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COVER . . . Apples from British Columbia orchards are finding a good, though limited, market in Malaya. Biggest problem for would-be exporters is obtaining refrigerated shipping space. (See report on page 407.)

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Neglected Markets in the Caribbean

Puerto Rico, the Dominican Republic and Haiti offer small but promising markets to the alert Canadian exporter, this first-hand report reveals.

by G. R. Heasman
Director, Trade Commissioner Service

WITH the sterling market for dollar products becoming more restricted, we Canadians must intensify our efforts to sell our products elsewhere. We cannot afford to overlook even the smallest of markets. Among these smaller markets, three in particular appear promising—Puerto Rico, a dependency of the United States; the Dominican Republic, and the Republic of Haiti.

In my recent official visit to the Caribbean area, I investigated the possibilities of increased sales in these countries and returned feeling optimistic about them.

Puerto Rican Prospects

Puerto Rico, a very prosperous island just now, has a population of only 2½ million but its imports reach nearly \$350 million a year. The bulk of them come from the United States, yet Canada succeeded in selling about \$8 million worth of products to the Island in 1951. Most of this was salt fish; in fact, Puerto Rico ranks as our largest single salt fish market.

During my stay in Puerto Rico I received many inquiries from local firms on whom I called. They seemed especially interested in paper products, aluminum, plywood, lumber, canned fish, cheese, whisky, builders' supplies, and potatoes. Apparently most of these importers overlooked the fact that the same tariff would apply against Canadian imports into Puerto Rico as applies to our imports into the continental United States. They apparently want to buy from Canada and there is a market in Puerto Rico not only for our fish but for almost any other product which we are able to sell in the United States. In fact, I feel that any manufacturer importing goods to the U.S. today would find it even easier to sell in Puerto Rico. There they are all import-minded. It is a small market but a compact one and I think we have been neglecting it.

I would also remind manufacturers who are contemplating opening a branch plant in the United States that Puerto Rico, with its much lower labour costs and with free entry of its products into the United States, might be studied as a location. The Puerto Rican Government, aware of these advantages, has established an industrial development company to attract firms to Puerto Rico. Any company which considers setting up

Adapted from a speech delivered to the Canadian Exporters Association.

a factory there is offered attractive terms such as tax exemptions, aid in constructing buildings, and loans for the purchase of machinery. The main attraction to a manufacturer, however, is the lower labour cost. This should enable him to produce at a price which will under-sell his continental United States competitors.

Dominican Republic Welcomes Imports

The Dominican Republic is another country to which I feel we have not devoted enough attention. It too is a relatively small country of 2½ million, with a comparatively small number of wealthy people and many poor. Its economy is based on sugar, with about 14 sugar mills, and it is because of sugar that Canadian exporters should be giving the Dominican Republic more attention as a market for their products.

Since 1949, we have bought little or no sugar from the Dominican Republic. Now, however, Canada has undertaken to purchase about 65 thousand tons a year for the next two years. This means that the Dominican Republic is going to have a substantial trade balance in its favour, unless Canadian exporters do something to correct it. In the past, the Dominican Republic has sold its sugar largely to the United Kingdom and, like any country with all its eggs in one basket, it is anxious to diversify its market. It is pleased with Canada's agreement to buy sugar and would welcome further Canadian imports in return.

Sales Could Be Doubled

Last year the Republic imported about \$48½ million worth of merchandise. Canada's share was approximately \$4 million, up about \$1 million from 1950. Total exports from the Dominican Republic in 1951 ran to \$185 million, of which about \$500 thousand worth went to Canada, according to local statistics. Our own statistics credited the Dominican Republic with exports to Canada of double that amount.

I feel that, without any great effort, we should be able to double our exports to this country and reach \$8 million. United States statistics may serve as a guide to commodities which we might sell to the Republic or sales of which we might increase. There are a dozen products which the U.S. supplied to the Republic to a value of \$13 million, and which Canada might export to the Republic also. These products include brass and bronze; automotive parts and accessories; medical and pharmaceutical products; toys and athletic and sporting goods; iron and steel manufactures; artificial silk and manufactures; paper and paper products; rubber manufactures; flour; meat products; dairy products.

The Dominican Republic has one tariff so that there are no preferences to any country and everybody is on exactly the same basis. There are no exchange restrictions. Incidentally, one of the sugar mills in the Republic is owned and controlled by Vancouver interests and is managed by resident Canadians.

Both the Royal Bank and the Bank of Nova Scotia are well entrenched in the Dominican Republic and stand ready to render all possible assistance to intending Canadian exporters.

The market in Haiti offers many of the same advantages. Haiti has a population of three million but is not as wealthy a country as the Dominican Republic. Its imports of \$32 million come almost entirely from the United States; Canada supplies less than ten per cent. Canadian products that appeal most are canned fish, flour, and cheap textiles. Nevertheless, there is also a small market here for a variety of manufactured goods.

I returned to Canada with the idea that these three smaller markets—the Dominican Republic, Puerto Rico, and Haiti—have been overlooked. Without any great effort, and with considerable advantage to ourselves, we could, I think, increase our sales to these countries by at least 50 per cent.

—*More comprehensive reports from Haiti and the Dominican Republic will appear in the next two issues of "Foreign Trade"—Editor.*

New Orleans Builds an Aluminum Refinery

by **Gerald A. Newman**
Consul of Canada and Trade Commissioner

NEW ORLEANS.—Some six miles from this city, on the site of the historic battle of 1815, a new monument to the industrial progress of the Southern States has been erected.

On December 11, 1951, less than ten months after the turning of the first sod, aluminum was formed at the new Chalmette plant of the Kaiser Aluminum and Chemical Corporation. The Southern States had added another chapter to its story of economic progress. Canadians will be particularly interested because the works manager, C. P. Love, responsible for much of this vast plant, is a comparatively young Canadian engineer, a graduate of the University of British Columbia and at one time employed by the Aluminum Company at its Arvida plant.

The Chalmette plant is heralded as a producer of 400 million pounds of aluminum annually after it reaches peak production in 1952. Some \$150 million worth of materials and labour are going into its construction and it is said to be the largest primary aluminum plant in the United States. About 75 buildings are being built on the 280-acre site and they will cover about 35 acres of floor space, with miles of rail tracking and roadways. The completed plant will employ almost 2,000 persons.

The site is an excellent one because New Orleans is strategically located for the supplying of huge quantities of raw materials and fuel needed. The raw materials required include alumina, carbon, and other minerals and chemicals totalling 530 thousand tons; 50 billion cubic feet of natural gas, and 180 billion gallons of water.



Here are a few of the sixteen pot-room buildings being constructed at the Chalmette plant—two for each pot-line. Each room measures 960 feet long by 59 feet wide and contains 72 Soderberg-type pots which produce 40 pounds of aluminum an hour.

The alumina will come from the Baton Rouge, Louisiana, plant of the Kaiser Aluminum Company. Bauxite comes in 10,000-ton vessels from the company holdings in Jamaica, British West Indies and Dutch Guiana and is processed in this plant, which will have an 800 thousand alumina capacity by mid-1953 and will employ approximately 1,000 persons.

Cheap natural gas is of course readily available in this area, and the Mississippi is unlikely to go dry, so there are no water problems. The plant is close to the river and thus has ready access to power and transport facilities.

The Chalmette plant consists of 16 pot-room buildings—two for each pot-line—lined up side by side. Each "room" measures 960 feet long by 59 feet wide and contains 72 Soderberg-type pots, or electrolytic cells, which individually produce aluminum at the rate of 40 pounds per hour.

A metal service building connects the bases of the pot-rooms and provides facilities for pouring molten aluminum into pigs up to 1,000 pounds, storing and shipping them. It measures 1,650 feet long and is 63 feet wide for most of its length.

Providing Power

At the opposite end of the pot-rooms are the powerhouses. Two large, distinct power plants operating with natural gas have been designed and built exclusively to supply the tremendous quantities of electricity needed to produce aluminum—nearly ten kilowatt-hours per pound. Together these plants have a capacity of 478,200 kilowatts.

The first two pot-lines now in operation are drawing their electricity from the Nordberg Engine plant (which contains eighty 1,650-horsepower Nordberg radial gas engines) direct current generators.

The remaining six pot-lines will draw their power from a steam-power plant now being constructed. This plant will have fifteen steam generators, fourteen 25 thousand kilowatt and two 11,250 kilowatt turbo-generators. Connected with the steampower plant is a rectifier station to convert the alternating current from the generators into the direct current used in the aluminum reduction process.

Each year the Chalmette plant will consume 378 thousand tons of alumina, 88 thousand tons of petroleum coke, 34 thousand tons of soft pitch, 6,000 tons of cryolite, 5,000 tons of aluminum fluoride, 8,000 tons of anthracite coal, as well as natural gas and water.

Handling Materials

The alumina comes by rail from the Kaiser Aluminum's reduction plant at Baton Rouge. The rail unloading station handles two hopper-bottom cars at a time. A 24-inch belt conveyor, reaching out nearly 2,000 feet over the pot-rooms, operates at 300 feet a minute and carries 150 tons of alumina an hour to the eight alumina bins, or silos, located between the pot-lines. Cranes deliver the ore from the bins to the hoppers feeding the pots.

Cryolite, used to dissolve alumina and form the electrolytic bath in the pots, is unloaded at the same rail station and delivered by the belt conveyor to 12 steel bins, each of 500 tons capacity, located between the pot-room buildings.

A "paste plant" prepares carbon paste for anodes and cathode lining in the aluminum reduction cells by blending and mixing petroleum coke, pitch and anthracite coal into a plastic product which, when baked becomes solid carbon.

The natural gas is delivered by the United Gas Pipe Line Company through a 16-inch pipeline to a plant station which scrubs and meters the gas and reduces the pressure to plant requirements before distributing it to the power plants.

A water-pumping plant with a capacity of approximately 342 thousand gallons per minute draws water from the Mississippi for condenser circulation and industrial and domestic use.

Other buildings and auxiliary facilities include administration, personnel, laboratory, pot-lining, power plant maintenance, electrical maintenance, carpenter shop, machine shop and warehouse buildings, and specialized smelter shops.

Data for Exporters

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

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

Malaya Offers Market for Canadian Apples

by D. S. Armstrong
Canadian Government Trade Commissioner

SINGAPORE.—Canadian apples arriving at Singapore during the past season set a new record of 32,500 boxes, and brought \$175 thousand to British Columbia exporters. The last big year for Canadian apple exports was 1940 when 4,840 barrels were shipped. Then came restrictions on the import of apples from hard currency countries, restrictions which forced importers to buy through Hong Kong at appreciably higher prices. Apple purchases from Canada then averaged only about 1,000 cases. The restrictions were lifted last September.

Malaya, with yearly requirements of 385 thousand boxes, usually imports 65 per cent of this amount from Australia. However, the apple season in Canada and the United States coincides with the off-period in the southern hemisphere and from November to March large quantities of apples arrive from Canada's West Coast.

Shipping Space a Problem

The shortage of refrigerated shipping space is the biggest problem in Canada's apple trade with Malaya. Shipping companies operating out of Vancouver feel it is not economical to provide reefer space for only three or four months of the year. In the season just ended, this problem was solved by using available space on ships out of Seattle, Portland and San Francisco. For the first time some shipments were made in ventilated holds and arrived in good condition. During the winter months, vessels en route to Singapore do not encounter tropical conditions until after they pass Hong Kong.

Competitive Trade

The fresh fruit and vegetable trade in Singapore is extremely competitive. Prices often start to drop a few hours after a ship has begun discharging cargo. Importers have the option of making outright sales, auction sales, storage, or sales to the Federation, depending on the state of the market and the cold storage space available. The importers conduct closed auctions—that is, the bids are made known only to the seller. The seller can refuse all bids and can even accept an offer after the auction is technically closed. Up-country sales are invariably made in Singapore (sometimes by telephone), as it is quicker to truck the apples to distant points than to wait until the ship discharges at Port Swettenham (for Kuala Lumpur) and Penang.

Most Malaysians prefer green-skinned apples, partly because of Chinese taste and partly because they believe they keep better than red apples. Canadian apples have a good reputation and, if supplies and shipping space were available, larger quantities could be sold.

Pakistan's Year of Progress

Good prices abroad for her cash crops, a favourable balance of trade for the first time in her history and liberalizing of import policy marked 1950-51

by C. E. Butterworth*

Assistant Commercial Secretary for Canada

KARACHI.—Pakistan entered the year 1951 on the crest of the Korean boom. Her cash crops of jute, cotton, wool, and hides and skins were considerably above normal and international conditions sent raw commodity prices higher and higher. During the first half of the year prices reached their peak. Then, with changes in stockpiling policies and more cautious buying by business, the trend turned downward. This continued, with minor fluctuations, until the fourth quarter. Then prices firmed and even began to rise slightly. Fortunately Pakistan was able to clear most of her stocks during the period of high prices, and the carry-over was extremely small.

The internal market followed the same pattern. Good to excellent conditions prevailed during the first half of the year. Then came a drop, a levelling-off, and a slight rise again. Early in 1951 the increased foreign exchange earnings encouraged the Government to liberalize its import policy. As a result the market for some lines was glutted. This was especially true of the cloth market which, for the half-year ended June 1951, accounted for almost 50 per cent of total imports. An important factor in the cloth market recession was that Japan, emerging as the most bountiful source of supply, kept cutting her prices. Moreover, the hot summer has traditionally been a slack period.

Financial Position Sound

Despite the wide fluctuations in local and international markets, the Government was financially well off during 1951. The budget for the year ending March 31, 1951, showed a revenue of Rs.1,236 million as against last year's estimate of Rs.772 million. The windfall came mainly from increased duties on cotton and meant a surplus of Rs.289 million. This was earmarked for social improvement schemes, economic development, rehabilitation of refugees, and defence projects. Expenditures on defence, in fact, took about 60 per cent of the total revenue.

Something of the same pattern was followed in the 1951-52 budget. Expenditures were set at Rs.955 million and revenue estimated at Rs.1,162 million. The Government reduced the sales taxes (except on luxury goods) to ten per cent and also reduced income taxes. Imported capital machinery, and spare parts imported as part of initial equipment, were exempted from sales tax. Rs.173 million were transferred from capital to revenue account for defence services and defence expenditures altogether took 68 per cent of total revenue.

* At the time this report was prepared, Mr. Butterworth was stationed in Karachi; he has now returned to Cairo as Acting Trade Commissioner.

Coal, coke, pig iron, iron alloys, chrome compounds, ships, launches, boats and barges, were exempted from customs duties and duties on silk yarn, aluminum bars and blocks, materials used in paints, kerosene, medicine, and spices were reduced.

Trade Balance Favourable

In the year ending June 30, 1951, Pakistan had, for the first time, a favourable balance of payments. Trade with all countries, including India, showed this favourable balance, with the exception of trade with the United Kingdom, the United States and Canada. For the most part Pakistan can meet these deficits from the sterling balances, World Bank loan, the Point Four program, and the Colombo Plan. (The latest (1952-53) budget reveals, however, that the country's dollar exchange position is still very tight, and the import licensing policy as applied to the dollar area will probably not be relaxed, despite the country's sound internal fiscal position.)

Sterling Balances Released

Important fiscal event during 1951 was the signing of a sterling balances agreement between the United Kingdom and Pakistan on July 9, 1951. It finally disposed of the entire share of Pakistan's blocked sterling balances by providing for an immediate release of £38 million sterling and complete liquidation of the blocked Account No. 2 by 1957. Out of the £147 million inherited by Pakistan as its share of undivided India's sterling balances held in the United Kingdom, only £57 million was left in Pakistan's blocked account at the time of the negotiations. The latest agreement provides for the transfer of £30 million from Account No. 2 to Account No. 1. The Pakistan Government intends to hold this amount as a normal currency reserve but may draw on it, in consultation with the British Government, if such action becomes necessary. The agreement further stipulates that a sum of £4 million is to be released at once to enable Pakistan to purchase gold in the United Kingdom for increasing its gold reserves. The remaining £23 million will be disbursed over a period of six years, beginning July 1, 1951, in annual instalments of £4 million sterling.

Development Goes Forward

Last July, Pakistan formally launched its Six-Year Development Plan, part of the larger Colombo Plan for South and Southeast Asia. The cost was estimated at Rs.2,600 million, with Rs.1,400 million to come from Pakistan itself and Rs.1,200 million from outside sources. Most of the internal financing will have to be provided by the Government, and the budget surpluses of 1950-51 and 1951-52 are going into development funds.

The Two-Year Priority Development Plan, announced in April of 1951, is regarded as part of the original Six-Year Plan. However, it emphasizes industrial, not agricultural, development. It is expected to cost about Rs.455 million, divided as follows: industry (Rs.230 million); power (Rs.125 million); shipping (Rs.75 million) and telecommunications (Rs.25 million). The immediate aim is to construct, as rapidly as possible,

textile mills, cement factories, steel smelting, re-rolling and fabricating mills, leather manufacturing and pharmaceutical industries, in the hope of providing the country with sufficient supplies of certain essential finished goods.

The foreign exchange requirements of both Plans are expected to be met from releases of blocked sterling, grants by Commonwealth countries, and loans from the World Bank. It is reported that negotiations for a \$60 million loan from the World Bank are reaching the final stages. A substantial amount of foreign exchange also comes to Pakistan under the Point Four program of the United States.

Trade Reviewed

Pakistan's trade receipts for the half-year ended June 1951 amounted to Rs.1,321 million, with cotton and jute contributing almost 80 per cent of the total. Receipts hit a peak during the first quarter of the year and then declined. However, during the fourth quarter, with the end of the slack summer period, the easing of tension with India, and the firming of international prices for Pakistan raw materials, figures should improve.

Principal buyers of jute, in order of importance, were the United Kingdom, the United States, France, Italy, Belgium and Germany, and of cotton, Japan, China, the United Kingdom, Hong Kong, France and Italy. Wool went principally to the United Kingdom and the United States.

In the first six months of 1951, Pakistan imported goods to a value of Rs.761,926,165. Cotton manufactures, cotton twist and yarn made up almost 50 per cent of these imports. Machinery and metals and ores took third and fourth place.

Import Licences Changed

The Minister for Commerce has made it plain that Pakistan finds it desirable to use exports of her raw materials, which are in world demand, as a means of securing needed imports. Thus different countries are allocated quantities of jute and cotton, as are individual exporters.

The increased foreign exchange earnings of Pakistan made it possible for the Government to enlarge the scope of its semi-annual licences during 1951. Open General Licence No. 11, valid from January 1 to June 30, was an improvement on the previous licence, and Open General Licence No. 13, valid from July 1 to December 31, was an improvement on Open General Licence No. 11, (Open General Licence No. 12 applied only to India.) Briefly, Open General Licence as it applies to sterling and soft currency countries permits the import of a wide range of capital goods, raw materials, and certain essential consumer goods. Pakistan defines sterling and soft currency countries as all countries except those in the American Account Area, and Japan. The American Account Area includes Canada, Mexico, most of Central and South America, the Philippine Islands, and United States dependencies. A smaller, more limited range of goods is permitted to enter Pakistan under Open General Licence from the American Account Area and Japan.

As an under-developed country, the Government exercised its right, under the General Agreement on Tariffs and Trade, to protect its industries and set up a Tariff Commission to which any local industry may apply for protection.

On April 2, 1951 Pakistan and the United Kingdom signed a new tariff agreement replacing the Indo-U.K. Agreement of 1939. Under the new agreement, preferences on more than 30 items imported from Britain (including motor cars, motorcycles, bicycles, certain types of chemicals, etc.) were abolished. Preferences have been maintained at the old level in the case of only a few items while on most others the rates have been drastically reduced. A small number of items already accorded preferences have been added to the schedules of goods on which preferences are guaranteed.

Japanese Trade Pattern Changes

Trade increased in 1951 but unfavourable balance was much larger. Uneven distribution of imports and exports between dollar and sterling areas presents the country with a serious problem.

by W. D. Wallace
Acting Commercial Representative for Canada

TOKYO.—Japan's foreign trade in 1951 greatly exceeded that of 1950 but the unfavourable balance of trade (\$678 million) was 4½ times greater. Japan continued to import heavily from the dollar areas and to export more to the sterling areas.

Japan's exports for 1951, according to the Ministry of Finance, were valued at \$1,365 million, 64·9 per cent above the 1950 total of \$828 million. On the other hand, imports were valued at \$2,043 million, 111·3 per cent over the previous year's total of \$967 million.

The uneven distribution of Japan's imports and exports between the dollar and sterling areas presents a serious problem. In 1950, 47 per cent of Japan's exports went to the dollar area, 29 per cent to the sterling area, and 24 per cent to the open account areas. Japan's imports that year followed much the same pattern: 44 per cent from the dollar area, 31 per cent from the sterling area, and 25 per cent from the open account areas.

Trade Pattern Changed

The pattern changed in 1951, with 24 per cent of Japan's exports going to the dollar area, 42 per cent to the sterling area, and 34 per cent to the open account areas. Against this, 56 per cent of imports came from the dollar area, 25 per cent from the sterling area, and 19 per cent from

the open account areas. As a result, Japan's foreign trade with the dollar area showed a large unfavourable balance, while trade with the sterling area showed a substantial credit balance. The sterling balance accumulated rapidly in the final quarter of the year and the Government took action to encourage more imports from the sterling area and, where possible, to switch the purchase of essential materials from the dollar to the sterling countries.

Principal Suppliers

The United States, Canada, Cuba, and South American countries were Japan's principal suppliers in the dollar area. In the sterling area the largest suppliers were India, Pakistan, Thailand, Malaya, Australia, and Egypt. The United States was Japan's chief export market, followed by the United Kingdom, India, Pakistan, Australia, British West Africa, and Hong Kong.

Exports and Imports

Major exports in 1951 included cotton textiles, \$317 million; steel products, \$206 million; artificial fabrics, \$87 million; raw silk, \$41 million; ceramics, \$12.4 million; cotton yarn, \$34 million; fish products, \$33 million; clothing, \$33 million; copper, \$30 million, and artificial yarns, \$27 million.

Japan's principal imports last year were: wool, \$210 million; wheat, \$156 million; rice, \$119 million; petroleum, \$101 million; sugar, \$85 million; barley, \$77 million; iron ores, \$58 million; soya beans, \$48 million; and coal, \$27 million.

Japan cannot continue to buy from the dollar area and sell in the sterling area. Efforts must be made to increase exports and to bring prices into line with those in world markets. The country must be able to produce, economically and efficiently, goods of a standard acceptable in world markets.

Trade Year Well Begun

The year 1952 began well for Canadian trade, with exports exceeding imports by \$21 million for the month of January. DBS figures show that exports (excluding gold) totalled \$323,700,000; increased in volume over January 1951 by 5.5 per cent and in price by 7.6 per cent. Imports totalled \$307.1 million, a decrease of six per cent from the January 1951 figure. Goods imported for re-export were valued at \$4.4 million. February totals show this favourable trend continuing, with exports at \$313,400,000.

Paris Trade Fair

The Paris Trade Fair, to be held in the Parc des Expositions de la Porte de Versailles, will open on May 17 and will close on June 2. Canadians wishing to attend may obtain admission cards from the French commercial representatives in Canada at Ottawa, Montreal or Toronto, or from any French consulate.

Trade with Cuba Shows Marked Increase

Canadian exports to Cuba in 1951 topped previous highs; imports from the Island rose substantially, largely because of greater sugar purchases.

by A. W. Evans
Commercial Secretary for Canada

HAVANA.—Canadian exports to Cuba in 1951 totalled \$20·4 million and broke the record, set in 1950, of just over \$18 million. Flour, dried salted cod, newsprint, machinery and parts, and milk products were the leading exports. This situation may change somewhat in 1952. The opening of the new flour mill in Cuba, for example, will cut back severely exports of flour to this market. However, the mill will be using a substantial quantity of Canadian wheat and the total value of exports will be only slightly affected.

Canadian imports from Cuba totalled \$8·3 million in 1951 as against \$3 million the previous year. The agreement concluded at Torquay between Cuba and Canada under which Canada undertakes to buy 75 thousand short tons of sugar by the end of 1953 accounts for most of the increase. Rayon tire cord and rayon staple continued to be imported in volume, and vegetable fibres, pineapple, fruit, canned and in pulp, and tobacco, were the other large items.

External Trade Improved

Exports, at \$619·2 million for the nine-month period, were 25 per cent above the \$494·8 million for the same period of 1950. Imports at \$384·6 million for the first seven months showed a gain of 38 per cent over the \$277·2 million for the first seven months of 1950. Year-end figures will tend to narrow these increases. Because of large inventories in many lines, imports were expected to drop sharply towards the end of the year.

Principal exports were sugar and its by-products, tobacco, sisal, rayon staples and rayon tire cord. Sugar accounted for about 90 per cent of the total exports. Principal imports were foodstuffs and beverages, machinery, automobiles, trucks, drugs and chemical products, minerals, glass and ceramics, and metals and manufactures of metal.

Near-Record Sugar Crop

The 1951 sugar crop of almost 5·6 million long tons produced a yield from the cane of 12·9 per cent, close to the record of 13·2 per cent in 1950. The marketing of this large crop turned out to be surprisingly easy and prices were the highest in many years. The major part of the molasses production was marketed at 20 cents a gallon, as compared with about

four cents a gallon in 1950. Stocks of sugar in the Island at the end of the year were estimated at about 359 thousand long tons, none of which remained unsold.

During the year a number of agreements were made to provide Cuba with markets for sugar. (These were largely the result of negotiations at Torquay). Accord was reached with Great Britain, Canada and Germany. Under these agreements, which terminate December 31, 1953, Canada is taking 75 thousand tons of sugar a year, Great Britain 500 thousand tons, and Western Germany will buy \$29 million worth annually over the three-year period.

The 1952 crop has been estimated at a minimum of six million long tons and some estimates are substantially above that figure. Although large plantings of new cane were made, the yield is not expected to be high. In fact, with rainfall below normal it appears that the crop will be fairly close to the minimum estimate. A contract for the sale of molasses is being negotiated but prices probably will be substantially below 1951. Under the impact of increasing production, sugar prices too are lower but can still be considered satisfactory.

Tobacco Crop Smaller

The 1951 tobacco crop was estimated at substantially below actual production in 1950, only 480 thousand bales as against 662 thousand bales. However, the total value of the crop is set at \$35 million, compared with \$32 million for 1950. Little or no stocks of tobacco are on hand and this year, as last, is likely to be a satisfactory one for the tobacco growers. The coming crop was planted under favourable weather conditions and the yield will probably be about the same as in 1951.

Cattle and Dairy Industry

The cattle industry continued to be extremely profitable. The unusual scarcity of good pasturage during the dry season caused a meat shortage during those months. The official price of 12 cents per pound on the hoof was maintained but sale prices were higher.

Dairy production was about the same as in previous years. Local production of butter, cheese and condensed milk was insufficient to meet domestic demand. One large manufacturer is installing machinery to increase production of condensed milk. The outlook for the dairy industry during the year is bright, with prices remaining at or slightly above present levels.

Coffee and Rice

The 1950-51 coffee crop of 713 thousand cwt. was 150 thousand cwt. lower than the previous year's. An additional 137 thousand cwt. was imported, duty free, to meet local consumption. Growers received good prices for their crops. Estimates for the coming harvest show a further drop in production because of excessive rains which delayed the harvest. Prices generally are running higher and growers will probably have another crop in a year. However, because of the higher prices, consumption seems to be dropping and the general outlook is somewhat uncertain.

Rice production continues to increase and the crop is becoming more important. Estimates indicate that local production of rice is now filling almost one-third of the Island's requirements of approximately two million cwt.

Minor Crops Reviewed

Prices of citrus fruits are expected to be a little higher this year. Production will fall off slightly because of the lack of rain during the growing season. No details of the size of the crop are available.

The tomato crop rose sharply to 477 thousand boxes from 390 thousand boxes in the previous year. Same 97 thousand boxes were exported to the United States and Canada. The canning plants' output of puree and juice was considerably larger but the shortage of tin handicapped the industry. Old stocks have largely disappeared and prospects for this industry are somewhat brighter. The Central Bank granted a loan of \$100 thousand to the growers and it is understood that approximately half this loan has been repaid.

No figures are available for pineapple production but reports indicate that the export of both fresh fruit and canned continued to decline. Unfavourable weather conditions will probably reduce the crop in 1952.

Peanuts and Cocoa

Only small quantities of peanuts are being produced for oil and for sale to confectionery manufacturers. The black bean crop jumped from 256 thousand cwt. to about 325 thousand cwt. Prospects for the next crop are about the same. Prices have dropped because the supply is plentiful, and the current price paid to growers is about \$3.00 per cwt.

The last cocoa crop was estimated at 45 thousand cwt. and the coming crop will produce about the same quantity. The higher price should encourage maximum production. No exports have been permitted, but dealers have applied for permission to export present stocks up to 10,600 cwt. which appears to be in excess of domestic requirements.

The lumber industry continues to be relatively unimportant as each successive year sees the forest areas further depleted. Total production of all kinds of lumber totalled only 43 million feet last year. However, local production cannot supply demand and the industry will be prosperous as long as supplies last.

TRANSPORTATION

The Transportation and Communications Division of the Department of Trade and Commerce will be glad to supply shippers and others interested with information on water, rail, air and road transport services to and from Canada.

The Division has compiled a list of the principal Canadian trade routes and of the steamship companies maintaining services on them. To obtain this list and any further help with international transportation problems, write to the Director, Transportation and Communications Division, Department of Trade and Commerce, Ottawa.

Transportation Problems Face Belgian Congo

Lack of river transport and increased imports have caused serious shipping delays and congestion in Port of Matadi; more roads and bridges are needed

by **W. Gibson-Smith**
Canadian Government Trade Commissioner

LEOPOLDVILLE.—Serious congestion developed in the Port of Matadi during the last months of 1951 in spite of improvements to the Belgian Congo's water transport system. The bottleneck became so tight the Government had to impose a selective control of import licences to reduce the volume of freight arriving. Imports in August were double those of the same month of 1950 and Matadi handled most of the increase.

The increase in imports stemmed from large orders placed when the international situation seemed to indicate that many commodities would be hard to get. Growing industrialization, particularly around Leopoldville, and increased shipments of heavy transport equipment, also contributed to the growing volume of imports.

Corrective Measures Taken

Inadequate river transport above Leopoldville is the great weakness in the Congo's transportation system. Freight cars arriving at Leopoldville from Matadi are forced to wait months to discharge their cargoes. Energetic steps are being taken to improve the situation but the needed equipment is slow in arriving.

Other ports in the Congo—Lobito, Dar-es-Salaam, Mombasa—have so far escaped these difficulties and the authorities are taking precautions against similar bottlenecks.

The Port of Matadi is being enlarged and at Dar-es-Salaam a new deep-water berth, paid for by the Belgian Government and intended for the use of Belgian ships, is under construction. The Belgian steamship line has added another ship to its cargo-passenger steamship service on the Matadi line. Swiss Navigational Line has begun a service from Genoa and Marseilles to Matadi and Lobito.

Paving Highways

Roadbuilding progressed last year, with heavy equipment and expert advice provided under the Marshall Plan. There are few paved roads in this enormous colony but this equipment should make it possible to pave the most important stretches of highway within the next three or four years. Fifty Bailey bridges have been built during the past two years.

General Notes

BAHAMAS

Dollar Earnings Rise—The Bahamas is and long has been a large dollar-earner. In the calendar year 1951 the Government sold \$4.5 million to the United Kingdom dollar pool, as compared with \$2.2 million in 1950. Expanded tourist trade was responsible for most of the increase. Sales, normally made monthly, represent excess of dollar revenue over dollar expenditure, the latter incurred largely for purchases of goods from Canada and the United States—Kingston, March 21, 1952.

BRAZIL

Agricultural Production in 1951—Brazil's agricultural production in 1951 totalled 65.8 million tons worth Cr\$55,513.7 million, an increase of 773,051 tons and Cr\$4,336.6 million over 1950, according to the Minister of Agriculture. Production and value for some of the leading commodities were: sugar cane, 32.7 million tons, Cr\$2,258.8 million; mandioca, 12.6 million, Cr\$3,149.3 million; corn, 6.3 million, Cr\$5,868.3 million; unpolished rice, 3.2 million, Cr\$5,634.4 million; beans, 1.2 million, Cr\$2,310.4 million. The area cultivated in 1951 was 18 million hectares, compared with 17.8 million in 1950—São Paulo, February 14, 1952.

Port Tariff Rates Increased—An increase in port tariff rates, to cover wage increases recently granted dock workers, will be worked out within 180 days, according to government authorization. Until the new rate is put into force a temporary additional charge of 12 per cent and of five per cent on port tariffs (exclusive of those relative to internal warehousing) will be levied—São Paulo, February 14, 1952.

HONG KONG

Fisheries Research Unit Established—A Fisheries Research Unit, with a 60-foot vessel at its disposal, will start operations in September in the Hong Kong University's Department of Biology, under an agreement between the university and the Hong Kong Department of Agriculture, Fisheries and Forestry. The cost of establishing the unit is being met out of colonial development and welfare funds. Recurrent expenditure will be met by the local government.

It is expected that the research carried out by the Unit will improve the catch in the Colony's fishery and will contribute substantially to general fisheries research in the Indo-Pacific region. Among other projects, the unit will survey fishing grounds around Hong Kong; study the effect of ocean currents and prevailing winds on the movement of fish with the possibility of discovering new fishing grounds; investigate factors influencing the yield from local fishing grounds with a view to forecasting production, and consider measures to extend and improve brackish and freshwater pond-fish culture—Hong Kong, March 15, 1952.

Indian Bank Opens Branch—The United Commercial Bank Limited, incorporated in India with head office in Calcutta, opened a branch office in Hong Kong on March 18. One of the largest of the Indian banks, it will be the first to operate in the Colony—Hong Kong, March 15, 1952.

Value of Trade Rose—Value of Hong Kong's trade in 1951 increased 24 per cent to HK\$9,303·3 million from HK\$7,503·2 million for the calendar year 1950. Imports, valued at HK\$4,870·3 million in 1951, were up by 28 per cent; exports at HK\$4,433·0 million increased by 19 per cent. A high volume of trade and rising prices during the first few months of 1951 were mainly responsible for the increase. During the last half of 1951 there was a marked decline in both volume and values. Average monthly imports for 1951 were valued at HK\$405·8 million, exports at HK\$369·4 million—Hong Kong, March 15, 1952.

SOUTH AFRICA

Trade Continues—The foreign trade of South Africa in January, 1952, with a total value of £ 64·9 million represented by imports of £ 39·0 million and exports of £ 25·9 million, was 3·9 per cent above the trade in January, 1950. The trend towards lower imports which will probably characterize 1952 will not become apparent until after the first quarter of the year. Present imports are based on quotas issued in 1951—Cape Town, March 6, 1952.

Record Industrial Output—The value of the output of secondary industries, which amount to some £ 800 million in 1950, increased by at least 25 per cent, according to the Transvaal Chamber of Industries. The Chamber estimates that industrial output in 1951 has exceeded £ 1,000 million.

Already more than 50 per cent of raw materials used are of domestic origin and, through import control, indigenous materials will continue to replace imported ones. Curtailment of imports is therefore not regarded as of primary importance. Shortages of labour, both skilled and unskilled, as well as bottlenecks in railway transportation, are considered major problems—Cape Town, March 6, 1952.

Monopolies to be Controlled—The Regulation of Monopolistic Conditions Bill, 1951, as introduced in the House of Assembly by the Minister for Economic Affairs, will provide sweeping powers under which "monopolistic trends in private enterprise can be supervised and controlled". The Bill, if passed, will come into force on January 1, 1953, and can be invoked in connection with "every monopolistic agreement, arrangement or understanding over business practice method of trading or of fixing prices, and every act or omission which directly or indirectly restricts competition, which restricts output or disposal of any commodity, which prevents efficiency or economy, which restricts the entry of new producers or distributors, or delays adjustment to changing circumstances".

Agreements between co-operatives or producers of agricultural products are specifically exempted from the regulation, as are the nine marketing boards—Cape Town, March 6, 1952.

Mexican Primary Industries Are Prospering

Cotton led Mexico's exports in a year marked by a poor wheat harvest, good sugar prices, and some promising iron ore and petroleum discoveries.

by M. T. Stewart
Commercial Secretary for Canada

MEXICO, D.F.—Cotton was Mexico's leading export commodity in 1951. Total production was estimated at 1 million bales as compared with 1.1 million in 1950. The total area harvested was 14 per cent greater than in 1950 but the average yield per acre was about 11 per cent less. Domestic consumption is usually about 325 thousand bales, leaving about 900 thousand bales for export.

The price of Mexican cotton dropped from 51.57 cents per lb. (middling 15/16 inch) at the end of May to 38.57 cents at the end of October, including export tax. The spot price quoted November 15 (42.66 cents) was only slightly above the United States price of 42.17 cents per lb. for cotton of similar quality.

Crop Increases Planned

Northern Mexico will, in 1952, sow substantially increased acreage to cotton. In the Matamoros region alone, 450 thousand hectares (1,125 thousand acres) will be planted and orders have been placed abroad for 11,500 metric tons of seed valued at approximately 40 million pesos.

Sugar production will be increased to 800 thousand metric tons in 1952-53, according to an official report, and will exceed the current harvest by almost 100 thousand tons. Approximately 100 thousand tons will be available for export. The producers are receiving 43 pesos a ton for the raw cane as compared with 29 pesos a year ago.

Coffee harvested in 1951 was estimated at 1.2 million bags, of which about one million are available for export, and the 1952 crop will probably remain at this figure. The United States takes 90 per cent of the total exports.

Henequen production amounted to approximately 83 thousand metric tons in 1951, as compared with 99 thousand metric tons in 1950.

Corn production last year was estimated at 3.2 million metric tons, 30 per cent greater than in 1950. More corn was planted in 1951 and the average yield per acre was greater.

Wheat production totalled only an estimated 410 thousand metric tons compared with 550 thousand tons in 1950. Severe drought conditions and comparatively poor summer weather caused the drop. Mexico imported 230 thousand tons of wheat during the first eight months of 1951 to make up the deficit.



Mexico's fishing industry has developed rapidly in the last few years. Here Lake Patzcuaro fishermen are pictured hauling in their nets.

Seafoods, canned and frozen, took fourth place in the list of Mexico's export commodities in 1951. The fishing industry has developed rapidly.

Minerals and Petroleum

High-grade iron ore deposits have been discovered in Michoacan and are said to contain 15 million metric tons of ore averaging 67 per cent iron. One deposit is at Cerro del Cubero, close to the Pacific coast, which may facilitate its development.

Production figures for minerals in the first ten months of 1951 (12 months 1950 in brackets) were: gold, 329,147 troy oz. (408,148); silver, 34.14 million troy oz. (49.14); copper, 52,847 metric tons (61,701); lead, 193,914 metric tons (238,077); zinc, 109,842 metric tons (220,704).

Petroleos Mexicanos recently announced that its 1952 drilling program calls for 400 new wells which will bring daily production up to 300 thousand barrels as compared with 230 thousand barrels at the end of 1951. Mexico's first 10,000-ton shipment of oil to Spain left Tampico during December. Petroleum production in the first ten months of 1951 totalled 6,636 thousand United States barrels, as compared with 6,569 thousand during the whole of 1950.

Clay Products Find Markets

Sales of products made from Canadian clays—mainly building brick, structural tile, drain tile, pottery and fireclay blocks and shapes—totalled nearly \$22½ million during 1951. This represents a nine per cent rise over 1950. Sales of building brick took first place, with a value of \$13½ million, followed by structural tile, about \$3¼ million, and drain tile, \$1.1 million. Canadian pottery recorded one of the largest increases—from \$417,175 in 1950 to \$799,728 in 1951.

Commodity Notes

ARGENTINA

Newsprint Mill in Production—Although the new newsprint mill of Messrs. Celulosa, Argentina, at Zarate, is not completed, production has begun; is limited so far to some 50 metric tons a day, it is reliably reported. When the mill is operating at capacity, it will produce 30 thousand metric tons a year, entirely from local materials. To date, 1,200 tons of 53-gramme newsprint in sheets and reels have been produced. Argentina's total annual requirements are some 200 thousand metric tons—Buenos Aires, March 13, 1952.

Lubricating Oil Plant to Be Built—Messrs. Diadema Argentina, S.A., a subsidiary of the Royal Dutch Shell group, will build a lubricating oil plant on its refinery property at South Dock, Buenos Aires, says a recent report in the British Chamber of Commerce Journal. The plant will probably cost 70 million pesos and will have a capacity of 35 million litres a year, about 20 per cent of total Argentine consumption. The company will use the crude petroleum produced in its own oilfields at Comodoro Rivadavia—Buenos Aires, March 13, 1952.

BRAZIL

TV Receivers Manufactured—The first TV receiver assembly line in South America has been inaugurated in São Paulo. The Industria e Comercio de Radio Invictus' factory was designed by Ad. Aureima Inc. of New York City. The first production run of TV receivers totalled 3,000—São Paulo, February 14, 1952.

Record Sugar Production Expected—Sugar production in the State of São Paulo was 7.7 million bags in the first eleven months of 1951, compared with 6.4 million bags in the same period of 1950. The present crop—estimated at over eight million bags—is expected to set a record—São Paulo, February 14, 1952.

Essential Fertilizer Imports—The State of São Paulo must import 375 thousand tons of fertilizer in 1952, according to estimates by the Syndicate of the Fertilizer Industry. Thirteen different types are needed. Consumption has increased 45 times in the past 20 years—São Paulo, February 14, 1952.

BRITISH HONDURAS

To Increase Sugar Production—So far, British Honduras has produced only insignificant quantities of sugar and most of the output has been consumed locally. Small shipments are made to the United Kingdom. The Evans Commission of 1947 advocated large-scale production as part of a plan to attract to the Colony the surplus population of other British Caribbean

territories. Now, because of the higher prices for sugar offered by the British Ministry of Food, it is reported that the British Honduras Government will make further efforts to attract private capital to invest in the Colony's sugar industry. There has been some increase in the acreage planted for the 1952-53 crop season—Kingston, Jamaica, February 26, 1952.

BRITISH WEST INDIES

Fish-Oil Industry Planned—A pilot plant to be constructed in St. Vincent will extract oil from the blackfish—a species of small whale. Cost of the development will be partly met by a grant from the Colonial Development Company. Plans are to increase the present blackfish catch of about 60 tons yielding 2,650 gallons of oil to more than 100 tons yielding 4,000 gallons. The potential value of the meat, either canned or dried, production of bone meal, and reduction of waste and flesh to meal are also being studied. Eventually this may become a permanent industry—Port of Spain, February 21, 1952.

CHILE

Steel Production Growing—It is anticipated that the value of steel production by the Huachipato and Corral plants will be Ch\$3,000 million (about US\$30 million) this year. With the aid of Eximbank, US\$10 million will be invested in installations, especially in Huachipato. In 1951 the Corral plant had its highest production, 19,761 tons compared with 12,535 tons the previous year. Principal buyers have been Argentina, the United States, Peru, Ecuador, Colombia, Uruguay and Bolivia—Santiago, February 22, 1952.

IRAQ

New Oil Pipeline Operating—The new 30-inch pipeline from Kirkuk, Iraq, to Banias, Syria, will be in partial operation by April. Built by the British-run Iraqi Petroleum Company, the new pipeline will come into full operation in November, with a capacity of 14 million tons of crude oil annually. Added to the eight million tons already being carried by two IPC lines terminating at Tripoli, Lebanon, the new pipeline will bring the total of Iraqi oil pumped to the Mediterranean to 22 million tons—Cairo, February 29, 1952.

ISRAEL

Jute Weaving Factory Planned—A jute weaving factory, to cost \$500 thousand will soon be established in Israel. The mill will produce sacks to be used primarily for the export of potash, for the bagging of cereals

ISRAEL—Continued

at the new Haifa silo, and for the Haifa fertilizer plant. All sacks are now imported—Athens, February 1, 1952.

Plastics Industry Expands—A \$1.5 million plastics plant, to turn out industrial materials—including plastic pipes for electrical installations, rubber and leather substitutes, and transparent tiles—and financed by both U.S. and Israel investors, is expected to be in production within six months. Forty per cent of the price of the finished products, designed for export, will be represented by imported raw materials—Athens, February 5, 1952.

JAMAICA

Banana Exports Picking Up—The third and largest shipment of bananas this year—51,910 stems—left Jamaica in February for London. Destruction on the plantations from last August's hurricane reduced banana exports during the past few months. Production now shows signs of substantial recovery—Kingston, February 18, 1952.

Toronto Firm Prospecting—A Toronto mining company has been granted a licence to explore for oil and natural gas in the Colony and an aerial survey is being made to discover possible locations of these products—Kingston, February 29, 1952.

JAPAN

Raw Silk Prices Announced—The Ministry of Agriculture and Forestry has announced new maximum and minimum prices for raw silk of Grade A20-22 at 230 thousand yen and 180 thousand yen per bale of 133 pounds. These prices will rule future dealings in raw silk; are intended to stabilize silk prices in this country. They will remain in effect until May 31, 1952, when prices for the silk year, June 1952 to May 1953, will be determined—Tokyo, February 23, 1952.

Fountain Pen Exports Increase—According to the Japan Fountain Pen Export Inspection Association, a total of 430 thousand dozen fountain pens valued at \$2,020,000 were exported from Japan in 1951. This represents an increase of 50 per cent by volume and 41 per cent by value over the 1950 shipments. Major markets were Thailand, Hong Kong, Indonesia, Colombia and Burma—Tokyo, February 13, 1952.

Cotton Production Reduced—The Ministry of International Trade and Industry has advised a reduction of 40 per cent in the output of 106 companies belonging to the Japan Cotton Spinners' Association. The production cut will be enforced for three months commencing March 1, 1952—Tokyo, February 27, 1952.

NETHERLANDS

Whaling Factory's Record—Whale oil output of the Netherlands floating factory *Willem Barendsz* on February 9 last totalled 9,282 tons, as compared with 7,366 tons in the corresponding period of the previous season. In addition, 2,882 tons of sperm oil have been produced.

Under the regulations of the International Whaling Convention, the Bureau for International Whaling Statistics has fixed the closing of the 1951-52 season at March 5. On that day the quota of 16 thousand blue whale units, which the combined expeditions are allowed to catch, will have been attained—The Hague, March 3, 1952.

NEW ZEALAND

Rabbit and Hare Skins Exported—A total of 3,343,099 rabbit and hare skins, valued at £126,013, was exported from New Zealand in the first nine months of last year. The United States took well over half; most of the remainder went to the United Kingdom—Wellington, March 6, 1952.

PAKISTAN

Telephone Equipment to be Made—The Government of Pakistan has signed an agreement with Messrs. Siemens and Halske of Munich, Germany, for the establishment of a factory to manufacture telephone equipment in Pakistan and meet the country's entire needs.

This factory will undertake to manufacture automatic telephone exchange equipment, manual telephone systems, telephone instruments and installation equipment. Work on the plant will begin this year and full production may be reached within four years. Messrs. Siemens and Halske will train Pakistani personnel in Germany and it is expected that, at the end of four years, the factory will be entirely manned by Pakistani staff—Karachi, March 7, 1952.

SCOTLAND

Whisky Export Ban Opposed—One of the first actions of the Independent Scotch Whisky Association lately formed in Glasgow will be to make representations to the Government against the recent ban on the export of whisky less than three years old—London, February 11, 1952.

SOUTH AFRICA

Asbestos Production Aided—To aid in the development of South Africa's asbestos industry, an investment corporation has been established in the Transvaal with an initial capital of £750 thousand. The principal shareholders are asbestos factories in Switzerland, Belgium, France, Austria and Italy. The new corporation will purchase and develop claims, underwrite development expenses, purchase established mines, and buy asbestos and sell it with or without further processing—Cape Town, March 6, 1952.

SOUTH AFRICA—Continued

Expanding Sugar Production—The long-term sugar production objective, set by the South African Sugar Industry Board, is one million tons a year, with an earlier target of 900 thousand tons by 1960. Domestic sales were 602,353 tons in the crop year of 1950-51, and an annual consumption of 700 thousand tons is expected during the next three years. The Commonwealth Sugar Agreement has provided a market in the United Kingdom for an additional 220 thousand tons. A ten per cent excess in rated capacity is considered advisable as insurance against drought—Cape Town, March 6, 1952.

SOUTHERN RHODESIA

Will Develop Copper Field—The Mufulira copper interests in Northern Rhodesia are planning a capital expenditure of £9-£10 million on development of the Baluba copper field. Since discovery of the original copper-cobalt ore body in 1929, diamond drillings have continued to block out further ore reserves. Latest estimates place the deposit at 37 million tons—Cape Town, March 6, 1952.

SWEDEN

Butter Reserves Almost Exhausted—The enormous Swedish reserves of butter are now practically exhausted because of successful exports during the last quarter of 1951. In August the reserves totalled 18 thousand tons. Since then Sweden has exported butter to Canada (3,000 tons) Finland, Germany, Czechoslovakia, East Germany, the United States and Switzerland—Stockholm, March 15, 1952.

Automobile Sales Slowing Down—The automobile industry is encountering some sales difficulties. Higher automobile insurance premiums and the increasing shortage of money mean that Swedes cannot afford to buy automobiles to the same extent. Many automobile owners are talking of selling their cars. New automobiles of well-known makes, priced up to 10,000 crowns, are still easy to sell but the more expensive cars are moving slowly—Stockholm, March 15, 1952.

Machine Industry Seeks Markets—Urged on by the need to increase dollar earnings, the branch organizations of the machine industry and the Export Association investigated the possibilities for increasing Swedish machine industry exports to the dollar area. They found a growing interest in exporting machinery products to Canada and the United States, and also to Mexico. A number of firms intend to send representatives abroad in the near future to investigate sales possibilities and organize selling. Several Swedish firms have already made plans to participate in the Canadian International Trade Fair in June—Stockholm, March 15, 1952.

Trade and Tariff Regulations

Barbados Requires Certificates for Pickled Meat Imports

The Canadian Trade Commissioner in Port of Spain cables that every shipment of Canadian pickled meat to Barbados must be accompanied by a Federal Department of Agriculture certificate stating the meat has not originated, or been packed, within a 100-mile radius of an area infected by hoof and mouth disease.

Barbados Revokes General Open Import Licence

Port of Spain, March 28, 1952.—FTS—The Government of Barbados has revoked as of March 13, General Open Import Licence issued on October 6. Licences will, however, be readily granted for orders proved to have been placed before March 13.

The effect is that specific licences will be required for imports of dried, smoked, pickled and salted fish, onions, potatoes, animal feedstuffs, newsprint, kraft paper, borax, boric acid, jute goods, specified types of iron and steel, and semi-manufactured copper, zinc, and nickel.

Bermuda Permits Meat Imports from Eastern Canada

The Colonial Treasurer, Bermuda, advised on March 27 that imports of all meats from Eastern Canada (Ontario and East) will be permitted, provided the certificate of inspection issued by the Federal Department of Agriculture states that the meat came from Eastern Canada.

Egyptian Double Duties on Canadian Imports Suspended

A cable from Cairo dated March 25 (reported in *Foreign Trade* of March 29) announced imports into Egypt from countries which have no trade agreement with that country, including Canada, would be subject to double the normal rate of duty. The Department has now been informed that the surtax of 100 per cent on imports from Canada will be waived for six months.

Fiji Revises Import Control

Wellington, March 24, 1952.—FTS—Imports into Fiji of certain goods are no longer permitted under World Open General Licence by virtue of an import licensing order dated March 4, 1952. (See *Foreign Trade* November 17, 1951, page 713, for list of goods formerly admitted into Fiji under World Open General Licence.)

Jamaica Lifts Restrictions on Fruit Juice Exports

Kingston, March 21, 1952.—FTS—Export licences will be granted for fruit juices containing not more than five per cent weight of sugar, the Commissioner of Commerce and Industries has announced. Exports can now be permitted because certain sweetened fruit juices have been placed on Open General Licence in the United Kingdom. British importers no longer need a licence to import juices containing up to five per cent sugar. Local exporters will merely be required to certify the sugar content of the juice.

Trade and Tariff Regulations—concluded

Kenya Suspends Non-Sterling Imports

Johannesburg, March 21, 1952.—FTS—The Import Controller for Kenya announced on March 18 that the issue of specific licences for the importation of goods from all countries outside the sterling area is suspended. This applies to imports from dollar countries and also to the wide range of goods from certain other countries outside the sterling area—e.g., OEEC countries—which were removed from Open General Licence and made subject to specific licence from March 15.

The suspension does not forecast a general cessation of the issue of licences. As soon as possible after accessing commitments incurred to date, it is intended that licensing shall be resumed on a scale which can be justified after relevant facts of the balance-of-payments position have been ascertained.

New Zealand Revalidates Dollar Import Licences

Wellington, March 28, 1952.—FTS—On request to the Collector of Customs, dollar import licences will be revalidated for orders placed under valid import licences before March 11, 1952. This regulation also applies to goods accepted on any of the following vessels scheduled to leave the dollar area before April 30—*Waikawa*, due to sail in early April; *Waitomo*, early April; *Clydebank*, April 9; *Aorangi*, April 10; *Ottawa Valley*, April 19; *Paparoa*, April 30 and the *City of Liverpool* in April.

Licences will also be validated in similar circumstances for parcel post shipments carried on the specified vessels and for air freight, up to April 30.

Northern Rhodesia Revises Import Controls

Johannesburg, March 24, 1952.—FTS—The Acting Director of Trade, Transport and Industry for Northern Rhodesia announced on March 14 changes in import control regulations, to help the Colony do its part in arresting the deterioration in the balance of payments between the sterling area and the rest of the world. These measures are directed not only to conserving dollar currency but also to restricting to essentials the expenditure on imports from all other non-sterling countries.

Many imports from countries outside the sterling area have been placed on a prohibited list. Provision is made for their importation when there is documentary proof that the goods were shipped before March 14, 1952 or that a firm order was accepted before that date and the goods shipped before April 30, 1952. An irrevocable letter of credit will be regarded as documentary proof of a firm order.

Licences for goods not on the prohibited list will be considered in relation to the necessity for the goods and the amount of non-sterling currency available to Northern Rhodesia.

(Information on whether particular goods are included in the prohibited list may be obtained from the International Trade Relations Branch.—Editor.)

Trade Commissioners on Tour

TO familiarize themselves with conditions in this country and the special requirements of businessmen, Canadian Trade Commissioners return to Canada periodically. Exporters and importers are invited to discuss with the Trade Commissioner the markets and sources of supply in his territory.



H. W. Richardson, who has been Canadian Government Trade Commissioner in Bogotà, Colombia, since 1949, will begin his tour in London, Ontario, on April 15. His itinerary follows:

London—April 15	St. Catharines—April 21-22
Preston—April 16	Toronto—April 23-30
Hamilton—April 17-18	Winnipeg—May 1-2
Brantford—April 17-18	Vancouver—May 5-8
Welland—April 21-22	Montreal—May 12-22

W. Gibson-Smith, Canadian Government Trade Commissioner in Leopoldville, Belgian Congo, began a Canadian tour on March 24. His itinerary is as follows:

Montreal—April 7-18	Swift Current—May 9-10
Edmonton—April 23-24	Winnipeg—May 11-13
	Vancouver—April 26-May 6

Businessmen can reach these officers through the Canadian Manufacturers Association offices in Toronto, Winnipeg and Edmonton; Chambers of Commerce in Preston, Hamilton, London, St. Catharines and Welland; Boards of Trade in Montreal, Brantford and Swift Current; the Department of Trade and Commerce, 355 Burrard Street in Vancouver.

Failure Rate Up

Number of commercial failures in Canada in 1951—1,399—showed a rise of 96 over 1950, according to a recent DBS report. This represents the largest number of failures since 1934, though in 1939 the figure was 1,392. Since 1945, when only 272 failures were reported, the figure has climbed steadily.

Trade Note of 1882

Contract for supplying food and forage to Mounted police posts and the Indian agencies throughout the west, a huge undertaking involving \$400,000 in money and long, arduous journeys, fraught with peril not only from wild animals but from wild red men, was nevertheless being eagerly sought by leading Winnipeg contractors.—Reprinted from *Winnipeg Free Press* of March 21, 1882.

Foreign Trade Service Abroad

† Indicates a change since previous publication.

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

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLE ADDRESSES
Argentina Paraguay, Uruguay	C. S. Bissett, Commercial Secretary	Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
	W. B. McCullough, Agricultural Secretary	Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Australia Capital Territory, New South Wales, Queensland, Northern Territory, Dependencies	C. M. Croft, Commercial Counsellor for Canada	City Mutual Life Building, 60 Hunter Street, SYDNEY	<i>Mail:</i> P.O. Box 3952 G.P.O. <i>Cable:</i> CANADIAN
Australia Victoria, South Australia, Western Australia, Tasmania	F. W. Fraser, Commercial Counsellor for Canada	83 William Street, MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Australia	R. W. Blake, Agricultural Secretary for Canada	83 William Street, MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Belgian Congo Angola, French Equatorial Africa	W. Gibson-Smith, Canadian Government Trade Commissioner	Forescom Building, LEOPOLDVILLE	<i>Mail:</i> Boite Postale 373 <i>Cable:</i> CANADIAN
Belgium Luxembourg	B. A. Macdonald, Commercial Counsellor	Canadian Embassy, 35 rue de la Science, BRUSSELS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Brazil	C. R. Gallow, Commercial Secretary	Canadian Embassy, Edificio Metropole, Av. Presidente Wilson 165, RIO DE JANEIRO	<i>Mail:</i> Caixa Postal 2164 <i>Cable:</i> CANADIAN
Brazil	C. J. Van Tighem, Consul of Canada and Trade Commissioner	Canadian Consulate, Edificio Alois, Rua 7 de Abril 252, SAO PAULO	<i>Mail:</i> Caixa Postal 6034 <i>Cable:</i> CANADIAN
Ceylon	Paul Sykes, Canadian Government Trade Commissioner	Galle Face Hotel, COLOMBO	<i>Mail:</i> P.O. Box 1006 <i>Cable:</i> CANADIAN
Chile	M. R. W. Dale, Commercial Secretary	Canadian Embassy, Bank of London and South America Building, SANTIAGO	<i>Mail:</i> Casilla 771 <i>Cable:</i> CANADIAN
Colombia Ecuador	W. J. Millyard, Canadian Government Trade Commissioner	Calle 19, No. 6-39 BOGOTA	<i>Mail:</i> Apartado 1618 <i>Airmail:</i> Apartado Aereo 3562 <i>Cable:</i> CANADIAN
Cuba Dominican Republic, Haiti, Puerto Rico	A. W. Evans, Commercial Secretary	Canadian Embassy, Avenida de las Misiones 17, HAVANA	<i>Mail:</i> Apartado 1945 <i>Cable:</i> CANADIAN
Egypt Aden, Anglo-Egyptian Sudan, Cyprus, Ethiopia, Hashemite Kingdom of the Jordan, Iraq, Lebanon, Saudi Arabia, Syria	Acting Canadian Government Trade Commissioner	Osiris Building, Sharia Walda, Kasr-el-Doubara, CAIRO	<i>Mail:</i> P.O. Box 1770 <i>Cable:</i> CANADIAN
France Algeria, French Morocco, Tunisia	J. P. Manion, Commercial Counsellor for Canada	3 rue Scribe, PARIS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
France	J. H. Tremblay, Agricultural Secretary for Canada	3 rue Scribe, PARIS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Germany	Acting Commercial Secretary	Canadian Embassy, 22 Zittelmann Strasse, BONN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLE ADDRESSES
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Greece Israel	T. J. Monty, Commercial Secretary	Canadian Embassy, 31 Vassilissis Sophias Ave., ATHENS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Guatemala Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	J. C. Depocas, Canadian Government Trade Commissioner	28, 5a Avenida Sud, GUATEMALA CITY	<i>Mail:</i> P.O. Box 400 <i>Cable:</i> CANADIAN
Hong Kong Indo-China, South China	T. R. Fletcher, Canadian Government Trade Commissioner	Hong Kong Bank Building, HONG KONG	<i>Mail:</i> P.O. Box 126 <i>Cable:</i> CANADIAN
India	Richard Grew, Commercial Counsellor	Office of the High Commissioner for Canada, 4 Aurangzeb Road, NEW DELHI	<i>Mail:</i> P.O. Box 11 <i>Cable:</i> CANADIAN
India Burma	B. I. Rankin, Commercial Secretary for Canada	Gresham Assurance House, Mint Road, BOMBAY	<i>Mail:</i> P.O. Box 886 <i>Cable:</i> CANADIAN
Ireland	H. L. E. Priestman, Commercial Secretary for Canada	66 Upper O'Connell St., DUBLIN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Italy Libya, Malta, Yugoslavia	S. G. MacDonald, Commercial Secretary	Canadian Embassy, Via Saverio Mercadante 15, ROME	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Italy Libya, Malta, Yugoslavia	M. S. Strong, Canadian Trade Commissioner (Fisheries)	Canadian Embassy, Via Saverio Mercadante 15, ROME	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Jamaica Bahamas, British Honduras	M. B. Palmer, Canadian Government Trade Commissioner	Canadian Bank of Commerce Chambers, KINGSTON	<i>Mail:</i> P.O. Box 225 <i>Cable:</i> CANADIAN
Jamaica	E. M. Gosse, Canadian Trade Commissioner (Fisheries)	Canadian Bank of Commerce Chambers, KINGSTON	<i>Mail:</i> P.O. Box 225 <i>Cable:</i> CANADIAN
Japan Korea	J. C. Britton, Commercial Representative	Canadian Liaison Mission, Canadian Legation Bldg., TOKYO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Mexico	M. T. Stewart, Commercial Secretary	Canadian Embassy, Edificio Internacional, Paseo de la Reforma, MEXICO, D.F.	<i>Mail:</i> Apartado 126-Bis <i>Cable:</i> CANADIAN
Netherlands	J. A. Langley, Commercial Counsellor	Canadian Embassy, Sophialaan 1-A, THE HAGUE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Netherlands Belgium, Denmark, Luxembourg	Acting Agricultural Secretary	Canadian Embassy, Sophialaan 1-A, THE HAGUE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
New Zealand Fiji, Western Samoa	P. V. McLane, Commercial Secretary	Office of the High Commissioner for Canada, Government Life Insurance Bldg., NEW ZEALAND	<i>Mail:</i> P.O. Box 1660 <i>Cable:</i> CANADIAN
Norway Denmark, Greenland	J. L. Mutter, Commercial Secretary	Canadian Legation, Fridtjof Nansens Plass 5, OSLO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Pakistan Afghanistan, Iran	A. P. Bissonnet, Commercial Secretary	Office of the High Commissioner for Canada, Hotel Metropole, Victoria Rd., KARACHI	<i>Mail:</i> P.O. Box 531 <i>Cable:</i> CANADIAN
Peru Bolivia	R. E. Gravel, Commercial Secretary	Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin, LIMA	<i>Mail:</i> Casilla 1212 <i>Cable:</i> CANADIAN

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Philippines	F. H. Palmer, Consul General of Canada and Trade Commissioner	Tuason Building, 8-12 Escolta, Binondo, MANILA	<i>Mail:</i> P.O. Box 1825 <i>Cable:</i> CANADIAN
Portugal Azores, Madeira	L. S. Glass, Commercial Counsellor	Canadian Legation, Rua Rodrigo de Fonseca 103, LISBON	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Puerto Rico	E. Templeman, Canadian Trade Commissioner (Fisheries)	23 Clinica Miramar Apt., 604 Olimpo Avenue, San Turce, SAN JUAN	<i>Mail:</i> P.O. Box 3981 <i>Cable:</i> CANADIAN
Singapore Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak, Thailand	D. S. Armstrong, Canadian Government Trade Commissioner	Room D-2, Union Building, SINGAPORE	<i>Mail:</i> P.O. Box 845 <i>Cable:</i> CANADIAN
South Africa Natal, Transvaal, Southern Rhodesia, Northern Rhodesia, Nyasaland, Portuguese East Africa, Kenya, Tanganyika, Uganda, Zanzibar	C. B. Birkett, Canadian Government Trade Commissioner	Mutual Building, Harrison Street, JOHANNESBURG	<i>Mail:</i> P.O. Box 715 <i>Cable:</i> CANTRACOM
South Africa Cape Province, Orange Free State, South- West Africa, Mauritius, Madagascar	K. F. Noble, Canadian Government Trade Commissioner	Grand Parade Centre Bldg., Adderley Street, CAPE TOWN	<i>Mail:</i> P.O. Box 683 <i>Cable:</i> CANTRACOM
Spain Balearic Islands, Canary Islands, Gibraltar, Rio de Oro, Spanish Morocco, Tangiers	E. H. Maguire, Canadian Government Trade Commissioner	70 Avenida Jose Antonio, MADRID	<i>Mail:</i> Apartado 117 <i>Cable:</i> CANADIAN
Sweden Finland	B. J. Bachand, Commercial Secretary	Canadian Legation, Strändvägen, 7-C, STOCKHOLM	<i>Mail:</i> P.O. Box 14042 <i>Cable:</i> CANADIAN
Switzerland Austria, Czechoslovakia, Hungary	Yves Lamontagne, Commercial Counsellor	Canadian Legation, Thunstrasse 95, BERNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Trinidad Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, French West Indies	T. G. Major, Canadian Government Trade Commissioner	43 St. Vincent Street, PORT-OF-SPAIN	<i>Mail:</i> P.O. Box 125 <i>Cable:</i> CANADIAN
Turkey	G. F. G. Hughes, Commercial Secretary for Canada	Istiklal Caddesi, Lion Magazasi Yaninda, Kismet Han 3/4, Beyoglu, ISTANBUL	<i>Mail:</i> P.O. Box 2220, Beyoglu, Istanbul <i>Cable:</i> CANADIAN
United Kingdom South of England, East Anglia, Scotland, also Iceland, British West Africa (Gambia Gold Coast, Nigeria, Sierra Leone) United Kingdom	R. P. Bower, Commercial Counsellor R. Campbell Smith, Commercial Secretary D. A. B. Marshall, Commercial Secretary (Agricultural)	Office of the High Commissioner for Canada, Canada House, Trafalgar Square, LONDON, S.W.1. 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>Mail:</i> (City Address) <i>Cable:</i> SLEIGHING

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United Kingdom Midlands, North England, Wales	M. J. Vechsler, Canadian Government Trade Commissioner	Martins Bank Building, Water Street, LIVERPOOL	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United Kingdom Northern Ireland	H. L. E. Priestman, Canadian Government Trade Commissioner	36 Victoria Square, BELFAST	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United States Delaware, Maryland, Virginia, West Virginia	J. H. English, Commercial Counsellor	Canadian Embassy, 1746 Massachusetts Ave., N.W., WASHINGTON, D.C.	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United States	Dr. W. C. Hopper, Agricultural Counsellor	Canadian Embassy, 1746 Massachusetts Ave., N.W., WASHINGTON D.C.,	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United States Connecticut, New Jersey, Pennsylvania, eastern New York State, also Bermuda	A. E. Bryan, Deputy Consul General of Canada and Trade Commissioner	Canadian Consulate General, 620 Fifth Ave., NEW YORK CITY	<i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM
United States	M. B. Bursey, Consul of Canada and Trade Commissioner (Fisheries)	Canadian Consulate General, 620 Fifth Ave., NEW YORK CITY	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United States Massachusetts, Maine, Rhode Island, Vermont, New Hampshire	J. K. Strong, Consul General of Canada	Canadian Consulate General, 532 Little Building, 80 Boylston Street, BOSTON 16	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United States Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri	D. S. Cole, Consul General of Canada	Canadian Consulate General, Chicago Daily News Bldg., 400 West Madison Street, CHICAGO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United States Michigan, Ohio, west- ern New York State	B. C. Butler, Consul of Canada and Trade Commissioner	Canadian Consulate, 1035 Penobscot Building, DETROIT, 26	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United States City of Los Angeles, Southern California, Arizona	V. E. Duclos, Canadian Government Trade Commissioner	Associated Realty Bldg., 510 West Sixth Street, LOS ANGELES	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United States Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida	G. A. Newman, Consul of Canada and Trade Commissioner	Canadian Consulate, 201 International Trade Mart, NEW ORLEANS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
United States Northern California, Montana, Oregon, Idaho, Washington, Wyoming, Nevada, Utah, Colorado, New Mexico, also Hawaii	Acting Consul General of Canada	Canadian Consulate General, 3rd Floor, Kohl Building, 400 Montgomery Street, SAN FRANCISCO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN
Venezuela Netherlands Antilles	J. A. Stiles, Consul of Canada and Trade Commissioner	Canadian Consulate General, Edificio Pan American, Puente Urapal, CARACAS	<i>Mail:</i> Apartado 3306 <i>Cable:</i> CANADIAN
Venezuela Netherlands Antilles, Colombia, Ecuador, Central America	Vice-Consul of Canada and Acting Agricultural Trade Commissioner	Canadian Consulate General, Edificio Pan American, Puente Urapal, CARACAS	<i>Mail:</i> Apartado 3306 <i>Cable:</i> CANADIAN