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# foreign trade

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**COVER** These ships at quayside 65 miles up the Demerara River in British Guiana are loading bauxite ore for Canadian aluminum smelters. Bauxite mining is British Guiana's second largest industry, and exports of the ore are its chief dollar earner. For a report on the Colony's industries and development program, please turn to page two.

—Photo by Demerara Bauxite Company Ltd.

# British Guiana

## Steps Up Development

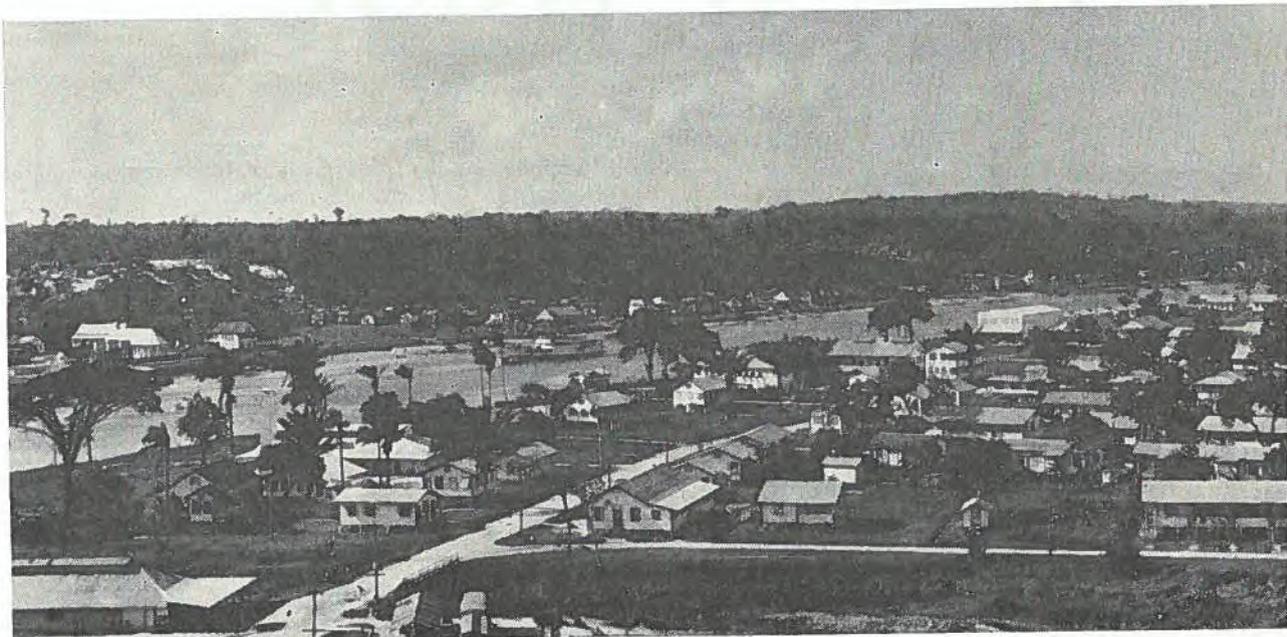
*Economic outlook for British Guiana improves as capital flows into the country to develop its natural resources, establish new industries, and improve social conditions. Bauxite, much of it exported to Canada, continues to be main dollar-earner. Development programs should mean better market for Canadian products but dollar shortage limits opportunities.*

D. B. LAUGHTON,  
Trade Commissioner, Port-of-Spain.

THE DRIFT TOWARDS COMMUNISM in British Guiana, which caused several disturbances in 1954, forcibly brought to the attention of the United Kingdom Government the lack of economic and social progress in the colony, despite its extensive natural wealth. A comprehensive development program was promptly initiated and in 1955 BWI\$16.5 million\* was expended for a variety of projects such as the financing of building loan funds and farm machinery pools; road, school and housing programs; soil and geological mapping; and the training of agricultural and forestry specialists. The United Kingdom has since approved a further \$90 million for a program over the next five years to improve housing, education and communications.

In addition to the development program, the United Kingdom Government has been making long-term,

\* B.W.I. \$1.00=60 cents Canadian.



low-interest loans to assist private industry to develop the colony's natural resources; it had advanced BWI\$21.1 million for gold dredging equipment, timber limits and sawmills, a hydro-electric unit and a modernized rice-cleaning plant by the end of 1955. As an example of the potential economic gains expected from this policy, it has been estimated that the new rice plant will yield about 70 per cent cleaned rice and 10 per cent saleable by-products, compared with a net yield of 60 to 65 per cent in the older mills which still process most of the colony's rice.

### Secondary Industries Progress

The Government of British Guiana, for its part in the development program, is offering tax and import duty concessions for ten years to attract new industries; it will apparently consider tariff changes if they become necessary. Thus encouraged, a margarine factory recently began to produce at a rate of two million pounds a year; the plant uses mainly Caribbean raw materials such as coconut oil. A biscuit factory is under construction and a site has been cleared for British Guiana's first brewery. A shirt and pyjama manufacturing firm is now in production and a company has completed plans for a soap plant. Another project just starting is shrimp fishing, and the U.S.-financed company claims that the prospects of this becoming a steady dollar earner are excellent. These industries have not yet influenced the economy of the country but in such a small market they can soon affect the traditional import pattern.

### Sugar Products Dominate Exports

Sugar and its by-products still dominate the British Guiana economy and are by far the most important agricultural export. In 1955 they accounted for one-half of the colony's total export earnings of BWI\$90 million. Rice, lumber, balata, and coffee are the only other important agricultural products.

The total production of sugar in British Guiana increased by 5 per cent in 1955 to approximately 250 thousand long tons; 245 thousand tons were produced on estates and 5,000 tons on small holdings; the total area in sugar cane was 72,300 acres. The production of sugar on estates is controlled by two large companies which operate 14 sugar factories with capacities ranging from 4,000 to 30,000 tons a year; they cultivate estates varying in size from 350 to 8,500 acres.

British Guiana participates in the Commonwealth Sugar Agreement and last year supplied the U.K. with 162 thousand long tons of sugar at an agreed price

*Returns from bauxite exports have helped to improve living conditions in the Colony. This attractive company town includes complete educational, recreational, and health services.*

of BWI\$195.60 a ton delivered. About 18,000 tons of sugar were consumed in the country and the remainder was sold to Canada and the United Kingdom at world market prices, for considerably less than the contract price.

The production of rum in British Guiana rose to 2.8 million proof gallons in 1955 compared with 2.2 million in the previous year. The colony specializes in a heavy-bodied, fragrant rum and finds a steady market in Canada for about one-sixth of its annual production. Surplus molasses for export totalled just under eight million gallons—mainly raw, inedible molasses. Canada has been the largest customer, but the United Kingdom, the United States and Trinidad also take large quantities.

The following table shows the relative exports of the various forms of sugar and by-products and Canada's importance as a market.

### BRITISH GUIANA'S EXPORTS OF SUGAR AND BY-PRODUCTS—1955

	Canada	United Kingdom (in BWI dollars)	Total
Unrefined cane, white .....	nil	376,900	376,900
“ “ yellow ....	nil	412,000	412,000
“ “ other .....	14,815,000	24,643,000	39,461,800
Molasses, raw .....	246,700	185,900	767,200
Rum, under 85 per cent proof .....	14,900	400	24,800
Rum, other .....	548,500	2,495,200	3,111,200
	<u>15,625,100</u>	<u>28,113,400</u>	<u>44,153,900</u>
	(35%)	(63%)	(100%)

### Trade Deficit Grows

Next to sugar, the mining of bauxite ore is British Guiana's largest industry and exports of this product are its principal dollar-earner. Production of crude bauxite in 1955 was 2.5 million tons, of which 2 million tons were exported as dried bauxite and went almost entirely to Canadian aluminum plants. Most of the remainder was heat-treated to form calcined bauxite which is in world-wide demand for abrasive and refractory industries. The value of bauxite exports in 1955 was just under BWI\$25 million which, when added to the income from sugar exports, totalled BWI\$69 million out of BWI\$90.5 million earned from all exports.

Imports, however, exceeded exports last year by BWI\$4 million and the colony has shown a trade deficit in three of the last five years. Although exports have increased steadily each year since 1951, the rate is not high enough to pay for all the imports necessary for progress in this underdeveloped country; outside financial assistance is badly needed. The following table shows the trade pattern in recent years.

## TRADE OF BRITISH GUIANA

Year	Exports	Imports	Balance
	<i>(millions of BWI dollars)</i>		
1951 .....	58.6	66.3	- 7.7
1952 .....	81.7	82.6	- 0.9
1953 .....	83.1	72.0	+ 11.1
1954 .....	85.4	80.0	+ 5.4
1955 .....	90.5	94.5	- 4.0

### Problems of Canadian Traders

During 1955 Canada continued to be British Guiana's principal market, absorbing 36 per cent of the country's total exports. As a supplier, however, Canada's position deteriorated and in one year, during which the colony's total imports increased by 18 per cent, the value of Canada's share of the trade declined by 27 per cent—from BWI\$8.2 million in 1954 to BWI\$5.9 million in 1955. The decrease resulted almost entirely from a sharp drop in purchases of flour from Canadian millers in favour of U.S. suppliers. In 1953 Canadian flour shipments to British Guiana were valued at BWI\$4 million (estimated); in 1954 flour sales were BWI\$2 million and in 1955 fell to BWI\$187 thousand.

Canada supplied only 6 per cent of British Guiana's total imports in 1955 although the colony offers a small market for a wide variety of Canadian products. There are several reasons for this situation. First, freight rates are approximately 20 per cent lower for Western European ports and deliveries are equally good. This advantage more than compensates for the Commonwealth tariff preference and, when combined with Europe's lower labour costs, often means that Canadian merchandise is not competitive at landed prices. In many cases, the competing products lack the quality or design appeal of Canadian merchandise; however this is of secondary importance to most Guianese consumers, who have a low average income.

### BRITISH GUIANA COMMODITY IMPORTS—1955

Commodity	Canada	<i>(in BWI dollars)</i>		Total Imports
		Imports from U.S.	U.K.	
Food .....	2,882,100	4,980,600	3,657,400	19,705,600
Beverages & tobacco	277,100	452,700	1,133,500	2,293,000
Crude materials .....	229,300	38,700	167,300	564,200
Minerals, fuels .....	1,400	182,600	621,900	7,619,900
Animal-vegetable fats .....	16,900	28,900	311,800	531,600
Chemicals .....	272,500	194,500	5,524,900	7,254,300
Manufactured goods	1,196,300	1,406,400	13,184,300	25,460,300
Machinery and transport equipment .....	434,700	4,286,600	14,407,400	20,664,800
Miscellaneous manufactures .....	598,200	480,700	6,042,000	10,332,300
Miscellaneous .....	24,500	159,200	181,400	418,500
Total .....	5,933,000	12,210,900	45,231,900	94,844,500

Another problem in merchandising Canadian goods is the dollar restrictions, which tend to limit the variety and number of Canadian quotations and often prevent exporters from taking full advantage of a temporary sales opportunity. Similarly, the time and trouble required to obtain an import licence for orders of special equipment from dollar areas also works against North American suppliers, although the control authorities are co-operative.

The table below shows the pattern of British Guiana's import trade during 1955 and the share obtained by the three main supplying countries. It also indicates the groups of commodities for which the Government made dollars available and how much for each.

### Outlook Is Promising

The economic outlook for British Guiana is favourable. There is a strong demand for the colony's entire and increasing production of bauxite, and manganese will soon be added to the list of mineral exports. In addition, long-term contracts ensure the sale of most of the sugar and rice crops. The development programs have increased the pace of business and this is being augmented by investment on the part of private industry, which appears to have regained confidence in the political future of the colony.

All these factors indicate that the demand for imported products will be maintained and should increase. As long as the dollar problems of the sterling area remain there will be trading difficulties for many Canadian exporters, but there are still opportunities to develop a market here.

### Japan's Trade Reaches New High

Japan's foreign trade in goods for the first half of the year reached a postwar high, with exports amounting to \$US1,159 million and imports to \$US1,499 million—a trade deficit of \$US340 million.

Exports to the dollar and sterling areas increased sharply; dollar area sales rose in response to a heavy demand for ships and machinery as well as textiles. Main sterling area sales consisted of textiles, beverages, and foodstuffs including canned fish.

Imports from the dollar area increased by about \$US109 million reflecting heavy buying abroad of minerals, fuels, and metalliferous ores although imports of food and beverages decreased. Imports from the sterling area gained remarkably with increases recorded in the food, beverage, textile, and metalliferous ore categories. Imports from the "open account" area fell by \$US51 million due mainly to reduced buying of food and beverages.

# New Zealand Sets Trade Policy

*Strain on foreign exchange reserves has prevented any easing of import control, as new Budget shows. Will this mean decline in Canadian exports to New Zealand? This question is discussed here.*

JOHN MacNAUGHT, *Assistant Commercial Secretary, Wellington.*

NEW ZEALAND has no choice for the moment but to retain and perhaps strengthen restrictive trade policies. This was the statement made recently by the Minister of Finance when he presented the budget for fiscal 1956-57 to the New Zealand Parliament. The carrying-out of this policy may affect Canadian trade but, because we sell New Zealand largely raw materials and essential goods, the effect may be slight. Producers of non-essential and luxury goods should feel the pinch first.

## Exchange Reserves Shrinking

Main feature of this 1956-57 budget is the stress laid upon the continuation of the battle against inflation. Spending, and particularly spending on imported goods, is to be kept down. The shrinkage in New Zealand's overseas reserves has already aroused concern and these reserves continue to dwindle. Exchange transactions for the year ended June 1956 resulted in a deficit of £5.2 million compared with a deficit of £42.3 million the previous year. However, though this was an improvement, the Government does not feel that even this is a safe figure. The important fact about these reserves is the seasonal low point which is reached at about the end of December each year. The figures at this point for the past three years were:

1953	1954	1955
£(M)	£(M)	£(M)
104	87	65

The Government therefore feels that curbs on trade with foreign countries are still essential.

Other measures too will affect trade. For example, the Reserve Bank will probably make it increasingly difficult for trading banks to extend credit and, because of its dependence on overdrafts, the business community may have trouble financing the present level of imports. The effects of the present credit squeeze are at least partially demonstrated by the import figures for the first half of 1956. Payments for private imports have averaged £18.5 million per month, or about

£1.3 million per month less than for the same period last year.

## Effects on Canadian Trade

How has Canada's trade with New Zealand been moving during that period? Our exports to New Zealand from January 1 to June 30, 1956, have declined by \$1.2 million compared with the same six months last year. But is this drop a direct result of the credit squeeze? Investigation shows that a substantial part can be attributed to smaller shipments of salmon, timber and newsprint, all of which are in the open category in the import licensing schedule. In the case of salmon, the credit policy has not been restrictive—the trade would take more if they could get it. Newsprint shipments might have been larger had adverse developments within the industry here been anticipated several months or a year ago. The buyers here expected a larger part of their needs to come from local mills and did not contract for bigger quantities from Canadian suppliers. When the increase from New Zealand plants did not materialize and they turned to Canadian mills, supplies were not available.

In Canadian timber, credit policy has undoubtedly tightened up the demand, particularly at the "end use" level. In addition, timber imports are mainly in the hands of three or four large importers and—mainly because of the transportation factor—the practice has been to order in bulk lots. This requires heavy financing and the tendency has been to use stocks during the first months of this year when funds have been more difficult to get. There are signs at present, however, that a recovery in timber shipments may be in store for the second half of this calendar year. Purchases of Canadian stock were heavier during July and August and at least one importer thinks that, although 1956 may not equal 1955, it will compare favourably.

A look at some other items shows that Canadian exporters have fared rather well. Exports of cellulose

products to New Zealand have slightly more than doubled in value in the first six months of the year; those of synthetic fabrics (woven) have increased from \$14.6 thousand during the first six months of last year to \$230.9 thousand this year. Passenger automobile shipments are up over the corresponding period a year ago, but this category may not continue to expand if New Zealand's dollar reserves do not improve. Only on the basis of a complete analysis of the total export figures would it be safe to draw conclusions, yet these figures suggest that Canadian exporters have not been adversely affected, except in some lesser items.

Import controls have confined the bulk of our exports to this market to raw materials and essential goods. The effect of a direct squeeze (either through credit limitations or import controls) is felt first by producers of non-essential and luxury goods. At the present, these come largely from the non-dollar areas and the

current policy of reducing imports therefore affects exporters outside North America more directly.

There is one final aspect of the New Zealand Budget for 1956-57 which may interest Canadian exporters of machinery and equipment. The special depreciation taxation allowance for industry, introduced after the Second World War, has been discontinued from August 10, 1956, although this does not apply to contracts entered into before this date. This allowance was in addition to ordinary rates of depreciation and had as its aim stimulating the replacement of worn-out plant equipment and machinery. The new provisions will tend to discourage replacement and development projects. Because much of this machinery was imported, overseas suppliers will be affected. Although Canada has been a minor supplier in this field, Canadian exporters have in the past secured contracts for some special equipment used in hydro-electric projects, the pulp and paper industry, and the timber industry.

## Ireland Restricts Imports

*A substantial trade deficit last year has forced Ireland to impose restrictions on imports of luxury and semi-luxury goods. Canada's exports should not suffer because of the type of goods we sell and the preferential tariff.*

E. FINEGAN, *Office of the Commercial Counsellor, Dublin.*

LAST YEAR, the Republic of Ireland achieved a record in foreign trade, both in value and in volume. But because imports rose by £24.4 million to a total of £204.3 million and exports declined by £4.8 million to £110.3 million compared with 1954, the trade deficit reached £94.1 million as against the £64.8 million of 1954. This fact made necessary the introduction in March of a special import levy, designed to cut down imports of luxury and semi-luxury goods. The levy, which is in addition to other duties already charged, takes the form of:

1. A duty of 37½ per cent ad valorem (full rate) and 25 per cent ad valorem (preferential rate—U.K. and Canada) on certain articles, including washing machines and refrigerators for domestic use, musical instruments, etc., clocks and watches, nylon hosiery, toys and sports goods, fountain pens and pencils, jewellery, soups, fruit and vegetable juices and fur skins.

2. A duty of 15 per cent ad valorem on assembled and unassembled motor vehicles and parts from all countries.

3. A 100 per cent increase in the duty on tinned fruits in syrup.

4. A duty of 1d. per copy (full rate) or ¾d. per copy (preferential rate—U.K. and Canada) on newspapers and periodicals imported in bulk.

5. A duty of 5 per cent ad valorem on newsprint and other printing paper from all countries.

### How Problem Developed

Further study of Ireland's trade figures underlines the need for some action. When the Government reduced controls on dollar buying in October 1954, imports from dollar countries rose substantially; they totalled £17.0 million in 1954 and advanced to £26.0

million in 1955. Of this £26·0 million, the United States supplied £17·8 million and Canada £6·7 million. At the same time, the sterling area's share in Ireland's total trade declined, although the United Kingdom supplied goods worth £107·6 million and India, over £5 million.

However, the new import levy is not expected to affect Canada too seriously because of the preferential rate given to Canada and the United Kingdom. In fact, it may result in a greater share of dollar-area trade going to Canada.

### What Ireland Buys

What products are the Irish continuing to buy? A trade analysis classifies 65 per cent of her imports as materials for further production and shows only about 5 per cent of these go into farm production; about 24 per cent are classified as consumer goods and 10 per cent as producers' capital goods ready for use.

Compared with 1954, noticeable increases took place in imports of wheat, fuel oils, unrefined sugar, body and chassis parts for motor vehicles, coal, tea, corn, boilers and boilerhouse plant, gasoline, railway vehicles, and natural rubber. Lumber (sawn, planed or dressed), synthetic yarn or thread, newsprint, fertilizers, and seeds for sowing recorded smaller gains. Imports of aircraft and parts, refined sugar, barley, woollen woven fabrics, and farm tractors declined last year compared with 1954.

Other than the United Kingdom, whose share of the market was 50 per cent, Canada's chief competitors for Ireland's import trade are the United States and West Germany. The U.S. supplied mainly corn, unmanufactured tobacco, and aviation gasoline last year; West Germany shipped over machinery and electrical goods, parts for motor chassis, iron and steel manufactures, muriate of potash, textiles except apparel, chemicals and products—to name some of her most important exports.

Last year several products not listed in 1954 cropped up in Canada's exports to Ireland, (£6·7 million total) including canned fruits, tomato juice, soups, rye, macaroni, hops, soya bean, oilcake and meal, woven synthetic fibre fabrics, hosiery, electric washing machines, aluminum in primary forms, synthetic resins, and others. The following Canadian products increased their sales to Ireland last year: clover and grass seed especially timothy, bright flue-cured tobacco, lumber, wood pulp, paperboard, newsprint, files and rasps. Imports of canned salmon; hides, skins and leather; agricultural machinery; cellulose products, etc., were all down last year compared with 1954. Ireland purchased no barley from Canada in 1955 although she imported 465 thousand bushels the year before. Wheat

sales rose from \$2·9 million in 1954 to \$6·2 million in 1955 but declined again by 50 per cent in the first four months of 1956.

### What Ireland Sells

About 60 per cent of Ireland's exports consist of agricultural products, out of a total export trade amounting to £110·3 million last year to all countries—including £96 million to the U.K., £3·4 million to the dollar area, and £5·5 million to non-sterling countries of the European Payments Union.

Exports of live cattle were up, reaching £36·1 million in value, as were sales of horses, raw wool, tinned beef and other commodities. However, the meat trade and exports of butter and eggs declined seriously. Exports of chocolate crumb and other cocoa and chocolate preparations also showed a sharp drop.

The Republic's exports to Canada declined seriously, from \$1·15 million in 1954 to \$335 thousand last year, mainly because of smaller sales of confectionery, alcoholic beverages, fresh beef and veal. Fresh pork, poultry meat, bacon and hams, all prominent in 1954 trade, were not exported to Canada in 1955. Canada, however, did increase her purchases of Irish raw wool.

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### International Trade Course Offered

*This fall for the second time the Canadian Exporters Association, in co-operation with the Institute of Export in the United Kingdom, is offering a correspondence course in the theory and practice of international trade to interested Canadians. Conducted by the Extension Department of the University of Toronto, the course covers the following subjects:*

#### *First Year*

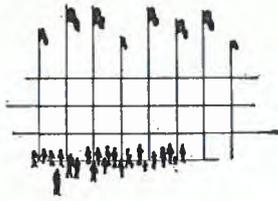
*Export Practice Part I  
Economic Geography  
International Trade and Payments  
Principles of Export Marketing*

#### *Second Year*

*Export Practice Part II  
Law of Carriage of Goods  
Finance of Foreign Trade  
Insurance of Export Cargoes*

*Those who pass the first and final examinations will become members of the Institute of Export and entitled to use the designation A.M.I.E. after their names.*

*Applications are now being received and the course will begin in October. To obtain further information and an application for enrolment, write to the Registrar, Export Correspondence Course, Canadian Exporters Association, 73 Adelaide Street West, Toronto.*



## fairs and exhibitions

### In the Showroom

THREE CANADIAN FIRMS—Casavant Frères Limitée of St. Hyacinthe, and Desmarais & Robitaille Ltd. and Paramentique & Cie. of Montreal—are currently displaying organs, ecclesiastical vestments, and church furnishings in the Canadian Showroom, Rockefeller Center, New York. Richly decorated vestments and beautifully designed crucifixes and candelabra are among the wide range of products from the hands of skilled craftsmen. The organs are represented by photographs. An assortment of unique Christmas cards has been contributed by the Benedictine Monks of Montreal. The exhibit opened on September 12 and will run until October 12.

### Christmas Gifts from Canada

GIFT SUGGESTIONS from Canada will give the Canadian Showroom in New York a Christmas air throughout December. The products displayed must be giftwares and must actually be on sale at the time in New York. They will be loaned by an agent or store to the Showroom for the duration of the display. Goods cannot be brought in from Canada especially for this show.

Any Canadian firms now selling in New York products that are customarily considered suitable for gifts are invited to take part in this show. Firms interested should ask their representative in New York to get in touch with Donald Jeffries, Supervisor, Canadian Government Showroom, Rockefeller Center, (telephone JUdson 6-2400).

### For Scientific Eyes and Ears

WHEN MEMBERS of the Institute of Radio Engineers in Canada gather for their convention and exposition in Toronto, they will see over 130 exhibits of the newest products and techniques in the electronic and nucleonic industries. The organizers believe that this is the first time that such an impressive scientific demonstration of Canadian progress in the comprehensive fields of radio-radar-electronics-nucleonics has been organized. Among the branches of the industry displaying their products will be manufacturers of

electronic components, antennae, audio equipment, broadcast transmission systems, aeronautical and navigational electronics, tubes, transistors, and electronic computers. Other displays will feature equipment for medical and industrial electronics, radio telemetry and remote control, vehicular communications, ultrasonics engineering, and packaging and production machines and laboratory apparatus.

Visitors to the exhibition are sure to be absorbed by the stands which illustrate the industrial applications of nuclear science and the displays of electronic equipment used by the various branches of the Canadian Armed Forces. A special attraction will be the new Canadian-designed electronic sortation system for post offices. The machine can sort mail into any one of 10,000 pigeon holes at a speed of ten letters a second. Its inventor, Dr. Maurice Levy, will read a paper on his machine at the convention.

One hundred and thirty-two technical papers will be given by engineers and scientists during the three-day convention, October 1, 2 and 3. The convention and exposition are open to all technical-minded persons, doctors, teachers and students, as well as members of IRE. Visitors are expected from the United States and abroad. Both the convention sessions and the exposition will be held in the Automotive Building at Exhibition Park. For full details, write to: Canadian IRE Convention, 745 Mount Pleasant Road, Toronto 12.

### Women's Fashions and Accessories

MANUFACTURERS AND PRODUCERS OF FASHIONS from the United States and abroad are invited to show in the first "Fashion-O-Rama", to be held in the recently completed New York Coliseum October 27 to November 4, inclusive.

Management of the fair expects more than 900 exhibitors from all 48 states and many foreign countries. Show space in the four-storey building is said to be greater than 12 football fields. Space costs \$5.00 a square foot on the first and second floors, \$4.00 a foot on the third and fourth. There is no

premium for choice locations. The public is not permitted to buy during the show nor exhibitors to solicit.

A fashion authority has been retained by the management to produce and co-ordinate any fashion shows for exhibitors. The auditorium has been reserved for that purpose and the production charges will be prorated among those taking advantage of the show facilities.

Further information is available from FASHION-ORAMA CORP., 353 West 57th St., New York 19, N.Y.

### Two for the Cycle Trade

THE NEW AND THE WELL-TRIED in cycles—bicycles, mopeds, motorcycles and scooters—will be unveiled at two European fairs dedicated to these small but convenient vehicles. One, the 31st British Cycle and Motorcycle Show, is national but is open to business visitors from all over the world. The other, the 3rd International Cycle and Motorcycle Exhibition in Frankfurt, Germany, accepts foreign exhibitors and, of course, visitors.

The British show is being held this year from November 10th to 17th in Earls Court, London. Free season



This is part of the Canadian booth at the International Trade and Travel Exhibition in San Francisco this summer. Hand-woven materials, pottery and Indian sweaters were featured.

admission tickets, which also entitle the holder to a copy of the official catalogue, will be sent to overseas buyers on application to the Secretary, The British Cycle and Motorcycle Industries Association Ltd., The Towers, Warwick Road, Coventry. Besides the machines themselves, the show will have exhibits of motors, tires, components, and accessories, and also sports, hiking and camping equipment.

The German-Canadian Trade Promotion Office, 185 Bay Street, Toronto, can provide all the details about the cycle show in Frankfurt, which runs from October 21st to 28th. The cabin scooter will appear for the first time at this show, and motorcycles with single unit motor and gear and mufflers that reduce noise to automobile level are expected to excite buyer interest. Most of the motor scooters shown will have an electric starter and there will be models with continuous gear transmission and electrical gearshifts. Motors, tires, accessories and special purpose clothing and equipment will round out the displays.

### Coming . . .

#### IN CANADA

*National Gift Show*, October 9-12, Exhibition Park, Toronto. For information: Angus Baxter, Show Merchandising Ltd., 9 Duke Street, Toronto.

*Food Show*, October 22-28. For information: Association des Détaillants en Alimentation du Québec Inc., 1290 St. Denis Street, Montreal.

*Business Equipment Show*, October 30, Montreal. For information: K. L. MacMilland, Vice-President, National Office Management Association, P.O. 660, Montreal.

*Packaging Exposition*, November 6-8, Exhibition Park, Toronto. For information: C. R. Corneil, 916 Yonge Street, Toronto.

*Royal Agricultural Winter Fair* November 9-17, Exhibition Park, Toronto. For information: J. Johnston, Coliseum Building, Exhibition Park, Toronto.

#### OVERSEAS

*39th Medical Exhibition*, November 12-16, Royal Horticultural New Hall, Westminster. For information: The British and Colonial Druggist Ltd., 194-200 Bishopsgate, London, E.C. 2.

*3rd Hardware Trades Show*, February 25-March 1, 1957, Royal Horticultural Society's New and Old Halls, Westminster. For information: The Organizing Secretary, 74 Holland Park, London, W. 11.

# How DBS Can Help the Exporter

*Canadian exporters can use the material issued by the Dominion Bureau of Statistics in ways that vary with the individual firm and with the type of business. This article, fifteenth in our series on the techniques of export trade, discusses DBS publications of general interest to foreign traders; an annotated bibliography of more specialized ones will appear in our next issue.*

R. J. LOOSMORE,  
*Assistant to the Director, Industry and Merchandising Division, Dominion Bureau of Statistics.*

THE FIRST THING which an exporter wants to know is whether goods of the type which he wishes to sell abroad are already being exported. If they are, he wants to know in what quantities, their value f.o.b. the point at which they are consigned for export, and where they are going. This information he can find in a number of publications.

The basic document about exports is Volume II of the annual publication, *Trade of Canada* (\$5.00 per set of three volumes, single volumes \$2.00 each). This shows the exports of different commodities or commodity groups. For each one, the quantity and value of exports to individual countries are given, as well as a total for exports as a whole. A comprehensive index lists the commodities shown, so that it is easy to find one's way through the publication.

Similar figures are given monthly in *Exports* (\$5.00 per year, single copies 50 cents). This publication gives figures for the current month and for the year to date. It has no index but the commodities are arranged in the same order as in the annual publication. The easiest way to use the monthly data is in conjunction with an annual volume. *Trade of Canada*

gives the commodity code for each item, and when this has been established, it is easy to find the commodity in the monthly publication because the commodity code numbers are given there in the right-hand column of each page.

## **Exports by Countries**

The exporter may, however, be more interested in a particular country than in a particular type of export. In this case, he will be more interested in facts which are arranged by countries.

Both the annual and the monthly publication give summaries of the total value of exports to individual countries. Similar totals are also given monthly in *Domestic Exports* (\$2.00 per year, single copies 20 cents). This publication breaks down total exports of all countries into commodity groups, such as machinery or fertilizers. Exports to the United Kingdom and the United States are shown by major groups, such as iron and its products, or chemicals and allied products.

The best source for data by individual countries is the quarterly *Articles Exported to Each Country* (\$2.00 per year, single copies 50 cents). This gives the total value of exports to each country and lists, for each, the quantity and value of the individual commodities exported. The commodity breakdown is as detailed as that in *Trade of Canada* Vol. II. For each country, commodities are listed in the order of their commodity code numbers. Each issue of *Articles Exported to Each Country* gives data for the current quarter and for the year to date. An exporter whose requirements are met by annual figures would need only the December issue.

## **Foreign Trade Reviewed**

*The Review of Foreign Trade* comes out twice a year. The *Review of Foreign Trade, First Half Year* (50 cents) includes summaries of a number of trade

statistics. Among them are data on the value of exports, by main groups and principal commodities, in total and to the following areas: United Kingdom, United States, Europe (except the Commonwealth and Ireland), the Commonwealth (except United Kingdom) and Ireland, and Latin America. The dollar value of total trade with each individual country is also given. The *Review of Foreign Trade, Calendar Year* (75 cents) includes similar information for the calendar year and also gives exports to 30 countries, with value data on the principal commodities. The countries chosen are the thirty leading ones in Canada's total trade. A breakdown of total exports by the sections and divisions of the Standard International Trade Classification is also included. Both these publications contain descriptive text which outlines the foreign trade picture and indicates significant changes.

### Related Exports

Businessmen may find it profitable to study the exports not only of their own products but also of goods normally used in connection with them. A manufacturer of can-openers, for instance, might be interested in exports of canned food, because these indicate a potential market for can-openers. A manufacturer of lubricating oils and greases might be interested in the exports of machines, because these will require lubricating when in use. Lumber, nails, woodworking tools and roofing materials are often used together, and the manufacturer of one of them might be interested in the exports of any of the others. Of course, a country may import one article and produce the associated items locally. None the less, many businessmen would find it worth their while to scan the trade statistics quite widely, to see what hints about a potential market they can find by observing the exports of items which are used in conjunction with their own products. Users of the Canadian goods already exported should be easier to sell to, because of their experience with Canadian quality.

### Origin of Exports

The parts of Canada from which existing exports come might well be of interest to the potential exporter, as giving an indication of the effects of location and hence of the transport factor. Figures on this are not directly available but some clues can be obtained from information about the seaports through which goods are shipped. The annual *Shipping Report* (\$1.00 per set of three sections, individual sections 50 cents each) should be used for this. Section 1 gives the type and quantity of cargo loaded, the country of destination, and the country of registry of the vessel. These data are given for three geographic regions: the Atlantic and Lower St. Lawrence River ports (including Montreal), Great Lakes and Upper St. Lawrence River ports, and Pacific ports. Section II gives, for

every port in Canada, the quantity of individual commodities loaded for export. It does not, however, give their destinations. *Canal Statistics* (25 cents) gives, for individual canal systems, the amount of commodities carried en route from Canada to the United Kingdom and other countries. *Trade of Canada, Volume I*, gives the total value of exports from each customs port. It also contains summaries of the export data included in Volume II.

The publications described above make up the basic reference materials on exports. They are compiled directly from the information about individual export transactions which reaches the Bureau. Care is taken, of course, to draw up the totals in such a way that the details of individual transactions are not disclosed.

### Secondary Information Sources

Much of the information from these basic sources is repeated in other Bureau publications, to give the export angle of a study of the economy in general or of some particular sector of it. *Canada Year Book* (\$4.00 clothbound, \$1.50 paperbound) is the most important of the secondary sources. It contains each year a chapter on foreign trade which gives a general review of the situation, together with statistical tables showing trade with different countries and trade in different commodities. Articles dealing with individual sectors of the economy may contain export data on various commodities. The shorter version of the *Year Book, Canada* (75 cents) also contains a chapter on foreign trade.

Other publications which deal with individual sectors of the economy also contain export data. For instance, a recent consolidation of the available statistics on energy, Reference Paper No. 69. *Energy Sources in Canada—Commodity Accounts for 1948 and 1952* (\$1.00) gives total exports for a number of fuels.

Many of the annual volumes of the *Census of Industry* contain material on the exports and imports of the main products of the industry concerned. The reader who is primarily interested in one industry gets a fuller picture of its place in the economy than he could obtain from production data alone. In some cases, tables are given which show the balance between supply (which is built up by production and imports) and demand (which consists of domestic disappearance and exports). A number of quarterly and monthly surveys carried out by the Industry and Merchandising Division also carry export trade data, for the convenience of readers. This enables them to study the latest trade figures at the same time as the latest production data.

The Agriculture Division also includes export data in a number of its publications and the Public Finance and Transportation Division includes some, in addition to the shipping data already mentioned.

An annotated bibliography of publications in these more specialized fields will be published in the October 13th issue of *Foreign Trade*.

### Information on Publications

The Bureau's publications are listed in *Current Publications*, which is available free from the Information Services Division. This pamphlet contains an index for commodities from abrasives to zirconium, showing where to find statistics about them. It should be in the hands of all users of Canadian statistics.

Publications can be obtained from the Information Services Division, Dominion Bureau of Statistics, Ottawa. Orders should be accompanied by a cheque or money order made payable to the Receiver General of Canada. The group subscription rate, which covers all regular periodical reports, costs \$30.00 per year. Memoranda published on various subjects cost \$15.00 per year for a group subscription. Reference papers—which contain the results of special projects on such subjects as the supply and distribution of energy sources in Canada, cost \$5.00 per year. (If issues do not reach a total of \$5.00, a credit is allowed.)

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## United States Passes Fisheries Act

*Expansion of markets for fish products and providing funds for conservation and for research into fisheries problems are main purposes of new fisheries act passed by the 84th Congress. Here is a brief explanation of the background of this bill and its main provisions.*

H. A. GILBERT, *Commercial Secretary, Washington.*

CANADIAN FISHERIES AND FISH PROCESSORS should be particularly interested in a new fisheries bill passed recently by the United States Congress. Known as the Fish and Wildlife Act of 1956, its basic purpose is to expand the market for fish in various ways and to provide funds for research into various fisheries problems. Because of the close co-operation between the two countries in fisheries matters, and because the U.S. market is important to our fish exporters, the effects of the bill will be closely watched in Canada. In the long run, it may well benefit the Canadian producer too.

The initiative of those interested in U.S. commercial fisheries brought about the introduction of the bill; they helped to draft it and drummed up the necessary support to induce Congress to consider it before the end of the session, despite a heavy legislative calendar. In the dying days of the Congress, a conference of representatives of the two Houses finally agreed on a compromise bill. This satisfied those with divergent views whose interest had been aroused by reports of the public hearings conducted by the Senate Inter-

state and Foreign Commerce Committee and the House Committee on Merchant Marine and Fisheries. Late in these proceedings the conservationist groups began to make their wishes known and to present their reasons for proposing the inclusion of sports fisheries and wildlife in the proposed legislation. Thus, although the first idea was to consider in the bill commercial fisheries only, the final legislation covered sports fisheries and wildlife as well.

The bill which Congress finally passed became law on August 8, 1956, when the President signed it; it is officially known as the Fish and Wildlife Act of 1956, Public Law 1024.

### What the Act Does

- States in general terms the importance of the fish, shellfish, and wildlife resources to the United States and sets forth the attitude of Congress in a policy statement.
- Outlines the fundamental needs that must be met if the fishing industry is to prosper and defines these as

—freedom of enterprise, protection of opportunity, and government assistance like that provided to industry.

- Creates a new Fish and Wildlife Service with greater responsibilities and expanded powers, and strengthens the position and status of commercial fisheries in the Department of the Interior.

- Provides for government assistance to the fishing industry through such services as the following: current information on fish production and markets, market promotion and development, extension, and a revolving loan fund.

- Provides funds for research into economic and technological development and resources conservation, and for resource management to assure maximum sustained production for the fisheries.

### **Fish and Wildlife Service Reorganized**

The Act establishes for the first time within the Department of the Interior the position of Assistant Secretary for Fish and Wildlife and creates the position of Commissioner of Fish and Wildlife; the President will appoint both of these men on the advice of the Senate. The United States Fish and Wildlife Service will be divided into the Bureau of Commercial Fisheries and the Bureau of Sports Fisheries and Wildlife, with a Director for each.

The newly created Fish and Wildlife Service will replace the existing Fish and Wildlife Service of the Department; the Commissioner will administer it under the supervision of the Assistant Secretary. The Bureau of Commercial Fisheries will be responsible for legislation related to commercial fisheries, whales, seals, sea lions, and the like. The other Bureau will be responsible primarily for migratory birds, game management, wildlife refuges, sports fisheries, sea mammals (except whales, seals and sea lions), and similar matters. The funds and allocations appropriated are to be distributed between the two bureaus as the Secretary of the Interior decides. The reorganization within the Department of the Interior is to be accomplished as soon as practicable, and not later than November 6 this year.

### **Revolving Loan Fund Established**

The Act provides for a \$10 million revolving loan fund subject to the following regulations:

- (1) Loans to bear an interest rate of not less than 3 per cent a year.

- (2) Loans to be repaid in not more than ten years.

- (3) No loans to be made for any purpose if money is otherwise available on reasonable terms.

- (4) Loans to be authorized for the following purposes: financing and refinancing of operations; maintenance replacement, repair and equipment of fishing gear and vessels, and research into basic fisheries problems.

### **Reports to Congress**

It is stated in the Act that the Secretary of the Interior is to report to Congress annually on the United States Fish and Wildlife Service, and make recommendations for any additional legislation he thinks necessary; he is also authorized to report to the President. The Secretary will also report, when requested, to the United States Tariff Commission in connection with Section 7 of the Trade Agreements Extension Act of 1951, as amended; to investigating commissions under the Tariff Act of 1930; or to any part of the U.S. fishing industry, on the following matters concerning imports of fishery products:

- Whether there has been a downward trend in fish production, employment in the fisheries, or in fish prices; or a decline in the sales of a like or directly competitive fish product produced by the domestic industry.

- Whether there has been an increase in imports of fishery products into the United States, either actual or relative to the production of like or directly competitive fish products produced by the domestic industry.

### **Other Provisions**

The Fish and Wildlife Act of 1956 makes permanent the Saltonstall-Kennedy Act but removes the \$3 million ceiling on the funds available under it. The Saltonstall-Kennedy Act (1954) was enacted to help move United States fishery products and to provide for research.

Other sections of the new act provide for the Secretary of the Interior to conduct continuing investigations, prepare and disseminate information and make periodic statistical reports to the public, the President and Congress. The act arranges for the transfer of fisheries functions and assistance by other government agencies to the Fish and Wildlife Service. Co-operation with the State Department is called for and the Act stipulates that the Fish and Wildlife Service is to be represented at all meeting and conferences relating to fish and wildlife in which representatives of the United States and foreign countries participate. Provisions are made so that the Act will not interfere with the rights of the States nor with the authority of an international commission established under a treaty or convention to which the United States is a party.

Anyone interested in full details may obtain a copy of the Fish and Wildlife Act of 1956 from the Superintendent of Documents, Government Printing Office, Washington, D.C., for a nominal cost of five cents. ●

# Kariba Project Moves Forward

*With granting of World Bank loan, near-completion of preliminary work, and letting of two main contracts, great Kariba scheme is well under way; power is expected to flow in 1961. Here is up-to-date picture of project and its implications for the Federation.*

WILEY J. MILLYARD,  
Trade Commissioner, Salisbury.

THE GIANT KARIBA DAM SCHEME on Rhodesia's Zambesi River has made recent headlines in the world's financial press. Late in June the World Bank approved a £28·6 million (\$80 million) loan, the largest ever granted for a single project. This was followed a few weeks later by an announcement that the two main contracts, under open tender, had been awarded to Italian firms. With the funds thus assured and the bulk of the contracts let, it now remains to get on with the job. The objective is to complete the first stage of the project by the target date of 1961, when five of a total of twelve turbines are to begin to generate power.

There was some criticism in both Rhodesian and British press circles about the awarding of the biggest contracts in this vast undertaking in British Africa to Italian firms. However, more objective comment pointed out that since the main Italian bid was £1·5 million below the nearest competitor, and with the World Bank furnishing over one-third of the financing, there was virtually no alternative but to make these awards. The successful Italian bidders both have offices in Rhodesia.

Contracts announced so far amount to £52 million, with another £4 million for main and auxiliary switch-gear outstanding. British firms, through direct and sub-contracts, will furnish about £20 million worth of equipment. With Rhodesia supplying the 400 thousand tons of cement for the Dam as well as most of the labour, it is estimated that only about 23 per cent of the total cost of £80 million for the first stage will be spent outside the Commonwealth. Since the foreign component of the loans for this portion of the project amounts to approximately 22·5 per cent, charges that sterling will be used to purchase foreign services and equipment are not well founded.

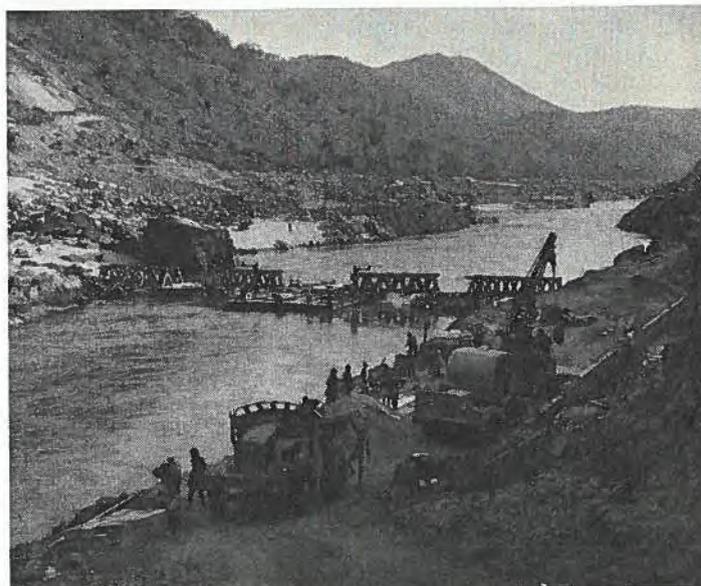
Principal contracts (exclusive of sub-contracts) awarded to Commonwealth bidders were as follows:

Cementation Company, London	Preliminary works, £1,593,780
Boving & Co. Ltd., London	140,000 B.H.P. water turbines, £1,072,583
Metropolitan Vickers, Manchester	100 M.W. water turbine generators, £1,772,065
English Electric Co., Stafford	330 K.V. generator transformers, £622,500
Ferranti Ltd., Hollinwood	Sub-station transformers, £1,333,200
Babcock and Wilcox, London	Overhead cranes, £108,292
Parsons and Company, Newcastle	Shunt compensating reactors, £191,920
Richard Costain (S.R.) Ltd., Salisbury	Housing and associated works, £3,523,175
Kariba Transport Co., Salisbury	Transport, £2,000,000

Several Canadian manufacturers tendered on the electrical equipment but none was successful.

## Preliminary Work Begun

So confident was the Government of the Federation last year about the soundness of the Kariba scheme, and about the fact that essential loans from abroad would be forthcoming, that it decided to start on the preliminary work with local public funds. By taking advantage of the dry season and low water in the



*Across this floating bridge heavy construction equipment moves up the Zambesi River gorge near the site of the giant Kariba dam; first stage of the project will cost £80·6 million.*

second half of the year, a large part of the preliminary work was successfully completed. In order to save time, this work was awarded without tender to the Cementation Company of London which had all the necessary skill and equipment in Rhodesia; within two weeks tunnelling had begun. This bold move on the part of the Government in effect saved a whole year of construction time because the preliminary work can only be performed in the dry season. Now this work is largely completed and Impresit, the Italian firm, can move in and carry on with the main contract.

Had the World Bank turned down the Kariba scheme, the Government would have been in a most difficult position and there was great relief when the Bank formally announced approval of the loan application. A breakdown of the financing shows that assistance will be forthcoming from several sources, as follows:

World Bank .....	£28.6 million
Colonial Development Corporation .....	15 "
Commonwealth Development Finance Co. Ltd. ....	3 "
Northern Rhodesia copper companies .....	20 "
The British South Africa Co. ....	4 "
Barclay's Bank D.C.O. ....	2 "
Standard Bank of South Africa .....	2 "
	74.6 million
Government of the Federation, up to .....	6 million
Total .....	80.6 "

Repayment of the principal and interest on the loans has been so arranged that revenue from the sale of power will provide the necessary funds and in this way the burden will not fall on the taxpayers of the country.

### Economic and Social Effects

Even in the year since preliminary work was begun, great changes have taken place in the Kariba Gorge. Where formerly there was only rough underbrush, a busy camp now stands complete with machine shops, offices, stores, houses for both African and European personnel, medical centre, recreation club and post offices. A good dirt road has been built out to the main highway, 50 miles away, and the 200 miles to Salisbury can be covered by auto in about four hours. A few miles from the campsite an airport, capable of landing D.C.-3's, is in operation, while across the river a strong suspension bridge has been built. On both sides of the steep gorge the scars from the tunnelling in the preliminary work stand out sharply.

With the main work of building the 400 ft. high Dam about to begin, work is going ahead on building a full-fledged township with housing units, schools, churches, etc., for a white population of over 1,000 and seven or eight times as many Africans. Because the Dam will create a lake 200 miles long and up to 40 miles wide, thousand of acres of forest lands will be inun-

dated. This means that 22,000 Africans must be evacuated and the migration will take place over the next 18 months. This in itself is a gigantic project and 500 miles of new road have been pushed through wild country to allow trucks to move these people to higher sites above the area to be flooded.

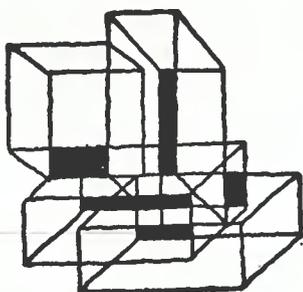
### Second Stage to Follow

Although power is scheduled to flow in 1961, not until 1963 will the waters have risen high enough to allow the dam to reach its full potential of nearly four billion kilowatt hours a year. The second stage will follow at a later date as the need for more power arises. The first stage will incorporate an underground power station on one side of the river equipped with five 100,000 kilowatt units and the second stage will see an additional turbine, plus the installation of a similar station on the opposite side of the Dam with another six turbines. Once the full scheme has been completed it is expected that 1.2 million kilowatts of hydro-electric power will be generated to all parts of the Federation. To do this, 925 miles of high-voltage transmission line must be built from Kariba to link up with the main centres of Northern and Southern Rhodesia.

The biggest consumer will be the burgeoning Copperbelt of Northern Rhodesia with its large-scale copper mines which hitherto have had to depend on thermal electric power from coal, a high-cost proposition. From the latter part of 1956, however, the mines will obtain hydro-electric power from the Belgian Congo, but the Congo will require all its own power by 1961, just about the time that Kariba is ready to take over.

### Future Effects

The full effects of Kariba on the economy are difficult to forecast at this juncture, but their ramifications are wide and varied. Expensive thermal power will be replaced by cheap hydro-electric power and this is expected to reduce the cost of living and to bring electricity to thousands of Africans who cannot afford it now. In the wake of cheap power, new secondary industries will probably spring up. Lake Kariba will undoubtedly become a tourist attraction and it is expected that an important commercial fishing industry will develop capable of producing a possible 9,000 tons of fish eventually and thus relieving the ever-growing demand for beef. Nor must the agricultural effects be overlooked, for the lake will form a reservoir to irrigate thousands of acres of arid land and soil tests and climatic conditions seem to promise that sugar cane and cotton growing will be practicable. Kariba is the greatest project of its kind ever to be undertaken in this part of the world and its beneficent influence on the infant Federation will be felt for years to come. ●



## commodity notes

### Argentina

**NEWSPRINT**—The Argentine Central Bank has announced its decision to grant exchange permits for 140 thousand metric tons of newsprint for 1957 needs. It is expected that exchange will be granted on the basis of 75 per cent at the official rate (18 pesos to the dollar) and 25 per cent at the prevailing free rate—Buenos Aires, Sept. 7.

### Australia

**ASBESTOS**—Australian Blue Asbestos Ltd. is planning to produce 8,000 to 9,000 tons of blue asbestos this year and to increase output to 12,000 tons next year. In 1959, it hopes to produce 18,000 tons. By September 1956 the treatment plant will be able to handle 15,000 tons a year, but the development program is not far enough advanced to keep pace. Most of the West Australian blue asbestos is sold to the United States—Melbourne, Sept. 2.

### Chile

**NITRATE**—Nitrate production for the period from July 1, 1955, to June 30, 1956, is reported at 1,343,672 tons, compared with 1,486,782 tons for the previous year—a decrease of 143,110 tons, largely because of labour unrest. Nitrate ranks second only to copper as a source of Chile's foreign exchange—Santiago, Sept. 3.

### Denmark

**TRACTORS**—Imports of tractors (5,531) have increased substantially in the first five months of this year, exceeding by 50 per cent those of the corresponding period last year. They reached their peak in 1954, when 11,396 were imported. On the basis of the figures for the first five months of 1956 it is estimated that this record may be exceeded this year. However, sales in the first five months exceeded those made in the same period of 1956 by only a good 10 per cent—Copenhagen, Sept. 5.

**FURNITURE**—Danish furniture is enjoying increasing success in foreign markets; exports have risen

from over 2 million D. kr. in 1950 to 22.3 million in 1955, and 16.5 million the first half of 1956—nearly double the figure for the same period in 1955. In May, the USSR was added to the list of customers, with an initial order worth 22,000 D. kr. Half the volume exported goes to the United States, which bought 8.3 million D. kr. worth in the first half of 1956. Other sales in that period were to Sweden, 2.5 million D. kr.; West Germany, 1.4 million, and Canada, 1.3 million D. kr. Outside of Europe and North America, French Morocco and Iran are the most important customers—Copenhagen, Sept. 5.

### Finland

**NEWSPRINT**—United Paper Mills of Finland has recently started up the second machine at its new Kaipola newsprint mill near Jamsankoski; the first machine went into operation in August 1954. Annual capacity of the mill is now approximately 120 thousand metric tons—Stockholm, Sept. 10.

### India

**TEA CHESTS**—Production of tea chests in India is increasing steadily; 91 million square feet of tea-chest plywood was produced in 1955, compared with 60 million square feet in both 1953 and 1954. Quality of the chests has also improved as a result of the compulsory inspection system introduced in 1954. Consequently, the value of tea chests and parts imported into India in 1955-56 was only Rs.900 thousand, compared with Rs.1.2 million in 1954-55, Rs.1.8 million in 1953-54 and Rs.6 million in 1952-53. Almost half of the tea chests currently imported come from Finland—New Delhi, Aug. 30.

### Israel

**OIL**—A fifth strike was recently made in Israel's first oilfield at Heletz in the Negev desert, north of the Gaza strip. Oil was first discovered in this field in September 1955. It is reported that the Heletz wells are now producing at an annual rate of between 45,000 and 50,000 tons of crude, which will help to

reduce the present high expenditure of \$40 million a year for imported fuels. It is further reported that an estimated 32,000 tons of fuel gas, a by-product of oil purification, will be produced this year—Athens, Sept. 7.

### **Jamaica**

**COFFEE**—In 1955 Jamaica exported a total of 5,989,707 pounds of coffee valued at £1,069,590 f.o.b., (an all-time high) compared with 4,861,880 pounds (£997,000) in 1954. The average price per hundred-weight in 1955 was 400 s. and in 1954, 450 s. London, New York, Toronto and Montreal are the four large marketing centres. Marketing is done by a government-appointed board. In recent years cultivation has been improved, the industry has become better organized, and output has risen—Kingston, Sept. 5.

### **New Zealand**

**TIMBER**—New Zealand's timber industry is preparing for a new sales drive in Australia; a six-man delegation will visit that country to seek a wider market for radiata pine. Timber is one of New Zealand's big hopes in the export market; in the first six months of 1956, 12.5 million feet were sold, but this represented only half the total hoped for. Radiata pine from New Zealand has displaced a certain amount of European pine previously imported into Australia. It has not as yet made an impression on Oregon pine, imports of which total about 170 million feet a year.

New Zealand will try, with the help of her timber specialists in Sydney, to expand timber sales and no doubt will use as a strong argument the fact that the landed cost of what she has to offer is 15 to 20 per cent less than for competitive timbers—Wellington, Aug. 27.

### **Singapore**

**POLYTHENE TUBE**—Hume Industries (Far East) Ltd. has announced the first extrusion of polythene tube in its Singapore plant. Technical assistance for this new development was provided by Imperial Chemical Industries Ltd. The firm will produce in diameters of from ½" to 2" and larger sizes can be made on request. The tube will be for cold water use, including irrigation, sprinkler systems, etc.—Singapore, Aug. 24.

### **Spain**

**WOOD PULP**—A new company, Fabrica de Pasta de Celulosa al Sulfato de Galicia, is to be set up for the production of wood pulp, under the auspices of the Spanish National Institute of Industry. The factory will be situated at Lourizan near Pontevedra,

and will cost some 500 million pesetas. Output of 20,000 tons of raw pulp and 10,000 tons of unbleached pulp is planned initially, but it is hoped to double production eventually—Madrid, Aug. 27.

### **Sweden**

**PLASTIC LIFEBOATS**—Plastic lifeboats, said to be very durable, are being manufactured by AB Scatra, Göteborg, Sweden. Production includes one which is 3.4 x 1.2 metres, weight capacity 500 kilos, weight 75 kilos, and suitable for outboard motors of 1.5 to 3 h.p. Three other types are available—Stockholm, Sept. 5.

### **Uruguay**

**WOOL**—According to the latest reports on wool movement, shipments from October 1, 1955, to July 31, 1956, totalled 209,865 bales, compared with 104,377 bales for the same period in the previous season.

Principal destinations were: Netherlands 65,900 bales, United States 38,846 bales, and Great Britain 22,126 bales. This practically concludes activities in the wool trade for 1955-56—Montevideo, Sept. 8.

### **Venezuela**

**TIRES**—C. A. Goodyear de Venezuela has opened a new tire plant at Los Guayos near Valencia, the new industrial centre in north central Venezuela. Production will begin in September 1956, with a daily output of 500 to 600 tires. Approximately 70 per cent of the raw material used will be synthetic rubber. Production from this plant, combined with that from the new U.S. Royal of Venezuela plant (July 1956), will swell this country's annual output to 592 thousand tires. Firestone and General Tires are other ranking producers contributing to this total—Caracas, Sept. 5.

### **West Germany**

**TYPEWRITERS**—According to estimates made by "Fachgemeinschaft Bueromaschinen" (Association of Office Machinery Manufacturers) typewriter production in West European countries rose from 628 thousand in 1950 to 1,400,000 in 1955. This 1955 figure is said to be larger than that for North American production, which in 1955 reached some 1,200,000.

West Germany today ranks first among European producers of typewriters. In 1955 production in the Federal Republic reached 568 thousand; Italy followed with 280 thousand, and the United Kingdom was in third place with 247 thousand. One-third of total German production by value was exported, mainly to Europe (DM39 million), Latin America (DM22 million) and North America (DM10.7 million)—Bonn, Sept. 5.

# The Timber Market in Venezuela

*Canada's share of this \$3 million timber market rose to 11 per cent last year; easier credit terms could increase our sales. Best opportunities for Canadian exporters lie in supplying large timbers which are exempt from import duties if they meet minimum measurements.*

H. LESLIE BROWN,  
Commercial Counsellor, Caracas.

VENEZUELA imported over \$3 million worth of timber in 1955, nearly double the 1954 figure of \$1.6 million. Canada obtained 11 per cent of this business, a great improvement over our share in 1954 of a scant 1 per cent.

Large timbers over 25 centimeters (9.85 inches—say 10 inches to be certain) on each face provide the best sales opportunities for Canadian producers. Item 472 of the Venezuelan customs tariff provides that white pine, pitch pine and Douglas fir from most-favoured-nation countries such as Canada are exempt from the payment of import duties when they meet the minimum measurements given above. Although some of the timbers are used as they are, cut to length,

the bulk goes to the local sawmills which re-saw into boards as needed, especially for concrete forms.

## Imports of Large Timbers

Venezuelan trade statistics are not broken down in detail but they do show imports of large timbers separately under item 472, as follows:

Country	1954		1955	
	Metric tons	Bolivars*	Metric tons	Bolivars
Honduras (Republic) .....	17,683	2,501,686	29,973	5,329,812
United States .....	18,681	2,850,676	22,912	3,643,661
CANADA .....	278	52,231	7,092	1,134,172
Dominican Republic	200	34,461	261	45,112
Austria .....	213	46,444	84	19,551
Others .....			737	118,446
Total .....	37,055	5,485,498	61,059	10,289,754

\* To convert bolivars to dollars, multiply by 0.3.

The strength of the demand in 1955 can be seen not only in the marked increase in total volume but also in the appearance on the market of supplies from countries which have not previously sold this size and these types of wood to Venezuela. Listed under "others" were: El Salvador, Bs50,384; Finland, Bs33,533; and British Honduras, Bs19,443.

Obviously, the Republic of Honduras and the United States are getting the bulk of the business—over 87 per cent by value in 1955. The reason is clear: these countries have the kind and size of wood wanted and both are traditional sources. (Most of the United States timber is southern pine from the Gulf states; less than 15 per cent is Douglas fir.)

The big improvement in Canadian timber sales in 1955 is the result of competitive prices offered by the principal exporters, prompt delivery and good quality. But Canadian producers could increase their share of this lumber market (worth \$1,645,500 in 1954) if letter-of-credit terms were relaxed. Honduran and Gulf suppliers usually grant up to 90 days. Venezuelan importers are reluctant to set up letters of credit in advance of arrival because domestic interest charges are high and money is tight. Because of the length of time between establishing the credit and actual delivery, interest may run for three months and add substantially to costs, especially on a large order.

## Tariff on Other Lumber

The Venezuelan re-sawing industry is protected by a high tariff: sawn lumber of 25 centimeters (9.85 inches) or less in cross-section on each face is subject to an import duty of Bs0.24 per gross kilogram. To give an example—this duty of 3.2 cents per pound works out to about \$90.56 per M. f.b.m. for airdry Douglas fir and \$77.44 per M f.b.m. for airdry western

hemlock. Ordinary lumber, planed or tongued-and-grooved, is assessed at the rate of Bs0.60 per gross kilogram which, even on western hemlock, comes to \$193.60 per M f.b.m., air-dry.

Actually, there is a preferential duty of Bs0.15 per gross kilogram on rough sawn lumber of pitch pine, ponderosa pine, sugar pine, Douglas fir, spruce, hemlock, redwood, cedar and southern cypress. Canadian products enjoy this preference, but even so the duty is sufficiently high to make imports from Canada of this size of timber very difficult.

### United States Sales

Venezuelan statistics do not show sawn lumber separately but include it in the "basket" item given below. Because United States sales account for over 40 per cent of that item, U.S. export statistics provide a general indication of the types of wood products included. These 1954 figures show that the business is varied and that few items stand out in importance.

Piles .....	\$20,762	Hardwood flooring .....	13,554
Other unmanufactured wood .....	10,077	Tight barrel staves, used .....	\$10,500
Douglas fir, up to 5 in. .....	6,836	Tight headings .....	740
Southern pine, up to 5 in. ....	53,608	Slack barrel staves .....	2,000
Spruce .....	7,273	Slack barrels .....	70,712
		Used empty barrels .....	8,656
		Cooperage n.o.p. ....	2,360

Veneers and plywoods are also subject to stiff import duties. Veneers are assessed at Bs1.00 per gross kilogram (about 13½ cents a lb.), plywood of common woods at Bs1.25 (17 cents a lb.), and plywoods of fine woods at Bs1.50 (20½ cents a lb.).

### Market for Veneers and Plywoods

Again, United States sales in 1954 give an idea of the Venezuelan imports. There were no sales of commercial or container veneer; the business consisted of 134 thousand sq. ft. of fancy-face veneer worth \$6,000 and 20,000 sq. ft. of special veneer valued at \$7,624. These would be mainly for the Venezuelan plywood industry.

The most important item of plywood sold by the United States in 1954 was described as "technical type" and totalled 209,203 sq. ft. worth \$86,323. Sales of special plywoods, such as those with one face of other than wood, amounted to 20,672 sq. ft. worth \$10,893; soft interior plywoods came to 15,788 sq. ft. worth \$4,014, and soft exterior plywood to 39,712 sq. ft. worth \$8,589. It is clear that the protective duties are effective and that imports are limited to types not manufactured by domestic plants.

Venezuelan builders use sawn boards of local woods or imported timbers for concrete forms, rather than plywood. Imported plywood is too expensive and domestic plywood is not waterproof. Import duties on plywood are not likely to be lowered because this would open the market to foreign plywood and would upset the sawmilling industry as well as the plywood manufacturers. Consequently, boards will continue to be used for concrete forms, even though plywood is more economical in other countries.

### Sundry Wood Imports

As noted above, imports of all other kinds of lumber—cross-section less than 25 centimeters per face, veneers and plywoods and barrels and staves—are grouped under one heading in the statistics. It is not possible to estimate the proportion of each but

#### VENEZUELAN IMPORTS OF SUNDRY WOODS

Country	1954		1955	
	Metric tons	Bolivars	Metric tons	Bolivars
United States .....	1,828	820,235	3,308	1,310,322
Italy .....	257	407,631	272	476,906
Spain .....	220	248,515	249	292,919
France .....	154	165,322	246	242,660
Austria .....	67	27,024	522	226,927
Germany .....	21	75,469	139	110,067
Dutch Guiana .....	63	68,006	56	61,722
CANADA .....	42	42,401	117	60,668
Chile .....	111	87,922	115	53,141
Japan .....	49	48,790	25	26,715
Others .....	338	170,512	764	272,990
	3,200	2,161,827	5,813	3,135,037



These Venezuelan woodsmen are at work in one of the forests which cover 40 per cent of their country's land area. Lumber production reached a record 97,102 M f.b.m. in 1953.

guesses could be based on the industries of the supplying countries. For example, Spain supplies plywood.

Imports of these other woods during 1955 also came from countries which sold little or nothing in 1954. The outstanding new supplier was the Belgian Congo, which accounted for 379 metric tons worth Bs182,467, or about half of the amount under "others" in 1955. On the other hand, Sweden and Finland practically disappeared from the market. There were no less than 15 other countries in the field but none sold more than a few tons with the exception of the Republic of Honduras with 205 tons worth Bs27,825 in 1955, compared with no sales in 1954.

### Domestic Production

Venezuela's forest resources have never been fully surveyed and there is no accurate estimate of their extent and richness. Forests of one kind or another cover about 40 per cent of the land area, or some 140 thousand of the total 353,143 square miles. The wide ranges of temperature and rainfall, resulting from a tropical climate in a land with extensive low plains and high mountains, combine with differences of soil to provide suitable conditions for hundreds of varieties. Large tracts, particularly in the areas bordering on Brazil and British Guiana, are practically unexplored and most of the forests south and east of the Orinoco River are not exploited. The greater part of the forests is owned by the Government which grants concessions to independent operators, none of any size.

Venezuelan usage groups the principal local commercial woods under three classes: *fine*—cedar, mahogany, and apamate, used mainly in plywood and cabinet work; *hard*—samán, mora, and vera, for construction work such as railway ties, and *soft*—mijao, jabillo, and jobo, for general construction, plywood and cheap furniture. Local production fluctuates from year to year but is growing. It reached a record in 1953, a record that may have been equalled in 1955. The aggregate cut in 1953 was 229,101 cubic metres, which at 423.84 f.b.m. per cubic metre, is equivalent to 97,102 M f.b.m. Of this, 38 per cent was fine, 13 per cent hard, and 49 per cent soft.

There are no figures on veneer cut nor on output of plywood but trade estimates suggest that the five principal plywood manufacturers have a combined capacity of nearly 100 thousand square metres, or something over a million square feet a month. Plywood is made from the beautiful local woods, mainly mijao, cedar and mahogany. The bulk of the output is common stock used for furniture and interior work and the grain often shows up to advantage. The quality is not high but buyers accept it because it costs less than imported plywood and supplies are plentiful. ●

## French Business in '56

INDUSTRIAL PRODUCTION IN FRANCE during the last half of 1956 should exceed that of 1955; commerce too should expand. Prices will probably rise. These are the considered opinions of the majority of a sampling of businessmen whose opinion was sought recently by the French National Institute of Statistics.

In general, 67 per cent looked for an increase in business activity, 28 per cent predicted stability or expressed some doubt, and only 5 per cent expected a decline. Interviewers found that heads of enterprises employing less than 100 persons were rather less optimistic than the executives of larger firms. Opinions varied too with the industry. The building materials industry, for example, looked for smaller increases than in some other sectors. The outlook for textiles, which lagged behind other industries last year, has improved and this improvement bids fair to continue although the clothing trades still face problems. The iron and steel, automobile, engineering, and paper industries all looked for improved demand. Among retailers, the larger organizations were more optimistic than the smaller ones.

Last year, a similar inquiry revealed that most of the businessmen expected an increase in exports; this year, opinion was not nearly so unanimous. The engineering, extractive and food industries looked for larger sales abroad; the metals, textiles and paper industries said that they expected their foreign sales to decline. The consensus was that exports to Algeria and other French overseas territories—particularly of textiles and clothing—would probably decline.

The majority of these business leaders did not anticipate any marked change in the labour force for the remainder of 1956, but some of them forecast a slight increase in hours of work. Some however—particularly in the leather, food, and some of the metal industries—expected to employ slightly more people; the textiles, wood and cork industries looked for a small decline in employment.

Most of the larger establishments forecast stable employment conditions; the smaller ones tended to expect small reductions. Nearly every executive interviewed looked for rising prices.

—A. L. NEAL,  
*Attaché, Canadian Embassy, Paris.*

# Christmas Trees for U.S. homes

*With Christmas less than three months away, buyers from U.S., biggest market for Canadian trees, are already making contracts. Many of them come from Chicago; here is a brief description of how they carry on this seasonal business.*

D. M. W. HUMMEL, Assistant Trade Commissioner.

IN THE NEXT FEW WEEKS, carloads of Christmas trees will begin rolling across the United States border—the first stage on their journey from Canadian forests to thousands of American homes. Last year, Canada exported 12.9 million Christmas trees worth \$5.9 million—and 12.8 million worth \$5.8 million were sold to the United States.

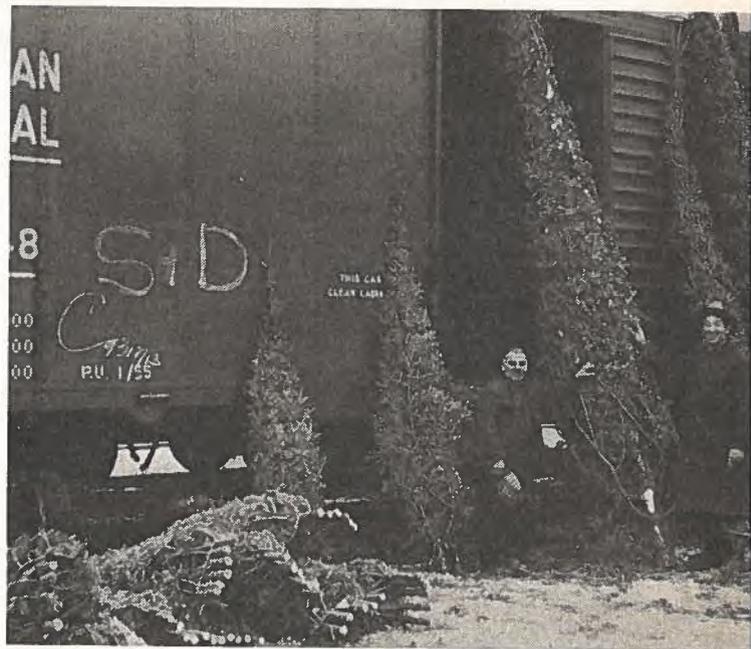
Last year about 2½ million of these trees were unloaded at Chicago's Christmas Tree Team Track, a unique market. As many more were probably either received at Chicago and shipped on to other cities as far apart as Detroit and San Antonio, or were sold by Chicago wholesalers for direct delivery to widely scattered points, particularly in the South and Southwest. Of the 400 cars of Christmas trees unloaded in Chicago during the 1955 season, 382 came from Canada. Chicago wholesalers and the Christmas Tree Team Track therefore are vitally important to the Canadian Christmas tree industry.

## Selling the Trees

Most of the wholesale dealers in Christmas trees in this area deal in juice grapes and watermelons during the summer—commodities regarded as highly speculative. Hardy individuals, they often operate thriving businesses using old railway caboose cars as a base. At night some of them sleep in these “offices” to protect their merchandise. At the crack of dawn they kindle fires in oil drums outside the cars in which the trees have arrived and display their wares against the sides of the cars. Lively trading begins early in the morning and prices are governed by weather, demand, and daily arrivals. Information on current arrivals compared with those for the comparable day of the previous season is furnished daily by the Market News Service of the U.S. Department of Agriculture.

Over 95 per cent of the Canadian trees unloaded at Chicago in 1955 came from the Maritimes, Quebec and Ontario; about 5 per cent were from British Columbia. Each year, shortly before the cutting season starts, representatives of the larger wholesalers go into the producing areas carrying cash and supplies of binder twine to tie up the tree bundles—and often their own labels, which are attached to the trees after cutting. In Canada they contract with local middlemen for the cutting, bundling and delivery of trees to rail cars. Often they are on hand during cutting and to ensure that the trees are of the promised type, quality and size.

A large dealer often purchases a substantial number of carloads. On his return to Chicago and well in advance of shipping, he sells many of these at wholesale throughout the country, frequently through his melon and grape business connections. Other cars are sold well in advance of arrival to chain stores, mail order firms with retail outlets, furniture chains and others. It is the custom of large retail houses to give the trees away or to sell them very cheaply to customers who purchase goods worth perhaps ten dollars or more.



*Speculative traders offer Canadian Christmas trees to buyers in Chicago's unique Christmas Tree Team Track market which received 382 carloads of trees from Canada last year.*

Trees sold in bulk in this way often go for cost or a moderate profit. Their value to the Chicago wholesaler is that they allow him to make much larger and more advantageous contracts with Canadian suppliers. Thus the unit cost of the remainder of the trees which are delivered to and unloaded at the Chicago Christmas Tree Track is lower and profit possibilities greater.

#### Points for Dealers

Most of the Canadian trees sold in and through Chicago are balsam fir, tied into bundles of up to six trees. The newly popular Scots pine enjoys increasing demand but is considerably more expensive. It is, however, ideal for "flocking", a process which involves spraying the tree with a white plastic coating resembling snow. In spite of their price, flocked trees are becoming more popular, particularly for store, window and institutional decorations.

The custom of using Christmas trees is well-established in the United States among people of all walks of life and national backgrounds. With a growing population and limited domestic supplies, the demand for Canadian trees should continue to increase. The trade, however, is a hazardous one, dependent upon suitable weather at the right time for cutting and on prompt delivery. Members of the trade in Canada should pay scrupulous attention to agreed shipping dates because a tree arriving only a day or two before Christmas is worthless. It is, in fact, a liability because it must be unloaded and burned.

The Deputy Consul General (Commercial), Canadian Consulate General, 111 N. Wabash Avenue, Chicago 2, Illinois, U.S.A., will be pleased to supply names of reliable wholesalers to Canadian shippers on request. Canadian suppliers, for their own protection, are urged to deal only with firms which this office recommends.

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## Japan Sells Sheet Glass Abroad

*Canadian importers are turning increasingly to Japan as a source of sheet glass. The Japanese industry, which consists of two producers, has increased production to meet the new demands. By year's end, however, supplies may run short.*

W. G. PYBUS, *Commercial Secretary, Tokyo.*

STIMULATED BY INCREASED DEMANDS at home and abroad, Japan's sheet glass producers boosted their production to a record 6.7 million cases in 1955. (1 case=100 sq. ft., 2 mm. thick).

Exports increased 10 per cent to 932 thousand cases, with Canada and the United States taking a larger share of the total. Canada bought 136 thousand cases in 1955 compared with 48,000 in 1954; in the same period the United States imported 144 thousand cases compared with 21,000 the previous year.

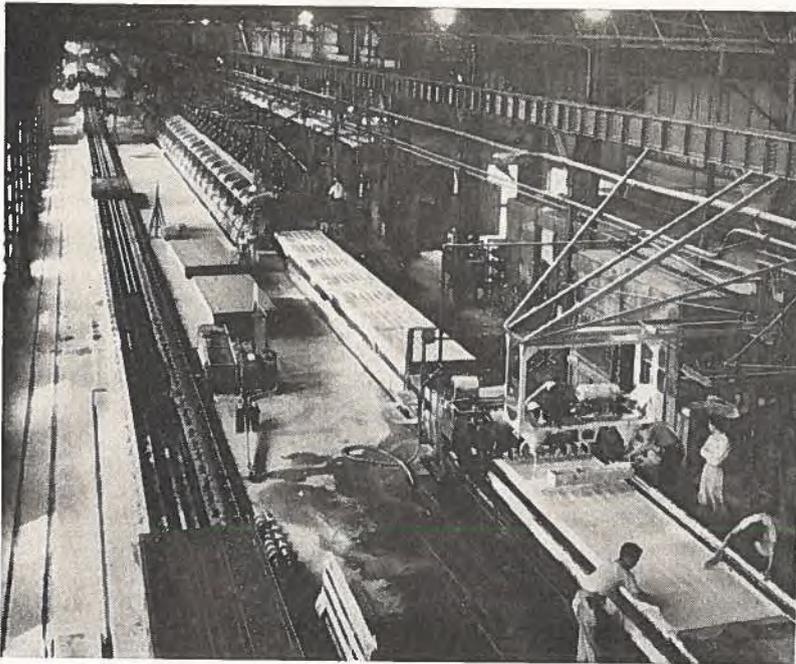
Heavy shipments to North America have more than compensated for a decline in exports to Near and Middle East markets. As a result of the increased demand, delivery periods for Japanese sheet glass are being extended and, if orders continue at the present pace, the supply position may become difficult towards the end of the year.

Silicate for the glass industry, formerly imported from Indo-China, now is supplied domestically, following the development of improved methods of treating Japan's abundant lower-grade silicate.

#### Expect Increase in 1956

Japan's sheet glass industry started in 1907 with the formation of the Asahi Glass Company. Ten years later the Nippon Sheet Glass Company entered the field and several other companies followed. Because of the dislocations caused in the industry during World War II, however, the smaller companies either failed or amalgamated with the two originals which now comprise the whole industry.

Asahi, which turns out 50 per cent of Japan's total production of 7 million cases of sheet glass, uses the



*The assembly line technique is used at the Amagasaki mill of the Asahi Glass Co. to grind and polish sheet glass. The industry's prospects are bright with production unable to keep pace with the fast growing demand at home and abroad. Canada bought 136 thousand cases of Japanese sheet glass in 1955.*

Fourcault System developed originally by Belgium; Nippon, producing the remainder of the output, employs the United States' Colburn System. The latter company, in which American glass producers have an interest, has recently completed a new frosted glass plant.

The 1955 production of 6.7 million cases of sheet glass included 1.9 million cases of figured sheet glass. Polished plate glass production, largely for use in the automobile industry, totalled 70 thousand cases. The estimated production for 1956 is 7.3 million cases of ordinary, figured sheet, and polished plate glass.

### Sheet Glass Exports

Last year domestic consumption of 5.7 million cases accounted for about 83 per cent of production, leaving

about one million cases for export markets. The table below, left, shows Japan's sheet glass exports by country in 1955.

Shortages of supplies from normal sources and strong demand from the construction industry have caused both Canada and the United States to turn to Japan for greatly increased quantities of sheet glass. During the first four months of 1956 Canada and the United States imported 150 thousand cases, which represents about half of Japan's total sheet glass exports for the period. In contrast, sales of Japanese sheet glass in traditional South East Asian markets have decreased, under vigorous competition from Europe and the Republic of China. To assist continued sales in India, one Japanese firm has formed a partnership with an Indian firm to develop the sheet glass industry there.

JAPAN'S SHEET GLASS EXPORTS

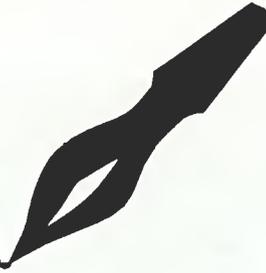
Country	Cases	
	1955	1954
United States .....	143,594	20,740
Canada .....	135,629	47,584
Formosa .....	105,088	162,797
Philippines .....	98,140	49,527
Indonesia .....	61,984	143,515
Thailand .....	40,683	49,057
Malaya .....	40,191	68,581
Hong Kong .....	37,855	46,080
India .....	36,778	25,462
Korea .....	12,661	63,855
Other countries .....	219,397	160,802
<b>TOTAL</b> .....	<b>932,000</b>	<b>838,000</b>

### Outlook Bright

The outlook for Japan's sheet glass industry is bright. In spite of a 10 per cent increase in output in the first six months of 1956 compared with the same period a year ago, stocks are low. Wholesalers estimate that stocks of sheet glass available on the market at present are sufficient to meet only two weeks' requirements.

In view of this situation, domestic wholesalers, competing for supplies to meet their needs, have advanced the average price level by 5 per cent from a year ago. Although suppliers give export markets preferred treatment, delivery periods are becoming longer. If demand continues at present levels, it is expected that supply will become difficult by the end of the year. ●

# General notes



## Chile

**TRACTOR FACTORY**—A local press report indicates that, under the Chilean Foreign Investment Scheme, the Italian firm, "Officine Meccaniche Giovanni Landini e Figlio", has been granted permission to export to Chile capital goods of a total value of US\$1,046,700 for a factory to produce tractors of 23 to 30 and 45 to 50 h.p. Initial production is expected to reach 800 farm tractors a year. The agreement stipulates that the Italian firm will install service stations within the agricultural areas. Roughly 2,000 tractors are imported annually into Chile—Santiago, Aug. 15.

## Denmark

**FAROE ISLANDS EXPORTS**—Export statistics for the first six months of 1956 show that exports from the Faroe Islands—consisting chiefly of fish and fish products—totalled about D.kr.30·8 million, an increase of more than D.kr.9 million over the corresponding period in 1955. The most important export was split cod for Spain and Brazil—Copenhagen, Sept. 5.

## Federation of Rhodesia and Nyasaland

**RAPID DEVELOPMENT**—Nyasaland, the smallest of the three territories which form the Federation of Rhodesia and Nyasaland, is undergoing rapid economic expansion. Once a backwater of progress, it is fast becoming a paradise for contractors from other parts of Africa. It is building roads, airports, hospitals, schools and improved housing faster, in relation to the rate in recent years, than almost any country in Southern Africa. Government expenditure on public works in the territory, including maintenance, came to barely \$540 thousand ten years ago but in the past year it reached \$7·5 million and for the new financial year may reach \$15 million, of which \$8 million will be spent on contracts.

Because there are not enough contractors in Nyasaland itself, the Colonial Administration which governs the Protectorate is now taking special steps to interest contractors from the Rhodesias and from South and East Africa. The Government is also drawing up a long-term development program which assures tenderers who are awarded a contract and do it well that there will be enough work to keep them busy for years modernizing communications,

erecting public buildings and new housing. Nyasaland, with 2½ million Africans and 6,000 Europeans, is the most densely populated part of the Federation and is noted for its tea—Salisbury, Sept. 5.

## India

**TO BUILD JETS**—The Government of India plans to erect a new factory to manufacture jet engines, under the guidance of experts from the parent company in the United Kingdom. It has also arranged to build the Gnat, a light jet-propelled fighter. Vampire fighters are already being manufactured in India under licence—New Delhi, Sept. 11.

## Jamaica

**TAX INCENTIVES**—To attract new industries the Jamaican Government has decided to offer three inducements to investors: (1) Industries considered to be of benefit to the island will be given a tax holiday of from four to seven years and will be allowed to import the capital equipment they need without paying customs duties; (2) should they lose money during the tax-holiday period, they may deduct their losses from their taxable income at its expiration; (3) overseas companies establishing offices on the island will not have to pay taxes if they do not trade within the British West Indies, British Guiana or British Honduras. It is hoped that these new concessions to investors will speed up industrialization of the island—Kingston, Aug. 27.

## Madagascar

**CONDITIONS IMPROVE**—There has been a marked improvement in economic conditions in Madagascar during the last eighteen months, although the situation is still not satisfactory. During 1955 a total of 98 new companies were incorporated and recently published statistics show that exports rose during the first two months of 1956 to 44,000 metric tons valued at CFA Fr.2,655 million (\$16 million Canadian) compared with 25,000 metric tons valued at CFA Fr.1,701 million (\$10 million) in the first two months of the previous year. Imports declined to 64,000 tons, worth CFA Fr.2,842 million (\$17 million), from 81,000 tons, at CFA Fr.3,513 million (\$21 million).

Major contributions to the more favourable ratio between exports and imports were the large increases in overseas sales of coffee, rice, cloves, vanilla, pastoral products and graphite—Johannesburg, Aug. 27.

### Malaya

**INDUSTRIAL SURVEY**—The Legislative Council of the Federation of Malaya has been asked by the Federal Ministry for Commerce and Industry to approve plans for a survey of the country's industrial possibilities. A working party will be set up and will study land tenure and availability, taxation, tariff protection, availability of labour, transport costs and the prospects of processing locally produced materials. After approval by the Legislature, a firm of specialists will be engaged to complete the project. It is hoped to have the survey done by the target date for independence—August 31, 1957. Copies will be available to prospective investors—Singapore, Aug. 23.

### Norway

**FISHERIES**—This year's cod fishing season which ended a few weeks ago brought a catch of nearly 160 thousand tons, or approximately 36,000 tons more than last year. The British market for fresh cod has been good but stocks of frozen cod are increasing as this market has been less favourable. Exports of stockfish during the first half of the year totalled 11,609 tons compared with 7,298 tons last year, and exports of klipfish rose from 21,178 tons to 23,327 tons. The tunny fisheries this year are considered to be a complete failure; the catch by the end of July had only reached 900 tons compared with 6,000 tons last year. By August 1st, only 85 refrigerator carloads of tunny had been exported to Italy, as against 315 carloads in 1955. The brisling (sprats) fisheries are also reported to have failed, and the brisling canning factories have had to switch over to canning mackerel to avoid closing down entirely—Oslo, Sept. 7.

### Peru

**NEW INDUSTRIES**—The secondary manufacturing and processing industries, by far the most important in Peru, continue to expand. Since 1952, value of goods produced has increased by 55 per cent; the 1955 total was 9,000 million soles (nearly \$500 million).

The textile and footwear industries are particularly strong. Cotton and wool branches of the textile industry each have 18-19 factories, 7,000 employees, and capital of about 300 million soles. Forty shoe factories supply most of the country's requirements;

the largest plant (of Canadian background) produces 50,000 pairs a week, about half of total production.

Many new plants are planned or under construction, including a tire factory and plant to produce cement, chemicals and pharmaceuticals, paint, fertilizers and explosives, oils and fats, silk stockings, simple electronic items, typewriters, matches, cigarettes and artificial fibres. Machinery and prime materials for practically all of these plants will have to be imported. Canadian manufacturers of findings for these industries who are interested in export should get in touch with the Commercial Secretary, Canadian Embassy, Casilla 1212, Lima, Peru—Lima, Aug. 24.

### South Africa

**NATIONAL INCOME**—National income during the year ended June 30, 1955, again reached a record at £1,456.8 million, an increase of £66.2 million (4.7 per cent) over that for the previous fiscal year. In terms of an increase of 2.6 per cent in the retail price index during the year and an increase of 1.8 per cent in population, real national income per head of population has remained practically constant—Johannesburg, Aug. 24.

### Sweden

**EXPORT CREDIT**—Det Finska Exportkredit AB, a newly formed company, will grant credit for export promotion, chiefly of capital goods such as ships, machines and industrial equipment. The share capital is 200 million Finnmarks (approximately Canadian \$854 thousand). Three banks own 60 per cent of the shares and a number of industrial companies the rest. The Government and the Bank of Finland may be represented in the management if they so desire—Stockholm, Sept. 3.

### United States

**DETROIT INDUSTRIES GROW**—The Detroit Board of Commerce recently made known the rapid industrial growth taking place in the city. In 1947, Detroit had 4,765 manufacturing plants; by 1951, the total was 5,530 and in 1953, 6,058 plants engaged in manufacturing were listed. Except for a few areas in the Southwest and Pacific Coast States, the Detroit area is moving ahead industrially at a faster rate than most other places in the country. Manufacturing is of greater importance to Detroit than to any other major city. In the last quarter of 1955, there were, on the average, about 69 factory workers for every 100 families in this area. Chicago, with 65 workers per 100 families, was second among large cities—Sept. 11.



## 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 the Belgian Congo

RENE DELVAUX, senior partner, Messrs. Redelco, general importers of Leopoldville, Belgian Congo, will visit Canada during the latter part 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 Czechoslovakia

K. BIMR, assistant general manager of Jablonex Company, dealers in jewellery figures and imitation stones, arrived in Canada on August 16 for a three-month stay. Mr. Bimr is visiting his company's customers in Montreal, Toronto and Quebec City. Anyone wishing to contact him may do so by getting in touch with the Commercial Section, Czechoslovak Consulate General, 1305 Pine Ave. W., Montreal 25, Que.

### ► from Japan

YOSHIO KOBAYASHI, chief of the Kanagawa Breeding Farm of 3910 Hongo Ebina Machi, Koza Gun, Kanagawa Prefecture, Japan, arrived in Toronto this month. Mr. Kobayashi is not purchasing cattle on this trip to Canada; his aim is to gain appreciation of Canadian Holstein herds with a view to future

purchases. International Livestock Exporters Ltd. Box 125, Oakville, Ontario, has arranged his itinerary.

ISAO YAMADA, Managing Director, Kokoku Rayon and Pulp Co. Ltd. of 1, Shiba Tamuracho 1-Chome, Minatu-Ku, Tokyo, Japan, representing one of the leading producers of sulphite pulp in that country, will visit Montreal on October 10 as part of his world tour; he is particularly anxious to see through a typical Canadian sulphite pulp plant and to study our pulp industry. The Canadian Pulp and Paper Association, 2280 Sun Life Building, Montreal, Quebec, will make arrangements.

### ► from Norway

GUDLEIU HARG, chemical engineer with Messrs. With. Willumsen A/S, Oslo, import agents specializing in industrial chemicals, will be in Montreal October 1, 2, and 3. The purpose of his visit is to get in touch with large chemical manufacturers with a view to representing them in Norway. He will stay at the Sheraton-Mount Royal in Montreal.

### ► from Portugal

DR. VASCO MARINHO DE ALMEIDA HOMEN DE MELLO, accompanied by JOSE ALVES, respectively the president and vice-president engineer of the National Cork Board (Junta Nacional da Cortica), expect to visit Canada sometime between October 10 and 25. The purpose of their visit is to investigate market opportunities for Portugal's cork products. Firms that wish to contact these officials should advise either the Embassy of Portugal in Ottawa or the Portuguese Consulate, 4393 Esplanade Ave., Montreal, Que.

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### 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

## British Honduras and Antigua

OPEN GENERAL LICENCE—The following items have been placed under World Open General Licence in British Honduras and Antigua:

- Leaf tobacco
- Fresh apples
- Chemical fertilizers
- Calcium carbide

Products under World Open General Licence may be imported from all sources without restriction.

## Denmark

DOLLAR PREMIUM SCHEME—During recent OEEC discussions, Denmark undertook to reduce its "dollar premium" from 8 to 6 per cent. On August 4, 1956, the Danish Directorate of Supplies announced that the reduction will take effect from January 1, 1957.

The dollar premium scheme was introduced in 1952 for the purpose of promoting Danish exports to dollar countries. Under this scheme Danish exporters are allotted 10 per cent of the value of their dollar exports in a currency of any country participating in the European Payments Union. This currency may be used to import European goods, and the import licences obtained in this manner are transferable, selling at the rate of 80 per cent of their face value. The premium thus amounts to 8 per cent of the exports.

As from January 1, 1957, the licences granted to exporters will represent  $7\frac{1}{2}$  per cent of the value of the exported goods instead of 10 per cent, the dollar premium thus amounting to 6 per cent instead of the present 8—Copenhagen, Aug. 20.

## Federation of Rhodesia and Nyasaland

IMPORT RESTRICTIONS—The Ministry of Commerce and Industry announced August 31, 1956, that imports of motor tip trucks and self-propelled cranes have been removed from import currency control when coming from dollar countries.

The relaxation of restrictions apply to tip trucks of seven tons and over which will have the hydraulic or mechanical tipping device built into and be a part of the chassis and the tipping platform an integral part of the truck. The cab and engine shall not be detachable from the body of the truck. As regards the self-propelled mobile cranes, the crane shall be an integral part of the whole vehicle and

the engine or motor power shall not be detachable from the crane platform.

## United Kingdom

MARK OF ORIGIN REQUIRED ON OIL-BURNING APPLIANCES—An Order in Council recently issued in the United Kingdom under the Merchandise Marks Act 1926 requires that from November 3 next imported oil-burning appliances of specified types must be marked with an indication of the country of origin.

The list includes lamps, lanterns, stoves (domestic and industrial), space heaters, blow lamps, brazing lamps, and burner units.

The indication of origin, which must be conspicuous, is to be applied by stamping or embossing, or by means of a transfer, either on the article itself or on a metal label soldered or riveted to the article. If the appliance is packed ready for sale in a carton or other container, an indication of the origin of the appliance, shown in prescribed manner, must appear also on the container.

The requirements of the Order become effective at the time of sale (wholesale or retail) in the United Kingdom. They apply also to exposure for sale, except exposure for sale wholesale by a person being a wholesale dealer. While not compulsory at the time of importation, United Kingdom traders as a rule do not wish to be put to the trouble and expense of adding marks of origin, which usually can be done more conveniently at the time of manufacture. Since there may be circumstances, however, in which a trader may wish to import unmarked goods, it is recommended that, before shipping, exporters reach an understanding with their customers on how the marking requirements are to be observed.

*More detailed information, including a list of the particular types of oil-burning appliances covered by the Order, is available on request from the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.*

## West Germany

DOLLAR IMPORT LIBERALIZATION EXTENDED—Effective September 5, the list of dollar products which may be imported into West Germany free from quantitative restrictions and without import licences was enlarged by the addition of frozen fruit

pulps for industrial processing; fruits and fruit pulps temporarily preserved in brine or by other means; dried plums, apricots, peaches and nectarines; and hazelnuts, walnuts and other nuts. Although these goods are of minor importance among Canadian exports to West Germany, their liberalization con-

stitutes a welcome step in freeing from restrictions imports of additional dollar food products into that country—Bonn, Sept. 7.

The latest major West German dollar liberalization measure was reported in FOREIGN TRADE of July 21, 1956.

## Trade Commissioners on Tour

**G. A. BROWNE**, Commercial Secretary in Havana, Cuba, begins the second part of his Canadian tour in Winnipeg, October 3-4. His itinerary is:

Saskatoon—Oct. 5	Halifax—Oct. 25-26
Vancouver—Oct. 8-12	Ottawa—Oct. 29
Saint John—Oct. 22	

**F. B. CLARK**, former Commercial Secretary in Caracas, Venezuela, began a tour of Canada in Victoria, August 30-31. His itinerary is:

Hamilton—Oct. 1-2	Granby—Oct. 24
St. Catharines: Niagara area—Oct. 3-4	St. John's—Oct. 25
Brantford—Oct. 5	Quebec—Oct. 26
Kitchener—Oct. 8	Halifax—Oct. 29-30
Welland—Oct. 9	Kentville—Oct. 31-Nov. 1
Windsor: Sarnia area—Oct. 10-11	Saint John—Nov. 2-3
Montreal—Oct. 15-23	Ottawa—Nov. 5

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

Toronto—Sept. 24-Oct. 2	Brockville—Oct. 12
Hamilton: St. Catharines: Welland—Oct. 3-4	Montreal—Oct. 15-24
Brantford—Oct. 5	Halifax—Oct. 26
Sarnia—Oct. 9	Saint John—Oct. 29
Windsor—Oct. 10	Ottawa—Oct. 31-Nov. 7

**C. S. BISSETT**, Commercial Counsellor for Canada in Buenos Aires, Argentina, began his Canadian tour in Montreal, July 30-August 10, and completes it in Ottawa, October 24.

**L. S. GLASS**, Commercial Counsellor for Canada in Wellington, New Zealand, began his Canadian tour in Montreal, August 6, and completes it in Vancouver, October 1-12, and Victoria, October 15-16.

Businessmen in the various centres may get in touch with these officers through the Board of Trade in Brantford, Granby, Halifax, Kentville, Montreal, Saint John and Saskatoon; Chambers of Commerce in Brockville, Calgary, Hamilton, Kitchener, Niagara Falls, Regina, Quebec, St. Catharines, Sarnia, St. John's, Waterloo, Welland and Windsor; the Canadian Manufacturers Association in Toronto; the Department of Trade and Commerce in Vancouver and Ottawa, and the Department of Trade and Industry in Victoria.

### Tours of Territory

**J. R. MIDWINTER**, Assistant Trade Commissioner in Guatemala City, expects to visit Costa Rica from October 3-9 inclusive, and Nicaragua from October 9-13, inclusive.

**H. W. RICHARDSON**, Trade Commissioner in Guatemala City, will visit El Salvador from October 22-27, inclusive.

**JOHN MacNAUGHT**, Assistant Commercial Secretary, Wellington, New Zealand, plans to visit Auckland from October 8-12.

**K. F. NOBLE**, Canadian Trade Commissioner in Johannesburg, South Africa, intends to visit Durban from October 8-13, and the Orange Free State (with calls at Bloemfontein, Welkom, Harmony Virginia, and Odenaalsrust), in mid-November.

**R. W. BLAKE**, Commercial Secretary in Melbourne, Australia, is planning to visit Tasmania from December 10-19.

Businessmen who would like these officers to undertake assignments for them in these areas should get in touch with them at their posts as soon as possible. Mr. Richardson and Mr. Midwinter can be reached at their office in Guatemala City, Mr. MacNaught at Wellington, Mr. Noble at Johannesburg, and Mr. Blake at Melbourne.

# foreign trade service abroad

\* No Foreign Trade Officer at this post.

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

Territory	Officer	City Address	Mail and Cables, Office Telephone
<b>Argentina</b>	C. S. Bissett, Commercial Counsellor	Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 33-8237
<b>Argentina</b> Paraguay, Uruguay	W. F. Hillhouse, Agricultural Secretary		
<b>Australia</b> (Capital Territory, New South Wales, Queensland, Northern Territory) Dependencies	J. C. Britton, Commercial Counsellor for Canada  Commercial Secretary	7th Floor, Berger House, 82 Elizabeth Street, SYDNEY	<i>Mail:</i> P.O. Box 3952 G.P.O. <i>Cable:</i> CANADIAN <i>Tel.:</i> BW 5696
<b>Australia</b> (Victoria, South Australia, Western Australia, Tasmania)	R. W. Blake, Commercial Secretary for Canada	83 William Street MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> MU 4716
<b>Belgian Congo</b> Angola, French Equatorial Africa	K. Nyenhuis, Canadian Government Trade Commissioner	Forescom Building, LEOPOLDVILLE 1.	<i>Mail:</i> Boîte Postale 373 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2706
<b>Belgium</b> Luxembourg	T. J. Monty, Commercial Counsellor  K. G. Ramsay, Assistant Commercial Secretary  J. R. Roy, Assistant Commercial Secretary	Canadian Embassy, 35 rue de la Science, BRUSSELS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 11-33-88
<b>Brazil</b>	Commercial Secretary  H. M. Maddick, Commercial Secretary	Canadian Embassy, Edificio Metropole, Av. Presidente Wilson 165 RIO DE JANEIRO	<i>Mail:</i> Caixa Postal 2164 <i>Cable:</i> CANADIAN <i>Tel.:</i> 42-4140
<b>Brazil</b>	C. E. Butterworth, Consul and Trade Commissioner  G. F. Osbaldeston, Vice Consul and Assistant Trade Commissioner	Canadian Consulate, Edificio Alois, Rua 7 de Abril 252, SAO PAULO	<i>Mail:</i> Caixa Postal 6034 <i>Cable:</i> CANADIAN <i>Tel.:</i> 36-6301
<b>*Ceylon</b>	Office of the High Commissioner for Canada	6 Gregory's Road Cinnamon Gardens, COLOMBO	<i>Mail:</i> P.O. Box 1006 <i>Cable:</i> DOMCANADA <i>Tel.:</i> 91341
<b>Chile</b>	L. D. Burke, Acting Commercial Secretary	Canadian Embassy, 6th Floor, Av. General Bulnes, 129, SANTIAGO	<i>Mail:</i> Casilla 771 <i>Cable:</i> CANADIAN <i>Tel.:</i> 64189
<b>Colombia</b> Ecuador	W. B. McCullough, Commercial Counsellor  A. P. Savard, Commercial Secretary	Canadian Embassy, Avenida Jimenez No. 7-25 Office 613, BOGOTA	<i>Mail:</i> Apartado 1618 <i>Airmail:</i> Apartado Aereo 3562 <i>Cable:</i> CANADIAN <i>Tel.:</i> 30-065
<b>Cuba</b>	G. A. Browne, Commercial Secretary	Canadian Embassy, Edificio Ambar Motors, Avenida Menocal 16, HAVANA	<i>Mail:</i> Apartado 1945 <i>Cable:</i> CANADIAN <i>Tel.:</i> UO-9457
<b>Denmark</b> Greenland	C. F. Wilson, Commercial Counsellor	Canadian Embassy, 4 Trondhjems Plads, COPENHAGEN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Tria 1602

<b>Territory</b>	<b>Officer</b>	<b>City Address</b>	<b>Mail and Cables, Office Telephone</b>
<b>Dominican Republic</b> Puerto Rico	M. B. Bursey, Commercial Counsellor	Canadian Embassy, Edificio Copello 408, Calle El Conde, CIUDAD TRUJILLO	<i>Mail:</i> Apartado 451 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5318
<b>Egypt</b> Aden, Sudan, Cyprus, Ethiopia, Saudi Arabia, Yemen	M. R. M. Dale, Commercial Secretary	Canadian Embassy, 6 Sharia Rouston Pasha, Garden City, CAIRO	<i>Mail:</i> Kasr el Doubara Post Office <i>Cable:</i> CANADIAN <i>Tel.:</i> 23110
<b>France</b> Algeria, French West Africa, Tunisia	R. Campbell Smith, Commercial Secretary  A. L. Neal, Attaché  J. H. Bailey, Assistant Commercial Secretary	3 rue Scribe, PARIS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> OPEra 42-30
<b>Germany</b> Federal Republic	B. A. Macdonald, Commercial Counsellor  S. G. Barkley Commercial Secretary  M. B. Blackwood, Assistant Commercial Secretary	Canadian Embassy, 22 Zitelmannstrasse, BONN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Bonn 21971
Germany	E. H. Maguire, Consul and Trade Commissioner	75 Ferdinandstrasse, HAMBURG	<i>Cable:</i> CANTRACOM
<b>Greece</b> Israel, Turkey	A. B. Brodie, Commercial Secretary	Canadian Embassy, 31 Vassilissis Sophias Ave., ATHENS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 74044
<b>Guatemala</b> Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	H. W. Richardson, Canadian Government Trade Commissioner  J. R. Midwinter Assistant Trade Commissioner	5a Avenida Sud, 10-68 GUATEMALA CITY	<i>Mail:</i> P.O. Box 444 <i>Airmail:</i> P.O. Box 400 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5590
<b>*Haiti</b>	Chargé d'Affaires, a.i. and Consul	Route du Canape Vert, St. Louis de Turgeau, PORT AU PRINCE	<i>Mail:</i> P.O. Box 826
<b>Hong Kong</b> Formosa, Cambodia Laos, Viet Nam, Macao	C. M. Forsyth-Smith Canadian Government Trade Commissioner  Assistant Trade Commissioner	Hong Kong and Shanghai Banking Corporation Bldg., HONG KONG	<i>Mail:</i> P.O. Box 126 <i>Cable:</i> CANADIAN <i>Tel.:</i> 28336
<b>India</b>	Wm. Jones, Commercial Secretary	Office of the High Commissioner for Canada, 4 Aurangzeb Road, NEW DELHI	<i>Mail:</i> P.O. Box 11 <i>Cable:</i> CANADIAN <i>Tel.:</i> 40191
India	T. F. Harris, Canadian Government Trade Commissioner  G. F. Mintenko, Assistant Trade Commissioner	Gresham Assurance House, Mint Road, BOMBAY	<i>Mail:</i> P.O. Box 886 <i>Cable:</i> CANADIAN <i>Tel.:</i> 32968
<b>Indonesia</b>	W. D. Wallace, Commercial Secretary	Canadian Embassy, Budi Kemulian No. 6, DJAKARTA	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Gambir 499
<b>Ireland</b>	T. G. Major, Commercial Counsellor for Canada	66 Upper O'Connell St., DUBLIN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 44251
<b>Italy</b> Libya, Malta, Yugoslavia	S. G. MacDonald, Commercial Counsellor  W. R. Van, Commercial Secretary  K. F. Osmond, Commercial Secretary (Fisheries)	Canadian Embassy, Via G. B. De Rossi 27 ROME	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 846-824

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

<b>Territory</b>	<b>Officer</b>	<b>City Address</b>	<b>Mail and Cables, Office Telephone</b>
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<b>South Africa</b> (Natal, Transvaal, Orange Free State), Madagascar, Mauritius, Mozambique, Reunion	K. F. Noble, Canadian Government Trade Commissioner	Mutual Building, Harrison Street, JOHANNESBURG	<i>Mail:</i> P.O. Box 715 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 33-2628
South Africa (Cape Province) Southwest Africa	A. W. Evans, Canadian Government Trade Commissioner	Grand Parade Centre Bldg., Adderley Street, CAPE TOWN	<i>Mail:</i> P.O. Box 683 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 2-5134/5
<b>Spain</b> Balearic Islands, Canary Islands, Gibraltar, Rio de Oro, Tangier	M. T. Stewart, Commercial Counsellor	Canadian Embassy, Edificio España, Avenida de Jose Antonio 88, MADRID	<i>Mail:</i> Apartado 117 <i>Cable:</i> CANADIAN <i>Tel.:</i> 47-54-00
<b>Sweden</b> Finland	A. P. Bissonnet, Commercial Secretary	Canadian Embassy, Strandvagen, 7-C, STOCKHOLM	<i>Mail:</i> P.O. Box 14042 <i>Cable:</i> CANADIAN <i>Tel.:</i> 67-92-15
<b>Switzerland</b> Austria, Czechoslovakia, Hungary	B. I. Rankin, Commercial Secretary  N. W. Boyd, Assistant Commercial Secretary	Canadian Embassy, Kirchenfeldstrasse 88, BERNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 4-63-81
<b>Trinidad</b> Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, French West Indies	D. B. Laughton, Canadian Government Trade Commissioner	Colonial Building, 72 South Quay, PORT-OF-SPAIN	<i>Mail:</i> P.O. Box 125 <i>Cable:</i> CANADIAN <i>Tel.:</i> 34787
<b>United Kingdom</b> (South of England, East Anglia, Scotland), British West Africa (Gambia, Gold Coast, Nigeria, Sierra Leone)	H. L. Brown, Commercial Counsellor  G. H. Rochester, Commercial Counsellor (Timber)  D. A. B. Marshall, Commercial Counsellor (Agricultural)  T. M. Burns, Commercial Secretary	Office of the High Commissioner for Canada, Canada House, Trafalgar Square, LONDON, S.W.1	<i>Mail:</i> (City Address) <i>Cable:</i> SLEIGHING <i>Tel.:</i> Whitehall 8701  <i>Cable:</i> TIMCOM
United Kingdom (Midlands, North England, Wales)	Canadian Government Trade Commissioner	Martins Bank Building, Water Street, LIVERPOOL	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Central 0625
United Kingdom (Northern Ireland)	T. G. Major, Canadian Government Trade Commissioner	36 Victoria Square, BELFAST	<i>Mail:</i> (City Address) <i>Tel.:</i> 21867
<b>United States</b> Delaware, Maryland, Virginia, West Virginia	R. G. C. Smith, Commercial Counsellor  Dr. W. C. Hopper, Agricultural Counsellor	Canadian Embassy, 1746 Massachusetts Ave., N.W., WASHINGTON 6, D.C.	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> DEcatur 2-1011

<b>Territory</b>	<b>Officer</b>	<b>City Address</b>	<b>Mail and Cables, Office Telephone</b>
Washington	H. A. Gilbert, Commercial Secretary		
	D. H. Burns, Assistant Agricultural Secretary		
United States (Connecticut, New Jersey, Pennsylvania, New York), Bermuda, Liberia	S. Y. Allen, Deputy Consul General (Commercial)	Canadian Consulate General, 620 Fifth Ave., NEW YORK CITY 20	<i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM <i>Tel.:</i> JUDson 6-2400
	C. R. Gallow, Consul and Trade Commissioner		
	H. E. Lemieux, Consul and Trade Commissioner		
United States (Massachusetts, Maine, Rhode Island, Vermont, New Hampshire)	D. H. Cheney, Consul and Trade Commissioner	Canadian Consulate General, 532 Little Building, 80 Boylston Street, BOSTON 16	<i>Mail:</i> (City Address) <i>Tel.:</i> HANcock 6-4320
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri)	G. A. Newman, Deputy Consul General (Commercial)	Canadian Consulate General, 1412 Garland Building, 111 North Wabash Street, CHICAGO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> RANdolph 6-6033
	R. F. Renwick, Consul and Trade Commissioner		
	W. G. D'Arcy, Vice Consul and Assistant Trade Commissioner		
United States (Michigan, Ohio)	M. J. Vechler, Consul and Trade Commissioner	Canadian Consulate, 1139 Penobscot Building, DETROIT 26	<i>Mail:</i> (City Address) <i>Tel.:</i> WOODward 5-2811
	A. A. Lomas, Vice Consul and Assistant Trade Commissioner		
*United States California (the ten south- ern counties), Clark County in Nevada, Arizona, New Mexico.	Consul General	Canadian Consulate General, 510 West Sixth Street, LOS ANGELES 14	<i>Mail:</i> (City Address) <i>Tel.:</i> VANdike 2233
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	A. A. Caron, Consul and Trade Commissioner	Canadian Consulate General, 215-217 International Trade Mart NEW ORLEANS 12	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> RAYmond 2136
*United States California, (except the ten southern counties), Wyo- ming, Nevada (except Clark County), Utah, Colorado, Hawaii	Consul General	Canadian Consulate General, 3rd Floor, Kohl Building, 400 Montgomery Street, SAN FRANCISCO 4	<i>Mail:</i> (City Address) <i>Tel.:</i> SUTter 1-3039
*United States (Oregon, Idaho, Washington, Montana), Alaska	Consul General	Canadian Consulate General, The Tower Building, Seventh Avenue at Olive Way SEATTLE 1, Washington	<i>Mail:</i> (City Address) <i>Tel.:</i> MUTual 3515
Uruguay Paraguay Falkland Islands	C. B. Birkett, Commercial Counsellor	Canadian Embassy No. 1409 Avenida Agraciada, Piso 7 <sup>o</sup> MONTEVIDEO	<i>Mail:</i> Casilla Postal 852 <i>Cable:</i> CANADIAN <i>Tel.:</i> 96096
Venezuela Netherlands Antilles	R. E. Gravel, Commercial Secretary	Canadian Embassy, Edificio Pan American, Puente Urapal, CARACAS	<i>Mail:</i> Apartado 3306 <i>Cable:</i> CANADIAN <i>Tel.:</i> 54-3431
	A. G. Kniewasser, Assistant Commercial Secretary		
	W. G. Brett, Assistant Commercial Secretary		

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

Conversions into Canadian 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 1.024.

# foreign exchange rates

Country	Unit	Type of Exchange	Can. dollar equivalent Sept. 13	Units per Canadian dollar	Notes (See below)
Argentina .....	Peso .....	Official .....	.05425	1.843	(1)
		Free .....	.03101	32.25	
Austria .....	Schilling ...	.....	.03756	26.62	
Australia .....	Pound .....	.....	2.1740	.4600	
Belgium, Belgian Empire and Luxembourg ...	Franc .....	.....	.01961	50.99	
		.....	005140	194.55	
Bolivia .....	Boliviano ...	Official .....	.5661	1.77	(2)
British West Indies	Dollar .....	.....	2.7175	.368	(3)
	Pound .....	.....	.6789	1.470	
Brazil .....	Cruzeiro ...	British Honduras .....	.....	.....	.....
		Effective selling*	.012077	82.80	*Aug. 31
		*Category I	.008926	112.03	(4)
		Category II	.005712	175.07	
		Category III	.53191	18.80	(5)
Burma .....	Kyat .....	Official buying .....	.2051	4.88	
		.....	.2038	4.91	
Ceylon .....	Rupee .....	.....	.001973	506.84	(15)
Chile .....	Peso .....	Free .....	.3906	5.75	(7)
Colombia .....	Peso .....	Basic .....	.2200	4.54	*Sept. 12
		Free* .....	.1739	5.75	
Costa Rica .....	Colon .....	Official .....	.1470	6.80	(4)
		Controlled free .....	.9766	1.024	
Cuba .....	Peso .....	.....	.1356	7.374	tax 2% (4)
Czechoslovakia ...	Koruna .....	.....	.1414	7.072	
Denmark .....	Krone .....	.....	.....	.....	
Dominican Republic .....	Peso .....	.....	.9766	1.024	
		.....	.06511	15.359	
Ecuador .....	Sucre .....	Official .....	.05186	19.283	(6)
		Free .....	2.8043	.3566	
Egypt .....	Pound .....	Official .....	.3906	2.560	
El Salvador .....	Colon .....	.....	2.4482	.4085	
Fiji .....	Pound .....	.....	.004246	235.51	
Finland .....	Markka .....	.....	.....	.....	
France, Monaco and North Africa	Franc .....	.....	.002791	358.29	(8)
		.....	.....	.....	
French Colonies in Africa	Franc .....	.....	.005582	179.14	(9)
		.....	.01535	65.15	
French Pacific .....	Franc .....	.....	.2330	4.292	(10)
Germany .....	D Mark .....	.....	.03255	30.72	
Greece .....	Drachma .....	.....	.9766	1.024	
Guatemala .....	Quetzal .....	.....	.1953	5.12	
Haiti .....	Gourde .....	.....	.4883	2.048	*Aug. 31
Honduras .....	Lempira .....	.....	.1597	6.26	
Hong Kong .....	Dollar .....	Free* .....	.1698	5.889	
		Official .....	.05996	16.68	(6)
		Official .....	.3503	28.55	(11)
Iceland .....	Krona .....	Special selling .....	.2038	4.91	
		.....	.08600	11.627	(12)
India .....	Rupee .....	.....	.01289	77.57	
Indonesia .....	Rupiah .....	Basic .....	.....	.....	
Iran .....	Rial .....	Certificate .....	2.7344	.3657	
Iraq .....	Dinar .....	.....	2.7175	.368	
Ireland .....	Pound .....	.....	.5425	1.843	
Israel .....	Pound .....	.....	.001568	637.8	
Italy .....	Lira .....	.....	.002713	366.1	
Japan .....	Yen .....	.....	.....	.....	

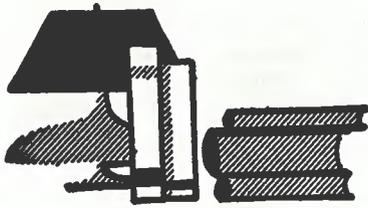
\* Latest available quotation date.

Country	Unit	Type of Exchange	Can. dollar equivalent Sept. 13	Units per Canadian dollar	Notes (See below)
Lebanon .....	Pound .....	Free .....	.3033	3.297	
Mexico .....	Peso .....	.....	.07813	12.80	
Netherlands Netherlands	Florin .....	.....	.2550	3.922	
Antilles .....	Florin .....	.....	.5138	1.946	
New Zealand .....	Pound .....	.....	2.7175	.368	
Nicaragua .....	Cordoba .....	Effective buying .....	.1479	6.761	
		Official selling .....	.1385	7.22	
Norway .....	Krone .....	.....	.1367	7.315	
Pakistan .....	Rupee .....	.....	.2038	4.91	
Panama .....	Balboa .....	.....	.9766	1.024	
Paraguay .....	Guarani .....	Official .....	.01628	61.43	(6) (13)
Peru .....	Sol .....	Certificate .....	.05140	19.38	
Philippines .....	Peso .....	.....	.4883	2.047	
Portugal & Colonies	Escudo .....	.....	.03408	29.34	(14)
Singapore & Malaya .....	Straits dollar	.....	.3171	3.154	
Spain & Dependencies ...	Peseta .....	Basic buying .....	.04459	22.43	(6)
		Basic commercial selling	.5949	16.81	
		Free .....	.02507	39.89	
Sweden .....	Krona .....	.....	.1888	5.30	
Switzerland .....	Franc .....	.....	.2279	4.389	
Syria .....	Pound .....	Free* .....	.2762	3.62	* Aug. 15
Thailand .....	Baht .....	Free .....	.04736	21.11	(6)
Turkey .....	Lira .....	.....	.3488	2.762	
Union of South Africa .....	Pound .....	.....	2.7175	.368	
United Kingdom ..	Pound .....	.....	2.7175	.368	
United States .....	Dollar .....	.....	.976563	1.024	
Uruguay .....	Peso .....	Free* .....	.2405	4.158	
		Basic buying .....	.6430	1.555	(6)
		Principal selling .....	.4651	2.15	(16)
Venezuela .....	Bolivar .....	.....	.2915	3.43	
Yugoslavia .....	Dinar .....	.....	.003255	307.2	(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 of 10 per cent affects selling (import) rates only. Tax is based on official rate, and is therefore 1.88 cruzeiros per U.S. dollar.
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. 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 selling rate applies to certain designated commodities.
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.
16. Certain essential imports are subject to a fixed rate of 2.10 pesos per U.S. dollar, and no longer require import permits. Other imports are subject to the free rate, and are under quota. Exports are subject to a variety of rates according to the product. Exports will be divided into eleven categories for exchange rate purposes. Depending on the product, the export rates which will apply range from 100 per cent of the free rate to 100 per cent of the basic export rate of 1.519 pesos per U.S. dollar.



## businessman's bookshelf

### What Every Engineer Should Know about Rubber

*Natural Rubber Development Board. 128 pages. 3s. 6d. (sent with order).*

THIS BOOK is designed to provide the engineer with a knowledge of the characteristics and applications of rubber. The sources, properties, manufacture and testing of rubber are discussed in the first half and the remainder is devoted to specific engineering uses of rubber.

Engineers who must design long-lasting rubber parts will find this a valuable guide. It is illustrated with 145 photographs, drawings and graphs.

*Order from: Natural Rubber Development Board, Market Buildings, Mark Lane, London, E.C.3, England.*

### International Trade 1955

*Secretariat, General Agreement on Tariffs and Trade. 229 pages. \$1.50 (U.S.)*

WORLD TRADE reached new proportions in both value and volume during 1955. As pointed out in this, the fourth annual report prepared by the GATT secretariat, three major developments took place. First, the rise in value of world exports in 1955 was again mainly accounted for by trade among industrial countries, while the relative importance of the non-industrial countries continued to decline. Second, the increase in export trade of the industrial countries was shared by North America. Third, many industrial countries—in order to meet more severe competition on world markets by lowering their costs of production—relied more heavily on imports from the most economic sources of supply, and to that end, adopted more liberal import policies.

In view of this country's dependence on and concern about international trade and because Canada is a contracting party to GATT, Canadian businessmen will find virtually every part of this report of interest to them. Part one—which deals with recent developments in the structure and pattern of international trade—covers production, consumption and supplies. It reports on who did the trading, with whom, in what, and why.

Section two covers, in less detail than section one, developments in commercial policy. It considers customs tariffs, quantitative restrictions, bilateral trade agreements and export promotion.

The final section reviews the work of the contracting parties in 1955 and in particular the business completed at their tenth session from October 27 to December 3, 1955.

*Order from: Ryerson Press, 299 Queen Street West, Toronto, Ontario.*

### Dining Out in Any Language

*By Myra Waldo. 152 pages. 35 cents.*

JUNGES HUHN on a German menu refers to spring chicken and not, as the phonetics might imply, to a young puppy. A Canadian traveller might well lose confidence in his ability to order a good meal if he moves quickly through several European countries. He learns that in Italy, *torta* means cake but *tortina* is not a small cake but rather an artichoke omelette. In Spain and Italy *salsa* refers to sauce, but the same word on a Portuguese menu means parsley.

The Canadian businessman will find this small booklet a useful pocket companion on his trip to Europe or to Latin America. Air travel has not only brought famous foreign restaurants within reach of everyone, but it has, in many cases, made it possible—indeed essential—to move quickly from one language area to another. All but the most fluent linguist must find it difficult to cope with menus in many countries and may be forced to rely on the recommendations of the waiter or a shot in the dark.

In addition to a series of appropriate word lists in French, German, Italian, Spanish, Portuguese, Dutch, Danish, Norwegian and Swedish, the reader is given a brief account of food specialties, dining habits and tipping practices in Western Europe. A few notes on the native wines and beers, plus lists of some of the better known restaurants in the main cities of the countries mentioned, complete this handy guide for the busy and hungry traveller.

*Order from: Pan American Airways, 25 Adelaide Street West, Toronto, Ontario.*