duties, can meet Colombian wheat on equal terms, this country should provide a continuing market. On the other hand, there is every likelihood that the Colombian authorities will suspend wheat imports temporarily to permit disposal of the new domestic crop when it is harvested about April. Special dispensation, however, may be granted to the coastal regions, which rely so heavily on imports.

The market for flour, on the other hand, is almost completely circumscribed and there is little prospect of selling any larger quantities of Canadian wheat flour. ●

## trade commissioners on tour

FROM TIME TO TIME Canadian Trade Commissioners return to Canada to bring themselves up-to-date on conditions here and to renew their contacts with businessmen. Details of their itineraries appear under this heading, as a service to exporters and importers who wish to discuss trading problems with them.

W. D. WALLACE, Commercial Secretary in Djakarta, Indonesia, began his Canadian tour in Ottawa on March 3rd. His itinerary is:

Brockville: April 5  
Ottawa: April 6

M. R. M. DALE, Commercial Secretary in Santiago, Chile, began his Canadian tour in Windsor on March 30; his itinerary follows. On completion of his tour, Mr. Dale will be posted to Cairo, Egypt.

Kitchener: April 2-5  
Brantford: April 6  
Hamilton: April 7-8  
St. Catharines: April 9

Montreal: April 19-May 1  
Quebec: May 3 and 4  
Ottawa: May 5-7

Businessmen in the various centres may get in touch with these officers through the following organizations:  
*Board of Trade*—Brantford, Montreal.

*Chamber of Commerce*—Brockville, Hamilton, Kitchener, London, Quebec, St. Catharines.

*Department of Trade and Commerce*—Ottawa.

# commodity notes

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## Argentina

**GARLIC**—The Ministries of Industry and Commerce and of Foreign Trade have announced an export quota of 2,500 metric tons of garlic from the 1953-54 crop. Production last season totalled 20,630 tons, of which over 4,000 tons were exported to Brazil and ten tons to the West Indies—Buenos Aires, March 5.

**BROOM CORN**—Two sales of broom corn have been announced by I.A.P.I. during the past week at the f.o.b. price of 1,950 pesos per metric ton (US\$260 at the preferential export rate of US\$100=750 pesos). These are the first sales noted for some time and the price is 60 pesos per ton less than the previous so-called official price. These prices are subject to an additional 6 per cent (maximum) for the buying agent's commission—Buenos Aires, March 8.

## Chile

**APPLES**—Local reports indicate that the apple production in this territory for the current year will be 25 per cent less compared with 1953, because of unfavourable weather where the bulk of this fruit is grown. The poor harvest and late delivery of the fruit is expected to mean higher prices and insufficient quantities for export—Santiago, Feb. 27.

**WHEAT**—The local press has announced that, because of the poor harvest in the past year, Chile may eventually import wheat to make up for the estimated shortage of nine million bushels for 1954. The name of the supplying country is not indicated. It is assumed, however, that full details will be published later—Santiago, March 6.

## Denmark

**PORK**—Because of a sudden shortage of bacon pigs, it is probable that Denmark will not be able to fulfil her present contract with the United Kingdom for 230 thousand tons of bacon. To alleviate the present situation the Danish Ministry of Agriculture has forbidden the export of all fresh pork, except to Great Britain. This category includes sow pork, large quantities of which have been exported to Western Germany, where demand was high and prices good. It is hoped thereby to satisfy Danish domestic demands with sow pork and keep all bacon pigs for export. A further proposal by the slaughter-

houses to forbid the export of canned pork products (80 per cent of exported Danish hams go to the U.S.) was rejected on dollar-earning grounds—Oslo, March 15.

## Japan

**ALUMINUM**—Production of aluminum in Japan in 1953 increased by 6.6 per cent over 1952 to a total of 45,493 tons, the highest since the end of the Pacific war. December output was 4,020 tons, about 16 per cent above the production expected in that month—Tokyo, March 10.

## Portugal

**CELLULOSE**—A contract for the export of 8,000 tons of cellulose to Great Britain was recently signed by the Portuguese Cellulose Co. (Companhia Portuguesa de Celulose). This contract is of considerable importance to the Portuguese economy, because it is valued at several hundred thousand pounds sterling. The contract includes a shipment of 2,000 tons during the current month with further shipments to be made monthly. This contract follows a successful test of a trial shipment of 200 tons of kraft raw woodpulp—Lisbon, March 3.

## Spain

**SWEET ORANGES**—Reports from the Valencia area indicate that the recent frosts have damaged the orange groves severely. It is estimated that about 400 thousand metric tons of fruit are affected, out of a total estimated crop of 1,850,000 metric tons. The loss to the growers is said to be approximately 1,500 million to 2,000 million pesetas—Madrid, Feb. 25.

**LEAD**—According to an official report, it is estimated that lead production in 1953 reached 53,000 metric tons, compared with 41,000 tons in the previous two years, 35,000 tons in 1950 and only 27,000 metric tons in 1949—Madrid, March 1.

## Spanish Guinea

**COCOA**—Last season's cocoa crop in Spanish Guinea amounted to 17,000 metric tons, according to a recent press report—Madrid, March 3.

## Sweden

**PAPER**—In 1953 sales of the Swedish paper industry increased considerably. The mills are now fully employed and the number of orders is satisfactory. Exports amounted to approximately 711 thousand tons, compared with 566 thousand in 1952; home consumption is estimated at 520 thousand tons—an increase of between 30,000 and 35,000 tons. Exports to Germany, Holland, Belgium and Denmark have increased, but not to France, where currency restrictions are still enforced. Exports to the United Kingdom amounted to about 140 thousand tons, compared with 127 thousand for 1952; newsprint exports were less, but exports of other paper increased from 71,000 tons in 1952 to 106 thousand tons in 1953.

Newsprint exports to the United States totalled 14,000 tons and of other paper about 18,000 tons. In the South American market, Brazil has increased her purchases and an outlet is being developed in Colombia but the market in Argentina has proved to be difficult. Exports to Australia in 1953 have increased. Prices throughout the year remained stable—Stockholm, March 3.

**TIMBER**—Total exports during 1953 of sawn and planed wood amounted to approximately 900 thousand standards, the highest figure since 1934. This large increase was mainly a reaction after the 1952 slump when Great Britain, Sweden's principal customer, severely restricted her imports and depleted her stocks. British import restrictions were relaxed at the end of 1952 and the brisk demand throughout 1953 resulted in Swedish shipments to the United Kingdom increasing from 175 thousand in 1952 to 450 thousand standards in 1953, about half of total exports. Because of Austrian competition at lower prices, exports to West Germany, the second largest timber market in Europe, did not increase. Exports to the traditional Mediterranean markets, however, remained at about the same level. Exports to Australia and South Africa fell slightly—Stockholm, March 5.

## Union of South Africa

**CEREALS**—Availability of export licences for maize emphasizes the extraordinary size of the present season's crop. In 1953 some three million bags (of 200 lb.) of maize were imported to supplement domestic supplies. This year, it is expected that there will be a surplus of about 15 million bags.

The wheat crop for the year commencing November 1 is estimated at 5.8 million bags, or some 3 million bags less than domestic requirements. Careful consideration is being given to the increased use of

maize to reduce wheat imports. Last year's carry-over of 4.9 million bags, plus the harvest, will be supplemented during the first half of 1954 by one million bags of wheat from Canada and 600 thousand bags from the United States—Johannesburg, March 1.

## United Kingdom

**GRAINS**—Estimated yields for 1953 in England and Wales of wheat, barley and oats were the highest on record. Compared with 1952 the wheat acreage increased from 1,963 to 2,143 thousand in 1953 and the estimated yield went up from 42.1 to 44.8 bushels per acre. Although the 1953 acreages of barley (2,025 thousand) and oats (1,663 thousand) were slightly reduced, the crops exceeded the previous year by 11 and 7 per cent respectively. The estimated yield of barley went up from 46.4 to 52.7 bushels per acre, and of oats from 64.8 to 69.8 bushels per acre.

Last year the Ministry of Food purchased supplies of home-grown wheat, barley, oats and rye which could not be marketed through normal outlets; a system of deficiency payments will operate for the 1954 crops—London, March 3.

## United States

**MEAT**—The president of the American Meat Institute recently stated that meeting future needs for meat and livestock production is a problem the entire U.S. meat industry needs to think about. Although present livestock production is high by past standards, he believes that the rising American population will keep pressure on meat supplies for some time to come. Every fourth person now living in the United States, he pointed out, has been born since 1939 and since 1938, 29 million people have been added to the population. By 1975 it is expected that another 60 million persons will be added—all of whom will be good customers for meat—Chicago, March 15.

**CONTAINER BOARD**—A new container board mill near Rome, Georgia, is expected to be in operation by the middle of 1954. It is stated that the mill, when completed, will be capable of maintaining a sustained annual rate of production of over 200 thousand tons of kraft container board, used in manufacturing corrugated shipping containers. The mill represents an investment of over \$25 million and will provide employment for 650 men and women. Approximately 350 thousand cords of pulpwood a year will be used, largely from Northwest Georgia and parts of Tennessee and Alabama—New Orleans, March 2.

# Trading with British West Africa

*Opportunities for Canadian exports in this area seem limited at the moment, but special trade techniques practiced there repay study, against the time of less restricted trade in dollar goods.*

R. CAMPBELL SMITH, *Commercial Secretary, London.*

THE TERRITORY of British West Africa includes Nigeria and the Cameroons, the Gold Coast and Togoland, Gambia, and Sierra Leone. In this vast area live nearly 40 million people, carrying on a total trade valued at £400 million in 1951, and providing a good market for cotton textiles, machinery, iron and steel goods, petroleum, cement, tobacco and foodstuffs.

Canadian exporters of flour, vehicles and parts, nets, mining machinery, and agricultural implements have, in the past, found British West Africa a good sales outlet. They have also discovered that trading there has its own special techniques—techniques which the exporter should understand if he is to be successful.

## Five Channels for Trade

There are five main classes of importers in the British West African territories through whom imports are channelled:

1. The large British and European trading companies.
2. Local Syrian and Indian importers.
3. The Government (Public Works, Railways, Harbours, Marine, Posts and Telegraphs, Medical, Agriculture, Colonial Development Corporation).
4. Mining companies.
5. Local African importers.

• The first is by far the most important group; it is estimated that it handles 90 per cent of the commercial imports. These trading companies, with headquarters in the United Kingdom or Europe, carry on vast wholesale and retail operations throughout the area. Each has a main office in each Colony, with goods managers for separate divisions, such as provisions, hardware, textiles, and so on.

Goods managers may not order direct from a manufacturer nor from his agent in the Colony but must indent on their company's headquarters in Britain or Europe. The agent of a Canadian company in the Colony therefore has the job of keeping the goods manager informed about his principal's products and establishing goodwill so that, when the manager indents on headquarters, he will specify the particular Canadian product. In addition, the agent carries on market research and helps the retailer with his merchandising problems. The buyer at headquarters is a useful contact for the Canadian exporter who has no representative in the Colonies because this buyer is responsible for placing orders to best advantage and has considerable freedom of choice, if the goods manager has not specified any one supplier.

## British West Africa—Some Statistics

	<i>Nigeria</i>	<i>Gold Coast</i>	<i>Sierra Leone</i>	<i>Gambia</i>	<i>Total</i>
Population (million) .....	31.5	4.4	2.0	.3	38.2
Area (000 sq. mi.) .....	373	92	28	4	497
Imports 1952 (£000) .....	113.2	66.5	10.3	3.7	193.7
“ 1953 (9 mos.) (£000) .....	78.5	51.2	8.1	1.5	139.3
Exports 1952 (£000) .....	129.6	86.4	10.2	4.0	230.2
“ 1953 (9 mos.) (£000) .....	93.9	68.9	8.3	2.8	173.9
Canadian exports to (1952, 9 mos.) \$000 .....	672	208	139	7	1,026
Canadian exports to (1953, 9 mos.) \$000 .....	430	727	155	11	1,323
Canadian imports from (1952, 9 mos.) \$000 .....	1,755	5,404	6	.....	7,165
Canadian imports from (1953, 9 mos.) \$000 .....	1,562	3,079	2	.....	4,643
Major exports (in descending order of importance) .....	Cocoa, palm kernels, groundnuts, palm oil, tin concentrates, cotton, rubber, hides and skins, timber, bananas, columbite.	Cocoa, gold, man- ganese ore, bauxite, diamonds, timber.	Palm kernels, dia- monds, iron ore, chrome ore.	Groundnuts.	
Commercial centres .....	Lagos, Port Har- court, Kano.	Accra, Kumasi	Freetown.	Bathurst.	

- Group two consists of the many Syrian and Indian importers who carry on business on a small scale. Like the trading companies, many of them do retail as well as wholesale business. Some of them have offices in the United Kingdom on which they indent but they usually order direct from the manufacturer or his representative.

- The third import channel is direct sales to government departments. Orders can be placed by the departments in the Colonies. However, as the Crown Agents for the Colonies, 4 Millbank, London S.W. 1, do a considerable amount of purchasing for these departments, it is advisable to get on the Agents' approved list and thus receive regularly invitations to tender. An agent in the Colony can prepare the way for the placing of orders but contact should be established with the Crown Agents by writing direct to the London office.

- The fourth import channel is the numerous mining companies in British West Africa. They tend to do their own purchasing and indent on the U.K. headquarters in the same way as the trading companies do.

- The final group of importers is made up of local African firms who are beginning to acquire experience in this field. The great bulk of the retail trade is carried on by the petty African traders scattered throughout the towns and villages. They either have their own small establishments or operate in the market places. The emphasis with the African buyer is on price rather than quality and buying habits tend to be conservative.

#### **Advice to Canadian Exporter**

Canadians have become particularly interested in British West Africa as a market for flour; in 1953, sales of Canadian flour in this area totalled \$2,598,866, compared with only \$423,627 in 1952, when purchases were cut back severely because of increased flour shipments under ECA aid to the Colonies. Canadian mills now have free access to these markets; they must obtain import licences but these are freely issued to North American suppliers. Tight import controls throughout the area continue to handicap Canadian exporters of other products.

None the less, British West Africa is a territory worth cultivating. Canadian firms which have not appointed agents will find that the choice of experienced firms is limited and it may take considerable time to establish the right contact. They might give some thought to the possibility of dealing through British or European firms, carrying on a commission business through branches in B.W.A. The main advantages of this approach are that these firms usually have many years of experience, maintain their own offices and trained personnel in the Colonies and, at the same time, have contacts with the buyers of the large trading companies posted at headquarters. ●

#### **Gateways to the Pacific**

*(continued from page 9)*

loading capacity of 50,000 bushels an hour. The large floating dock facilities have a lifting capacity of 20,000 tons, and there is a government wharf 500 feet long with a depth of 35 feet at low water. Numerous wharves for coastal shipping and three oil and coal bunkering docks complete the port's equipment. Prince Rupert is an important fishing centre, handling every year millions of pounds of halibut caught in North Pacific waters.

#### **Nanaimo and Port Alberni**

Nanaimo, on the east coast of Vancouver Island, is one of the oldest ports in the province and an important distribution centre for the northern part of Vancouver Island. It is the centre of the Island's coal mining industry and has coal docks with a berthing length of 820 feet and a depth of 30 feet at low water. Extensive new coastwise passenger and car ferry docks have recently been completed at the port.

Lumber is king at Port Alberni, located at the head of a deep natural fiord, the Alberni Canal, on the west coast of Vancouver Island, 24 miles from the Pacific Ocean. Through this port pass lumber, plywood, pulp and fish products from the mills and factories located in the area. The government Assembly Wharf has a berthing length of 900 feet with a depth of 30 feet and is equipped with cranes, rail lines, etc. The government wharf is 200 feet long and has a depth of 12 feet at low water. There are two lumber docks, one 450 feet and the second 950 feet, both with a depth of 30 feet at low water. In addition, there is a local coastwise wharf 200 feet long.

#### **Other Ports**

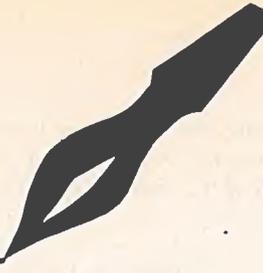
Chemainus, on the east coast of Vancouver Island, is also a lumber port, drawing cargoes from the many logging and lumber operations around it. It has one wharf, with a berthing length of 525 feet and a depth of 35 feet at low water.

Along British Columbia's long coastline are dotted a number of "company" ports such as Powell River, Ocean Falls, and Port Alice, which serve the big pulp and paper mills at these points. Newest of these company ports is Kitimat, where alumina will be brought in and aluminum ingots shipped out. Kitimat is located at the head of Douglas Channel, 80 miles from the sea, and is served by a concrete caisson dock 725 feet long, with a depth of 30 feet at low water.

#### **Pilotage**

Pilotage services are available throughout the coastal waters of British Columbia and pilotage boarding stations are located near most ports. In general, pilotage dues are compulsory for vessels of over 250 net registered tons. ●

# General notes



## Australia

**OIL REFINERY**—The new oil refinery which is being built on approximately 400 acres of land near the south shore of Botany Bay is scheduled to start operation in July 1955. It will be serviced by a modern wharf and deepwater harbour. The capacity will be 1,060,000 tons a year of a large variety of crude oils, including Indonesian and Persian Gulf crudes. Initially it is expected that between 300 and 400 persons will be employed and eventually more than 600. Selected personnel, largely Australians, are being trained with the Bahrein Petroleum Co. Ltd. at Bahrein in the Persian Gulf—Sydney, March 4.

**IMPORTS FROM JAPAN**—The Commonwealth Government will grant import licences for 15 per cent more Japanese textiles in the year beginning April 1. These textiles will include cottons, nylons and pure silks. In addition, licences will be granted for galvanized iron and other iron and steel products, crockery, sulphur and canned fish. Import restrictions are being relaxed so that Japan can earn more sterling and buy more Australian wool—Sydney, March 8.

## Brazil

**CROP FORECASTING**—São Paulo will employ the sampling method this year to forecast the cotton, rice, corn and coffee crops. This will be the first time this system has been used in Latin America. Previous São Paulo estimates have been made from subjective estimates with the regional agronomist calculating the production of his district from personal knowledge. Although useful, this system has long been considered obsolete by São Paulo agricultural authorities because of the divergencies between the estimates and actual production. To conduct its sampling experiment, the São Paulo Department of Agriculture will spot-check 1,360 farms—São Paulo.

## Egypt

**PAPER MILL**—The National Production Council, Cairo, has called for international tenders on a paper factory in Egypt to be based on the country's surplus supplies of rice straw, cotton stalks, sugar cane

residue, etc. Tenders are expected to include the manufacture of newsprint, some 15,000 tons of which are imported each year—Cairo, March 10.

**REDISTRIBUTION OF LAND**—According to a report released by the Egyptian Government, farm land redistribution under the Land Reform Law has now reached approximately 188 thousand acres and a further 100 thousand acres will be requisitioned and redistributed to small farmers over the next few months. The report indicates that fears of smaller crops because of land redistribution have not been justified. The 1953 crops, with the exception of cotton, have all been substantially larger than in recent years—Cairo, Feb. 25.

## Greece

**CURRENCY REFORM**—The first step in the program for reform of the Greek currency is an \$800 thousand contract just awarded to a French company for the minting of 93 million coins of various small denominations. Metal coins were withdrawn from circulation during the German occupation in 1941 and the metal used by the Axis war industry. At the end of 1953 the Government announced reform of the currency during 1954, involving a revaluation of 1,000 old drachmas to each new drachma and the re-introduction of metal coinage—Athens, March 3.

## Israel

**INDUSTRIAL CROPS**—Agricultural output is steadily increasing in Israel and recent experiments indicate that most of the future increase will be in crops for processing by local industries. Satisfactory experimental growings of sugar beet and peanuts realized 3,000 tons of each. The recent record crop of 3,000 tons of oriental-type tobacco will satisfy domestic requirements for this leaf for 20 months; experimental plantings of the more popular Virginia leaf are being increased.

Experimental crops of California cotton are showing encouraging yields of up to 360 kilos an acre, and the results of the first plantings of the more desirable Egyptian long staple cotton are expected shortly. The first commercially important cotton crop in Israel will be planted in 1954. Initial plantings of a sub-tropical fibre plant, kenaf (with properties

similar to jute) are being harvested on five acres of land at the Government's Agricultural Research Station. The 1953 crop of flax was a record at almost 7,000 tons.

These industrial crops will help to reduce Israel's heavy imports of sugar, oil seeds, cotton, jute and tobacco, and eventually provide a basis for additional local industries—Athens, March 10.

### Italy

**INDUSTRIALIZATION**—The industrialization of Sicily, one of the outstanding problems in postwar Italy, has been receiving continuous attention. Large sums have been provided from various sources, including the International Bank and the Cassa del Mezzogiorno, and already important results can be seen. The principal ones are: sulphur production of 96,000 tons in 1948 increased to 151,663 tons in 1952; rock salt from 68,000 tons in 1948 to 163,428 tons in 1952; sulphuric acid from 3,547 tons in 1951 to 23,226 tons in 1952; refined petroleum products from 316 tons in 1951 to 377,000 tons in 1952; electric power from 329 million kwh. in 1951 to 536.6 million in 1952. Production of the Sicilian fishing industry, the most important in Italy and representing 33 per cent of total Italian production in this field, has also shown a big increase—63,476 tons in 1952 as compared with 44,580 tons in 1950, with a value of over 13 billion lire. In addition, capital has been raised for the establishment of some 71 new joint stock companies with an initial total capital of six billion lire, which will be increased to 25 billion lire. These companies will develop industrial enterprises, particularly in the fields of research for gas and liquid hydrocarbons and petroleum, on which they expect to spend at least five billion lire during a nine-year period—Rome, Feb. 22.

### Japan

**BAKERY INDUSTRY**—The first large-scale bread bakery in Japan is expected to go into production in April or May. The new plant, costing over a million dollars, is a striking contrast to the usual small neighbourhood bakeries and noodle shops—Tokyo, March 1.

### New Zealand

**PRODUCTIVITY INCREASE**—With the fiscal year 1938-39 as base, the productivity of New Zealand has increased from an index of 78 in 1930-31 to 143 in 1951-52. Agricultural productivity rose from 84 to 126, and that of factories rose from 65 to 191. This gives a clear indication of the growing industrialization of New Zealand—Wellington, March 5.

### Norway

**ALUMINUM PLANT**—The new government-owned aluminum plant at Sunndalsøra is to go into the first stages of production in April, six months earlier than originally estimated and just 23 months after construction began. It is stated, however, that for technical reasons full production will not be possible until later in the year. The plant was financed chiefly through a loan from ECA and this loan is to be paid back by deliveries of aluminum over a period of ten years. The amount necessary at today's prices is about 65,000 tons—Oslo, March 10.

**PRESERVING HERRING**—A Norwegian firm has introduced a new process for preserving fresh herring. The herring are filleted, dipped in an alginate solution, and transferred to a normal refrigerating room for storage. It is claimed that herring thus treated is equally good after a year's storage and, in fact, the fishy smell associated with fresh herring when it is cooking entirely disappears. The firm is now extending this process to include other types of fish—Oslo, Feb. 25.

### Sweden

**BLEACHING MATERIALS**—To cover its requirements of bleaching material for sulphite and sulphate pulp, a Swedish company is planning to build a new chlorine and alkaline factory at Gavle, central Sweden, at a cost of 4.9 million kronor. Total capacity will be about 7,000 tons of chlorine and 8,500 tons of alkaline each year—Stockholm, March 5.

### United Kingdom

**GOLD AND DOLLAR RESERVES**—According to a United Kingdom Treasury announcement, the gold and dollar reserves of the sterling area increased by \$40 million in February and now total \$2,583 million. Defence aid of \$31 million from the U.S. and \$7 million from the European Payments Union contributed very largely to the month's increase. The remainder of \$2 million is much lower than the corresponding figure of \$14 million in January, which probably indicates that the effect of decreased exports from the sterling area to the United States is now being felt—London, March 3.

### United States

**SIMPLIFIED TELEVISION RECEIVER**—A television receiver that is simpler and less expensive to manufacture and service has been developed by a New Hampshire firm. Three compact units plugged into the chassis substitute for the complicated maze

of wire and parts in present sets. Adapted from a Navy project, the commercial design eliminates some 600 hand-soldered connections and aims at mass production machine methods—Boston, March 20.

**ATOMIC STUDY**—The Governors of the six New England States have just approved a proposal to establish a New England Committee on Atomic Energy which will survey the methods by which the area can use atomic energy in industry. Composed of 12 persons, the committee will file its report within the year with the New England Governors' Conference. Subjects to be surveyed will be the interest of the area in developing atomic power; the extent and effectiveness of present efforts in this

field by state, private and industrial agencies in New England, and appropriate action by public and private organizations to stimulate New England participation in atomic energy projects—Boston, March 10.

**NEW PORCELAIN ENAMEL**—A new porcelain enamel coating, the first practical full matte, acid-resisting finish designed to meet the need of architects and builders, has been developed by a Massachusetts manufacturer of porcelain enamel products. The new finish is offered primarily for use in architectural curtain wall construction. The promoters claim that it opens up new applications for porcelain enamel in the building industry—Boston, March 1.

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### Postings in the Service

- S. V. ALLEN** *At present Commercial Counsellor in Washington, will be transferred to New York as Canadian Trade Commissioner, in June.*
- A. E. BRYAN** *Formerly Deputy Consul General and Trade Commissioner in New York, has taken over the post of Consul and Trade Commissioner in Detroit.*
- M. R. M. DALE** *Formerly Commercial Secretary in Santiago, is now in Canada en route to Cairo where he will be in charge of the post as Canadian Trade Commissioner.*
- C. R. GALLOW** *Formerly Commercial Secretary in Rio de Janeiro, has been transferred to New York as Trade Commissioner.*
- R. E. GRAVEL** *At present Canadian Trade Commissioner in Ciudad Trujillo, will take up his new post in Santiago within the next few months.*
- T. F. HARRIS** *At present Assistant Commercial Secretary in Rio de Janeiro, will leave there in May on transfer to The Hague, where he will be Assistant Commercial Secretary.*
- D. M. HOLTON** *Formerly Vice-Consul and Assistant Trade Commissioner in New York, is now Canadian Trade Commissioner in Bombay.*
- H. M. MADDICK** *Formerly Assistant Commercial Secretary in Lisbon, is now in Canada en route to Rio de Janeiro where he will be Assistant Commercial Secretary.*
- E. H. MAGUIRE** *At present Commercial Secretary in Madrid, will be transferred in the same capacity to Washington in July.*
- W. G. PYBUS** *Formerly Assistant Commercial Secretary in The Hague, is now Assistant Commercial Secretary in London, assigned to special duties in connection with the Canadian International Trade Fair.*
- PAUL SYKES** *Formerly Trade Commissioner at Colombo, opened a new office at Kobe, Japan, early in January, where he is Trade Commissioner.*
- C. J. VAN TIGHEN** *Formerly Consul and Trade Commissioner in São Paulo, is now Commercial Secretary in Rio de Janeiro.*

# THAILAND *imposes import controls*

*With world demand for rice falling off and with imports of consumer goods increasing steadily, Thailand's foreign exchange reserves dropped sharply in 1953. Result: the imposition of strict import controls.*

D. S. ARMSTRONG, *Trade Commissioner, Singapore.*

EVENTS IN NOVEMBER AND DECEMBER completely dominated the commercial scene in Thailand during 1953. On November 17 the Government issued a "Royal Decree Placing under Control Certain Imports". This decree included a comprehensive list of foodstuffs, tobacco, chemicals, petroleum products, manufactured goods, textiles and machinery—in fact, virtually all imports.

The announced purpose of this import control is two-fold: to maintain economic stability and to preserve foreign exchange reserves. Most countries with balance of payment problems and foreign exchange controls are now showing steady improvement, so this move in the opposite direction is noteworthy. A brief review of Thailand's postwar economic development will help to explain the situation.

## **Exchange Rate Appreciates**

In 1945 the rate of exchange for Thai currency was ticals 30 to US\$1.00. Thereafter it appreciated until in 1952 it stood in the free market at about ticals 18 to US\$1.00. This improvement in the currency was almost entirely due to the peculiar position of rice, Thailand's number one export crop. Because of internal strife, Burma and Indo-China were not producing and exporting as much rice as they did prewar. In addition, other rice-eating countries such as India, Ceylon, Malaya and Indonesia were desperately short of this staple foodstuff. Thailand therefore found itself enjoying a lucrative sellers' market.

## **Rice Shortage Finished**

The world rice picture changed completely in 1953. Burma once again had sizable quantities for export; the United States and Italy were selling increasing quantities to Asian countries; Communist China made a deal with Ceylon to exchange rice for rubber (the first time mainland China has ever exported rice). Indonesia, with a population of 80 million and a rice deficit of up to 600 thousand tons, found she was again nearly self-sufficient and the Philippines too was able to manage without imports.

At the end of 1952 the British territories in South East Asia (Malaya, British Borneo and Hong Kong) asked Thailand for additional quantities and succeeded in getting only a part of their request. A year later Thailand offered these territories 80,000 tons in addition to the quantity already under contract, but the offer was declined. This was the first time since the war that Thailand had offered rice for sale. In Malaya the distribution and sale of rice is gradually being decontrolled—another sign of the times.

## **Inflation and the Cost of Living**

In 1950 and 1951 Thailand's other exports—tin, rubber, teak and wolfram ore—secured top prices on the world commodity markets because of the defence needs of the western world. In 1952, and particularly last year, world prices for these raw materials dropped, thereby adding to Thailand's foreign exchange problems. In addition, the Government in 1953 set a specially cheap "import rate" of ticals 16.67 to US\$1.00 in an effort to ensure adequate consumer goods, reverse the inflationary trend, and bring down the cost of living. These beneficial terms led to a heavy increase in imports and a run on the foreign exchange reserves.

Thailand's current problems therefore result from first, the end of the sellers' market in rice; second, low returns for rubber, tin and other commodities which the country produces; third, the efforts made in the monetary field to combat inflation.

## **Licences Issued**

The first licences under the new control were issued to importers toward the end of December and their validity for Canadian and United States goods is generally four months. The promulgation of the Royal Decree was followed by a host of supplementary decrees and regulations, the most important of which was a demand for import, stock and price documentation for the last five years. Import licences for essential goods have been issued at a reasonably satisfactory rate. After the initial confusion in the market, prices

did not show any great reaction. However, the hoped-for improvement in the value of the tical has not yet appeared.

When Thailand adjusts her economy to the changed world rice situation, she will in all probability be able to relax her import controls. Until that time Canadian exports, because they are primarily non-essential to an under-developed country, will suffer.

Canada's exports to Thailand fell from \$1,976,000 in 1952 to \$1,509,000, or roughly 25 per cent. This is comparable to the decline in business in other South-east Asian countries. Sales of Canadian flour, tinned milk and outboard motors held up and sales of certain chemical items increased, but exports of motor cars and parts, tires, batteries, typewriters, lamps, pens, aircraft parts and calcium carbide fell appreciably. ●

## trade and tariff regulations

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### Belgium

**IMPORT CONTROLS**—Effective January 20, ferro-silico-manganese has been added to the goods requiring a licence when imported into Belgium and Luxembourg from all sources. This commodity is included in the Belgian list of dollar imports not subject to discrimination—Brussels, Feb. 23.

**SEED POTATO IMPORTS**—A Belgian decree of February 10 regulates the sale and import of seed potatoes. It requires, among other things, that imported seed potatoes must be officially recognized as such in the country of export and must show this fact by means of a certificate of quality and a label. The full text of the relevant decree is available in the International Trade Relations Branch of the Department of Trade and Commerce—Brussels, March 1.

### Federation of the Rhodesias and Nyasaland

**TARIFF COMMISSION**—The Federal Gazette announced on January 15 that a Tariff Commission would shortly be established to prepare customs and excise tariffs for the new Federation.

The Commission will require evidence to be submitted to it on tariff questions. Any interested Canadian firms or organizations which wish to make representations to the Commission should do so as soon as possible. Canadians may find it desirable to make such representations through their agents in the Rhodesias.

Evidence should be submitted to the Secretary, Tariff Working Party, P.O. Box 137, Causeway, Southern Rhodesia.

### Jamaica

**OPEN GENERAL LICENCE**—The Control Authority in Jamaica announced on February 10 that an Open General Licence has been granted to import the following goods from any country:

- Meats
- Fish, dried, smoked, pickled and salted
- Canned fish
- Onions
- Split peas
- Cheese
- Powdered milk
- Newsprint
- Kraft paper.

This licence is granted on condition that the goods shall be wholly produced in the countries from which they are exported, that the importer be required to produce a certificate of origin for such imports, and that prior approval of the exchange control authorities, the Jamaica Defence (Finance) Board shall be secured for any payment for imports under the licence which is required to be made to a country other than the country of origin of the goods.

### Netherlands

**IMPORT TAX REVISED**—A Netherlands decree effective December 4, 1953, revises the list of goods subject to increased rates of turnover tax on importation.

The following goods have been exempted from the increases, making them subject to the same rates of turnover tax as similar goods produced in the Netherlands: cylinders for machines, certain types of

cranes, one and two-wheel tractors and cultivators, centerless grinding machines, and sodium cyanide.

On the other hand, the import tax is now payable, at the rates shown, on: luggage of paperboard or paper (2 per cent); aluminum bars, wire, sheets, foil, tubes and pipes (3 per cent); dolls (2 per cent); and plywood with one face of beech or coniferous wood (3 per cent)—The Hague, March 11.

### Norway

**CUSTOMS DUTY ON MACHINES**—Effective February 17, Norway has temporarily cancelled a provision under which the Norwegian Customs Department could admit duty-free most types of otherwise dutiable machines when articles of approximate efficiency could be proved not to be manufactured in Norway. The only machines to which this concession remains applicable are machine pumps, certain types of air compressors, metal grinding machines, certain drilling machines for metal or wood, mechanical hand tools with motor, non-agricultural tractors and mowing machines, and parts of the above machines—Oslo, March 10.

### St. Kitts-Nevis

**OPEN GENERAL LICENCE**—The Supply Officer of St. Kitts-Nevis announced on March 4th that the following goods may be imported from any country provided that they are wholly produced in the country of origin, that payment is made to that country and that a certificate of origin is provided:

Tinplate, terneplate or black plate	(b) light rolled products including bars, rods, hoops and strips;
Semi-manufactured copper	(c) steel sheets;
Semi-manufactured zinc	(d) wire, plain or barbed other than insulated wire;
Semi-manufactured nickel	(e) wire rods;
Borax	(f) tubes and pipes including tube fittings;
Boric acid	(g) tires, wheels and axles;
Newsprint	(h) steel forgings;
Jute goods	(i) nails, screws, nuts and bolts;
Onions	Kraft paper
Dried, smoked, pickled and salted fish	Cheese
Potatoes	Fish, canned
Animal feeding stuffs excluding coconut meal, cotton seed meal, wheat and wheat flour	Meat
Finished steel (excluding fabricated steel) as follows:	Milk, powdered and canned
(a) heavy steel products including rails, sleepers, etc., and heavy and medium plate;	Split peas.

### United Kingdom

**PRIVATE TRADING IN TUNGSTEN RESTORED**—The Ministry of Materials has announced that private trading in tungsten ores and concentrates will be restored on April 1st, 1954. Private imports will be licensed from all sources except the dollar area. The

Ministry currently holds stocks and the co-operation of the trade has been obtained in order that these stocks may be disposed of in the early months of private trading with a minimum of disturbance to the market—London, March 3.

### United States

**CANADIAN COAL, COKE AND BRIQUETTES EXEMPT FROM U.S. INTERNAL REVENUE TAX**—The *Federal Register*, issue of March 9, 1954, advises: "Coal, coke made from coal, and coal or coke briquettes imported from the following countries and entered for consumption or withdrawn from warehouse for consumption during the period from January 1 to December 31, 1954, inclusive, will not be subject to the tax of 10 cents per 100 pounds prescribed in the Internal Revenue Code, section 3423:

Canada	Italy
France	Netherlands
French Morocco	Netherlands Antilles

"Coal, coke made from coal, and coal or coke briquettes produced in the United Kingdom, imported into the United States directly or indirectly therefrom, and entered for consumption or withdrawn from warehouse for consumption during the calendar year 1954 will be exempt from the tax by virtue of the Internal Revenue Code, section 3420."

(Note: The tax provided for coal, coke and briquettes in the Internal Revenue Code does not apply if, during the preceding calendar year, United States exports of these products to Canada have been greater in quantity than imports of such articles into the United States from Canada.)

### Data for Exporters

The International Trade Relations Branch of the Department of Trade and Commerce has prepared bulletins covering shipping documents and customs regulations of the following countries: Austria, Belgium, Belgian Congo, Brazil, Chile, Colombia, Cuba, Denmark, Dominican Republic, Egypt, Finland, France, Western Germany, Greece, Guatemala, Haiti, Iceland, Indonesia, Israel, Italy, Mexico, Netherlands, Netherlands Antilles, Norway, Panama, Peru, Surinam (Netherlands Guiana), Sweden, Switzerland and Venezuela.

If you wish copies, write to the Branch. Data on other countries will be compiled from time to time and will be added to this list.

# foreign trade service abroad

\* No Foreign Trade Officer at this post.

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

Territory	Officer	City Address	Mail and Cables, Office Telephone
<b>Argentina</b>	C. S. Bissett, Commercial Counsellor  W. F. Hillhouse, Agricultural Secretary	Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 33-8237
<b>Australia</b> (Capital Territory, New South Wales, Queensland, Northern Territory) Dependencies	C. M. Croft, Commercial Counsellor for Canada  C. M. Forsyth-Smith, Assistant Commercial Secretary	City Mutual Life Building, 60 Hunter Street, SYDNEY	<i>Mail:</i> P.O. Box 3952 G.P.O. <i>Cable:</i> CANADIAN <i>Tel.:</i> BW 9351
<b>Australia</b> (Victoria, South Australia, Western Australia, Tasmania)	R. W. Blake, Commercial Secretary for Canada and Agricultural Secretary	83 William Street, MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> MU 4716
<b>Belgian Congo</b> Angola, French Equatorial Africa	A. B. Brodie, Canadian Government Trade Commissioner	Forescom Building, LEOPOLDVILLE 1.	<i>Mail:</i> Boîte Postale 373 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2706
<b>Belgium</b> Luxembourg	T. J. Monty, Commercial Secretary  K. G. Ramsay, Assistant Commercial Secretary	Canadian Embassy, 35 rue de la Science, BRUSSELS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 11-33-88
<b>Brazil</b>	C. J. Van Tighem, Commercial Secretary  T. F. Harris, Assistant Commercial Secretary	Canadian Embassy, Edificio Metropole, Av. Presidente Wilson 165, RIO DE JANEIRO	<i>Mail:</i> Caixa Postal 2164 <i>Cable:</i> CANADIAN <i>Tel.:</i> 42-4140
<b>Brazil</b>	M. P. Carson, Vice Consul and Acting Trade Commissioner	Canadian Consulate, Edificio Alois, Rua 7 de Abril 252, SAO PAULO	<i>Mail:</i> Caixa Postal 6034 <i>Cable:</i> CANADIAN <i>Tel.:</i> 36-6301
<b>*Ceylon</b>	Office of the High Commissioner for Canada	6 Gregory's Road, Cinnamon Garden, COLOMBO	<i>Mail:</i> P.O. Box 1006 <i>Cable:</i> DOMCAN <i>Tel.:</i> 5876
<b>Chile</b>	Commercial Secretary	Canadian Embassy, 6th Floor, Av. General Bulnes, 129, SANTIAGO	<i>Mail:</i> Casilla 771 <i>Cable:</i> CANADIAN <i>Tel.:</i> 64189
<b>Colombia</b> Ecuador	W. J. Millyard, Commercial Secretary  J. P. Lancaster, Assistant Commercial Secretary	Canadian Embassy, Avenida Jimenez No. 7-25, Office 613, BOGOTA	<i>Mail:</i> Apartado 1618 <i>Airmail:</i> Apartado Aereo 3562 <i>Cable:</i> CANADIAN <i>Tel.:</i> 12-251
<b>Cuba</b>	G. A. Broyne, Commercial Secretary  W. R. Van, Assistant Commercial Secretary	Canadian Embassy, Edificio Motor Centre, Calle Infanta 16, HAVANA	<i>Mail:</i> Apartado 1945 <i>Cable:</i> CANADIAN <i>Tel.:</i> UO-9457
<b>Dominican Republic</b> Haiti, Puerto Rico	R. E. Gravel, Canadian Government Trade Commissioner	Edificio Copello 408, Calle El Conde, CIUDAD TRUJILLO	<i>Mail:</i> Apartado 451 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5318
<b>Dominican Republic</b> Haiti, Puerto Rico Jamaica	E. M. Gosse, Canadian Trade Commissioner (Fisheries)		

<b>Territory</b>	<b>Officer</b>	<b>City Address</b>	<b>Mail and Cables, Office Telephone</b>
<b>Egypt</b> Aden, Sudan, Cyprus, Ethiopia, Saudi Arabia	A. G. Kniewasser, Acting Canadian Government Trade Commissioner	Osiris Building, Sharia Walda, Kasr-el-Doubara, CAIRO	<i>Mail:</i> P.O. Box 1770 <i>Cable:</i> CANADIAN <i>Tel.:</i> 23110
<b>France</b> Algeria, French Morocco, French West Africa, Tunisia	B. C. Butler, Commercial Counsellor for Canada  L. A. Campeau, Assistant Commercial Secretary  J. H. Stone, Assistant Commercial Secretary	3 rue Scribe, PARIS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> OPEra 42-30
<b>Germany</b> Federal Republic	B. A. Macdonald, Commercial Counsellor  I. V. Macdonald, Assistant Commercial Secretary	Canadian Embassy, 22 Zitelmannstrasse, BONN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Bonn 21971
Germany	Wm. Van Vliet, Agricultural Secretary		
<b>Greece</b> Israel, Turkey	H. W. Richardson, Commercial Secretary	Canadian Embassy, 31 Vassilissis Sophias Ave., ATHENS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 72-853
<b>Guatemala</b> Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	J. C. Depocas, Canadian Government Trade Commissioner  G. A. Cooper, Assistant Trade Commissioner	23, 5a Avenida Sud, GUATEMALA CITY	<i>Mail:</i> P.O. Box 444 <i>Airmail:</i> P.O. Box 400 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5590
<b>Hong Kong</b> China, Indo-China, Macao, Taiwan	T. R. G. Fletcher, Canadian Government Trade Commissioner  M. B. Blackwood, Assistant Trade Commissioner	Hong Kong and Shanghai Banking Corporation Bldg., HONG KONG	<i>Mail:</i> P.O. Box 126 <i>Cable:</i> CANADIAN <i>Tel.:</i> 28336
<b>India</b>	Richard Grew, Commercial Counsellor	Office of the High Commissioner for Canada, 4 Aurangzeb Road, NEW DELHI	<i>Mail:</i> P.O. Box 11 <i>Cable:</i> CANADIAN <i>Tel.:</i> 40191
India	D. M. Holton, Canadian Government Trade Commissioner  W. P. Birmingham, Assistant Trade Commissioner	Gresham Assurance House, Mint Road, BOMBAY	<i>Mail:</i> P.O. Box 886 <i>Cable:</i> CANADIAN <i>Tel.:</i> 20672
<b>Indonesia</b>	W. D. Wallace, Commercial Secretary	Canadian Embassy, Tanah Abang Timur 2, DJAKARTA	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Gambir 499
<b>Ireland</b>	T. G. Major, Commercial Counsellor for Canada	66 Upper O'Connell St., DUBLIN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 44251
<b>Italy</b> Libya, Malta, Yugoslavia	S. G. MacDonald, Commercial Counsellor  A. A. Caron, Assistant Commercial Secretary	Canadian Embassy, Via Saverio Mercadante 15, ROME	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 846-842
Italy	C. F. Wilson, Agricultural Counsellor		
Italy	M. S. Strong, Commercial Secretary (Fisheries)		

<b>Territory</b>	<b>Officer</b>	<b>City Address</b>	<b>Mail and Cables, Office Telephone</b>
<b>Jamaica</b> Bahamas, British Honduras	M. B. Palmer, Canadian Government Trade Commissioner	Canadian Bank of Commerce Chambers, KINGSTON	<i>Mail:</i> P.O. Box 225 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2858
<b>Japan</b> Korea	J. C. Britton, Commercial Counsellor	Canadian Embassy, Tokyo	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 48-4116
	R. F. Renwick, Assistant Commercial Secretary		
Japan	Paul Sykes, Canadian Government Trade Commissioner	7th Floor, Crescent Bldg., 72 Kyomachi, Ikutaku, KOBE	<i>Mail:</i> P.O. Box 513 <i>Cable:</i> CANADIAN <i>Tel.:</i> 48966
<b>Lebanon</b> Iraq, Jordan, Syria	G. F. G. Hughes Canadian Government Trade Commissioner	Centre Urbain Emir Beshir, Bâtiment A1, Rue Emir Beshir, L'Azarieh, BEIRUT	<i>Mail:</i> Boîte Postale 2300 <i>Cable:</i> CANADIAN
<b>Mexico</b>	M. T. Stewart, Commercial Counsellor	Canadian Embassy, Edificio Internacional, Paseo de la Reforma, MEXICO, D. F.	<i>Mail:</i> Apartado 126-Bis <i>Cable:</i> CANADIAN <i>Tel.:</i> 36-27-90
	S. G. Tregaskes, Assistant Commercial Secretary		
<b>Netherlands</b>	V. L. Chapin, Commercial Secretary	Canadian Embassy, Sophialaan 1-A, THE HAGUE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 18-51-06
	W. G. Pybus, Assistant Commercial Secretary		
<b>Netherlands</b> Belgium, Denmark, Luxembourg	C. J. Small Acting Agricultural Secretary		
<b>New Zealand</b> Fiji, Western Samoa	L. S. Glass, Commercial Counsellor	Office of the High Commissioner for Canada, Government Life Insurance Bldg., WELLINGTON	<i>Mail:</i> P.O. Box 1660 <i>Cable:</i> CANADIAN <i>Tel.:</i> 70-644
<b>Norway</b> Denmark, Greenland	J. L. Mutter, Commercial Counsellor	Canadian Legation, Fridtjof Nansens Plass 5, OSLO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 33-30-80
<b>Pakistan</b> Afghanistan, Iran	R. K. Thomson, Commercial Secretary	Office of the High Commissioner for Canada, Hotel Metropole, Victoria Rd., KARACHI	<i>Mail:</i> P.O. Box 3703 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5826
<b>Peru</b> Bolivia	H. J. Horne, Commercial Secretary	Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin, LIMA	<i>Mail:</i> Casilla 1212 <i>Cable:</i> CANADIAN <i>Tel.:</i> 71150
<b>Philippines</b>	F. H. Palmer, Consul General and Trade Commissioner	Canadian Consulate General, Ayala Building, Juan Luna Street, MANILA	<i>Mail:</i> P.O. Box 1825 <i>Cable:</i> CANADIAN <i>Tel.:</i> 3-33-35
	H. E. Lemieux, Vice Consul and Assistant Trade Commissioner		
<b>Portugal</b> Azores, Madeira	L. M. Cosgrave, Commercial Counsellor	Canadian Legation, Avenida de Praia da Vitoria, 48-1°D., LISBON	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 53117
<b>Singapore</b> Brunei, Burma, Federation of Malaya, North Borneo, Sarawak, Thailand	D. S. Armstrong, Canadian Government Trade Commissioner	Room D-5, Union Building, SINGAPORE	<i>Mail:</i> P.O. Box 845 <i>Cable:</i> CANADIAN <i>Tel.:</i> 7739

<b>Territory</b>	<b>Officer</b>	<b>City Address</b>	<b>Mail and Cables, Office Telephone</b>
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<b>South Africa</b> (Natal, Transvaal) Federation of Rhodesia and Nyasaland, Mozambique, Kenya, Tanganyika, Uganda, Zanzibar	K. F. Noble, Canadian Government Trade Commissioner  H. E. Campbell, Assistant Trade Commissioner	Mutual Building, Harrison Street, JOHANNESBURG	<i>Mail:</i> P.O. Box 715 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 33-2628
<b>South Africa</b> (Cape Province, Orange Free State), Southwest Africa, Mauritius, Madagascar	A. W. Evans, Canadian Government Trade Commissioner	Grand Parade Centre Bldg., Adderley Street, CAPE TOWN	<i>Mail:</i> P.O. Box 683 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 2-5134/5
<b>Spain</b> Balearic Islands, Canary Islands, Gibraltar, Rio de Oro, Spanish Morocco, Tangier	E. H. Maguire, Commercial Secretary	Canadian Embassy, Edificio España, Avenida de Jose Antonio 88, MADRID	<i>Mail:</i> Apartado 117 <i>Cable:</i> CANADIAN <i>Tel.:</i> 22-28-10
<b>Sweden</b> Finland	F. W. Fraser, Commercial Counsellor	Canadian Legation, Strandvagen, 7-C, STOCKHOLM	<i>Mail:</i> P.O. Box 14042 <i>Cable:</i> CANADIAN <i>Tel.:</i> 67-92-15
<b>Switzerland</b> Austria, Czechoslovakia, Hungary	Yves Lamontagne, Commercial Counsellor  W. R. Hickman, Assistant Commercial Secretary	Canadian Embassy, Kirchenfeldstrasse 88, BERNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 4-63-81
<b>Trinidad</b> Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, French West Indies	P. V. McLane, Canadian Government Trade Commissioner  R. R. Parlour, Assistant Trade Commissioner	Colonial Building, 72 South Quay, PORT-OF-SPAIN	<i>Mail:</i> P.O. Box 125 <i>Cable:</i> CANADIAN <i>Tel.:</i> 34787
<b>United Kingdom</b> (South of England, East Anglia, Scotland), Iceland, British West Africa (Gambia, Gold Coast, Nigeria, Sierra Leone)	R. P. Bower, Commercial Counsellor  R. Campbell Smith, Commercial Secretary  T. M. Burns, Assistant Commercial Secretary	Office of the High Commissioner for Canada, Canada House, Trafalgar Square, LONDON, S.W.1	<i>Mail:</i> (City Address) <i>Cable:</i> SLEIGHING <i>Tel.:</i> Whitehall 8701
United Kingdom	D. A. B. Marshall, Commercial Secretary (Agricultural)		
United Kingdom	G. H. Rochester, Commercial Secretary (Timber)		<i>Cable:</i> TIMCOM
United Kingdom (Midlands, North England, Wales)	M. J. Vechsler, Canadian Government Trade Commissioner	Martins Bank Building, Water Street, LIVERPOOL	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Central 0625
United Kingdom (Northern Ireland)	T. G. Major, Canadian Government Trade Commissioner	36 Victoria Square, BELFAST	<i>Mail:</i> (City Address) <i>Tel.:</i> 21867
<b>United States</b> Delaware, Maryland, Virginia, West Virginia	R. G. C. Smith, Commercial Counsellor  S. V. Allen, Commercial Counsellor	Canadian Embassy, 1746 Massachusetts Ave., N.W. WASHINGTON, 6. D.C.	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> DEcatur 2-1011
United States	Dr. W. C. Hopper, Agricultural Counsellor  W. L. Porteous, Assistant Agricultural Secretary		

<b>Territory</b>	<b>Officer</b>	<b>City Address</b>	<b>Mail and Cables, Office Telephone</b>
United States (Connecticut, New Jersey, Pennsylvania, New York), Bermuda, Liberia	Deputy Consul General and Trade Commissioner  C. R. Gallow, Consul and Trade Commissioner  C. E. Butterworth, Vice Consul and Assistant Trade Commissioner	Canadian Consulate General, 620 Fifth Ave., New York City 20	<i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM <i>Tel.:</i> JUdson 6-2400
United States	M. B. Bursey, Consul and Trade Commissioner (Fisheries)	Canadian Consulate General, 632 Fifth Ave., New York 20, N.Y.	<i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM <i>Tel.:</i> JUdson 6-2400
United States (Massachusetts, Maine, Rhode Island, Vermont, New Hampshire)	D. H. Cheney, Vice Consul and Trade Commissioner	Canadian Consulate General, 532 Little Building, 80 Boylston Street, BOSTON 16	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> HANcock 6-4320
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri)	R. V. N. Gordon, Vice Consul and Trade Commissioner	Canadian Consulate General, Chicago Daily News Bldg., 400 West Madison Street, CHICAGO 6	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> STate 2-7312
United States (Michigan, Ohio)	A. E. Bryan, Consul and Trade Commissioner  J. H. Bailey, Vice Consul and Assistant Trade Commissioner	Canadian Consulate, 1035 Penobscot Building, DETROIT 26	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> WOODward 5-2811
*United States (City of Los Angeles, Southern California, Arizona)	Consul General	Canadian Consulate General, 510 West Sixth Street, LOS ANGELES 14	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> VANdike 2233
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	G. A. Newman, Consul and Trade Commissioner  C.O.R. Rousseau, Vice Consul and Assistant Trade Commissioner	Canadian Consulate, 215-217 International Trade Mart, NEW ORLEANS 12	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> RAYmond 2136
*United States (Northern California, Wyoming, Nevada, Utah, Colorado, New Mexico), Hawaii	Consul General	Canadian Consulate General, 3rd Floor, Kohl Building, 400 Montgomery Street, SAN FRANCISCO 4	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> SUTter 1-3039
*United States (Oregon, Idaho, Washington, Montana), Alaska	Consul General	Canadian Consulate General, The Tower Building Seventh Avenue at Olive Way, SEATTLE 1, Washington	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> MUTual 3515
Uruguay Paraguay	W. Gibson-Smith, Commercial Secretary	Canadian Embassy, MONTEVIDEO	<i>Mail:</i> Casilla Postal 852 <i>Cable:</i> CANADIAN
Venezuela Netherlands Antilles	J. A. Stiles, Commercial Secretary  F. B. Clark, Assistant Commercial Secretary	Canadian Embassy, Edificio Pan American, Puente Urapal, CARACAS	<i>Mail:</i> Apartado 3306 <i>Cable:</i> CANADIAN <i>Tel.:</i> 55818
Venezuela Colombia	D. B. Laughton, Acting Agricultural Secretary		

The following nominal quotations may prove useful in checking prices. Canadian traders should consult their banks before making any firm commitments.

Conversions into Canadian dollars have been made at cross rates with sterling or the United States dollar on the date shown.

Except when buying and selling rates are specified, the mid rates only are quoted. The buying rate is that at which banks purchase exchange from exporters. The selling rate is that at which banks sell exchange to importers.

When several rates are indicated, the rate applicable depends on the commodity traded. Information on the rate for any specific commodity may be obtained from the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.

Rates used exclusively in non-merchandise trading are not included in the table.

For conversion to United States dollar equivalents multiply by 1.02926.

# foreign exchange rates

Country	Unit	Type of Exchange	Canadian dollar equiv. March 19	Notes (See below)
Argentina .....	Peso .....	Preferential buying .....	.1295	(1)
		Basic buying .....	.1943	
		Preferential selling .....	.1943	
		Basic selling .....	.1295	
		Free .....	.06994	
Austria .....	Schilling .....	.....	.03737	
Australia .....	Pound .....	.....	2.1880	
Belgium Luxembourg & Belgian Dependencies ...	Franc .....	.....	.01933	
		.....	.00511	
Bolivia .....	Boliviano ..	Official .....	.5698	(3)
British West Indies	Dollar .....	.....	2.7350	(4)
		.....	.6837	
Brazil .....	Cruzeiro ..	Brit. Honduras .....	.05162	tax 8%
		Official selling .....	.03426	(2)
		Effective buying .....	.04159	(5)
Coffee buying .....	.....	.....	.2040	
		.....	.2051	
Burma .....	Kyat .....	.....	.00883	(1)
Ceylon .....	Rupee .....	.....	.3886	
Chile .....	Peso .....	Official .....	.1730	(6)
Colombia .....	Peso .....	Basic .....	.1463	
		Controlled free .....	.9716	tax 2%
Costa Rica .....	Colon .....	.....	.1349	
Cuba .....	Peso .....	.....	.1407	
Czechoslovakia ..	Koruna .....	.....	.9716	
Denmark .....	Krone .....	.....	.06477	
		.....	.05606	
Dominican Republic .....	Peso .....	Official .....	2.7899	
Ecuador .....	Sucre .....	Free .....	2.4640	
Egypt .....	Pound .....	.....	.00422	
Fiji .....	Pound .....	.....	.00278	(7)
Finland .....	Markka .....	.....	.00556	(8)
France .....	Franc .....	.....	.01528	(9)
French Africa .....	Franc .....	.....	.2313	
French Pacific .....	Franc .....	.....	.00032	
Germany .....	D Mark .....	.....	.9716	
Greece .....	Drachma .....	.....	.1943	
Guatemala .....	Quetzal .....	.....	.4858	
Haiti .....	Gourde .....	.....	.1652	*Mar. 12
Honduras .....	Lempira .....	Free .....	.05966	
Hong Kong .....	Dollar .....	Official .....	.04593	
Iceland .....	Krona .....	Special buying .....	.03701	
		Special selling .....	.2051	
		.....	.08522	(10)
India .....	Rupee .....	Basic .....	.01076	
Indonesia .....	Rupiah .....	Certificate .....	2.7204	
Iran .....	Rial .....	.....		
Iraq .....	Dinar .....	.....		

\* Latest available quotation date.

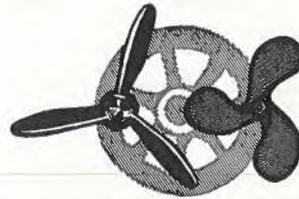
Country	Unit	Type of Exchange	Canadian dollar equiv. March 19	Notes (See below)
Ireland	Pound		2·7350	
Israel	Pound	Effective basic	·9716	
		Premium	·5397	
Italy	Lira		·00156	
Japan	Yen		·00270	
Lebanon	Pound	Free	·3026	
Mexico	Peso		·1123	
Netherlands	Guilder		·2566	
Netherlands Antilles	Guilder		·5152	
New Zealand	Pound		2·7350	
Nicaragua	Cordoba	Effective buying	·1472	(11)
		Official selling	·1378	
		With Surcharge I	·1206	
		With Surcharge II	·09667	
Norway	Krone		·1360	
Pakistan	Rupee		·2937	
Panama	Balboa		·9716	
Paraguay	Guarani	Basic	·06477	(1)
		With Surcharge I	·04626	
		With Surcharge II	·03238	(12)
Peru	Sol	Certificate	·05087	tax 17% (2)
Philippines	Peso		·4858	(13)
Portugal	Escudo		·03391	
El Salvador	Colon		·3886	
Singapore & Malaya	Straits dollar		·3191	
South Africa (Union of)	Pound		2·7350	
Spain & Dependencies	Peseta	Basic buying	·04436	
		Basic selling	·08659	
		Basic commercial selling	·05915	(1)
		Free	·02494	
Sweden	Krona		·1878	
Switzerland	Franc		·2265	
Syria	Pound	Free	·2700	*Feb. 15
Thailand	Baht	Official	·07772	(1)
		Free	·04595	*Jan. 29
Turkey	Lira		·3470	
United Kingdom	Pound		2·7350	
United States	Dollar		·9716	
Uruguay	Peso	Official	·6396	
		Basic buying	·5458	
		Special buying	·4134	(1)
		Basic selling	·5113	
		Special selling	·3965	
Venezuela	Bolivar		·2900	(14)
Yugoslavia	Dinar		·00324	

\* Latest available quotation date.

## notes

- Additional rates are in effect for specified goods.
- Tax affects selling (import) rates only; certain essential imports exempt.
- Barbados, Trinidad, Tobago, Leeward and Windward Is., Brit. Guiana.
- Bahamas, Bermuda, Jamaica.
- Brazil: Effective import rate is official rate plus free certificate rate. Certificate rate varies according to commodity.
- Costa Rica: Official rate applies to all Costa Rican exports.
- Metropolitan France, Algeria, Tunisia, Morocco, French Guiana, Guadeloupe, Martinique.
- Equatorial Africa, West Africa, Cameroons, Togoland, Somaliland, Madagascar, Reunion, St. Pierre and Miquelon.
- New Caledonia, New Hebrides, Oceania.
- Indonesia: Basic rate applies to all exports and essential imports. Rupiah value for other than essential imports is reduced by 33½ per cent, 100 per cent or 200 per cent depending on product.
- Nicaragua: Effective buying rate applies to all Nicaraguan exports.
- Paraguay: Basic rate applies to most Paraguayan exports.
- Approximately same rate for currencies of Portuguese Territories in Africa.
- Venezuela: There are special rates for exports of petroleum, cocoa and coffee.

## transportation notes



### Australia

**SERVICE TO NORTH AMERICA**—Because of the success of the Orient liner *Oronsay's* experimental voyage to Canada and the United States in January, four more trips will be made this year—two more than originally planned. Two other ships, the *Orion* and *Orcades*, will also each make a trip—Sydney, March 4.

**TOURIST AIR SERVICES**—Qantas Empire Airways will introduce tourist class air travel between Sydney and London in April. Subject to government approval, Pan American World Airways, British Commonwealth Pacific Airlines Limited and Canadian Pacific Airlines Limited will also establish a similar service between Sydney and the United States and Canada. The new fares will be about 20 per cent cheaper than at present—Sydney, March 10.

### Brazil

**PIPELINE**—New pipelines are being constructed to supply the refineries at Cubatao and Capuava which are scheduled to begin operations in mid-1954. A pipeline, 22" in diameter and 11 kilometres in length, which will link the port of Santos with the pumping station in Cubatao, has already been started. Another one, 12" in diameter and 35 kilometres in length, will join Cubatao and Capuava. A third, 8" in diameter and 9½ kilometres in length, will be built to carry the refined products from the refinery at Capuava to the distribution tanks at Utinga. The cost of these new pipelines has been estimated at 75 million cruzeiros; the National Development Bank is financing the construction—São Paulo, Feb. 24.

### Ecuador

**HIGHWAY PROGRAM**—The International Bank for Reconstruction and Development has made a loan of US\$8.5 million for a highway construction program in Ecuador. This project is designed to open up the fertile hinterland of Guayaquil, Ecuador's largest city and chief port. It is expected that the output of regional crops such as cotton, rice and sugar will be substantially expanded and that the

foreign exchange earnings from exports of these primary commodities will more than offset the amounts needed to secure the Bank's loan. This is the first loan made by the World Bank to Ecuador—Bogotá, March 10.

### Egypt

**DOMESTIC SHIPPING**—The Egyptian Government has granted priority for the carriage of government imports and exports to Egyptian shipping companies. Three leading companies have formed a consortium with a view to gaining this trade and propose to handle as much tonnage as possible with their own vessels and to charter foreign ships for the remainder—Cairo, March 5.

### Singapore

**NEW DRYDOCK**—A new Queen's Graving Dock 605 feet long, 100 feet wide and 35 feet high is being constructed for the Singapore Harbour Board. The new dock represents the first stage of an extensive development scheme planned for the port of Singapore. It is designed to accommodate almost any vessel, but primarily large oil tankers. Most of the building materials and engineering staff will be British and it will take about two years to complete—Singapore, March 3.

### South Africa

**SHIPPING SERVICE**—According to an announcement by the Minister of Economic Affairs, the Government has decided to help establish a regular monthly shipping service to develop export trade with the West African territories as far as the Gold Coast. Three ships of about 3,500 tons carrying capacity, exclusive of 250 tons of refrigerated space, would maintain the service. Tenders from South African shipping companies would receive special consideration—Cape Town, March 3.