



|    |   |
|----|---|
| 2  | Germany Relaxes Trade Restrictions      |
| 4  | Selling Men's Shirts in the Netherlands |
| 6  | The U.S. Soil Bank Plan                 |
| 9  | How to Work Out Export Prices           |
| 14 | Commodity Notes                         |
| 16 | United States Imports from Canada       |
| 20 | Trade Commissioners on Tour             |
| 21 | Canada in Foreign Markets               |
| 22 | Argentina: the Country and the Market   |
| 26 | Trade and Tariff Regulations            |
| 28 | Coming to Canada on Business            |
| 29 | Foreign Trade Service Abroad            |
| 34 | Foreign Exchange Rates                  |
| 36 | Businessman's Bookshelf                 |

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# foreign trade

Established in 1904

Published fortnightly by the Department of Trade and Commerce.  
The Right Honourable C. D. HOWE, Minister,  
WM. FREDERICK BULL, Deputy Minister.

**OTTAWA, AUGUST 18, 1956, Vol. 106, No. 4**

Please forward all subscriptions and orders to:  
The Queen's Printer, Government Printing Bureau, Ottawa.  
Price: \$2.00 a year in Canada; \$5.00 abroad.  
Single copies: 20 cents each.

Authorized as second class mail by the Post Office Department, Ottawa.

Material appearing in this magazine may be freely reprinted, preferably giving credit to "Foreign Trade".

**COVER** A great German iron and steel plant, its chimneys smoking, sprawls over many acres in Dortmund. The boom in German trade and industry has led to mounting pressures in the economy and the Government is taking steps to remedy the situation. To discover what these steps are and how they may affect German-Canadian trade, please turn to the article on page two.

# Germany

## Relaxes Trade Restrictions

*Recent liberalization of imports from dollar countries and introduction of tariff reductions effective for 18 months should stimulate trade between Canada and Germany, which is already coming into better balance.*

M. B. BLACKWOOD,  
*Assistant Commercial Secretary, Bonn.*

FURTHER LIBERALIZATION OF IMPORTS from dollar countries and tariff reductions on a wide range of goods—these two measures of interest to Canadian exporters were taken by the West German Government in recent weeks. Primarily they are designed to relieve pressures that have been building up in the booming German economy. During the first half of this year Canadian-German trade has continued to expand and these new measures should give it further stimulus.

In the latter part of June the Government of the Federal Republic published a list of some 600 additional items which may be imported from dollar countries, including Canada, without import licences and free from restrictions.\* This is the fourth such list issued since 1954 and brings the dollar liberalization percentage to 93, based on the value of total private imports in 1953. This means that German importers can now buy from the dollar area with about the same freedom as from countries in the European Payments Union. However, cereals and some other major Canadian exports remain subject to import licensing requirements from all sources.

### **Canadian Products Affected**

The items on the new list of greatest interest to Canada are: alsike clover seed, tomato juice, canned lobster, dried apples, fur garments, calculating machines, poly-

vinyl chloride, aluminum foil, and copper and copper manufactures. Unfortunately a number of products which could be exported from Canada to Germany in greater volume are still not liberalized. Among these are canned fruits and vegetables, mild cured and frozen salmon, canned salmon and edible offal. The exclusion of these goods from the list is largely the result of opposition from German agricultural and fisheries interests. However, quotas are frequently established for some non-liberalized items of interest to Canada such as wheat, barley, rye, synthetic rubber, polystyrene, and primary aluminum. The dollar area is often designated as a source of purchase or as one of the sources of purchase for these commodities.

In addition to these quotas, imports of some non-liberalized agricultural and industrial goods are possible against quotas established for exhibitors at the recognized international trade fairs held in Germany. Notice of these quotas is given periodically in *Foreign Trade*.

### **Purpose of Tariff Cuts**

The purpose of the tariff cuts, which became effective July 1st for a period of 18 months, is to encourage imports and thus keep down domestic prices. Originally the proposal called for an across-the-board reduction of 30 per cent but by the time it was approved by the German Cabinet and Parliament, it was somewhat modified. The final legislation requires much analysis but duties on non-agricultural items (with some exceptions) have been reduced by 20 per cent in cases where the former tariff rate was from 4 to 16 per cent, by 25 per cent in cases where the former rate was 17 to 27 per cent, and to a flat rate of 21 per cent for those items which formerly carried a rate of 28 per cent or more. This was reported in *Foreign Trade* of July 21. Agricultural products have been dealt with on an individual basis. The tariffs on some items in this category have not been reduced and, in general, the reductions made are not very extensive.

\* See "Foreign Trade" of July 21, 1956.

Although this new legislation is meant to be only temporary, it may possibly be extended, provided the West German economy maintains its buoyancy. The concessions which Germany granted at the recently concluded GATT conference also became effective July 1.

### Pattern of Trade

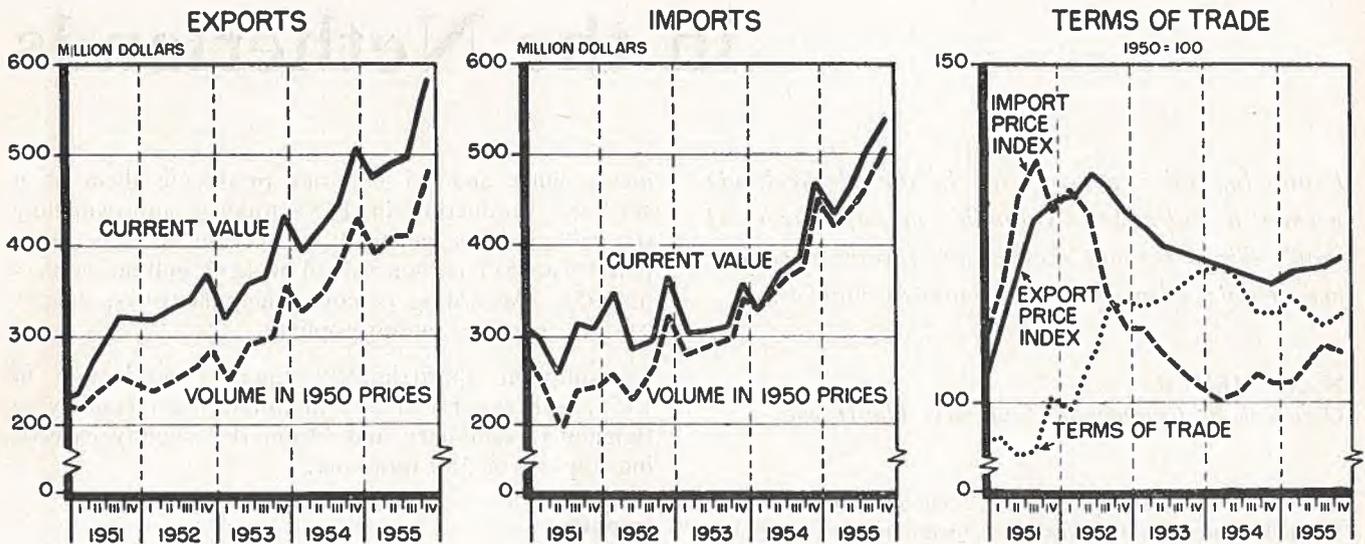
Germany's foreign trade continues to expand. According to the most recent trade statistics, total visible trade during the first four months of this year was valued at DM17,637 million (divide by 4.20 for approximate Canadian dollar equivalent) compared with DM15,452 million in the same period of 1955. It is significant that the export surplus for the first four months of 1956 totalled DM819 million as against

million), Belgium-Luxembourg (456 million), United States (432 million), France (408 million), Switzerland (396 million), and Sweden (394 million).

### Trade with Canada

Germany's total trade with Canada for January-April 1956 was valued at DM223 million, compared with DM160 million in the same period of 1955. Imports from Canada during this same period totalled DM123 million (1955—DM104 million); exports to Canada were valued at DM101 million (1955—DM56 million). Germany's trade deficit with Canada reached DM48 million in the first four months of 1955, compared with only DM21 million in the same period of 1956. During the whole of 1955, Germany's deficit

FOREIGN TRADE OF THE FEDERAL REPUBLIC OF GERMANY  
(MONTHLY AVERAGES BY QUARTER)



only DM392 million last year. Despite this overall improvement in the trade balance, Germany continues to have a deficit in her dollar trade; at the end of the first quarter of 1956 it stood at DM587 million. The deficit is, however, more than offset by trade surpluses with other countries, particularly those which are members of the European Payments Union. Germany also has considerable dollar earnings from sources other than trade.

The major suppliers to Germany during the first quarter were: the United States (DM785 million), the Netherlands (410 million), France (360 million), Belgium-Luxembourg (330 million), the United Kingdom (269 million) and Italy (264 million). Germany's principal customers were the Netherlands (DM633

with Canada amounted to DM263 million, out of a total trade of DM722 million.

If the returns for the first four months of this year, when compared with those for the same period last year, indicate a trend, it seems that German-Canadian trade, in addition to expanding, is moving into better balance.

One of the noteworthy characteristics of this trade is that Germany sells to Canada a more diversified range of goods than she buys from her. Principal German imports from Canada so far this year were, in order of importance: wheat; metals, including crude nickel, copper, aluminum and alloys, ores and minerals; crude chemicals, and oils and fats. The major German

exports to Canada, in order of importance, were motor vehicles, crude chemicals and products, machinery and equipment, watches and clocks, electrical goods, iron bars and sections, and glass.

### Outlook Encouraging

The outlook for trade between the two countries is encouraging; the steps that have been taken towards

trade liberalization with the dollar countries and the broad-scale tariff reductions cannot help but benefit Canada's sales to Germany. In the light of these developments, Canada's exporters might well take a new look at the German market. More and more German firms, in their turn, are focussing their attention on the Canadian market.

# Selling Men's Shirts in the Netherlands

*Promising sales possibilities in the Netherlands present a challenge to Canadian manufacturers of men's shirts. Import licences and foreign exchange are readily granted in this booming market.*

N. RIEMEYER,  
*Office of the Commercial Secretary, The Hague.*

CANADIAN MANUFACTURERS OF MEN'S SHIRTS might well investigate promising sales opportunities in the Netherlands. They might find it possible to develop some business here, for the following reasons:

- Most shirts made in Holland are of cotton poplin, and imports of good-quality shirts are therefore substantial.
- The Netherlands' economy is prosperous. Import licences are granted readily and foreign exchange is not a problem.
- The North American-style shirt is the most popular, although most types are being sold here.

### Production and Consumption

The domestic industry consists of 17 factories which are almost exclusively devoted to the manufacture of

men's shirts and 35 factories producing them as a sideline. Production in 1955 totalled approximately six million shirts valued at 51 million guilders, compared with 5.7 million valued at 42.3 million guilders in 1954. According to government statistics, 98 per cent are made of cotton poplin.

Consumption approximately equalled production in 1955, with exports of 357 thousand shirts (mainly to Belgium-Luxembourg and Denmark) slightly exceeding imports of 350 thousand.

### Imports

The demand for top-quality shirts is largely satisfied by imports from the United Kingdom, the United States, and Switzerland. Cheaper shirts are supplied from Belgium-Luxembourg, Denmark, Czechoslovakia, Hong Kong and Japan.

IMPORTS OF MEN'S SHIRTS OF RAYON OR STAPLE FIBRES (INCLUDING NYLON)

|                         | 1955   |           | 1954   |           |
|-------------------------|--------|-----------|--------|-----------|
|                         | Dozens | Fl. 1,000 | Dozens | Fl. 1,000 |
| Belgium-Luxembourg .... | 1,553  | 415       | 1,221  | 323       |
| United States .....     | 3,531  | 452       | 905    | 143       |
| Japan .....             | 1,199  | 136       | .....  | .....     |
| Hong Kong .....         | 990    | 35        | .....  | .....     |
| *TOTAL .....            | 7,527  | 1,101     | 2,266  | 488       |

\* Smaller quantities were imported from Austria, Sweden and Switzerland.

IMPORTS OF MEN'S SHIRTS OF COTTON,  
FLAX OR OTHER MATERIALS

|                       | 1955   |            | 1954   |          |
|-----------------------|--------|------------|--------|----------|
|                       | Dozens | Fl...1,000 | Dozens | Fl.1,000 |
| Belgium-Luxembourg .. | 14,674 | 1,331      | 14,549 | 1,215    |
| United Kingdom .....  | 298    | 48         | 398    | 63       |
| Switzerland .....     | 575    | 92         | 699    | 95       |
| Czechoslovakia .....  | 594    | 37         | 220    | 16       |
| United States .....   | 1,734  | 185        | 1,493  | 168      |
| Hungary .....         | 2,241  | 43         | .....  | .....    |
| * TOTAL .....         | .....  | .....      | 17,551 | 1,581    |

\* Smaller quantities were imported from Austria, Denmark, France, Hong Kong, Italy and Western Germany.

The duty on imported shirts is 24 per cent ad valorem and a 2 per cent turnover tax is levied on the duty-paid value. Imports from Belgium and Luxembourg enter duty-free under the Benelux Tariff Agreement but are subject to the 2 per cent turnover tax. Importers must apply for import licences, which are readily granted. The right to purchase foreign exchange is granted automatically with the import licence.

**Prices and Profits**

Retail prices of domestic cotton and poplin shirts range from Can.\$3.25 to \$6.25; nylon shirts sell at \$7 and \$10. For the most popular British brands consumers pay from \$5.85 to \$7.70. Belgian shirts are mainly of a cheaper type and cost from \$2.10 to \$3.25. Good-quality Swiss shirts sell at prices comparable to those of the British products. Practically all the American shirts come from one well-established U.S. manufacturer and retail at a fixed price of \$4.75. Some nylon shirts from the United States sell for \$12.35.

The retailer's average profit on shirts is 27½ per cent; thus he buys the \$4.75 American shirt for about \$3.70. It is competition from this line of shirts which Canadian manufacturers would have to meet.

**Methods of Doing Business**

Dutch manufacturers usually sell direct to retailers and imported shirts are generally handled by importers and/or agents; the wholesaler does not seem to figure largely in distribution. One British firm enjoys good sales by selling exclusively to a chain store organization.

Canadian exporters would be well advised to sell through a local agent who works on a 5 per cent commission. If a manufacturer can export in volume, he will find it most advantageous to sell direct to an importer. Usual payment terms are cash against documents.

If you would like a list of suitable agents and importers in the Netherlands, please write to the Editor, *Foreign Trade*. ●

**Brazil's Coffee Exports**

BRAZILIAN EXPORTS OF COFFEE during the last crop year (June-July) reached 16,972,721 sacks of 60 kilograms—the highest figure recorded in the last five years, as the following table shows:

| Year          | Number of<br>60-kilo sacks |
|---------------|----------------------------|
| 1955-56 ..... | 16,972,721                 |
| 1954-55 ..... | 10,796,677                 |
| 1953-54 ..... | 14,337,060                 |
| 1952-53 ..... | 14,969,873                 |
| 1951-52 ..... | 16,333,215                 |

Last year's exports represented a 57 per cent rise over the previous year.

According to figures released by the Brazilian Coffee Institute, coffee exports in 1955-56 earned \$993,603,000. In 1954-55 they earned only \$826,475,000 in foreign exchange.

**Carryover Remains Large**

The Brazilian Coffee Institute at first estimated that the 1956-57 exportable crop would total 11,816,000 sacks. It has recently revised this estimate downward to slightly more than 10 million sacks because of the rains which occurred during the harvesting season. The carryover on June 30, 1956, including stocks held by the Government, totalled some 10.5 million sacks. It should be remembered that some two million bags of this carryover are not export-grade coffees. So the total export available for the next crop year should reach 18.5 million sacks, according to Brazilian estimates.

**Estimates Differ**

However, the first forecast of last year's crop by the Brazilian Coffee Institute was 25 per cent below the actual crop. Brazilian estimates of world coffee production differ from those made by the United States Department of Agriculture by nearly ten million bags. The final total will probably fall somewhere between these two figures. This disparity points up the need for some co-operation between producing and consuming countries.

—G. F. OSBALDESTON,  
Vice Consul and  
Assistant Trade Commissioner, São Paulo.



# THE U.S. SOIL BANK PLAN

*This new federal program has as its objectives the raising of farmers' incomes, storing of fertility in the soil, and reducing or eliminating need for U.S. Government to acquire surplus agricultural commodities. Here is an outline of the plan and the way in which it works.*

W. C. HOPPER, *Agricultural Counsellor, Washington.*

THE OUTSTANDING FEATURE of the United States' new agricultural program is the Soil Bank Plan. This plan received the support of both political parties in Congress and the U.S. Department of Agriculture is now putting it into operation.

The purpose of the Plan as set forth in the legislation is:

- To protect and increase farm income.
- To protect the national soil, water, forest and wild-life resources from waste and depletion.
- To protect interstate and foreign commerce from the burdens and obstructions which result from the use of farmland to produce excessive supplies of agricultural commodities.
- To provide for the conservation of such resources and for an adequate, balanced, and orderly flow of such agricultural commodities in interstate and foreign commerce.

Banks are places where assets may be deposited for future use. The Soil Bank has been described as a place for depositing or storing fertility in the soil for the production of future crops. These crops will be needed when the population of the United States expands to the point where more food, feed and fibre are needed than can be produced on the smaller area of land which will be cultivated under the Soil Bank Plan.

## **Acreage Reserve Program**

The Soil Bank is divided into two parts—the Acreage Reserve Program and the Conservation Reserve Program.

The Acreage Reserve Program relates to the 1956, 1957, 1958 and 1959 crops of wheat, corn, cotton, rice, peanuts and various types of tobacco. Producers will be compensated for reducing their acreages of these crops below the farm acreage allotments which they must observe if they wish to obtain price supports for these crops. The legislation provides \$750 million a year for the Acreage Reserve.

Producers co-operating in the program will sign agreements for one year with the County Stabilization and Conservation Committee\* to carry out the program on their farms.

Because most of the 1956 crops were planted when the program came into operation, full participation this year is not expected. However, as of July 27, 10.7 million acres had been signed up by farmers. Of this acreage, about five million was land taken out of wheat. A farmer whose growing crops have not matured beyond a certain point may plough or mow these crops so that he reduces the acreage below his allotment. These acres must then be left idle or a cover crop put on them. On idle land, he must practise erosion and weed control. He may not harvest any crop, including hay, from this land nor is he permitted to graze it during 1956. However, land which was grazed up to June 22 may be included in the Acreage Reserve. July 27, 1956, was the final date for signing an agreement for this crop year.

To obtain Acreage Reserve payments, a farmer must comply with the acreage allotments which the County Committee has established for all the basic crops he may grow on his farm. In other words, if a wheat grower wishes to participate in the Acreage Reserve Program and obtain payments for taking land out of wheat production, and he has an acreage allotment for his farm for corn, cotton, or other basic commodity, he must comply with the farm acreage allotments for corn, cotton or other commodity, as well as reduce his wheat acreage allotment within the minimum and maximum ranges provided for wheat.

\* There is a State Agricultural Stabilization and Conservation Committee in each of the 48 states. The members of these committees are appointed by the Secretary of Agriculture. In each of the 3,030 agricultural counties there is a County Stabilization and Conservation Committee, the members of which are elected by the farmers of the county to carry out federal agricultural programs and the policies of the State ASC Committee and the U.S. Department of Agriculture.

To participate in the Acreage Reserve Program for wheat and corn, farmers were not permitted to mow or clip crops later than July 31, 1956. For cotton, peanuts, rice and tobacco, the County Committee established final dates for individual areas but in no case was this date later than July 31.

### How Payment Is Made

In return for placing land in the Acreage Reserve, farmers will receive certificates which the Commodity Credit Corporation will redeem either in cash or an appropriate amount of grain for those farmers who receive certificates for wheat, corn or rice. The payment in grain will not be available before the end of



Millions of acres like these rolling, summerfallowed wheat lands near Waitsburg, Washington, will be taken out of production under the Soil Bank Plan to cut crop acreages.

—SCS photo, USDA.

the 1956 harvest. Farmers participating in the Acreage Reserve Program receive their certificates from the County Committee as soon as the committees are sure that the farmers have fulfilled all requirements.

The County Committee determines payments which farmers can earn by putting land in the Acreage Reserve. The rate varies from county to county, but the following average base unit rates are used: corn, 90 cents a bushel; cotton, 15 cents a pound; wheat, \$1.20 per bushel; rice, \$2.25 per hundredweight; tobacco, flue-cured 18 cents, burley 18 cents, other types 8 to 19 cents per pound; peanuts, .03 cent per pound. Certificates may be endorsed to merchants, bankers and others in payment for goods and services and are negotiable.

AUGUST 18, 1956

Anyone may redeem the certificates for cash at local banks but certificates for grain can be redeemed only by farmers to whom they are issued. Grain received in exchange for a certificate is not eligible for price support.

Farmers are limited as to the number of acres they may put in the Acreage Reserve. Maximum participation on any farm is the larger of the following acreages:

|                              |                                      |
|------------------------------|--------------------------------------|
| Grain (corn, wheat and rice) | —50 acres or half the farm allotment |
| Cotton and peanuts           | —10 acres or half the farm allotment |
| Tobacco                      | — 5 acres or half the farm allotment |

Minimum participation on any farm is the larger of the following acreages:

|                              |   |
|------------------------------|---|
| Grain (corn, wheat and rice) | —5 acres or 10 per cent of the farm allotment |
| Cotton                       | —2 acres or 10 per cent of the farm allotment |
| Tobacco and peanuts          | —1 acre or 10 per cent of the farm allotment  |

The minimum for burley tobacco is half an acre or the farm allotment, whichever is smaller.

A farmer may not place more than his allotted acreage of eligible crops in the Acreage Reserve. If his allotment is less than the minimum participation, he must place the entire allotment in the program in order to participate. Tenants and share-croppers have full rights to share in benefits.

Specific qualifications for participation in the Acreage Reserve vary somewhat for the different eligible crops. (As an example of how it works for wheat, see the box feature on page 8).

The hope is that, when the Acreage Reserve Program is in full operation in 1957 and subsequent years, 15 to 20 million acres of the eligible crops will be taken out of production. Of this total, 10 to 12 million acres probably will represent land which formerly produced wheat. The present 55 million acres of wheat harvested in the United States would, therefore, be reduced to 45 or 43 million acres.

The rates of payment for wheat and other crops in 1957 and subsequent years will not necessarily agree with the rates of payment in 1956.

### Conservation Reserve Program

The Conservation Reserve part of the Soil Bank will be started this year and the Federal Government will provide \$450 million annually for it. Some farmers may sign contracts and start conservation practices during the present crop year. However, as most land is already in crops, this program is not likely to get under way to any considerable extent until the fall.

By participating in the Conservation Reserve, farmers have an opportunity to receive substantial government assistance for long-term conservation work on their farms. To participate, a farmer will sign a contract

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## How Acreage Reserve Payments Work

*Here is an example of how the plan will work for wheat in 1956, and the specific qualifications for benefits.*

- *If the wheat acreage allotment is under-planted, the wheat is spring wheat for harvest in 1956, and the farmer certifies that the under-planting was due either to anticipation of the 1956 Acreage Reserve for wheat or to adverse weather conditions, the payment will be based on the normal yield (the average of 1945-54, inclusive, is to be used for wheat, 1950-55 for tobacco, and 1951-55 for other crops) as determined by the County Committee for the designated acreage. The rate of payment is the local rate representing a national average rate of \$1.20 per bushel. Rates vary from 89 cents to \$1.36 per bushel in different counties.*
- *If the wheat is winter wheat planted for harvest in 1956 and the acreage seeded in the fall of 1955 was less than the farm allotment, and the farmer certifies that the under-planting was because of adverse weather conditions, the payment rate is \$4.00 per acre.*
- *If the compliance with Acreage Reserve occurred because of destruction by natural causes, such as winter killing, flood, drought or hail, the payment rate is based on the smaller of the appraised yield for the field or the normal yield for the farm, but not less than \$6.00 per acre. The County Committee is responsible for determining the appraised yield.*
- *If the compliance with the Acreage Reserve is by ploughing or otherwise physically incorporating the crop into the soil, or by clipping, mowing or cutting the wheat crop, the payment will be based on the smaller of the appraised yield for the field or the normal yield for the farm, but not less than \$6.00 per acre.*
- *In 1957 and following years, farmers who decide in advance of planting wheat (or other eligible crops) to put land in the Acreage Reserve will receive payments based on normal yields from these acres, even though drought or some other national disaster lowers production.*
- *Participation in the Acreage Reserve for wheat will not reduce future wheat allotments for the farm. Farmers may produce 15 acres of wheat without becoming ineligible for acreage reserve payments. The Acreage Reserve will be in addition to any acreage devoted to the Conservation Reserve.*

with his County Committee in which he agrees to remove land from production of crops and devote it exclusively to conservation practices. Land producing pasture and tame hay in regular rotation is also eligible.

Over a period of several years, it is expected that the Conservation Reserve will encourage the shift of 20 to 25 million acres of farmland into grass, trees or water storage. Land brought into the Conservation Reserve will include the less productive acres that should be taken out of crop production permanently in the interests of conservation. Acres diverted in the past from wheat and cotton to feed grains and other crops may also be brought into the Conservation Reserve, as well as certain land on which grass cover is already established.

A farmer who signs a contract to participate in the Conservation Reserve will agree to establish and maintain protective cover (grasses, legumes, or trees), water storage or some other approved conservation practice, on designated acres. These farmers will also agree not to harvest any crop from these acres—except timber, in keeping with good forestry management—and not to pasture these acres before January 1, 1959, or a later date cited in the contract, unless the Secretary of Agriculture finds a need for grazing before that date. The farmer will receive about 80 per cent of his costs for establishing permanent conservation on acres put in the Conservation Reserve.

In addition to this initial conservation practice payment, a participating farmer will also receive payments each year for the length of the contract to compensate him for taking land out of crop and livestock production. This annual payment begins with the first year. In determining the annual payment to a farmer, these factors will be considered: value of the land for producing crops, rates of land rent in the area, and necessary incentive to encourage participation.

The minimum Conservation Reserve contract is for three years and the maximum is ten. Contracts for tree cover, however, may run for 15 years. Three-year contracts apply only to land which will be continued in vegetative cover.

In order to benefit from Conservation Reserve payments, farmers must comply with their farm acreage allotments for the various basic commodities. Tenants and share-croppers have full rights to share in the benefits.

County Agricultural Stabilization and Conservation Committees are assisting farmers with specific information about and interpretation of the Soil Bank Plan for local areas. Farmers are urged not to take action to participate in the Soil Bank unless they have consulted their County Committees. ●

# How to Work Out Export Prices

*This article, twelfth in our series on the techniques of export trade, discusses the all-important problem of pricing goods to meet competition abroad and to earn a net profit for the exporting firm. Various pricing methods are outlined, including how to charge fixed and variable expenses and what to consider in quoting prices.*

R. B. SPIRO, *Export Manager,*  
*Coleman Lamp and Stove Company Ltd.*

EXPORTERS FREQUENTLY SPEAK of the three "P's" of export—Product, Price, and Promotion. The product has to be right in design, in function, and in its usefulness to the customer. It has to be properly advertised, exhibited, demonstrated and serviced. Most important, it must be priced correctly.

An exporter may turn out a good-quality product and advertise and promote it well, only to see it fail in the export market because of its price. The keen competition now prevailing in the export field makes pricing of paramount importance. When a businessman sets a competitive price in a foreign market, he is concerned that sales shall return a reasonable net profit to his firm. Correct export pricing can therefore make or break an export business.

There are three ways to set export prices:

- Basing them on prices charged to distributors in the Canadian market.
- Basing them on competitors' prices in the foreign market.
- Basing them on actual manufacturing costs.

The pricing method used should depend on the type of goods exported and the importance of foreign orders to the total business of a firm.

## **Export Prices Based on Domestic Prices**

This system bases export prices on lowest domestic distributor prices and is most often used by firms with a small percentage of export sales or which only enter export markets now and then. To the prices which the company quotes its largest domestic customer, transportation and other costs to move the goods to the port of shipment are added. This then becomes the export price.

Although it is convenient, this method is no guarantee of competitive prices. The exporter will find he must compete with foreign manufacturers who may pay lower wages and with Canadian manufacturers who may quote lower prices based on factory costs or cut the figure down to meet competition abroad.

## **Export Prices Based on Competitors' Prices**

This is a more realistic pricing method, but the exporter has to be sure his costs are low enough to meet any competition and still make a profit. If he is to use this method successfully, he must make certain that he has correct information on prices quoted by competitors.

Generally speaking, those who use some form of this pricing method are exporters of farm products, metals (except iron or steel), and minerals. Prices for these products are established from day to day, often from hour to hour, on the world's main commodity

## Example: Export Department Expenses

|                               | Fixed<br>\$ | Variable<br>\$ | Totals<br>\$ |                                 | Fixed<br>\$ | Variable<br>\$ | Totals<br>\$ |
|-------------------------------|-------------|----------------|--------------|---------------------------------|-------------|----------------|--------------|
| <b>Selling Expenses</b>       |             |                |              | <b>Administrative Expenses</b>  |             |                |              |
| SALARIES AND WAGES .....      |             |                | 77,000       | executive and admin. salaries   | 20,000      |                |              |
| commissions .....             |             | 25,000         |              | clerical and stenographic.....  | 20,000      |                |              |
| regional sales managers ..... | 10,000      |                |              | pensions .....                  | 1,000       |                |              |
| sales engineers .....         | 7,500       |                |              | miscellaneous salaries .....    | 2,000       |                |              |
| sales representatives .....   | 10,000      |                |              |                                 |             |                |              |
| executive and administrative  | 7,500       |                |              | <b>TOTAL ADMINISTRATIVE</b>     |             |                |              |
| clerical and stenographic.... | 15,000      |                |              | <b>EXPENSES</b> .....           |             |                | 43,000       |
| pensions, etc. ....           | 2,000       |                |              |                                 |             |                |              |
|                               |             |                |              | <b>General Expenses</b>         |             |                |              |
| <b>TRAVELLING</b> .....       |             |                | 13,000       | stationery and supplies .....   |             | 1,000          |              |
| regional sales managers ..... |             | 3,000          |              | credit, collections .....       | 250         |                |              |
| sales engineers .....         |             | 1,500          |              | donations, dues, etc. ....      | 500         |                |              |
| sales representatives .....   |             | 5,000          |              | legal fees .....                | 250         |                |              |
| executives .....              | 1,500       |                |              | patents and trademarks .....    | 250         |                |              |
| auto depreciation .....       |             | 1,000          |              | postage .....                   |             | 1,000          |              |
| supplies .....                | 1,000       |                |              | telephone .....                 |             | 500            |              |
|                               |             |                |              | telegraph and cables .....      |             | 500            |              |
| <b>ADVERTISING AND SALES</b>  |             |                |              | repairs and maintenance ...     | 500         |                |              |
| <b>PROMOTION</b> .....        |             |                | 71,000       | depreciation and amortization   | 1,000       |                |              |
| salaries and wages .....      | 5,000       |                |              | insurance .....                 | 750         |                |              |
| advertising .....             |             | 50,000         |              | rent .....                      | 750         |                |              |
| public relations .....        | 1,000       |                |              | taxes (payroll, real estate,    |             |                |              |
| literature .....              |             | 10,000         |              | capital stock, etc.) .....      | 1,500       |                |              |
| promotion .....               |             | 2,500          |              | miscellaneous .....             | 500         |                |              |
| miscellaneous .....           |             | 2,500          |              |                                 |             |                |              |
| <b>TOTAL SELLING EXPENSES</b> |             |                | 161,000      | <b>TOTAL GENERAL EXPENSES</b>   |             |                | 9,250        |
|                               |             |                |              | <b>ACCOUNTS WRITTEN OFF</b> ... | 1,500       |                | 1,500        |
| <b>Distributing Expenses</b>  |             |                |              | <b>TOTAL EXPENSES</b> .....     |             |                | 233,750      |
| salaries and wages .....      | 5,000       |                |              | <b>TOTAL SALES</b> .....        |             |                | 1,500,000    |
| supplies (packing material)   |             | 12,500         |              | <b>EXPENSE RATIO TO SALES</b>   |             |                | 15.6 %       |
| trucking .....                |             | 500            |              |                                 |             |                |              |
| rent and storage .....        | 1,000       |                |              |                                 |             |                |              |
| <b>TOTAL DISTRIBUTING</b>     |             |                |              |                                 |             |                |              |
| <b>EXPENSES</b> .....         |             |                | 19,000       |                                 |             |                |              |

exchanges. Usually these prices reflect world demand and the supply position in the country or countries which are the largest exporters of a particular commodity.

### Export Prices Based on Costs

For manufactured goods, the only correct way to calculate export prices is to base them on actual manufacturing costs. This price should then be compared with domestic prices and competitors' export prices before it is definitely fixed. During times of keen competition, exporters are forced to quote the lowest possible prices and in some cases to go below their lowest domestic distributor prices. In countries where the customs duty on imported goods is taken on the "home consumption value" or "fair trade value" in the home market, such price reductions have only a partial effect. If, for instance, a product is exported from Canada at an f.a.s. price of \$10.00, but the net

domestic price to customers who buy in quantities similar to the quantities exported is \$15.00, then the customs duty (for example, in the Union of South Africa) will be levied on the \$15.00 and not on the \$10.00 export price.

The regulations prevailing in the various Commonwealth countries whereby special certified invoices have to contain not only the export price but also the so-called home consumption value are intended to prevent exporters from "dumping" goods at an export price much lower than their domestic price. Consequently, even if export prices are based on factory costs, they should also be compared with domestic distributor prices. It should be the general aim of any exporter to keep prices more or less in line with domestic prices, to avoid creating the impression that he indulges in either profiteering or dumping.

A comparison with competitive prices is also imperative. It is fairly easy for a Canadian exporter to keep his prices in line with the export prices of other Canadian exporters who produce the same product under the same conditions, with similar raw material costs, wage rates and general expenses. However, the problem becomes more difficult when he has to compete with exporters from other countries, particularly from countries with lower wage rates.

### Calculating Actual Costs

In determining actual manufacturing costs, the direct factory expenses for materials and labour and a share of plant overhead are charged against export operations. The export department is credited with the invoices when the goods are shipped. Less clearly defined is how to charge general administrative overhead.

With a "built-in" export division, many administrative operations are carried out simultaneously by other departments of the company. Management has to apportion expenses to the domestic and export divisions for services provided by the accounting and statistical departments, the general office management, the advertising personnel and even the stenographic pool. Where exports are only a small proportion of total sales, these charges should be kept as low as possible by eliminating any costs which do not seem directly related to export sales. Failure to do this either prices goods out of the export market or makes it impossible for export operations ever to show a profit.

When export sales are large, it is usually easier to charge administrative overhead against a separate export department. For convenience, the cost of an export department can be divided into four categories: sales, distribution, administration, and general expenses.

Expenses that might be included are: for selling—salaries, wages and commissions paid the sales staff, travelling expenses, advertising and sales promotion; for distribution—a share of the salaries and wages in the shipping department, cost of export packing materials, transportation and storage charges; for administration—salaries of the vice-president in charge of exports, the export manager and his assistants, clerks and stenographers, a share of the salaries paid other top executives and their clerical staff; for general expenses—stationery, office supplies, telephone, cables and other sundry items.

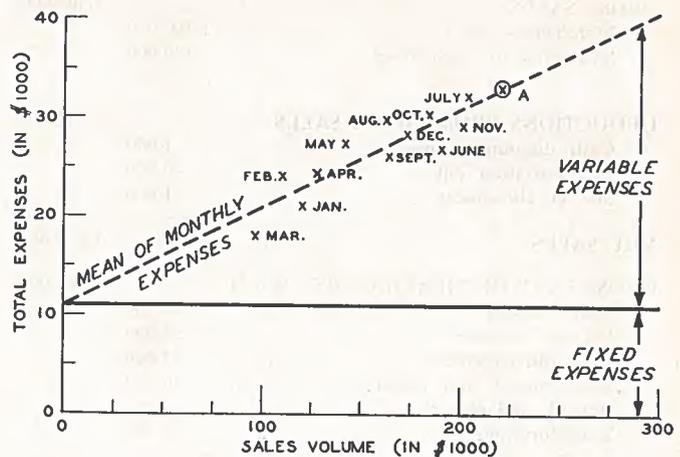
### Fixed and Variable Expenses

Certain costs of operating the export department—the fixed costs—change very little with the volume of business. Other expenses—the variable costs—rise with increased export sales. Most administrative charges—including salaries paid executives, regional

sales manager, sales engineers and representatives—remain relatively fixed; commissions to salesmen, travelling expenses, advertising and packing costs rise or fall with sales. (For details see "Example: Export Department Expenses".)

Some of the fixed expenses can be controlled. If the business trend is definitely down, the export manager may be able to reduce staff at head office or in regional offices in time to economize. He may also aim to reduce inventory although in practice it is likely to build up while sales drop; factory production cannot be cut off as quickly as sales can fall.

EXAMPLE: FIXED AND VARIABLE EXPENSES FOR A GIVEN SALES VOLUME



Each "X" is plotted on the diagram horizontally from the figure for total expenses for a month and vertically from the figure for sales volume for the same month. When monthly records for the previous 24 to 36 months are available, a more accurate line for the "Mean of Monthly Expenses" in relation to sales volume can be drawn. The position of the mean line is established so that the sum of the distance from the mean line for the points above it is about the same for the points below the line.

Equipped with the diagram shown, the export manager can find the probable division between fixed and variable expenses for any given sales volume. An exporter whose monthly sales, for example, are \$200 thousand finds he can get further orders for \$20,000 if he can quote a lower price. But how much lower can he go?

From his diagram, (see point A), the export manager sees that total expenses for his department are about 15 per cent of the sales value for a \$220 thousand volume. He finds that fixed expenses are one-third and variable expenses two-thirds. Instead of adding

15 per cent to factory costs to cover sales costs, he could add as little as 10 per cent and still cover his variable expenses.

If the exporter must quote a cut price, it is advisable to cover at least the variable costs and if possible a share of fixed costs. If export sales at cut prices exceed 15 to 20 per cent of total exports, he runs the risk of not earning a net profit; higher-priced sales in less competitive markets could absorb some but not all of the fixed costs, expenses for trial runs, development and servicing.

### Example: Profit and Loss Statement

|   |                        |           |
|---|------------------------|-----------|
| GROSS SALES .....                       |                        | 1,500,000 |
| Merchandise sales .....                 | 1,300,000              |           |
| Shipments to subsidiaries .....         | 200,000                |           |
|   |                        | <hr/>     |
| DEDUCTIONS FROM GROSS SALES .....       |                        | 42,000    |
| Cash discount allowed .....             | 1,000                  |           |
| Transportation out .....                | 40,000                 |           |
| Special allowances .....                | 1,000                  |           |
|   |                        | <hr/>     |
| NET SALES .....                         |                        | 1,458,000 |
| GROSS COST OF MERCHANDISE SOLD .....    |                        | 1,045,000 |
| Standard cost .....                     | 1,000,000              |           |
| Factory variance .....                  | 25,000                 |           |
| Trial run expense .....                 | 5,000                  |           |
| Development and research .....          | 10,000                 |           |
| Rework and repair .....                 | 2,500                  |           |
| Transportation in .....                 | 2,500                  |           |
|   |                        | <hr/>     |
| GROSS INCOME .....                      |                        | 413,000   |
| DEDUCT EXPORT DEPARTMENT EXPENSES ..... |                        | 233,750   |
|   |                        | <hr/>     |
| OPERATING INCOME .....                  |                        | 179,250   |
| OTHER INCOME .....                      |                        | 19,000    |
| Bad debt recoveries .....               | 500                    |           |
| Interest income .....                   | 1,500                  |           |
| Royalties .....                         | 15,000                 |           |
| Foreign exchange gain .....             | 500                    |           |
| Miscellaneous .....                     | 1,500                  |           |
|   |                        | <hr/>     |
|   |                        | 198,250   |
| OTHER DEDUCTIONS .....                  |                        | 2,500     |
| Interest expense .....                  | 1,500                  |           |
| Foreign exchange loss .....             | 500                    |           |
| Miscellaneous .....                     | 500                    |           |
|   |                        | <hr/>     |
| INCOME BEFORE TAXES ON INCOME .....     |                        | 195,750   |
|   | (13% of gross sales)   |           |
| TAXES .....                             |                        | 92,500    |
| Federal corporation tax .....           | 80,000                 |           |
| Provincial income tax .....             | 7,500                  |           |
| Reserves .....                          | 5,000                  |           |
|   |                        | <hr/>     |
| NET INCOME .....                        |                        | 103,250   |
|   | (6.88% of gross sales) |           |

The export manager, given the authority he should have to be flexible about prices, should analyze his profit-and-loss statement to decide what gross margin between selling price and factory costs leaves an adequate net profit. Such an analysis provides accurate data on which to base price quotations in various markets so that the export business as a whole earns a profit.

### The Basis for Pricing

The net profit achieved in an export operation, of course, measures the exporter's efficiency. The profit and loss statement of an export department (see "Example: Profit and Loss Statement") is also a basis for calculating export prices and indicates whether the pricing methods used result in an overall profit.

The statement starts with merchandise sales, with deductions for cash discounts and the cost of transportation from factory or warehouse to the seaport. The net sales figure which results is then compared with costs.

Costs consist of standard costs (which are as a rule adjusted only every three months or six months) and of the factory variations or variances which indicate whether the actual production costs were higher or lower than the standard costs. To these costs are added the expenses for research, development, trial runs, repairs, and for the cost of transporting some materials or component parts to the factory. All these are expenses which are not specifically export operating expenses and for this reason are not included in the export department's expenses.

The total of standard costs, factory variances, and other expenses results in the gross costs which are deducted from the net sales figures to give the gross income. The gross income has to cover the export department's operating expenses, some incidental expenses encountered especially in export operations, and finally the net income or profit.

In our sample profit and loss statement, deducting gross costs from net sales leaves a gross income of \$413 thousand which finally results in a net income after taxes higher than 6 per cent of sales. An average manufacturer who makes this percentage of net profit could consider his export operations satisfactory under present competitive conditions.

We have set a margin of 33½ per cent in our example between the standard costs (\$1,000,000.00) and the merchandise sales value (\$1,500,000.00) which is the total of export invoices at the quoted export trade term (we assume "f.a.s. Atlantic seaport"). Consequently, if the factory cost department indicates standard costs of \$10.00 for a new product, then the gross margin of 33½ per cent will result in an f.a.s.

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## Detailed Export Quotation

*These are the items the exporter includes when he draws up his price quotation and conditions of sale.*

### ● THE PRICE QUOTATION

*The net price and currency*

*Trade discount (if a standard price list used)*

*Quantity discount*

*Cash discount*

*Point of delivery for the price quoted: (which foreign trade term: f.a.s., f.o.b. ship, c.i.f., etc?)*

### ● CONDITIONS OF PAYMENT

*Examples: Open account (net cash 10 days after date of invoice)*

*Irrevocable confirmed letter of credit*

*Sight draft, documents against payment, etc.*

### ● GENERAL TERMS OF SALE

*—to be agreed between seller and buyer*

*Who is to pay for export packing?*

*Is the commission to the company's representative or broker included in the price quotation?*

*Date of delivery and possible penalties in case of default?*

*Is shipment to be made in one lot or are partial shipments allowed?*

*Is direct shipment required or is transshipment allowed?*

*Is shipment under special flag required?*

*Freight prepaid or freight collect?*

*Who is to arrange for booking of shipping space?*

*How is marine insurance to be arranged: by seller or buyer, on open policy for amount higher than c.i.f. value, etc.? Who is to pay for war risk?*

*What documents are required and how are they to be handled?*

*Who pays fees for certificates of origin, visas or consular invoices?*

*What special inspection documents are required and who pays inspection costs?*

*Are weight and quality discrepancies permitted? If so, up to what percentages?*

*What bank is to be used for the presentation of documents?*

*Who is to select the forwarding agent?*

seaport price of \$15.00, which provides for an adequate net profit as set out in this profit and loss statement.

This rough calculation of an export price will have to be adjusted upward for heavy goods with higher inland transportation costs or downward for a standardized product which has been manufactured for many years and is therefore less costly to handle.

### Quoting Prices

Under present competitive conditions, the closer the exporter gets to the customer (by quoting, say, c.i.f. instead of f.o.b.), the better. The buyer wants to be able to calculate his landed price with as little trouble as possible. (See "Trade Terms and the Exporter" in the May 26, 1956, issue of *Foreign Trade*). When the exporter quotes various discounts (called trade discounts) on his list prices, depending on territory, his own work is simplified but it is less satisfactory to the buyer. Quoting a definite net price has a better psychological effect on the overseas customer and makes it easier for him to calculate landed costs.

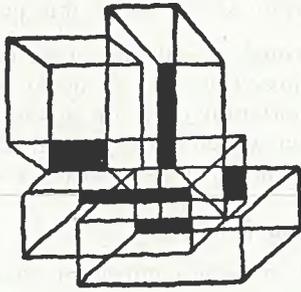
The export manager may also quote quantity discounts or cash discounts on his net price. It is not advisable to grant cash discounts higher than 2½ per cent even if cash is paid in advance or irrevocable letters of credit established; most overseas customers suspect that prices are inflated to cover higher cash discounts. The currency must also be stated in the quotation; you should quote in U.S. dollars for many countries.

When you quote "f.o.b. port of shipment", you have prepaid all charges until the goods are on board ship. It gets more complicated for the exporter when he quotes c. & f. (cost and freight) but then the buyer has only to figure out the marine insurance, customs duties, and landing charges to find his landed cost.

A c.i.f. (cost, insurance and freight) price quotation leaves only customs duties and landing costs for the buyer to calculate. Sometimes the term c.i.f. and c. is used to assure the importer that all commissions are included in the price. If the seller agrees to absorb interest on financing at no extra charge, he will quote c.i.f.c. and i.

Nothing should be left to chance or wrong interpretation when the exporter makes a price quotation. Terms and conditions for the sale include the items listed under the heading, "Detailed Export Quotation". An experienced exporter, freight forwarder, bank expert, or lawyer can help draw up proper terms and conditions for the sale.

The exporter should accept all the help he needs to establish his prices correctly and quote them clearly. His product, no matter how useful its design or how well promoted, has to be priced correctly to succeed in the export market. ●



## commodity notes

### Argentina

**OLIVES**—The 1955-56 olive crop has been officially estimated at 30,500 tons which, compared with last year's record crop of 56,400 tons, indicates a reduction of 44.9 per cent. Annual averages for the past ten and five years, however, have been exceeded by 31.2 per cent and 2 per cent. The drop in this season's crop is attributed to adverse weather and to deficient flowering, a condition which frequently follows an abnormally high output such as last year's—Buenos Aires, July 19.

### Brazil

**PINEWOOD**—Pinewood export quotas have been established for the various exporting states to ensure an adequate supply of good-quality wood on the domestic market. Apparently stocks of the lower grades are ample but, because of heavy exports, the better grades are in short supply. Contracts already covered by confirmed letters of credit are not affected by this measure—São Paulo, July 26.

### Cuba

**FRESH FISH AND SHELLFISH**—Consumption of fresh fish and shellfish in Havana in 1955 was valued at close to \$5 million, according to a report by the Fisheries Division of the Cuban Ministry of Agriculture—Havana, July 25.

### Denmark

**GRAIN**—The Danish Ministry of Agriculture now allows newly harvested Danish grain and malt to be sold for export to OEEC countries and the dollar area. However, for each sale an export permit must be obtained from the government grain office so that the Ministry can control the volume exported. Sales are expected to begin immediately; demand for newly harvested Danish malting barley is usually good at this time of year—Copenhagen, July 17.

### Greece

**PAPER**—One of the three major Greek paper mills has purchased modern equipment (with a \$2,060,000 loan from the Union des Banques Suisse) which will

permit it to increase its output and add newsprint to its products. Paper production in Greece has totalled 22,500 tons annually—50 per cent of requirements. During 1955, 22,000 tons of paper were imported of which 12,818 were newsprint (3,229 tons from Canada); the remainder was chiefly highly finished paper.

Although the newsprint capacity of this mill is apparently enough to meet local requirements, it is anticipated that not more than 3,000 tons will actually be produced and marketed annually, at least during the next two or three years. The newsprint already offered for sale compares favourably with imported stock in quality and price. The Greek paper industry is handicapped by having to import all wood pulp for newsprint; a small portion of the raw materials needed for other papers in the form of scrap paper and rags is available locally—Athens, July 16.

### India

**STREPTOMYCIN, INSULIN**—The Indian Government intends to start negotiations to buy equipment to make streptomycin at the government-owned penicillin factory at Pimpri, near Poona. The Government is also proposing to start a modern slaughterhouse in Bombay where animal glands can be properly collected and preserved. Although there are no definite plans to produce insulin in the country as yet, modern slaughterhouses will eventually be built in various parts of the country. Last year, 264.8 million units of insulin, costing Rs.1.9 million, were imported—New Delhi, July 20.

### Jamaica

**PAPER CONTAINERS**—The manufacture in Jamaica of paper containers—bags, boxes, and cartons in a wide variety of types and sizes—is growing. Output of the factory, which is owned by Amalgamated Packaging Industries Ltd., an English company, is mostly sold in Jamaica but exports to other West Indian territories and also Central America are being developed. For example, stockfeeds mixed in Trinidad and Barbados, cement made in Trinidad, and

coffee grown in Central America are being packed in containers made in Jamaica. So is sugar manufactured here. To meet the growing demand for their numerous products, the owners of the factory are increasing the space and installing additional machinery—Kingston, July 20.

### Japan

**BICYCLES**—According to the Japan Bicycle Manufacturers Association, exports of bicycles during the calendar year 1955 totalled 480 thousand machines valued at \$8.5 million. This is an increase of 30 per cent in value and 40 per cent in quantity over 1954 but even so, 1955 exports amounted to only 20 per cent of total production. The export goal for the current year is set at \$10 million and provisional figures for the first six months (\$5,012,000) suggest that it may be reached. In recent months the most promising markets for Japanese bicycles have been Hong Kong and Singapore. Other important buyers are India, Indo-China, Formosa, and Indonesia—Tokyo, July 13.

### Malaya

**RUBBER**—Total rubber exports of all grades to all countries from Singapore and the Federation of Malaya for June 1956 totalled 82,129 tons, an increase of 8,540 tons over the 73,589 tons exported in May. Total rubber imports of all grades from all countries into Singapore and the Federation of Malaya amounted to 23,867 tons, down 6,088 tons from the 29,955 tons imported in May—Singapore, July 20.

### Netherlands

**SALT**—The Royal Netherlands Salt Industry is to raise its annual salt output from 580 thousand tons to 700 thousand tons to meet the greater needs of the salt factory and the chemical plant; production of the chemical plant in The Hague is to be increased by about 50 per cent. In Delfzijl, where a new soda plant industry is being established, an electric plant will have to be built and a new boiler house is being built at Hengelo to supply more current. If the demand for salt continues to rise, a salt industry may also be established at Delfzijl in a few years' time—The Hague, July 16.

### Norway

**FURNITURE**—The Norwegian Furniture Export Co. Ltd. recently opened showrooms in London, England, and the organizers—mainly furniture manufacturers on the west coast of Norway—are optimistic about

possibilities for their goods in the British market. The Norwegian pieces exhibited in London are extremely modern in design and of the highest quality—Oslo, June 14.

### South Africa

**GOLD**—Gold production in the Union last year reached a value of £184 million, an increase of £20 million. Dividends paid by the mines which represent approximately 96 per cent of the country's production totalled £23.3 million in 1955, compared with £19.9 million in 1954. Mining costs have continued to rise and reached 40/5d per ton after advancing 1/9d per ton in the twelve months. The Chamber of Mines has warned that these figures include returns from 16 marginal mines in which the profit margin is currently less than 5/- per ton, and that during 1954 this group of mines produced new gold to a value of £43 million—Johannesburg, July 23.

**TITANIUM DIOXIDE**—Following the 1955 discovery of the large ilmenite deposits in Natal, a titanium dioxide plant is to be built at Umbogintwini, at a cost of £2 million. Initial production target of the plant (which will begin operations in 1958) is 8,000 tons of pigment a year. This includes a substantial surplus for export—Johannesburg, July 23.

### Sweden

**WOOD PULP**—According to a report in the *Swedish Wood Pulp Journal*, Scandinavian producers of chemical pulp quote the same prices in the third quarter (and in a number of cases also for the fourth quarter) as for the second quarter of this year. In the United Kingdom the quotations for paper pulp vary between the following margins (all per long ton c.i.f. British East Coast ports): bleached sulphite, £59 15s—£60 15s; bleached sulphate, £60—£61; strong unbleached sulphite, £51—£52; strong unbleached kraft pulp, £48—£49. For the leading Continental markets the following prices apply (per metric ton c.i.f. West European ports): bleached paper sulphite, Kr.850-870; bleached sulphate, Kr.855-875; strong unbleached sulphite, Kr.715-735; strong sulphate, Kr.670-690. Prices for dissolving pulp also remain unchanged for the third quarter; for viscose pulp of standard quality, prices are £66 per long ton c.i.f. England or Kr. 937.50 per metric ton c.i.f. Western Europe.

On the American market the same prices are being quoted as for the second quarter: bleached paper sulphite, \$145-\$150; bleached sulphate, \$152.50-\$155; strong unbleached sulphite, \$125-\$130, and unbleached kraft, \$120-\$125 per short ton on dock—Stockholm, July 20.

# United States Imports from Canada

B. S. SHAPIRO, *International Trade Relations Branch.*

THE FOLLOWING TABLE has been prepared by the Department of Trade and Commerce from the 1955 import statistics of the United States. The table lists all categories in which imports from Canada reached approximately \$100 thousand in 1955 and gives the rates of duty imposed by the United States on each of the categories shown. Part A consists of dutiable imports and Part B of free imports. The total value of the listed imports from Canada is \$2,414,940,000.

The figures do not represent a complete coverage of the trade, because the United States follows the practice of excluding from statistics of individual com-

modities all import shipments valued at less than \$250 each.

The table is published here, however, with the thought that our readers may find it useful as a check list of the types of goods and approximate rates of duty involved in Canadian trade with the United States.

The rates of duty are those in force as of July 1, 1956. Some of these rates will be entitled to further small reductions both next year and the following year in accordance with the terms of the recent tariff agreements. For more complete details on the full tariff descriptions and tariff classification of any particular product, readers should get in touch with the International Trade Relations Branch.

## Selected Items in the U.S. Import Statistics for 1955 Showing Imports of Approximately \$100,000 or More from Canada

TABLE A—DUTIABLE IMPORTS AND RATES OF DUTY

| Description  | U.S. Tariff |                              | 1955<br>Value of Imports |                |
|--|-------------|------------------------------|--------------------------|----------------|
|  | Para. No.   | Rate of duty<br>July 1, 1956 | from all<br>countries    | from<br>Canada |
| (thousands of dollars)   |             |                              |                          |                |
| <b>ANIMALS AND ANIMAL PRODUCTS—</b>                              |             |                              |                          |                |
| Cattle, under 200 lb. each.....                                  | 701         | 1½¢ lb.                      | 77                       | 60             |
| Cattle, 200-700 lb.....  | 701         | 2½¢ lb.                      | 11,229                   | 194            |
| Cows, dairy.....   | 701         | 1½¢ lb.                      | 3,913                    | 3,820          |
| Cattle, nspf, 700 lb. and over.....                              | 701         | 1½¢ lb.                      | 8,468                    | 3,274          |
| Sheep and lambs.....   | 702         | 75¢ each                     | 185                      | 185            |
| Hogs.....  | 703         | 1¢ lb.                       | 258                      | 243            |
| Chickens, ducks, geese, turkeys.....                             | 712         | 9½¢ lb.                      | 298                      | 292            |
| Beef, fresh, chilled.....  | 701         | 3¢ lb.                       | 6,671                    | 2,241          |
| Pork, fresh, chilled or frozen.....                              | 703         | 1½¢ lb.                      | 15,410                   | 15,377         |
| Lamb, fresh or chilled.....                                      | 702         | 3½¢ lb.                      | 432                      | 99             |
| Hams, bacon, etc., not cooked or canned.....                     | 703         | 2¢ lb.                       | 4,585                    | 4,495          |
| Hams, shoulders, cooked or canned.....                           | 703         | 3½¢ lb.                      | 77,655                   | 9,729          |
| Pork, prepared or preserved.....                                 | 703         | 3½¢ lb.                      | 9,576                    | 3,134          |
| Meats, canned, nspf.....   | 706         | 10%                          | 2,141                    | 80             |
| Cheese, cheddar.....   | 710         | 15%                          | 694                      | 194            |
| Salmon, groundfish, mackerel, sturgeon, fresh-water fish.....    | 717(a)      | ½¢ lb.                       | 17,495                   | 15,365         |
| Swordfish, fresh or frozen.....                                  | 717(a)      | 1¢; 1½¢ lb.                  | 2,000                    | 1,323          |
| Fish, fresh or frozen, nspf.....                                 | 717(a)      | 1¢ lb.                       | 1,183                    | 165            |
| Groundfish, frozen blocks.....                                   | 717(b)      | 1½¢; 2½¢ lb.                 | 9,466                    | 7,336          |
| Groundfish, fillets.....   | 717(b)      | 1½¢; 2½¢ lb.                 | 15,302                   | 10,769         |
| Halibut, salmon, flounder, freshwater fish, other fish, filleted | 717(b)      | 1½¢ lb.                      | 17,627                   | 11,747         |
| Canned salmon.....   | 718(b)      | 15%                          | 4,555                    | 3,008          |
| Canned herring, not in oil.....                                  | 718(b)      | 5½%                          | 2,002                    | 275            |
| Cod, haddock, pickled or salted.....                             | 719(2)      | ¼¢; ½¢ lb.                   | 6,071                    | 5,607          |

| Description                                   | Para. No. | U.S. Tariff<br>Rate of duty<br>July 1, 1956                 | 1955<br>Value of Imports |                |
|---|-----------|---|--------------------------|----------------|
|   |           |   | from all<br>countries    | from<br>Canada |
| (thousands of dollars)                        |           |   |                          |                |
| Cod, haddock, skinned or boned.....           | 719(3)    | 1½¢ lb.   | 1,722                    | 1,693          |
| Herring, mackerel, pickled or salted cod..... | 719(4)    | ½¢; ½¢ lb.  | 3,865                    | 1,835          |
| Fish, prepared, nspf.....                     | 720(b)    | 1¢ lb.  | 1,308                    | 485            |
| Fish sticks, uncooked.....                    | 720(d)    | 20%   | 39                       | 39             |
| Crab meat, fresh or frozen.....               | 721(a)    | 15%   | 208                      | 201            |
| Eggs of chickens, whole.....                  | 713       | 3½¢ doz.  | 1,019                    | 793            |
| Hides, of cattle, calf and kip.....           | 1530(a)   | 4%  | 6,308                    | 2,163          |
| Sole leather.....                             | 1530(b)   | 10%   | 343                      | 286            |
| Upper leather, cattle, grains.....            | 1530(b)   | 9½%   | 819                      | 744            |
| Upper leather, cattle, splits.....            | 1530(b)   | 12½%  | 176                      | 125            |
| Upper leather, cattle, patent.....            | 1530(b)   | 7½%   | 1,476                    | 244            |
| Upper leather, calf and kip.....              | 1530(b)   | 12½%  | 4,535                    | 1,636          |
| Glove and garment leather.....                | 1530(b)   | 9½%   | 372                      | 346            |
| Upper leather, cut stock.....                 | 1530(b)   | 10%   | 140                      | 95             |
| Leather shoes, welt.....                      | 1530(e)   | 38¢ per pair, but not<br>less than 5% nor more<br>than 19%. | 4,417                    | 167            |
| Leather shoes, welt.....                      | 1530(e)   |   |                          |                |
| Leather slippers.....                         | 1530(e)   | 10%   | 1,082                    | 817            |
| Leather moccasins.....                        | 1530(e)   | 10%   | 927                      | 190            |
| Leather shoes, other.....                     | 1530(e)   | 10%; 20%  | 4,353                    | 112            |
| Furs, persian lamb.....                       | 1519(a)   | 7½%; 10%  | 523                      | 347            |
| Whale oil, sperm.....                         | 52        | 1.15¢; 3½¢ gal.   | 4,965                    | 276            |
| Herring oil.....                              | 52        | 1½¢ gal. plus ¼¢ lb.  | 190                      | 178            |
| Tallow, inedible.....                         | 701       | ½¢ lb.  | 136                      | 133            |
| Horses, not over \$150 each.....              | 714       | \$7.50 each   | 169                      | 149            |
| Animals, live, nspf.....                      | 715       | 7½%   | 1,640                    | 334            |
| Bristles.....                                 | 1507      | 3¢ lb.  | 10,697                   | 93             |
| Casein, lactarene.....                        | 19        | 2½¢ lb.   | 13,557                   | 668            |

VEGETABLE PRODUCTS—

|   |      |                         |        |        |
|---|------|-------------------------|--------|--------|
| Barley.....   | 722  | 7½¢ bu.                 | 25,216 | 25,181 |
| Buckwheat.....                                      | 723  | 10¢ per 100 lb.         | 139    | 139    |
| Corn, certified seed.....                           | 724  | 12½¢ bu.                | 615    | 364    |
| Oats.....   | 726  | 4¢ bu.                  | 9,345  | 9,152  |
| Rye.....  | 728  | 6¢ bu.                  | 3,330  | 3,327  |
| Wheat.....  | 729  | 21¢ bu.                 | 2,077  | 2,076  |
| Wheat, unfit for humans.....                        | 729  | 5%                      | 8,476  | 8,474  |
| Flour of wheat.....                                 | 729  | 52¢ per 100 lb.         | 184    | 182    |
| Biscuits, not sweetened.....                        | 733  | 9½%                     | 761    | 199    |
| Wafers, cakes and baked articles.....               | 733  | 9½%                     | 2,196  | 404    |
| Barley malt.....                                    | 722  | 30¢ per 100 lb.         | 4,137  | 4,133  |
| Oats, unhulled, ground.....                         | 726  | 12½¢ per 100 lb.        | 230    | 230    |
| Hay.....  | 779  | \$1.18 per ton          | 553    | 553    |
| Feeds, wheat and other cereals and mixed feeds..... | 730  | 2½%                     | 6,643  | 4,927  |
| Beet pulp, dried.....                               | 730  | \$1.90 a ton            | 1,349  | 619    |
| Brewers' grains.....                                | 730  | \$1.25 a ton            | 2,320  | 2,022  |
| Grain hulls.....                                    | 730  | 2½¢ per 100 lb.         | 118    | 118    |
| Screenings.....                                     | 731  | 2½%                     | 3,259  | 3,234  |
| Dog food containing grain.....                      | 730  | 2½%                     | 119    | 119    |
| Manufactured dog food, other.....                   | 1558 | 10%                     | 407    | 407    |
| Dried beans.....                                    | 765  | 1½¢; 3¢ per lb.         | 306    | 306    |
| Green peas.....                                     | 769  | 1¢; 2¢ per lb.          | 443    | 108    |
| Potatoes.....                                       | 771  | 37½¢; 75¢ per 100 lb.   | 3,225  | 2,986  |
| Turnips.....  | 773  | 6¢ per 100 lb.          | 2,449  | 2,449  |
| Lettuce.....  | 774  | 95¢ per 100 lb.         | 243    | 243    |
| Carrots.....  | 774  | 12½%                    | 263    | 263    |
| Edible vegetable preparations.....                  | 1558 | 20%                     | 781    | 89     |
| Apples.....   | 734  | 12½¢ bu.                | 3,962  | 3,910  |
| Raspberries, blueberries.....                       | 736  | ½¢; ¾¢; 1¢ per lb.      | 2,190  | 2,190  |
| Cherries.....                                       | 737  | 2¢ lb.                  | 101    | 97     |
| Grapes.....   | 742  | 12½¢ cu. ft.            | 1,572  | 999    |
| Currant and berry jams and jellies.....             | 751  | 9½%                     | 742    | 348    |
| Other jams and jellies.....                         | 751  | 19%                     | 271    | 83     |
| Frozen blueberries.....                             | 736  | 8½%                     | 548    | 477    |
| Peaches, pears, and plums.....                      | 745  | ½¢; ¾¢ per lb.          | 1,204  | 417    |
| Mustard seed, whole.....                            | 781  | ¾¢ lb.                  | 1,922  | 1,476  |
| Molasses, inedible.....                             | 502  | 0.014¢ per lb. of sugar | 34,111 | 110    |
| Sugar candy.....                                    | 506  | 14%                     | 8,836  | 71     |
| Maple sugar and syrup.....                          | 503  | 1½¢; 2¢ per lb.         | 5,514  | 5,514  |

| Description  | U.S. Tariff<br>Para.<br>No. | Rate of duty<br>July 1, 1956                                      | 1955<br>Value of Imports |                |
|--|-----------------------------|---|--------------------------|----------------|
|  |                             |   | from all<br>countries    | from<br>Canada |
| (thousands of dollars)   |                             |   |                          |                |
| Whisky (rye).....  | 802                         | \$1.25 per gal.   | 54,914                   | 54,914         |
| Apple cider.....   | 738                         | 3¢ per gal.   | 408                      | 303            |
| Beer.....  | 805                         | 12½¢ per gal.   | 8,904                    | 4,124          |
| Auto tires.....  | 1537(b)                     | 9½%   | 4,177                    | 309            |
| Auto inner tubes.....  | 369(c)                      | 12½%  | 204                      | 88             |
| Synthetic rubber, crude.....   | 1558                        | 9½%   | 6,339                    | 6,149          |
| Soft rubber manufactures.....  | 1537(b)                     | 12½%  | 2,455                    | 382            |
| Drugs of animal or vegetable origin.....   | 34                          | 5%  | 13,168                   | 1,003          |
| Rapeseed oil, inedible.....  | 1732                        | 2½¢ lb.   | 820                      | 361            |
| Dyeing extracts, n.e.s.....  | 38                          | 7½%   | 317                      | 128            |
| Alsike clover seed.....  | 763                         | 2¢; 6¢ lb.  | 783                      | 783            |
| Alfalfa and red clover seed.....   | 763                         | 2¢ lb.  | 727                      | 666            |
| Sweet clover seed.....   | 763                         | 0·9¢ lb.  | 1,518                    | 1,518          |
| Kentucky and Canada bluegrass seed.....  | 763                         | 1½¢; 2¢ lb.   | 640                      | 428            |
| Fescue seed.....   | 763                         | 1¢ lb.  | 1,558                    | 1,494          |
| Millet and timothy seed.....   | 763                         | ½¢ lb.  | 773                      | 384            |
| Bromegrass seed.....   | 763                         | 0·9¢ lb.  | 951                      | 949            |
| Peat moss.....   | 1548                        | 25¢ ton   | 579                      | 420            |
| <b>TEXTILE FIBRES AND MANUFACTURES—</b>  |                             |   |                          |                |
| Coats, of cotton.....  | 919                         | 10%   | 3,455                    | 122            |
| Wool, raw.....   | 1102(b)                     | 25½¢ lb.  | 89,334                   | 259            |
| Wool noils.....  | 1105(a)                     | 12¢ lb.   | 26,519                   | 179            |
| Wool waste and rags.....   | 1105(a)                     | 9¢ lb.  | 14,563                   | 609            |
| Wool flecks.....   | 1105(a)                     | 3½¢ lb.   | 138                      | 104            |
| Wool hose.....   | 1114(b)                     | 20% and 37½¢ lb.  | 2,904                    | 76             |
| Wool wearing apparel.....  | 1115(a)                     | 23½% and 37½¢ lb.   | 3,714                    | 97             |
| Body support garments.....   | 1529(c)                     | 26%   | 424                      | 68             |
| Synthetic textile waste.....   | 1302                        | 5%  | 570                      | 158            |
| <b>WOOD AND PAPER—</b>   |                             |   |                          |                |
| Wooden blocks and shapes.....  | 406                         | 2½%   | 189                      | 164            |
| Lumber, softwood.....  | 401                         | from 25¢ to \$1.00 per<br>1,000 bd. ft.                           | 277,825                  | 263,398        |
| Hardwood flooring.....   | 402                         | 4%  | 950                      | 946            |
| Lumber, hardwood (except flooring).....  | 1803                        | \$1.50 per 1,000 bd. ft.  | 4,416                    | 1,211          |
| Dowels of hardwood.....  | 1803                        | \$1.50 per 1,000 bd. ft.  | 225                      | 221            |
| Packing boxes and shooks.....  | 407                         | 3½%   | 159                      | 153            |
| Barrels and kegs, wood.....  | 407                         | 7½%   | 94                       | 85             |
| Birch plywood.....   | 405                         | 15%   | 18,968                   | 12,631         |
| Other plywood.....   | 405                         | 20%   | 31,429                   | 72             |
| Veneer, wood.....  | 405                         | 10%   | 15,685                   | 13,785         |
| Furniture, of wood.....  | 412                         | 11½%  | 4,183                    | 200            |
| Paintbrush handles.....  | 412                         | 9½%   | 213                      | 199            |
| Broom and mop handles.....   | 412                         | 9½%   | 126                      | 116            |
| Doors, of wood.....  | 412                         | 15½%  | 1,305                    | 710            |
| Forks and spoons, wood.....  | 412                         | 17½%  | 623                      | 297            |
| Ice hockey sticks.....   | 412                         | 10%   | 119                      | 117            |
| Manufactures of wood, nspf.....  | 412                         | 16½%  | 11,299                   | 1,945          |
| Paper, uncoated, book and printing.....  | 1401                        | 4½% and 0·19¢ lb.   | 6,292                    | 5,992          |
| Paper, wrapping, kraft.....  | 1409                        | 9½%   | 4,444                    | 1,154          |
| Paper, coated with metal, etc.....   | 1405                        | 10% and 4½¢ lb.   | 331                      | 192            |
| Paper, greaseproof.....  | 1405                        | 7% and 1·4¢ lb.   | 765                      | 105            |
| Book and other paper, surface coated.....  | 1405                        | 7% and 2¾¢ lb.  | 2,164                    | 618            |
| Pulpboard in rolls, for manufacture of wallboard.....                                      | 1413                        | 7½%   | 1,641                    | 1,613          |
| Insulating board.....  | 1402                        | 5%  | 723                      | 584            |
| Wallboard, paperboard, pulpboard, leatherboard, etc., not<br>plate-finished or coated..... | 1402                        | 5%; 7½%   | 3,954                    | 2,435          |
| Hardboard.....   | 1413                        | \$7.25 ton, but not less<br>than 7½% nor more<br>than 15% ad val. | 4,586                    | 2,962          |
| Paperboard, pulpboard, finished or coated, etc.....  | 1413                        | \$6.88 ton, but not less<br>than 7% nor more<br>14% ad val.       | 5,129                    | 3,524          |
| Paper, paperboard, cut, embossed.....  | 1413                        | 15%   | 403                      | 112            |
| Hanging paper, not coloured.....   | 1409                        | 4½%   | 345                      | 341            |

## U.S. Tariff

1955  
Value of Imports

| Description   | Para. No.   | Rate of duty<br>July 1, 1956 | Value of Imports      |                |
|---|-------------|------------------------------|-----------------------|----------------|
|   |             |                              | from all<br>countries | from<br>Canada |
| (thousands of dollars)                                      |             |                              |                       |                |
| Hanging paper, coloured.....                                | 1409        | 10% and ½¢ lb.               | 1,648                 | 399            |
| Paper, sheathing and roofing, inc. roofing felt.....        | 1402        | 5%                           | 548                   | 464            |
| Manufactures of paper, nspf.....                            | 1413        | 17½%                         | 4,323                 | 200            |
| <b>NON-METALLIC MINERALS—</b>                               |             |                              |                       |                |
| Petroleum, crude, under 25 A.P.I.....                       | 1733        | ½¢ gal.                      | 109,705               | 3,289          |
| Petroleum, crude, over 25 A.P.I.....                        | 1733        | ½¢ gal.                      | 552,490               | 38,566         |
| Naphtha and finished light products.....                    | 1733        | ½¢ gal.                      | 296                   | 211            |
| Gasoline.....   | 1733        | 1½¢ gal.                     | 26,019                | 1,326          |
| Residual fuel oil.....                                      | 1733        | ½¢ gal.                      | 253,828               | 796            |
| Lime.....   | 203         | 2½¢ per 100 lb.              | 559                   | 559            |
| Cement.....   | 205(b)      | 2½¢ per 100 lb.              | 12,737                | 2,688          |
| Manufactures of plaster of paris.....                       | 205(e)      | 16½%                         | 341                   | 249            |
| Glass in sheets.....  | 219         | From .76¢ to 1.5¢ lb.        | 14,323                | 3,328          |
| Glass and manufactures, laminated.....                      | 220         | 22½%                         | 562                   | 252            |
| Fluorspar.....  | 207         | \$2.10 ton                   | 6,344                 | 1,495          |
| Rockingham earthenware.....                                 | 210         | 6½%                          | 714                   | 114            |
| Magnesite bricks and shapes.....                            | 201(a)      | 5% and ⅜¢ lb.                | 992                   | 990            |
| Unglazed brick.....   | 201(b)      | 50¢ per 1000                 | 298                   | 205            |
| Refractory material of magnesia and lime.....               | 214         | 15%                          | 558                   | 558            |
| Earthy and mineral substances and products.....             | 214         | 15%                          | 2,863                 | 560            |
| Asbestos shingles.....                                      | 1501(c)     | 3/10¢; ⅜¢ lb.                | 2,504                 | 1,922          |
| Asbestos brake and clutch lining, yarn, packing.....        | 1501        | 9½%; 10%                     | 750                   | 243            |
| Articles wholly or in part of carbon or graphite.....       | 216         | 15%                          | 3,097                 | 2,621          |
| Magnesite, deadburned.....                                  | 204         | 23/60¢ lb.                   | 6,729                 | 946            |
| Salt, in bags, barrels.....                                 | 81          | 3½¢ per 100 lb.              | 116                   | 116            |
| Salt, in bulk.....  | 81          | 1.9¢ per 100 lb.             | 1,090                 | 908            |
| <b>METALS AND MANUFACTURES—</b>                             |             |                              |                       |                |
| Granular or sponge iron.....                                | 301         | 62½¢ ton                     | 522                   | 203            |
| Pig iron, not over .04% phosphorus.....                     | 301         | 37½¢ ton                     | 972                   | 541            |
| Pig iron, over .04% phosphorus.....                         | 301         | 60¢ ton                      | 13,577                | 13,175         |
| Steel bars, concrete reinforced valued from 5 to 8¢ lb..... | 304         | 12½%                         | 1,042                 | 172            |
| Steel plates, galvanized.....                               | 307         | 10%                          | 170                   | 170            |
| Steel ingot and billet, valued from 2½ to 5¢ lb.....        | 304         | 9½%                          | 9,116                 | 9,090          |
| Steel billet, alloyed, valued from 8 to 12¢ lb.....         | 304         | 1.15¢ lb.                    | 343                   | 342            |
| Steel billet, valued over 16¢ lb.....                       | 304         | 11½%                         | 1,118                 | 1,108          |
| Steel sheet.....  | 308         | 10%                          | 386                   | 356            |
| Steel beams.....  | 312         | 1/10¢ lb'                    | 9,721                 | 101            |
| Steel rails.....  | 322         | 1/20¢ lb.                    | 279                   | 118            |
| Wire and cable, covered (except copper).....                | 316(a)      | 16½%                         | 583                   | 420            |
| Steel strip.....  | 313, 316(a) | 11½%; 12½%                   | 2,812                 | 2,589          |
| Wire nails.....   | 331         | 2/10¢ lb.                    | 17,456                | 134            |
| Castings of iron.....                                       | 327         | 5%                           | 1,690                 | 1,068          |
| Forgings.....   | 319(a)      | 11½%                         | 149                   | 95             |
| Bolts and bolt blanks.....                                  | 330         | ½¢ lb.                       | 3,228                 | 119            |
| Articles of iron or steel, nspf.....                        | 397         | 21%                          | 3,856                 | 363            |
| Tools, nspf, for cutting metal.....                         | 352         | 23½%; 30%                    | 1,954                 | 91             |
| Ferromanganese.....   | 302(d)      | ⅜¢; 15/16¢ lb.               | 12,047                | 312            |
| Ferrosilicon.....   | 302(k)      | ⅜¢ lb.                       | 4,189                 | 2,090          |
| Silicon.....  | 302(i)      | 0.9¢; 1.4¢; 2¢ lb.           | 1,993                 | 1,981          |
| Silicon aluminum.....                                       | 302(j)      | 2⅜¢ lb.                      | 106                   | 106            |
| Tungsten ore and concentrate.....                           | 302(c)      | 50¢ lb.                      | 55,964                | 6,636          |
| Molybdenum ore and concentrate.....                         | 302(b)      | 33¢ lb.                      | 142                   | 142            |
| Calcium metal.....  | 302(n)      | 17½%                         | 835                   | 835            |
| Alloys, nspf, for mfr. steel.....                           | 302(o)      | 12½%                         | 844                   | 383            |
| Aluminum metal, crude.....                                  | 374         | 1.4¢ lb.                     | 74,695                | 71,359         |
| Aluminum plate, sheet, bar.....                             | 374         | 2.8¢ lb.                     | 13,973                | 4,065          |
| Aluminum foil.....  | 382(a)      | 10.2¢ lb.                    | 2,963                 | 501            |
| Articles of aluminum, nspf.....                             | 397         | 21%                          | 1,239                 | 237            |
| Copper in rolls, sheets, rods.....                          | 381         | 1½¢ lb.                      | 10,451                | 3,461          |
| Copper tubing.....  | 381         | 3½¢ lb.                      | 5,832                 | 332            |
| Copper wire, covered.....                                   | 316(a)      | 16½%                         | 13,768                | 6,278          |
| Copper wire, nspf.....                                      | 316(a)      | 12½%                         | 685                   | 604            |
| Articles of copper, nspf.....                               | 397         | 21%                          | 258                   | 120            |

| Description                                     | U.S. Tariff |                           | 1955<br>Value of Imports |             |
|---|-------------|---------------------------|--------------------------|-------------|
|   | Para. No.   | Rate of duty July 1, 1956 | from all countries       | from Canada |
|   |             |                           | (thousands of dollars)   |             |
| Brass rod, sheet, tubing.....                   | 381         | 2¢ lb.                    | 17,376                   | 907         |
| Lead ores.....                                  | 391         | $\frac{3}{4}$ ¢ lb.       | 38,258                   | 10,555      |
| Lead, in pigs.....                              | 392         | 1-1/16¢ lb.               | 73,089                   | 8,894       |
| Lead, scrap dross.....                          | 392         | 1-1/16¢ lb.               | 3,904                    | 1,243       |
| Type metal.....                                 | 392         | 1-1/16¢ lb.               | 4,379                    | 1,693       |
| Lead pipe, sheets, etc.....                     | 392         | 1-5/16¢ lb.               | 535                      | 109         |
| Nickel, in pigs, ingots.....                    | 389         | 1½¢ lb.                   | 149,522                  | 127,442     |
| Zinc-bearing ores.....                          | 393         | 3/5¢ lb.                  | 39,524                   | 18,540      |
| Zinc, in pigs, slabs.....                       | 394         | 7/10¢ lb.                 | 46,638                   | 27,410      |
| Bismuth.....                                    | 377         | 1½%                       | 1,128                    | 84          |
| Cadmium.....                                    | 378         | 3¾¢ lb.                   | 1,320                    | 802         |
| Lighting fixtures.....                          | 397         | 21%                       | 590                      | 144         |
| Tin plate containers.....                       | 397         | 12%                       | 452                      | 108         |
| Articles of metal, not elsewhere specified..... | 397         | 21%                       | 9,705                    | 664         |

The remainder of Table A, Dutiable Imports, and Table B, Duty-Free Imports, will appear in the September 1st issue of "Foreign Trade"—Editor.

### Trade Commissioners on Tour

*D. S. ARMSTRONG, Canadian Trade Commissioner in Singapore, begins a tour of Canada in Vancouver and Victoria, September 4-14. His itinerary is:*

|   |                        |
|---|------------------------|
| Edmonton—Sept. 17-18                          | Brantford—Oct. 5       |
| Winnipeg—Sept. 20-21                          | Sarnia: Windsor—Oct. 9 |
| Toronto—Sept. 24-Oct. 2                       | Brockville—Oct. 11     |
| Hamilton: St. Catharines:<br>Welland—Oct. 3-4 |                        |

*L. S. GLASS, Commercial Counsellor for Canada in Wellington, New Zealand, began his Canadian tour in Montreal, August 6. His itinerary is:*

|                                  |                               |
|----------------------------------|-------------------------------|
| Toronto—Aug. 20-29               | Windsor: Walkerville—Sept. 14 |
| Kitchener: Waterloo—Aug. 30      | Sarnia—Sept. 17               |
| Guelph: Galt—Aug. 31             | Winnipeg—Sept. 20-21          |
| Hamilton—Sept. 4-7               | Regina—Sept. 24               |
| Niagara Falls—Sept. 10           | Calgary—Sept. 25-26           |
| St. Catharines: Welland—Sept. 11 | Edmonton—Sept. 27-28          |
| Brantford—Sept. 12               | Vancouver—Oct. 1-12           |
| London—Sept. 13                  | Victoria—Oct. 15-16           |

*C. S. BISSETT, Commercial Counsellor for Canada in Buenos Aires, Argentina, began his Canadian tour in Montreal, July 30-August 10. His itinerary is:*

|                                   |
|-----------------------------------|
| Toronto—August 13-24              |
| Windsor—August 27                 |
| Hamilton—August 28-29             |
| Kitchener—August 30               |
| St. Catharines: Welland—August 31 |
| Vancouver—September 10-14         |
| Ottawa—October 24                 |

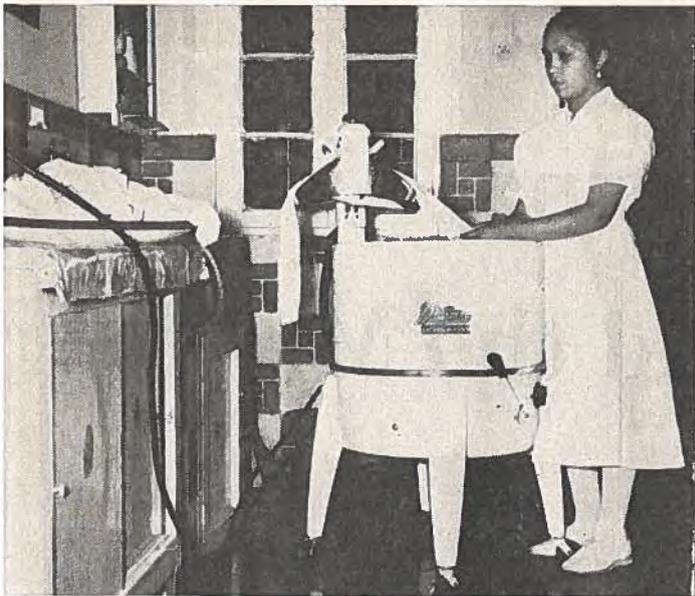
*Businessmen in the various centres may get in touch with these officers through the Board of Trade in Brantford, Galt, Guelph, and Montreal; Chambers of Commerce in Brockville, Calgary, Hamilton, Kitchener, London, Niagara Falls, Regina, St. Catharines, Sarnia, Waterloo, Welland and Windsor; the Canadian Manufacturers Association in Edmonton, Toronto and Winnipeg; the Department of Trade and Commerce in Vancouver and Ottawa, and the Department of Trade and Industry in Victoria.*

### Tours of Territory

*W. J. MILLYARD, Canadian Trade Commissioner in Salisbury, Federation of Rhodesia and Nyasaland, will visit British East Africa September 3-20.*

*K. F. NOBLE, Canadian Trade Commissioner in Johannesburg, South Africa, will be in Durban from October 8-13.*

*Businessmen who would like these officers to undertake assignments should get in touch with them at their posts as soon as possible.*



*In Peru—Washday in this Lima home is made easier by a Canadian washing machine. The Canadian firm's sales to this market began with a contact made at the 1950 CITT.*



*In Egypt—While the Statue of Rameses II looks on with dignified detachment, this Egyptian gardener cuts the grass in a central square in Cairo with a lawn mower from Canada.*

## Canada in Foreign Markets

*Canadian exporters are invited to contribute to this series photographs of their products in use or on sale in foreign markets. Photographs should be adequately captioned, protected for mailing, and addressed to: The Editor, "Foreign Trade".*



*In Sweden—These little tots live in Stockholm but the toys they are enjoying so much were made in Canada. The Canadian manufacturer has been successful in placing a number of his lines in Swedish stores within recent months.*



*In the United States—At Fort Bragg in North Carolina, the Psychological Warfare Contingent lines up for inspection. The berets which top their uniforms are Canadian.*

# Argentina

## the Country and the Market

*This article, prepared by Mr. Bissett, Commercial Counsellor in Buenos Aires, before he returned to Canada on leave and tour, provides valuable background for the businessman here who would like to consult him about sales opportunities in Argentina. Details of his tour, which began July 30 and will end in late October, will be found on page 20.*

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

ARGENTINA COVERS AN AREA of roughly 1,080,000 square miles—about 28 per cent of the area of Canada. No census has been taken since 1947 but the present population is estimated at close to 20 million. About 20 per cent live in Greater Buenos Aires and a further 25 per cent in the remainder of the Province of Buenos Aires and ten per cent in each of Santa Fé and Cordoba Provinces. These three areas thus contain about two-thirds of the total population.

The country can be divided roughly into six zones. The first zone, the pampas or central plains, is the main source of Argentina's agricultural and pastoral production and therefore of its foreign exchange earning power. This area, very similar to the Canadian prairies, includes the Provinces of Buenos Aires, southern Santa Fé and Cordoba, and La Pampa. To the north lies the second zone, the river country, in the Provinces of Entre Rios, Corrientes and Misiones. It produces similar crops to the first zone, as well as others requiring a milder climate. The third zone, farther north, is sub-tropical in nature and comprises the Provinces of Jujuy, Salta, northern Santa Fé and Cordoba, Santiago del Estero and the Formosa and

El Chaco territories. Its main products are sugar, fruit, hardwoods and petroleum.

The fourth zone is the foothills region, running the length of the Andes and comprising parts of La Rioja, Catamarca, Tucuman, San Juan, Cordoba, Mendoza, San Luis and La Pampa. Generally it is arid but it produces very well under irrigation. Mendoza is noted for its grapes and wines, Tucuman for its sugar, and the whole for its fruit, cereal and seed crops as well as petroleum production. The fifth zone, the chain of the Andes, embraces parts of all of the provinces which border on it. As yet it is little explored but it is believed to be a storehouse of valuable metals and minerals. The last area, Patagonia, stretching to the south and somewhat arid, bleak and cold, includes the territories of Rio Negro, Chubut, Santa Cruz and Tierra del Fuego. It produces mainly mutton, wool and some petroleum. The valley of the Rio Negro is known for its apples and other types of temperate-climate fruits.

### **Agricultural Production**

Of some 690 million acres, about 40 per cent is used for grazing livestock, mostly natural pasture, but some is seeded. In the centre and north, cattle are raised and in the south, sheep. Forests in the far north and far south occupy 30 per cent of the acreage and croplands another 10 per cent. The rest of the country is barren.

Wheat is the main cereal crop and production this year is estimated at about 185 million bushels—considerably below the average of the past three years. Corn is next in importance, with production this year at about 160 million bushels. Substantial quantities of oats, barley and rye are also raised as well as oilseeds—mainly flax, sunflower and peanuts. Alfalfa is extensively grown for pasture. In the northerly areas cotton, rice and sugar are important crops. In a normal year exports of cereals, oilseeds and vegetable oils account for roughly 45 per cent of the foreign exchange earnings of the country.

Argentina is also an important producer of livestock and by-products. No census has been taken recently, but the livestock population is said to total some 45 million head of cattle, 55 million sheep and about four million hogs. Frozen and chilled meat is a very important export; so is wool. Canned meats are exported in substantial amounts; so are hides and skins and other animal by-products. Sales abroad of casein, butter and cheese are also considerable. Livestock products account in a normal year for a further 45 per cent of the country's foreign exchange earnings. Agriculture supports the country's economy and any failure in the crop or livestock sectors throws the economy notably off balance.

### Manufacturing Industries

Heavy industry has not been developed in Argentina to any important extent but negotiations are at present under way to build a primary steel-producing plant from which a well-developed basic steel industry could evolve. Argentina is practically self-sufficient in the basic foodstuffs and beverage industries as well as in tobacco processing, textiles and clothing, rubber goods, and building cement. Other well-developed industries include furniture, soaps, cosmetics and toilet goods, household electrical goods, footwear and leather goods, and pharmaceutical products. The basic materials for the rubber and pharmaceutical products industries are mostly imported, as are the more complex pharmaceutical preparations. Other industries which have made considerable progress include light and heavy chemicals, paper and paper products, plastic products, agricultural implements and machinery, and a wide range of metal goods.

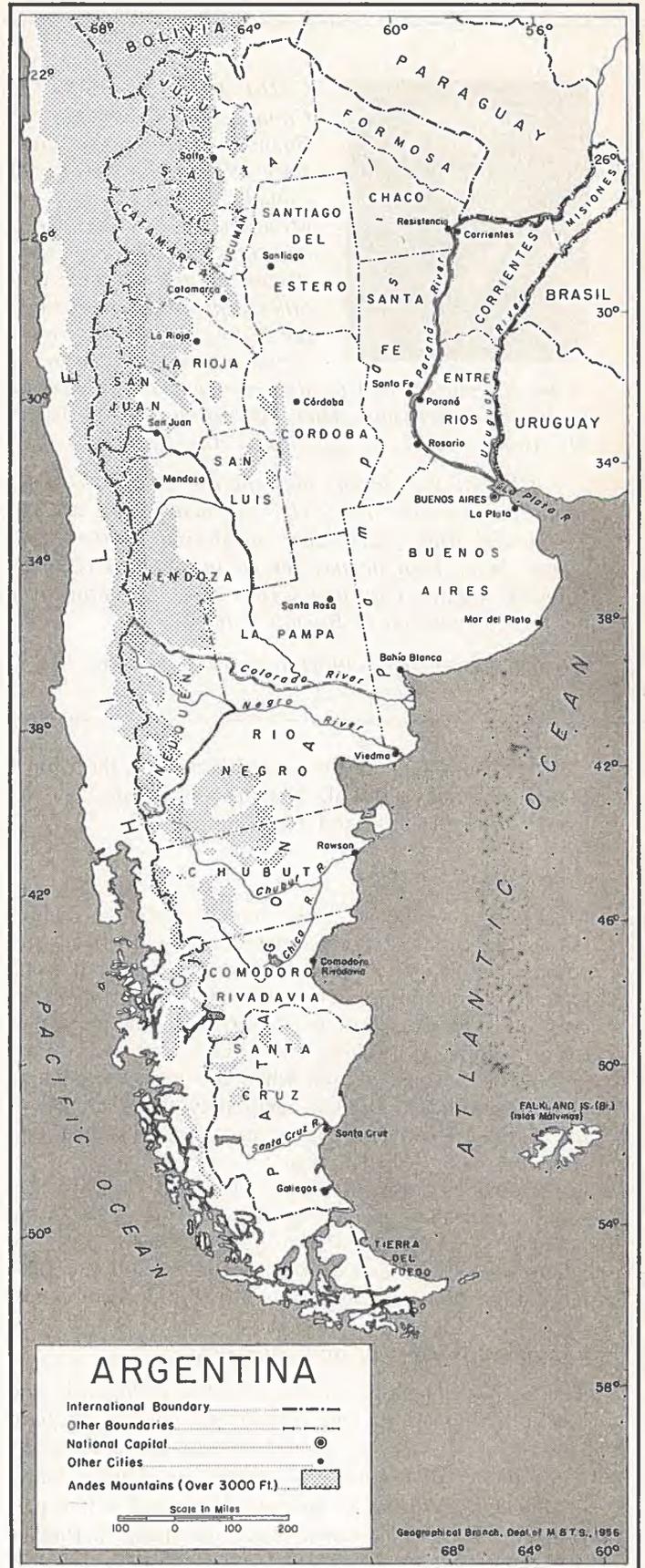
### Foreign Trade

Over the past five years Argentina's foreign trade, expressed in thousands of pesos, was valued as follows:

| Year | Exports   | Imports    | Balance    |
|------|-----------|------------|------------|
| 1951 | 6,710,900 | 10,491,700 | -3,780,800 |
| 1952 | 4,392,000 | 8,361,200  | -3,969,200 |
| 1953 | 7,189,500 | 5,667,400  | +1,522,100 |
| 1954 | 6,757,300 | 7,115,800  | -358,500   |
| 1955 | 7,297,645 | 8,904,620  | -1,606,975 |

The early part of this five-year period was one of relatively poor crops, especially in 1952. Heavy adverse trade balances took a severe toll of existing foreign exchange reserves but these are gradually being rebuilt as imports continue to be restricted.

The chief imports in recent years in order of value were machinery and vehicles; iron and steel manufactures; fuels and lubricants; food products; chemical and pharmaceutical products; timber; textiles and their manufactures; non-ferrous metals and their manufactures; pottery, glass and abrasives; paper and cardboard; rubber and rubber manufactures.





**CLIFFORD S. BISSETT**, Commercial Counsellor in Buenos Aires, Argentina, since 1950, is on his tour of Canada which began in Montreal on July 30. He is currently in Toronto until August 24 and will then visit other centres in Ontario and the West. He hopes to meet businessmen interested in the

Argentine market and to discuss export possibilities or problems with them. After his tour and home leave, Mr. Bissett returns to his post in Buenos Aires.

Clifford Bissett has been in the Trade Commissioner Service since 1925. He was first posted to Cape Town and four years later transferred to the Lima office. Since then he has served in Tientsin (China), Havana, Mexico City and Caracas before taking over his present position in Buenos Aires.

Further details of his itinerary appear on page 20.

The chief suppliers are the United Kingdom, the United States, Germany, Brazil, Netherlands, Chile, Russia, France, Japan, Italy, and Belgium.

### **Distribution Centres**

Most exports and imports funnel through Buenos Aires, the capital, which dominates the financial and commercial life of the country; practically all importers, exporters and commission agents are located here. At one time the river port of Rosario was an important export centre (especially for grain), but it declined greatly in the past decade when the previous government neglected to dredge adequately the channels of the Parana River. Dredging has been resumed and Rosario may shortly regain some of its former importance as an export centre. Bahia Blanca also has some importance as an export centre, as well as the ports of Santa Fé, La Plata, and Mar del Plata. The inland towns such as Cordoba, Mendoza and San Juan have no particular standing as distribution centres.

### **Language, Currency and Measures**

The official language of the country is Spanish and the ability to speak and correspond in it is of great value to any exporter. However there are a considerable number of branches of British and United States companies operating in Buenos Aires and a fair percentage of Argentine businessmen are fluent in English or French or both.

The official currency is the peso, valued for "official market" transactions at 18 pesos per US\$1.00 or the equivalent in other currencies. There is also a "free market" rate which is applicable to about 8 per cent of the imports and to all non-trade transactions. This rate, which fluctuates with supply and demand, is now about 32 pesos per US\$1.00. The basic monetary unit is the gold peso but these coins have not been in circulation for decades. The gold peso is now used only as a unit of measure, particularly in assessing customs import duties. For this purpose gold pesos are translated into paper pesos (moneda nacional) at one gold to 2.2727 paper pesos.

The metric system is the legal standard for all weights and measures and its use is compulsory. The use of any other system by itself is prohibited. However, such systems may be used freely with the metric system, provided the latter is displayed as prominently as the former.

### **Quotations and Terms**

The preferred method is to quote c. and f. Buenos Aires for all goods. By law all importers, when the transport risk is for their account, must place their marine insurance business with companies registered and operating in Argentina. Steamer quotations, f.o.b., are acceptable in many cases but when these are used, the exporter should send the buyer full information about ocean freight charges and any other relevant shipping expenses, so that he can easily calculate the c. and f. value of the merchandise. Quoting f.a.s. is much less acceptable and f.o.b. or f.o.r. quotations at some interior non-seaboard point are useless.

At least 92 per cent of imports are subject to import-exchange permits and to the "official market" exchange rate. Importers must deposit with the bank the equivalent value in pesos before they receive their permits. Accordingly letter-of-credit terms are the most common and are quite acceptable for such business. For imports through the free market, however, sight draft and date draft terms, which disappeared from Argentine trading practice for many years, are being revived. They will become increasingly important as free market imports are allowed to expand. Purchases on long terms over a period of years, if imported through the official market, must have prior Central Bank approval.

### **Shipping Documents, Marking and Packing**

All shipments by sea require these documents for presentation to Customs: the original and the first copy of a consular invoice (in which is incorporated the certificate of origin) made valid by an Argentine Consular officer; one copy of the bill of lading signed by the shipper and made legal by an Argentine Consul; and two copies of the commercial invoice, also visaed by an Argentine Consul.

The country of origin must be shown on all merchandise which will reasonably carry such identification, either marked, stamped or tagged. For preserved foods and pharmaceutical products, special regulations are in force.

The import duties generally are levied on the invoice value of the goods, basis c.i.f. Argentine port. However, some items are dutiable on the legal or gross weight and when these are received without the customary wrappings or containers the "aforo" (valuation for duty) is increased by 10 per cent. When the lack of the customary packing material is not specifically mentioned in the invoice, double duties are levied.

The Royal Bank of Canada has a branch in Buenos Aires and other Canadian banks arrange collections through banking correspondents in the capital.

### **Samples**

The businessman should send samples by sample post, not by parcel post, as postage rates are usually lower and as a rule he avoids customs declarations. The packages should be marked "Muestras sin valor" (samples without value). Duty is levied if samples have a commercial value, but payment may be avoided by posting a bond to re-export the goods. This is valid for 90 days and renewable for another 90 days.

### **Patents and Trademarks**

The first person to apply for a patent or trademark is entitled to register it, no matter who owns it in any part of the world outside Argentina. Prior use, either outside or inside Argentina, is not considered a reason to annul a registration because no right to it can be claimed unless it was registered previously. All patents and trademarks which are or may be used profitably in Argentina should be registered beforehand.

### **Communications**

Freight services are operated to Buenos Aires from eastern Canada by the Moore McCormick Steamship Co., Lamport & Holt, and International Freightage Corporation. From B.C. ports, services are provided by Moore McCormick, and Pope and Talbot, San Francisco, when there is sufficient cargo.

Canadian Pacific Airlines operates a weekly service from Vancouver and Toronto via Mexico City and Lima to Buenos Aires.

### **Visitors**

The best seasons to visit Argentina are April-May and September-October. The winter, June to August, although it is damp, is not considered cold by Canadian standards and would also be suitable. To escape the northern winter, Canadians usually choose the worst time to visit Argentina, January to March, which is

generally oppressively humid, hot and enervating. It is also the holiday period when many businesses are closed for annual vacations, top executives are out of town, and business is slack.

Travellers who solicit and take orders must enter with a business visit visa and on arrival take out a federal licence. A businessman should apply for such a visa several weeks in advance as it must be referred to Buenos Aires for decision. Business visitors are subject to Argentine income tax and before departure must first obtain a tax clearance certificate. Visitors entering as tourists are exempt from these requirements but may not bring with them such things as samples, advertising literature and catalogues, which would indicate that the real purpose of their visit is to do business.

In October 1955, restrictions on the entry and exit of foreign bank-notes and other forms of currency were abolished. At present any currency, including Argentine, may freely enter and leave the country in any amount, either on the person of travellers, in their baggage, or by mail.

Visitors must present evidence of smallpox vaccination dated within the three years previous to the time they enter Argentina. To be valid this certificate must show the reaction obtained.

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### **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: Belgium, Belgian Congo, Bolivia, Brazil, Chile, Colombia, Cuba, Dominican Republic, Egypt, Finland, France, Western Germany, Greece, Guatemala, Haiti, Indonesia, Israel, Italy, Mexico, Netherlands, Netherlands Antilles, Nicaragua, Norway, Panama, Peru, Surinam (Netherlands Guiana), Sweden, Switzerland, United States 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.*

### **Index to "Foreign Trade"**

*The index to Volume 105 (January-June 1956) of Foreign Trade is now ready. If you would like a copy, write to the Editor, Foreign Trade, Department of Trade and Commerce, Ottawa.*

# trade and tariff regulations

## Austria

**TRANSIT TRADE AUTHORIZED**—The Viennese economic paper *Internationale Wirtschaft* reports that at the present time trade authorizations are generally granted for transit transactions involving the purchase of EPU currencies for the acquisition of dollar goods. On the other hand, authorizations are seldom given for the purchase of dollar goods and their re-sale against EPU currencies—Berne, July 24.

**IMPORT OF TRADE SAMPLES EASED**—On July 16 the International Convention to Facilitate the Importation of Commercial Samples and Advertising Material became effective in Austria. This arrangement provides for duty-free and tax-free entry of low-valued commodity samples and the temporary entry of higher-valued samples. It formalizes the facilities for the entry of samples which Austria granted unilaterally in the past. Moreover, graphic promotion literature and material may now be imported into Austria without payment of duties and taxes and without quantitative restrictions. The temporary entry of commercial promotion films is eased and is no longer subject to quantity limitations—Berne, July 27.

## Indonesia

**IMPORT LICENSING SYSTEM SUSPENDED**—Effective August 6, Indonesia suspended its import licensing system and introduced a new export premium system. New import regulations and surcharges are anticipated.

Since it is not clear whether import licences issued prior to August 6 are still valid, Canadian exporters who are about to ship goods to Indonesia may wish to verify the validity of the relevant import permits with their Indonesian customers before making shipment—Djakarta, Aug. 6.

## Norway

**DOLLAR IMPORTS LIBERALIZED**—In *Foreign Trade* of August 4, 1956, we reported that the Norwegian authorities are issuing import licences automatically on application for certain dollar imports effective July 1. Detailed information is now available regarding the liberalized commodities. They

include the following products of interest to Canadian exporters:

- Sausage casings, natural
- Split peas
- Tomato paste in containers weighing more than five kilograms gross
- Unmanufactured tobacco
- Tallow
- Rapeseed oil
- Fish oils, crude
- Cod liver oil, for medicinal or veterinary purposes
- Raw hides and skins
- Raw fur skins
- Flaxseed and other oil seeds
- Synthetic rubber
- Crude asbestos
- Iron ore and ores of non-ferrous metals
- Scrap of iron and non-ferrous metals
- Clover seed, grass seed and various other seeds
- Montan wax
- Aluminum oxide
- Various dyes and paints
- Various crude chemicals and chemical products
- Tires and inner tubes
- Rubber hose and belting
- Textile yarns and yard goods
- Fishing nets of textile materials
- Rope
- Iron and steel, primary and semi-fabricated
- Nickel copper matte
- Non-ferrous metals, primary and semi-fabricated
- Various manufactures of base metals, including needles and tools
- Diesel engines over 700 h.p. including those for ships
- Agricultural machines
- Bookkeeping and calculating machines
- Tractors
- Various industrial machinery and machine tools
- Electric motors
- Electrical machines including radio wireless apparatus, washing machines, etc.
- Radar equipment
- Locomotives
- Various parts for motor vehicles, including engines, sparkplugs, engine and body parts, etc.

*Detailed information on individual commodities may be obtained from the International Trade Relations Branch.*

## United States

**CUSTOMS VALUATION METHODS CHANGED**—On August 2 the President signed the Customs Simplification Act which changes the methods by which imported goods are appraised for duty purposes.

This legislation makes "Export Value" the prime basis for levying ad valorem duties. It defines "Export Value", briefly, as the price at which the

foreign goods undergoing appraisalment are freely sold or offered for sale to United States importers who buy in the usual wholesale quantities for industrial use or for resale otherwise than at retail.

The previous law required the United States Customs to determine both "Foreign Value" and "Export Value" and to levy duties on the basis of the higher value.

The new valuation system will not be applied, however, to all goods. The Act directs the U.S. Treasury Department to publish a provisional list of imported articles whose value for duty purposes would be reduced by more than 5 per cent if appraised under the new "Export Value" basis. United States manufacturers will have 60 days after publication of the list to request the Treasury Department to give consideration to additional items. Items on the final list will not be granted the benefits of the new valuation law, but will continue to be valued on the old basis of "Foreign Value", which is the highest price at which the goods are sold in the home market.

*Further details will be published as more information becomes available.*

## West Germany

### IMPORT QUOTAS FOR CANADIAN EXHIBITORS

—Canadian exporters participating in international exhibitions in the Federal Republic of Germany during the second half of 1956 will be granted special import permits to a total amount of 1 million D marks (about \$235 thousand) for non-agricultural materials and manufactured goods, and 2.3 million D marks (about \$540 thousand) for agricultural products. In addition, special quotas have been established for Canadian exhibitors at the Berlin Industries Fair (September 15 to 30) amounting to 500 thousand D marks (about \$117,500) for non-agricultural materials and manufactured goods, and a further 500 thousand D marks for agricultural products. Apart from these quotas, imports of Canadian salmon products into the Federal Republic of Germany will be approved up to a value of 300 thousand D marks (about \$70,000).

These quotas apply to items which have not been liberalized by West Germany, with the exception of certain listed goods, including the following:

Fresh salted and smoked salmon; salted and filleted herring; butter, milk and milk products, except powdered full cream milk; potatoes; cereal groats, meal and semolina; pearled, crushed or flaked cereal grains and edible germs of cereals; edible lard, margarine, imitation lard and other prepared edible fats; meat and edible offals, products and preparations thereof except meat extracts; fresh fruits; non-edible horticultural products and seeds.

AUGUST 18, 1956

Further, limited quotas only are available for the following:

Flour of cereals; macaroni, noodles and similar alimentary pastes; canned fruits and vegetables, fruit juices and concentrates; gluten, gluten flour, glucose, glucose syrup; potato granules (sago), tapioca; cheese; natural honey.

The quotas for the last three groups (gluten, etc., cheese and honey) are not available at the Berlin Industries Fair.

The following is a schedule of trade fairs and exhibitions of an international character to be held in the Federal Republic of Germany in the second half of 1956:

|  |             |                 |
|--|-------------|-----------------|
| International Leather Goods Trade Fair ..                          | Offenbach   | September 1-6   |
| GIFA—International Foundry Exhibition..                            | Duesseldorf | September 1-9   |
| International Police Exhibition .....                              | Essen       | September 1-23  |
| International Autumn Fair .....                                    | Frankfort   | September 2-6   |
| Household Goods and Hardware Fair .....                            | Cologne     | September 7-9   |
| Frankfort Book Fair ..   | Frankfort   | September 19-24 |
| German Industries Exhibition .....                                 | Berlin      | September 15-30 |
| Textile and Clothing Fair .....                                    | Cologne     | September 16-18 |
| International Exhibition of Provisions and Italian Warehouse Goods | Munich      | Sept. 21-Oct. 7 |
| PHOTOKINA—International Photography and Cinema Exhibition .....    | Cologne     | Sept. 29-Oct. 7 |
| INDROFA—International Druggists' Exhibition .....                  | Duesseldorf | October 7-14    |
| 3rd International Bicycle and Motorcycle Show                      | Frankfort   | October 21-28   |

*Information on the status of particular Canadian goods under German liberalization and under quotas for exhibitors may be obtained from the International Trade Relations Branch of the Department.*

## Bricklaying Invention

A simple device invented by a Southern Rhodesian has trebled the output of African bricklayers. The invention is known as "the Boswell corner post" and consists of a series of wooden posts at the corners of a building to enable bricks to be laid without the use of a builder's level or course-height gauge. It is such a simple device that farmers who have never laid bricks before in their lives can do so easily and there is no reason why it should not be used by skilled bricklayers to save time. Sales are handled by a Salisbury firm.



## Coming to Canada on Business

The information about foreign business visitors given here is, to the best of our knowledge, accurate at the time of going to press. We cannot, however, accept responsibility for any changes in itineraries nor for cancellation of plans. This information is published as a service and in no way represents sponsorship or selection by the Department of Trade and Commerce. We cannot undertake to enter into correspondence about these visitors.

### ► from Australia

**FRANK SEALES** of *W. J. Carr Pty Ltd.*, 95-99 Bay Street, Port Melbourne, Victoria, and President, Australian Federation of Manufacturing Stationers, will investigate ideas for the Australian stationery industry. He plans to arrive in Montreal the third week in September and to stay in Canada approximately a month. Main cities on itinerary are Montreal, Toronto, Vancouver.\*

**S. T. ATKINSON**, Director of *A. G. Healing Ltd.*, dealing in automobile parts, expects to arrive in Montreal October 3 to visit the Montreal area for a few days.\*

\* For further information or to make arrangements to see these two men, please contact **C. L. Steele**, Australian Government Trade Commissioner, 1255 Phillips Square, Montreal.

### ► from the Belgian Congo

**RENE DELVAUX**, senior partner, *Messrs. Redelco*, general importers of Leopoldville, Belgian Congo, will visit Canada during the latter half of September. The main purpose of his visit is to keep in touch with present Canadian principals and friends but he would welcome leads which might increase his firm's representation. He is especially interested in consumer durable goods and foodstuffs, mainly canned, dried, and salted fish. While in Canada Mr. Delvaux will visit the Department of Trade and Commerce in Ottawa.

### ► from Indonesia

**ROBERT Y. N. KING**, representing the X-ray and medical products division of *Messrs. N. V. H., Mij.*, and *J. A. Wattie and Company*, Tanah Abang Barat 40, Djakarta, Indonesia, importers of pharmaceuticals, X-ray and medical equipment, and food products, will visit Canada early in September. The company he represents also imports general equipment and supplies for the *Wattie Estates* and other estates through control of the *Estates Supplies and Trading Company* in Surabaya. Mr. King will arrive in Ottawa during the first two weeks of September to consult with *Atomic Energy of Canada Limited*. He plans also to include visits to an aviation electronics company and a chemical firm in Montreal. His mailing address is c/o Mr. W. J. Green, *Atomic Energy of Canada Limited*, Ottawa, Ontario.

### ► from Mexico

**ALFONSO CALVA**, engineer with *Otis Elevator Company*, will visit the company's offices in Toronto towards the end of August for one week. Mr. Calva is interested in electrical and mechanical apparatus.

**M. MUNOZ LOPEZ**, executive vice-president and mining engineer, *Cia. Minera Nor-Ex, S.A.* will discuss mining problems with *Noranda Mines Ltd.*, Toronto, Ontario. He arrived in Canada July 22 and expects to stay for 30 days.

### ► from Norway

**MESSRS. JOHANNESSEN AND OMDAL**, manager and joint manager of the *State Grain Corporation* which controls purchases and distribution of both domestic and imported wheat in Norway, will visit Canada from August 19 to September 13 as guests of the *Canadian Wheat Board*. Their tour, which begins in Vancouver, includes visits to Banff, Calgary, Winnipeg, Churchill, Fort William, Toronto, Ottawa, and Montreal as the party moves east.

# 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,<br>Office Telephone  |
|---|--|---|---|
| <b>Argentina</b>  | C. S. Bissett,<br>Commercial Counsellor  | Canadian Embassy,<br>Bartolome Mitre 478,<br>BUENOS AIRES                               | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 33-8237   |
| <b>Argentina</b><br>Paraguay, Uruguay   | W. F. Hillhouse,<br>Agricultural Secretary   |   |   |
| <b>Australia</b><br>(Capital Territory,<br>New South Wales,<br>Queensland,<br>Northern Territory)<br>Dependencies | J. C. Britton,<br>Commercial Counsellor<br>for Canada<br><br>Commercial Secretary  | City Mutual Life Building<br>60 Hunter Street,<br>SYDNEY                                | <i>Mail:</i><br>P.O. Box 3952 G.P.O.<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> BW 5696                                |
| <b>Australia</b><br>(Victoria, South<br>Australia, Western<br>Australia, Tasmania)                                | R. W. Blake,<br>Commercial Secretary<br>for Canada   | 33 William Street<br>MELBOURNE  | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> MU 4716   |
| <b>Belgian Congo</b><br>Angola, French<br>Equatorial Africa   | K. Nyenhuis,<br>Canadian Government<br>Trade Commissioner  | Forescom Building,<br>LEOPOLDVILLE 1.   | <i>Mail:</i><br>Boîte Postale 373<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 2706                                      |
| <b>Belgium</b><br>Luxembourg  | T. J. Monty,<br>Commercial Counsellor<br><br>K. G. Ramsay,<br>Assistant Commercial<br>Secretary<br><br>J. R. Roy,<br>Assistant<br>Commercial Secretary | Canadian Embassy,<br>35 rue de la Science,<br>BRUSSELS                                  | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 11-33-88  |
| <b>Brazil</b>   | Commercial Secretary<br><br>H. M. Maddick,<br>Commercial Secretary   | Canadian Embassy,<br>Edificio Metropole,<br>Av. Presidente Wilson 165<br>RIO DE JANEIRO | <i>Mail:</i><br>Caixa Postal 2164<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 42-4140                                   |
| <b>Brazil</b>   | C. E. Butterworth,<br>Consul and<br>Trade Commissioner<br><br>G. F. Osbaldeston,<br>Vice Consul and Assistant<br>Trade Commissioner                    | Canadian Consulate,<br>Edificio Alois,<br>Rua 7 de Abril 252,<br>SAO PAULO              | <i>Mail:</i><br>Caixa Postal 6034<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 36-6301                                   |
| <b>*Ceylon</b>  | Office of the<br>High Commissioner<br>for Canada   | 6 Gregory's Road<br>Cinnamon Gardens,<br>COLOMBO  | <i>Mail:</i> P.O. Box 1006<br><i>Cable:</i> DOMCANADA<br><i>Tel.:</i> 91341   |
| <b>Chile</b>  | L. D. Burke,<br>Acting<br>Commercial Secretary   | Canadian Embassy,<br>6th Floor,<br>Av. General Bulnes, 129,<br>SANTIAGO                 | <i>Mail:</i> Casilla 771<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 64189  |
| <b>Colombia</b><br>Ecuador  | W. B. McCullough,<br>Commercial Counsellor<br><br>A. P. Savard,<br>Commercial Secretary  | Canadian Embassy,<br>Avenida Jimenez No. 7-25,<br>Office 613,<br>BOGOTA                 | <i>Mail:</i> Apartado 1618<br><i>Airmail:</i><br>Apartado Aereo 3562<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 30-065 |
| <b>Cuba</b>   | G. A. Browne,<br>Commercial Secretary  | Canadian Embassy,<br>Edificio Ambar Motors,<br>Avenida Menocal 16,<br>HAVANA            | <i>Mail:</i> Apartado 1945<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> UO-9457  |
| <b>Denmark</b><br>Greenland   | C. F. Wilson,<br>Commercial Counsellor   | Canadian Embassy,<br>4 Trondhjems Plads,<br>COPENHAGEN                                  | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> Tria 1602                                       |

| <b>Territory</b>   | <b>Officer</b>  | <b>City Address</b>  | <b>Mail and Cables,<br/>Office Telephone</b>   |
|--|---|--|--|
| <b>Dominican Republic</b><br>Puerto Rico   | M. B. Bursey,<br>Commercial Counsellor  | Canadian Embassy,<br>Edificio Copello 408,<br>Calle El Conde,<br>CIUDAD TRUJILLO | <i>Mail:</i> Apartado 451<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 5318                                 |
| <b>Egypt</b><br>Aden, Sudan, Cyprus,<br>Ethiopia,<br>Saudi Arabia, Yemen                         | M. R. M. Dale,<br>Commercial Secretary  | Canadian Embassy,<br>6 Sharia Rouston Pasha,<br>Garden City,<br>CAIRO            | <i>Mail:</i> Kasr el Doubara<br>Post Office<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 23110              |
| <b>France</b><br>Algeria,<br>French West<br>Africa, Tunisia                                      | R. Campbell Smith,<br>Commercial Secretary<br><br>A. L. Neal,<br>Attaché<br><br>J. H. Bailey,<br>Assistant Commercial<br>Secretary                  | 3 rue Scribe,<br>PARIS   | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> OPEFR 42-30                        |
| <b>Germany</b><br>Federal Republic   | B. A. Macdonald,<br>Commercial Counsellor<br><br>S. G. Barkley<br>Commercial Secretary<br><br>M. B. Blackwood,<br>Assistant Commercial<br>Secretary | Canadian Embassy,<br>22 Zitelmannstrasse,<br>BONN                                | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> Bonn 21971                         |
| <b>Greece</b><br>Israel, Turkey  | A. B. Brodie,<br>Commercial Secretary   | Canadian Embassy,<br>31 Vassilissis Sophias Ave.,<br>ATHENS                      | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 74044                              |
| <b>Guatemala</b><br>Costa Rica, El<br>Salvador, Honduras,<br>Nicaragua, Panama<br>and Canal Zone | H. W. Richardson,<br>Canadian Government<br>Trade Commissioner<br><br>J. R. Midwinter<br>Assistant Trade<br>Commissioner                            | 5a Avenida Sud, 10-68<br>GUATEMALA CITY  | <i>Mail:</i> P.O. Box 444<br><i>Airmail:</i> P.O. Box 400<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 5590 |
| <b>*Haiti</b>  | Chargé d'Affaires, a.i.<br>and Consul   | Route du Canape Vert,<br>St. Louis de Turgeau,<br>PORT AU PRINCE                 | <i>Mail:</i> P.O. Box 826  |
| <b>Hong Kong</b><br>China, Indo-China,<br>Macao, Taiwan  | C. M. Forsyth-Smith<br>Canadian Government<br>Trade Commissioner<br><br>Assistant Trade<br>Commissioner   | Hong Kong and Shanghai<br>Banking Corporation Bldg.,<br>HONG KONG                | <i>Mail:</i> P.O. Box 126<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 28336                                |
| <b>India</b>   | Wm. Jones,<br>Commercial Secretary  | Office of the<br>High Commissioner for Canada,<br>4 Aurangzeb Road,<br>NEW DELHI | <i>Mail:</i> P.O. Box 11<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 40191                                 |
| <b>India</b>   | T. F. Harris,<br>Canadian Government<br>Trade Commissioner<br><br>G. F. Mintenko,<br>Assistant Trade<br>Commissioner                                | Gresham Assurance House,<br>Mint Road,<br>BOMBAY                                 | <i>Mail:</i> P.O. Box 886<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 32968                                |
| <b>Indonesia</b>   | W. D. Wallace,<br>Commercial Secretary  | Canadian Embassy,<br>Budi Kemuliaan No. 6,<br>DJAKARTA                           | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> Gambir 499                         |
| <b>Ireland</b>   | T. G. Major,<br>Commercial Counsellor<br>for Canada   | 66 Upper O'Connell St.,<br>DUBLIN  | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 44251                              |
| <b>Italy</b><br>Libya, Malta,<br>Yugoslavia  | S. G. MacDonald,<br>Commercial Counsellor<br><br>W. R. Van,<br>Commercial Secretary<br><br>K. F. Osmond,<br>Commercial Secretary<br>(Fisheries)     | Canadian Embassy,<br>Via G. B. De Rossi 27<br>ROME                               | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 846-824                            |

| <b>Territory</b>   | <b>Officer</b>  | <b>City Address</b>  | <b>Mail and Cables,<br/>Office Telephone</b>  |
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| <b>Jamaica</b><br>Bahamas,<br>British Honduras   | H. E. Campbell,<br>Canadian Government<br>Trade Commissioner  | Canadian Bank of<br>Commerce Chambers,<br>KINGSTON   | <i>Mail:</i> P.O. Box 225<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 2858            |
| <b>Japan</b><br>Korea  | J. L. Mutter,<br>Commercial Counsellor<br><br>W. G. Pybus,<br>Commercial Secretary  | Canadian Embassy,<br>Tokyo   | <i>Mail:</i> Canadian Embassy<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 48-4116     |
| Japan  | J. E. Lancaster,<br>Canadian Government<br>Trade Commissioner   | 7th Floor, Crescent Bldg.,<br>72 Kyomachi, Ikutaku,<br>KOBE                                      | <i>Mail:</i> P.O. Box 513<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 3-4617          |
| <b>Lebanon</b><br>Iraq, Jordan, Persian<br>Gulf Area, Syria  | G. F. G. Hughes,<br>Commercial Secretary  | Canadian Legation,<br>Alpha Building,<br>Rue Clemenceau,<br>BEIRUT                               | <i>Mail:</i><br>Boîte Postale 2300<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 30794  |
| <b>Mexico</b>  | Commercial Counsellor<br><br>C. O. R. Rousseau,<br>Assistant Commercial<br>Secretary  | Canadian Embassy,<br>Edificio Internacional,<br>Paseo de la Reforma,<br>MEXICO, D. F.            | <i>Mail:</i><br>Apartado 126-Bis<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 36-27-90 |
| <b>Netherlands</b>   | V. L. Chapin,<br>Commercial Secretary<br><br>Commercial Secretary<br><br>W. R. Hickman,<br>Assistant Commercial<br>Secretary                | Canadian Embassy,<br>Sophialaan 1-A,<br>THE HAGUE  | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 18-51-06      |
| <b>New Zealand</b><br>Fiji, Western Samoa  | L. S. Glass,<br>Commercial Counsellor<br><br>J. MacNaught,<br>Assistant Commercial<br>Secretary   | Office of the High Commissioner<br>for Canada,<br>Government Life Insurance Bldg.,<br>WELLINGTON | <i>Mail:</i> P.O. Box 1660<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 70-644         |
| <b>Norway</b><br>Iceland   | J. C. Depocas,<br>Commercial Counsellor   | Canadian Embassy,<br>Fridtjof Nansens Plass 5,<br>OSLO   | <i>Mail:</i> P. O. Box 1379—Vika<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 33-30-80 |
| <b>Pakistan</b><br>Afghanistan, Iran   | R. K. Thomson,<br>Commercial Secretary  | Office of the<br>High Commissioner for Canada,<br>Hotel Metropole, Victoria Rd.,<br>KARACHI      | <i>Mail:</i> P.O. Box 3703<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 5826           |
| <b>Peru</b><br>Bolivia   | H. J. Horne,<br>Commercial Secretary  | Canadian Embassy,<br>Edificio Boza, Carabaya 831,<br>Plaza San Martin,<br>LIMA                   | <i>Mail:</i> Casilla 1212<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 72760           |
| <b>Philippines</b>   | H. L. E. Priestman,<br>Consul General<br>and Trade Commissioner<br><br>W. J. Jenkins,<br>Vice Consul and<br>Assistant<br>Trade Commissioner | Canadian Consulate General,<br>Ayala Building<br>Juan Luna Street<br>MANILA                      | <i>Mail:</i> P.O. Box 1825<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 3-33-35        |
| <b>Portugal</b><br>Azores, Madeira   | Richard Grew,<br>Commercial Counsellor  | Canadian Embassy,<br>Rua Marques de Fronteira<br>No. 8—4° D°<br>LISBON                           | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 53117         |
| <b>Rhodesia and Nyasaland</b><br>Kenya, Seychelles Is.,<br>Tanganyika,<br>Uganda, Zanzibar           | W. J. Millyard,<br>Canadian Government<br>Trade Commissioner  | Dolphin House,<br>Union and Moffat Sts.<br>SALISBURY   | <i>Mail:</i> P.O. Box 2133<br><i>Cable:</i> CANTRACOM<br><i>Tel.:</i> 26571         |
| <b>Singapore</b><br>Brunei, Burma,<br>Federation of<br>Malaya,<br>North Borneo,<br>Sarawak, Thailand | M. P. Carson,<br>Canadian Government<br>Trade Commissioner<br><br>W. G. Huxtable,<br>Assistant<br>Trade Commissioner                        | Room E-3, Union Building,<br>SINGAPORE   | <i>Mail:</i> P.O. Box 845<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 30631-2         |

| <b>Territory</b> | <b>Officer</b> | <b>City Address</b> | <b>Mail and Cables,<br/>Office Telephone</b> |
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| <b>South Africa</b><br>(Natal, Transvaal,<br>Orange Free State),<br>Madagascar, Mauritius,<br>Mozambique, Reunion                                  | <b>K. F. Noble,</b><br>Canadian Government<br>Trade Commissioner  | Mutual Building,<br>Harrison Street,<br>JOHANNESBURG  | <i>Mail:</i> P.O. Box 715<br><i>Cable:</i> CANTRACOM<br><i>Tel.:</i> 33-2628                                      |
| <b>South Africa</b><br>(Cape Province)<br>Southwest Africa   | <b>A. W. Evans,</b><br>Canadian Government<br>Trade Commissioner  | Grand Parade Centre Bldg.,<br>Adderley Street,<br>CAPE TOWN   | <i>Mail:</i> P.O. Box 683<br><i>Cable:</i> CANTRACOM<br><i>Tel.:</i> 2-5134/5                                     |
| <b>Spain</b><br>Balearic Islands,<br>Canary Islands,<br>Gibraltar, Rio de Oro,<br>Tangier  | <b>M. T. Stewart,</b><br>Commercial Counsellor  | Canadian Embassy,<br>Edificio España,<br>Avenida de Jose Antonio 88,<br>MADRID                        | <i>Mail:</i> Apartado 117<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 47-54-00                                      |
| <b>Sweden</b><br>Finland   | <b>I. V. Macdonald,</b><br>Acting Commercial<br>Secretary   | Canadian Embassy,<br>Strandvagen, 7-C,<br>STOCKHOLM   | <i>Mail:</i> P.O. Box 14042<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 67-92-15                                    |
| <b>Switzerland</b><br>Austria,<br>Czechoslovakia,<br>Hungary   | <b>B. I. Rankin,</b><br>Commercial Secretary<br><br><b>N. W. Boyd,</b><br>Assistant Commercial<br>Secretary   | Canadian Embassy,<br>Kirchenfeldstrasse 88,<br>BERNE  | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 4-63-81                                     |
| <b>Trinidad</b><br>Barbados, Windward<br>and Leeward Islands,<br>British Guiana, Dutch<br>Guiana, French<br>Guiana, French West<br>Indies          | <b>D. B. Laughton,</b><br>Canadian Government<br>Trade Commissioner   | Colonial Building,<br>72 South Quay,<br>PORT-OF-SPAIN   | <i>Mail:</i> P.O. Box 125<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 34787   |
| <b>United Kingdom</b><br>(South of England,<br>East Anglia,<br>Scotland),<br>British West Africa<br>(Gambia, Gold Coast,<br>Nigeria, Sierra Leone) | <b>H. L. Brown,</b><br>Commercial Counsellor<br><br><b>G. H. Rochester,</b><br>Commercial Counsellor<br>(Timber)<br><br><b>D. A. B. Marshall,</b><br>Commercial Counsellor<br>(Agricultural)<br><br><b>T. M. Burns,</b><br>Commercial Secretary | Office of the<br>High Commissioner for Canada,<br>Canada House,<br>Trafalgar Square,<br>LONDON, S.W.1 | <i>Mail:</i> (City Address)<br><i>Cable:</i> SLEIGHING<br><i>Tel.:</i> Whitehall 8701<br><br><i>Cable:</i> TIMCOM |
| <b>United Kingdom</b><br>(Midlands, North<br>England, Wales)   | <b>Canadian Government</b><br>Trade Commissioner  | Martins Bank Building,<br>Water Street,<br>LIVERPOOL  | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> Central 0825                                |
| <b>United Kingdom</b><br>(Northern Ireland)  | <b>T. G. Major,</b><br>Canadian Government<br>Trade Commissioner  | 36 Victoria Square,<br>BELFAST  | <i>Mail:</i> (City Address)<br><i>Tel.:</i> 21867   |
| <b>United States</b><br>Delaware, Maryland,<br>Virginia, West<br>Virginia  | <b>R. G. C. Smith,</b><br>Commercial Counsellor<br><br><b>Dr. W. C. Hopper,</b><br>Agricultural Counsellor  | Canadian Embassy,<br>1746 Massachusetts Ave., N.W.<br>WASHINGTON 6, D.C.                              | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> DEcatur 2-1011                              |

| <b>Territory</b>  | <b>Officer</b>   | <b>City Address</b>  | <b>Mail and Cables,<br/>Office Telephone</b>  |
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| Washington  | H. A. Gilbert,<br>Commercial Secretary   |  |   |
|   | D. H. Burns,<br>Assistant Agricultural<br>Secretary  |  |   |
| United States<br>(Connecticut, New<br>Jersey, Pennsylvania,<br>New York), Bermuda,<br>Liberia   | S. V. Allen,<br>Deputy Consul General<br>(Commercial)  | Canadian Consulate General,<br>620 Fifth Ave.,<br>NEW YORK CITY 20   | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANTRACOM<br><i>Tel.:</i> JUDson 6-2400  |
|   | C. R. Gallow,<br>Consul and<br>Trade Commissioner  |  |   |
|   | C. E. Butterworth,<br>Consul and<br>Trade Commissioner   |  |   |
| United States<br>(Massachusetts,<br>Maine, Rhode Island,<br>Vermont, New<br>Hampshire)  | D. H. Cheney,<br>Consul and<br>Trade Commissioner  | Canadian Consulate General,<br>532 Little Building,<br>80 Boylston Street,<br>BOSTON 16                    | <i>Mail:</i> (City Address)<br><i>Tel.:</i> HANcock 6-4320                            |
| United States<br>(Illinois, North<br>Dakota, South<br>Dakota, Minnesota,<br>Wisconsin, Indiana,<br>Iowa, Kansas,<br>Nebraska, Kentucky,<br>Missouri)      | G. A. Newman,<br>Deputy Consul General<br>(Commercial)   | Canadian Consulate General,<br>1412 Garland Building,<br>111 North Wabash Street,<br>CHICAGO               | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> RANdolph 6-6033 |
|   | R. F. Renwick,<br>Consul and<br>Trade Commissioner   |  |   |
|   | W. G. D'Arcy,<br>Vice Consul and Assistant<br>Trade Commissioner   |  |   |
| United States<br>(Michigan, Ohio)   | M. J. Vechsler,<br>Consul and<br>Trade Commissioner  | Canadian Consulate,<br>1035 Penobscot Building,<br>DETROIT 26  | <i>Mail:</i> (City Address)<br><i>Tel.:</i> WOODward 5-2811                           |
|   | A. A. Lomas,<br>Vice Consul and Assistant<br>Trade Commissioner  |  |   |
| *United States<br>California (the ten south-<br>ern counties), Clark<br>County in Nevada,<br>Arizona, New Mexico.   | Consul General   | Canadian Consulate General,<br>510 West Sixth Street,<br>LOS ANGELES 14                                    | <i>Mail:</i> (City Address)<br><i>Tel.:</i> VANdike 2233                              |
| United States<br>(Louisiana, Texas,<br>Oklahoma, Arkansas,<br>Mississippi, Tennessee,<br>Alabama, North<br>Carolina, South Carolina,<br>Georgia, Florida) | A. A. Caron,<br>Consul and Trade<br>Commissioner   | Canadian Consulate General,<br>215-217 International Trade Mart<br>NEW ORLEANS 12                          | <i>Mail:</i> (City Address)<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> RAYmond 2136    |
| *United States<br>California, (except the ten<br>southern counties), Wyom-<br>ing, Nevada (except Clark<br>County), Utah, Colorado,<br>Hawaii             | Consul General   | Canadian Consulate General,<br>3rd Floor, Kohl Building,<br>400 Montgomery Street,<br>SAN FRANCISCO 4      | <i>Mail:</i> (City Address)<br><i>Tel.:</i> SUTter 1-3039                             |
| *United States<br>(Oregon, Idaho,<br>Washington,<br>Montana), Alaska  | Consul General   | Canadian Consulate General,<br>The Tower Building,<br>Seventh Avenue at Olive Way<br>SEATTLE 1, Washington | <i>Mail:</i> (City Address)<br><i>Tel.:</i> MUTual 3515                               |
| Uruguay<br>Paraguay<br>Falkland Islands   | C. B. Birkett,<br>Commercial Counsellor  | Canadian Embassy<br>No. 1409 Avenida Agraciada,<br>Piso 7°<br>MONTEVIDEO                                   | <i>Mail:</i><br>Casilla Postal 852<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 96096    |
| Venezuela<br>Netherlands Antilles   | Commercial Counsellor<br><br>A. G. Kniewasser,<br>Assistant Commercial<br>Secretary<br><br>W. G. Brett,<br>Assistant<br>Commercial Secretary | Canadian Embassy,<br>Edificio Pan American,<br>Puente Urapal,<br>CARACAS                                   | <i>Mail:</i> Apartado 3306<br><i>Cable:</i> CANADIAN<br><i>Tel.:</i> 54-3431          |

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

Conversions into Canadian dollar equivalent and units of foreign currency per Canadian dollar 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 equivalent multiply by 1.018136.

# foreign exchange rates

| Country                | Unit      | Type of Exchange   | Can. dollar equivalent<br>Aug. 2 | Units per<br>Canadian<br>dollar | Notes<br>(See below) |
|------------------------|-----------|--------------------|----------------------------------|---------------------------------|----------------------|
| Argentina              | Peso      | Official           | .05457                           | 18.33                           | (1)                  |
|                        |           | Free               | .03295                           | 30.34                           |                      |
| Australia              | Pound     |                    | 2.18800                          | .4570                           |                      |
| Austria                | Schilling |                    | .03778                           | 26.46                           |                      |
| Belgium-<br>Luxembourg | Franc     |                    | .01971                           | 50.73                           |                      |
|                        |           |                    | .01971                           | 50.73                           |                      |
| Belgian Congo          | Franc     |                    | .005169                          | 193.61                          |                      |
| Bolivia                | Boliviano | Official           | .5698                            | 1.75                            | (2)                  |
| British West Indies    | Dollar    |                    | 2.7350                           | .4211                           | (3)                  |
|                        |           |                    | .6838                            | 1.4624                          |                      |
| Brazil                 | Cruzeiro  | British Honduras   |                                  |                                 |                      |
|                        |           | Effective selling* |                                  |                                 |                      |
|                        |           | *Category I        | .009843                          | 101.6                           |                      |
|                        |           | Category II        | .007508                          | 133.2                           | tax 10% (4)          |
|                        |           | Category III       | .004993                          | 200.3                           | *June 26             |
|                        |           | Official buying    | .053505                          | 18.69                           | (5)                  |
| Burma                  | Kyat      |                    | .2063                            | 4.847                           |                      |
| Ceylon                 | Rupee     |                    | .2051                            | 4.876                           |                      |
| Chile                  | Peso      | Free               | .001988                          | 503.018                         | (15)                 |
| Colombia               | Peso      | Basic              | .3929                            | 2.545                           | (7)                  |
|                        |           | Free*              | .2036                            | 4.911                           |                      |
| Costa Rica             | Colon     | Official           | .1749                            | 5.718                           | *July 31             |
|                        |           | Controlled free    | .1479                            | 6.760                           |                      |
|                        |           |                    | .9822                            | 1.018                           |                      |
| Cuba                   | Peso      |                    | .1364                            | 7.331                           | tax 2% (4)           |
| Czechoslovakia         | Koruna    |                    | .1422                            | 7.032                           |                      |
| Denmark                | Krone     |                    | .9822                            | 1.018                           |                      |
| Dominican<br>Republic  | Peso      |                    | .06548                           | 15.271                          |                      |
|                        |           | Official           | .05278                           | 18.946                          |                      |
| Ecuador                | Sucre     | Free               | 2.8204                           | .3546                           | (6)                  |
| Egypt                  | Pound     | Official           | 2.4640                           | .4064                           |                      |
| Fiji                   | Pound     |                    | .004270                          | 234.2                           |                      |
| Finland                | Markka    |                    | .002807                          | 356.3                           | (8)                  |
| France                 | Franc     |                    | .005614                          | 178.1                           | (9)                  |
| French Africa          | Franc     |                    | .01544                           | 64.77                           | (10)                 |
| French Pacific         | Franc     |                    | .2344                            | 4.266                           |                      |
| Germany                | D Mark    |                    | .03274                           | 30.54                           |                      |
| Greece                 | Drachma   |                    | .9822                            | 1.018                           |                      |
| Guatemala              | Quetzal   |                    | .1964                            | 5.092                           |                      |
| Haiti                  | Gourde    |                    | .4911                            | 2.036                           |                      |
| Honduras               | Lempira   |                    | .1628                            | 6.143                           |                      |
| Hong Kong              | Dollar    | Free*              | .1709                            | 5.851                           | *July 20             |
|                        |           | Official           | .06031                           | 16.58                           |                      |
| Iceland                | Krona     | Official           | .04472                           | 22.36                           |                      |
|                        |           | Special buying     | .35224                           | 28.39                           |                      |
|                        |           | Special selling    | .2051                            | 4.876                           | (11)                 |
|                        |           |                    | .08649                           | 11.56                           | (12)                 |
| India                  | Rupee     | Basic              | .01297                           | 77.12                           |                      |
| Indonesia              | Rupiah    | Certificate        | 2.7501                           | .3636                           |                      |
| Iran                   | Rial      |                    | 2.7350                           | .4211                           |                      |
| Iraq                   | Dinar     |                    | .5457                            | 1.833                           |                      |
| Ireland                | Pound     |                    | .001577                          | 634.1                           |                      |
| Israel                 | Pound     |                    | .002729                          | 366.4                           |                      |
| Italy                  | Lira      |                    | .3051                            | 3.277                           |                      |
| Japan                  | Yen       | Free               | .07858                           | 12.73                           |                      |
| Lebanon                | Pound     |                    |                                  |                                 |                      |
| Mexico                 | Peso      |                    |                                  |                                 |                      |

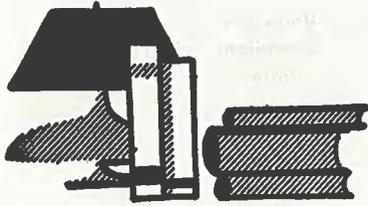
\* Latest available quotation date.

| Country                          | Unit                 | Type of Exchange               | Can. dollar equivalent<br>Aug. 2 | Units per<br>Canadian<br>dollar | Notes<br>(See below) |
|----------------------------------|----------------------|--------------------------------|----------------------------------|---------------------------------|----------------------|
| Netherlands .....                | Guilder .....        | .....                          | ·2565                            | 3·899                           |                      |
| Netherlands<br>Antilles .....    | Guilder .....        | .....                          | ·5168                            | 1·935                           |                      |
| New Zealand .....                | Pound .....          | .....                          | 2·7350                           | ·3656                           |                      |
| Nicaragua .....                  | Cordoba .....        | Effective buying .....         | ·1488                            | 6·720                           |                      |
|                                  |                      | Official selling .....         | ·1393                            | 7·178                           |                      |
| Norway .....                     | Krone .....          | .....                          | ·1375                            | 7·272                           |                      |
| Pakistan .....                   | Rupee .....          | .....                          | ·2051                            | 4·876                           |                      |
| Panama .....                     | Balboa .....         | .....                          | ·9822                            | 1·018                           |                      |
| Paraguay .....                   | Guarani .....        | Official .....                 | ·01637                           | 61·09                           | (6) (13)             |
| Peru .....                       | Sol .....            | Certificate .....              | ·05169                           | 19·35                           |                      |
| Philippines .....                | Peso .....           | .....                          | ·4911                            | 2·036                           |                      |
| Portugal .....                   | Escudo .....         | .....                          | ·03428                           | 29·17                           | (14)                 |
| El Salvador .....                | Colon .....          | .....                          | ·3929                            | 2·545                           |                      |
| Singapore &<br>Malaya .....      | Straits dollar ..... | .....                          | ·3191                            | 3·134                           |                      |
| South Africa<br>(Union of) ..... | Pound .....          | .....                          | 2·7350                           | ·4211                           |                      |
| Spain &<br>Dependencies .....    | Peseta .....         | Basic buying .....             | ·04485                           | 22·30                           |                      |
|                                  |                      | Basic commercial selling ..... | ·05980                           | 16·72                           | (6)                  |
|                                  |                      | Free .....                     | ·02522                           | 39·65                           |                      |
| Sweden .....                     | Krona .....          | .....                          | ·1899                            | 5·266                           |                      |
| Switzerland .....                | Franc .....          | .....                          | ·2292                            | 4·363                           |                      |
| Syria .....                      | Pound .....          | Free* .....                    | ·2775                            | 3·603                           | *June 15             |
| Thailand .....                   | Baht .....           | Free .....                     | ·04738                           | 21·11                           | (6)                  |
| Turkey .....                     | Lira .....           | .....                          | ·3508                            | 2·851                           |                      |
| United Kingdom .....             | Pound .....          | .....                          | 2·7350                           | ·4211                           |                      |
| United States .....              | Dollar .....         | .....                          | ·9822                            | 1·018                           |                      |
| Uruguay .....                    | Peso .....           | Official .....                 | ·6466                            | 1·547                           | tax 6% (4)           |
|                                  |                      | Principal buying .....         | ·5744                            | 1·741                           | (6)                  |
|                                  |                      | Principal selling rates .....  | ·4677                            | 2·138                           |                      |
|                                  |                      | .....                          | ·4405                            | 2·270                           |                      |
| Venezuela .....                  | Bolivar .....        | .....                          | ·2932                            | 3·411                           |                      |
| Yugoslavia .....                 | Dinar .....          | .....                          | ·003274                          | 305·4                           | (6)                  |

\* Latest available quotation date.

## notes

1. Argentina: additional rates result from exchange retentions on export proceeds and surcharges on imports.
2. Barbados, Trinidad, Tobago, Leeward and Windward Islands, British Guiana.
3. Bahamas, Bermuda, Jamaica.
4. Tax affects selling (import) rates only; certain essential imports exempt.
5. Brazil: currency certificates auctioned for five import categories. Effective selling rate is official rate of 18.82 to U.S. dollar plus price of certificate. Tax of 10 per cent applies to official rate (tax is 1.88 cruzeiros per U.S. dollar). Exporters receive cruzeiros at official rate plus exchange premiums ranging from 18.70 to 48.64 cruzeiros per U.S. dollar, depending on product. Three rates shown cover bulk of transactions for auction.
6. Additional rates are in effect.
7. Colombia: stamp taxes of 3, 10, 30, 80 and 100 per cent on imports depending on essentiality. The free rate applies to minor exports and less essential imports.
8. Includes Algeria, Tunisia, Morocco, Guiana, Guadeloupe, Martinique.
9. Equatorial Africa, West Africa, Cameroons, Togoland, Somaliland, Madagascar, Reunion, St. Pierre and Miquelon.
10. New Caledonia, New Hebrides, Oceania.
11. Iceland: special rates apply to minor export products of small fishing boats and designated non-essential imports.
12. Indonesia: basic rate applies to most exports and a few essential imports. Purchase of exchange for other imports is subject to surcharges of 50, 100, 200 or 400 per cent depending on products.
13. Official rate applies to exports and essential imports. For non-essential imports there is a surcharge of 25 Guaranis per U.S. dollar.
14. Portugal: approximately same rate for Portuguese Territories in Africa.
15. Chile: free rate applies to exports and to imports, except prohibited imports. Chilean importers must deposit local currency in amounts ranging from 5 to 200 per cent, depending on product, prior to shipment of goods.



## businessman's bookshelf

### Year Book and Guide to Southern Africa, 1956

A. Gordon Brown. 874 pages plus appendix. \$3.00.

THIS ANNUALLY REVISED GUIDE covers the Union of South Africa, the Federation of Rhodesia and Nyasaland, South West Africa, Basutoland, Bechuanaland, Swaziland and Southern Angola, and it should prove useful to travellers bent either on business or pleasure. Although it is too large to be considered a "pocket guide", this book contains a wealth of information on the area. Subjects treated include practically everything, from history, climate and government, to transportation, where to stay, what to see, etc.; and the 48-page coloured atlas provides excellent maps for all areas. One feature of the 1956 edition is the extensive changes made in the arrangement of sections dealing with the Federation and constituent territories. Sub-indexes have been provided at the beginning of each section.

The guide is a companion piece to the *Year Book and Guide to East Africa* reviewed last month; both are produced by the Union Castle Mail Steamship Company Limited.

Order from: H. W. Wilson Company, 950-972 University Avenue, New York 52, New York.

### International Banking and Foreign Trade

The Institute of Bankers. 226 pages. 20s.

IN THE EVER-CHANGING WORLD of international banking and foreign trade, it is often difficult for the businessman to keep abreast of developments. Getting the basic facts often means reading a large volume of material and a concise, complete, readable and authoritative source of information is thus always welcomed.

Every third year a group of international bankers gathers to hear lectures on international banking and foreign trade given by experts in the field. The latest such gathering was the Eighth International Banking Summer School held at Christ Church, Oxford, in September 1955. This book contains the lectures on practical financial problems given there.

The subjects covered included: "The Background of World Resources", "International Trade Institu-

tions", "Exchange and Payments Controls and Their Influence on Foreign Trade", "The International Flow of Capital", "The Postwar Monetary Policy of the Benelux Countries in its Effect on Foreign Trade", "The Postwar Monetary Policies of France, Italy and Switzerland in Their Effect on Foreign Trade", "State Assistance to Foreign Trade", "Insurance Aid to International Trade", "Shipping and Air Services in International Trade", "Conflict of Laws and Foreign Trade", "The Unification of Commercial Law".

All these are topics of current and practical interest to the businessman. In total, this book gives him an insight into the workings of international banking, exchange controls and other subjects important in foreign trade, in a compact and readable way.

Order from: Europa Publications Limited, 56 Bloomsbury Street, London, W.C. 1.

### Venezuela

Commercial Section, Canadian Embassy, Caracas. 24 pages. Free.

WHAT KIND OF A MARKET is Venezuela? What imported products sell readily? How do I go about planning a business trip there? Is documentation a problem? What about shipping services?

The inquiring exporter will find in this attractive booklet succinct answers to these and other questions about Venezuela. He can read it through in 15 minutes, yet it will give him a distinct impression of a wide-awake country with money to spend and with few artificial barriers to trade. Some statistics on population, domestic production, imports and exports are included.

First of a "Market Information" series to be published by the Foreign Trade Service of the Department of Trade and Commerce, this booklet provides essential business information in a form that most businessmen should welcome.

Order from: Information Branch, Department of Trade and Commerce, Ottawa.