foreign trade

Established in 1904

OTTAWA, JULY 5, 1958 **Vol. 110, No. 1**

cover In Costa Rica, coffee beans are spread out to dry in the bright sun. Coffee dominates the economy in three of the Central American republics; bananas rank second among revenue-producing crops. The leading article in this issue features the market in Central America, gives exporters background information on the six republics, and advises on the proper approach to buyers there, who stress price before quality.

—Photo by Pan American Coffee Bureau.

CANADA

Published fortnightly by the Department of Trade and Commerce.
The Hon. GORDON CHURCHILL, Minister, JOHN H. ENGLISH, Deputy Minister.

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

The Market in Central America

★ *These are price markets and quality is still secondary. Guatemala and Panama are more aware of quality than the others. A superior product may find a limited sale at a higher price but good agents will often not handle such a line if they cannot build up a reasonable sales volume.*

★ *Standard sales terms in Central America are sight draft d.o.p. but 30-day and 60-day terms are becoming common. Central American banks do not normally present a draft for payment until after the goods have arrived in the Central Customs House and have been seen by the buyer. Letters of credit are expensive to arrange in Central America (in Nicaragua they are prohibited except in special cases) and it is virtually impossible to sell on this basis.*

★ *Quote all prices in U.S. dollars.*

★ *Wherever possible quote C.I.F. Central American port or, failing that, F.O.B. a port with a direct sailing to the Central American country concerned.*

★ *Do not expect a representative to be an expert in your line. To make a living he must sell many different products and may also be a wholesaler, retailer and exporter. Most agents need more guidance and assistance than a salesman at home.*

★ *Make certain your agent gives you precise directions for the preparation of consular and other documents and then follow them exactly. Even a small error may subject the importer to a heavy Customs fine.*

★ *Do not insist on large minimum orders. Money is expensive in Central America and even when the importer has sufficient funds, he does not like to tie up his cash in large stocks.*

★ *Send all correspondence, and particularly shipping documents, by airmail. Surface mail takes from four to six weeks.*

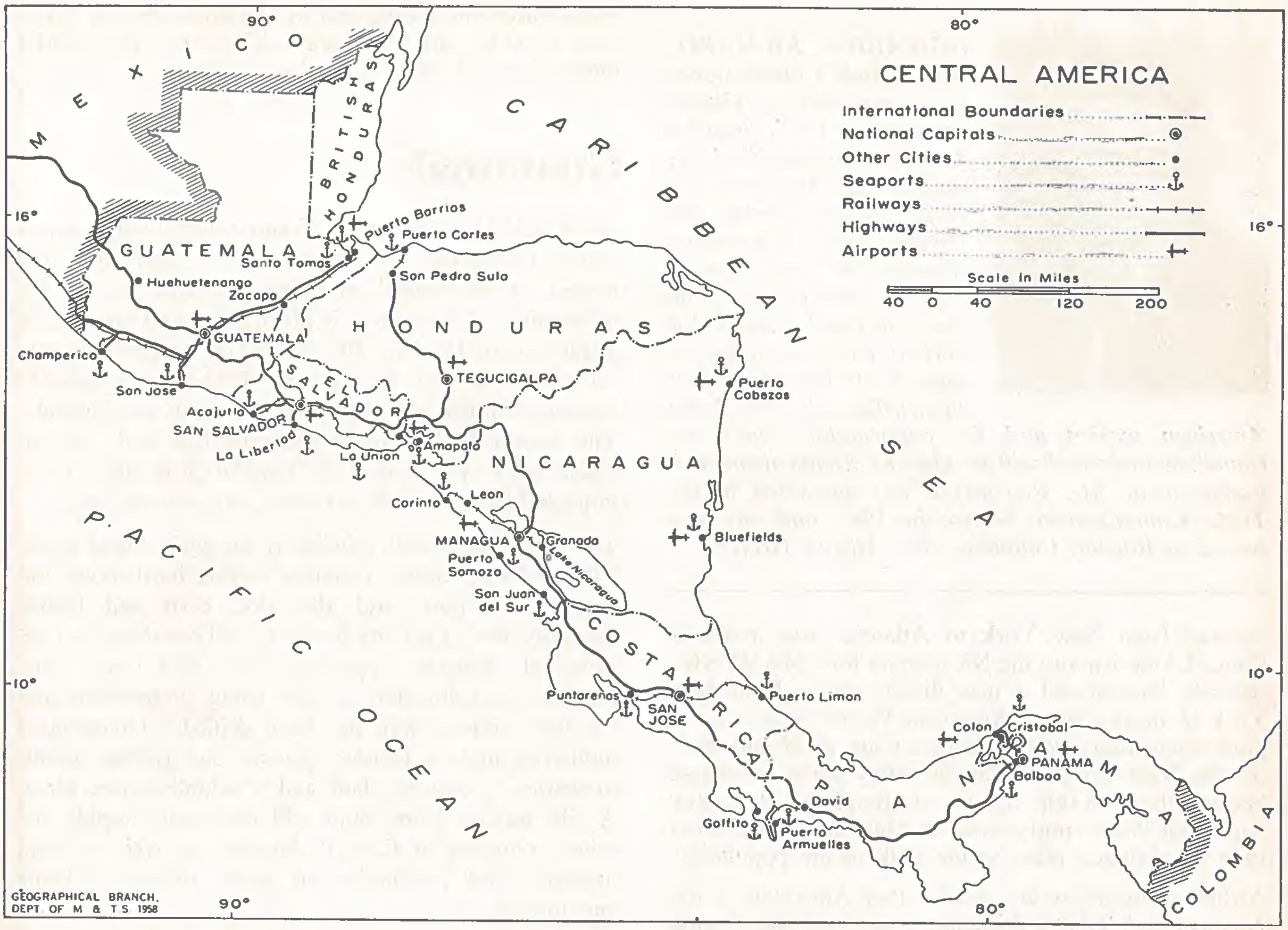
★ *Reliable credit information on Central American firms is scarce and bad debt collections difficult. Your best protection is a reliable agent. Choose him carefully, through recommendations of the Trade Commissioner, and take prompt action on slow payments.*

★ *Packing should be as light as possible consistent with strength. Customs duties are generally levied on gross weight, but handling is often rough.*

★ *In bidding on a government tender, you must quote firm C.I.F. prices. Most government purchasing agencies are strict on this point and some Canadian firms have missed contracts because of failure to comply.*

★ *It is almost always preferable to deal with Central American agents or importers directly. Only with a few products can one agent cover the entire area and generally it is necessary to have a representative in each country.*

★ *Catalogues and sales literature should be in Spanish although most leading firms can correspond in English, particularly in Panama.*



H. W. RICHARDSON, *Trade Commissioner, Guatemala City.*

THE narrow isthmus lying between North and South America comprises six independent republics, with a total area of approximately 199 thousand square miles and a population of 9.7 million. (Panama, however, is not regarded as part of Central America by the other five countries.) The area is mountainous and volcanic and tropical in climate, although abrupt changes occur with altitude. There are two seasons, the rainy and the dry; the latter corresponds roughly to the northern winter months. The population is mainly a Spanish-Indian mixture combined with some Negroes and Orientals and relatively small percentages of pure Indians and whites. The official language in all countries is Spanish.

The economies of Guatemala, El Salvador and Costa Rica depend primarily on coffee, the price of which has dropped 25 per cent from the record high of early 1957, but this has not yet created problems. Panama depends primarily on the Canal but bananas and shrimp have become important. Bananas dominate the Honduras economy and are important also to Costa Rica and Guatemala. Raw cotton is the leading Nicaraguan crop for export and it is also important to El Salvador and Guatemala. Corn, black beans and rice are the main crops for domestic consumption and wheat is grown in the high-altitude districts of Guatemala.

Shipping to This Market

There is a fortnightly Canadian shipping service from Montreal to Cristobal in the Panama Canal Zone, where goods are transhipped for delivery to either Atlantic or Pacific Central American ports as well as to South America. There are also frequent direct

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HOWARD W. RICHARDSON, Trade Commissioner in Guatemala City, Guatemala, since 1956, began a tour of Canadian business centres in Montreal on June 16 and during the coming weeks is travelling through the four western provinces and Ontario. The dates on which he will visit various cities are listed on page 8. He has a thorough knowledge of this Latin American market and the opportunities there for Canadian trade and will be glad to discuss them with businessmen. Mr. Richardson was appointed to the Trade Commissioner Service in 1945 and has also served in Bogota, Colombia, and Athens, Greece.

services from New York to Atlantic coast ports in Central America and the Nicaraguan line, MAMENIC, recently inaugurated a new direct service from New York to most Central American Pacific ports. Shipping connections from Vancouver are good and firms on the West Coast of Canada enjoy some advantage because they can ship directly and frequently to Central American Pacific ports, most of which are much closer than the Atlantic ports to the bulk of the population.

Airline connections are good. Pan American World Airways and TACA Airlines connect all the Central American capitals with the United States and Mexico, and KLM Royal Dutch Airlines also offers flights to Mexico connecting with Canadian Pacific Airlines direct to Vancouver or to Toronto and Montreal without U.S. stops.

Trading Characteristics

Although these six republics are separate and independent, they share many characteristics. Their principal markets are the United States and Western Europe, particularly Germany, and their principal supplier is the United States, with Germany and Japan rapidly increasing their shares. Canadian trade to the area is 35 times higher than prewar, excluding Canadian ships transferred to Panamanian registry. The chief opportunities for Canadian exporters to these countries lie in wheat flour, wheat, newsprint, side leather, semi-processed chemical products, canned fish, fertilizers, pharmaceuticals and pedigree cattle, and also in consultant and engineering services in the fields of hydro-electric power, communications and industry.

Canadian goods do not suffer any tariff disadvantage in any of these countries compared with U.S. and West European goods, and in Honduras certain products of U.S. and Canadian origin enjoy preferential duties over all other exporting countries.

Guatemala

GUATEMALA is a mountainous country with several active volcanoes; the climate varies from hot and humid on the coastal plains to cool and cold in the mountains. The scenery is picturesque and Guatemala attracts many tourists. The population is approximately three million, over 80 per cent of whom are Spanish-Indian mixtures and pure Indians; many are illiterate. The standard of living is generally low and only an estimated 15 per cent of the population is able to buy imported luxuries such as radios, refrigerators, etc.

The Republic is still principally an agricultural country, producing coffee, bananas, cotton, hardwoods and sugar for export, and also rice, corn and beans. Recently mining activity has increased considerably; the principal minerals exported are lead and zinc. Petroleum exploration is also being undertaken and the first wild-cat well has been drilled. Guatemalan industries include textiles, plastics and rubber goods, breweries, a cement plant and a soluble coffee plant. A tire factory being built will eventually supply the other countries of Central America as well as local demand, and production of crude rubber is being encouraged.

The economy of Guatemala, however, still depends largely on coffee. There is no income tax and government revenue comes principally from customs duties and land and export taxes. The currency is the quetzal which is on a par with the U.S. dollar. There are no exchange or import restrictions.

Guatemala City, the capital and commercial centre with a population of 300 thousand, lies in a valley 5,000 feet above sea level surrounded by volcanoes. It is 200 miles by rail from the Atlantic seaports of Puerto Barrios and Puerto Santo Tomas and 75 miles from San Jose on the Pacific. It is a modern city with a pleasant climate and has good connections with most cities and towns in the Republic.

El Salvador

EL Salvador covers only 8,260 square miles but is the most densely populated Central American country with over two million population. It is rather mountainous and volcanic and the climate varies from hot and humid in the lowlands to warm but pleasant at higher altitudes. The population is industrious and mainly "ladino"—i.e., mixed Spanish and Indian descent—but the purchasing power of the great majority is low.

Although El Salvador is the most industrialized of the six countries, 80 per cent of its foreign exchange earnings come from exports of coffee. Other agricultural exports are cotton, sesame seed and sugar. There are many light industries, including yarn, textile, and hosiery mills, a sisal bag factory, a brewery, several soft drink bottlers and two flour mills. There are also several factories making consumer goods; the most important to date is the instant coffee plant with exports during 1957 valued at $2 million. El Salvador's recent economic progress has been relatively the most rapid.

The capital, San Salvador, with a population of almost 200 thousand, is situated at an altitude of 2,250 feet. It is the dominant business and financial centre and is connected by well-paved roads with the three Pacific ports of La Libertad, La Union and Acajutla and by rail with La Union and Acajutla. Goods for El Salvador can also be discharged at Guatemala's Atlantic port Puerto Barrios for transhipment by rail.

The monetary unit is the colon and the rate of exchange is 2.50 colones to the U.S. dollar. There are no currency or import restrictions but competition in this growing market is keen.

Honduras

HONDURAS, the most under-developed country in Central America, has a population of 1.6 million. The centre of the country is mountainous but there are humid, fertile plains on the north coast. The population is mixed Spanish and Indian and their purchasing power is low. Honduras has suffered in recent years from a disturbed political situation and from hurricane damage to crops; the result has been a business slowdown and sluggish payments. The long-term outlook is much more favourable than the short-term one.

Bananas are the principal export, but coffee, tobacco, citrus fruits, abaca and mineral products are also produced. The principal distribution centres are the capital Tegucigalpa, with a population of 110 thousand, which is served by the Pacific coast port of Amapala and covers the central and southern portions of the country, and San Pedro Sula in the north, with a population of 30 thousand, which is served by the Atlantic port of Puerto Cortes and is the leading commercial centre. Communications are almost nonexistent and many foreign firms have found it expedient to appoint agents in both Tegucigalpa and San Pedro Sula. There are a few light industries, including cigarette, match, soap, candle and sole leather factories.

The monetary unit is the lempira with an exchange rate of two per U.S. dollar. There are no currency or import restrictions and Canada has a trading advantage because of a most-favoured-nation treaty with Honduras ratified in 1956; this sets out preferential low rates of duty on certain commodities.

Costa Rica

COSTA RICA is traversed by two volcanic mountain ranges, separated by a central plateau at an altitude of 3,000 to 5,000 feet where most of the one million population lives. The Atlantic slopes are densely forested but the Pacific side has large stretches of rolling fertile pastures. The population is mostly of pure Spanish extraction with a high literacy rate. The standard of living, especially on the plateau, is good; that of the labouring classes on the coastal plains is low. The climate varies with altitude, but on the central plateau the temperature readings are from 59° to 77°F.

San Jose, the capital, with a population of 281,252, is situated at an altitude of 3,800 feet. It is the principal distribution centre and is served by the Pacific coast port of Puntarenas and also by the Atlantic port of Puerto Limon.

Costa Rica's principal exports are coffee, bananas, abaca and cocoa; these four account for 90 per cent of all outgoing shipments. Industries are limited to the processing of agricultural and forest products and a small number make consumer goods. Recent increases have made the tariff rates high but the duties are the same for all supplying countries.

The monetary unit is the colon with an exchange rate of 6.63 colones to the U.S. dollar. An exchange permit is required to obtain foreign exchange at the official rate for the import of articles on the preferred list, but no import licences are required.

Nicaragua

NICARAGUA is divided by two mountain ranges, with extensive coastal plains on the Atlantic seaboard. It has a population of over one million, 90 per cent of whom live on the Pacific slope and are chiefly of mixed Spanish and Indian descent. There is a large colony of Negroes on the Atlantic coast centred around Bluefields. The standard of living except among the upper classes is low. The climate is largely hot and humid.

Nicaragua is the most important mining country in Central America and two of the leading producers are Canadian subsidiaries. However, it is principally agricultural and the chief exports are cotton, coffee, bananas, cattle, lumber and gold. Industries apart from mining include sugar mills and refineries, coffee processing mills, sawmills, tanneries, two cotton mills and some factories producing consumer goods.

Managua, the capital, with a population of 110 thousand, is also the principal commercial centre and is served by the Pacific coast port of Corinto. There are two other ports on the Pacific, Puerto Somoza and San Juan del Sur; the Atlantic ports are Puerto Cabezas and Bluefields.

The monetary unit is the cordoba with an exchange rate of seven to the U.S. dollar. Nicaragua is the only Central American country with exchange controls. For most commodities, an importer must deposit 100 per cent of the value of his order in cordobas 30 days before an import licence is issued. An importer's capital is thus tied up for about three months and this naturally reduces the volume of buying. It is therefore essential to make prompt shipment to this market. This system practically eliminates credit risks for the foreign exporter and the usual degree of caution about orders for Central America is not necessary.

Panama

PANAMA, with a maximum width of 120 miles, is the connecting link between North and South America and the Panama Canal the connecting waterway between the Atlantic and Pacific Oceans. There are two mountain ranges extending the length of the country, flanked by fertile coastal plains of which only a small portion is cultivated. The climate is tropical with heavy rains. The population of 900 thousand consists of mestizos, Caucasians, Negroes, Indians, mulattoes, Orientals and many mixtures. The standard of living, especially in the interior, is low but recent prosperity and high employment are raising it. The official language is Spanish but English is widely used in business circles.

Panama exports bananas, shrimp, cacao, cattle, hides, tortoiseshell, abaca and sugar but the mainspring of the economy is the Panama Canal. There are few manufacturing industries and these are confined to food processing and consumer goods.

Panama City, the capital and chief commercial centre, is situated on the Pacific coast and has a population of 200 thousand. Colon on the Atlantic coast is the chief port and is also important as the site of the Colon Free Zone which is being increasingly used by foreign firms as a distribution centre for products destined to Central and South America.

David in the north is on the new highway between Panama City and Costa Rica and is rapidly gaining in importance, especially for agriculture. It is served by the Pacific port of Puerto Armuelles.

The monetary unit is the balboa, at par with the U.S. dollar. There is a short prohibited list of imports and the import of some articles is restricted. The recent agreement between the Governments of the Panama Canal Zone and the Republic of Panama, whereby Panamanian citizens employed by the Canal Company can no longer purchase in the Canal Company's commissaries, will undoubtedly increase the size of the Panamanian market. The leading opportunities for Canadian firms lie in processed foods and general merchandise of all types.

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: Australia, Belgian Congo, Belgium, Brazil, Chile, Cuba, Denmark, Dominican Republic, East Africa, Egypt, France, West Germany, Ghana, Greece, Guatemala, Haiti, Indonesia, Israel, Italy, Mauritius, Mexico, Netherlands Antilles, Nicaragua, Norway, Panama, Peru, Surinam, Switzerland, United States, and Venezuela. The United Kingdom certificate of origin requirements and other conditions under which Imperial Preference is granted are covered by Notice No. 27 A issued by the United Kingdom Commissioner of Customs and Excise.

Other pamphlets issued by the Branch include "Requirements for Shipping Documents in Europe and Latin America" and "Import Control Regulations and Tariff Treatment of Canadian Goods", both brief summaries in tabular form, and an outline of "Tariff Preferences for Canadian Goods Abroad." For copies of any of these pamphlets, readers should write directly to the Branch. Data on other countries will be compiled from time to time and they will be added to the list.

Chicago Wants Particle Board

and wholesalers there will buy from Canadian manufacturers who can supply high-quality boards at competitive prices.

G. F. OSBALDESTON, *Vice Consul and Assistant Trade Commissioner, Chicago.*

MORE particle board is being made and used in the United States each year, and Canadian manufacturers of this wood product can do business here if they are competitive in price and quality.

Wood particle board can probably best be defined as a product made from mechanically processed, non-fiberized dry wood particles which are mixed with a resin adhesive, pressed into shape, and cured with heat under pressure. It is often called chipboard and splinter board.

The basic difference between hardboard and particle board is that in wood particle board the particles remain wood as nature produced it; their composition and fibre arrangement do not change. In dry or wet-formed fibreboard or hardboard, the fibres in the wood particles have been completely separated, then matted back together and pressed into sheets. The binder in fibreboard is the mechanical interlocking of the fibres, not glue as in particle board.

There are many forms of wood particle board: it can be produced in large flat sheets or moulded into curved or irregular shapes for special purposes. The more versatile boards have a smooth surface that can be printed or varnished, and some even permit a very thin sheet of highly-figured face veneer to be laid directly on them. Such boards, properly made, have high dimensional stability; when subjected to normal atmospheric conditions they do not warp or twist, they are relatively strong, and will hold screws and nails fairly well. Usually, they are about ¾-inch thick, but thinner or thicker boards are practical for certain uses.

How Particle Board Is Used

Wood particle boards have many uses. When they are properly constructed with decorative faces—either natural, painted or veneered—they make fine wall coverings. Since they are relatively thick, they can be used without window-framing support for show-window construction, exhibit booths and similar purposes. Thin plywood and hardboards, which are generally used for these purposes, usually require framing for support.

There are many other current and potential uses for particle boards with special characteristics. Among these are exterior wall sheathing, roof decking and floor underlayment. However, it appears that the principal and immediate markets for this new product are in the construction of furniture, cores for flush-type doors, sink tops and kitchen cupboards.

Manufacturers in U.S.

No pattern has yet emerged in the United States to indicate the type of industry that will produce the bulk of the wood particle boards of the future. Currently, wood particle board factories are operated by plywood, furniture, and lumber manufacturers, and independent firms that have no other business. There are now about 30 U.S. manufacturers of particle board; by 1960 it is expected there will be 60.

Production is estimated at 800 million feet on a ⅜-inch basis. This estimate should be considered as only approximate because of the wide variety of manufacturers and the difficulty of collecting production statistics.

The problems of marketing particle board in the United States have never been well understood. Most of the pioneers had in mind the production of all-purpose boards. The board was known to be suitable for door and furniture core stock, but it was more often thought of as a material for wall panelling, sub-flooring, sheathing, and many other purposes. Until recently the industry did not concentrate on the markets easiest to invade: it diluted its efforts in an attempt to be "all things to all men".

There is a marked trend in the United States toward the development of boards with finer properties than those which were acceptable a few years ago. This is a natural development as the industry gains more experience and new market possibilities are discovered.

Specific uses suggest boards of certain characteristics and usually this involves improving existing boards. None of the twelve largest wholesalers whom we contacted in the Chicago area felt that the boards now on the market represented the ultimate quality obtainable. They are still looking for a high-quality particle board.

Specialization Is Key to Sales

In the United States, as in Europe, the natural first market for particle board is in the core-stock field. This stronghold of lumber has been invaded and the invasion will probably end in particle board virtually capturing the market. It is the first natural outlet for the product and with success in this field the industry will have time and money to improve the properties of its product for other uses.

It is not expected that particle board will ever be a general-purpose board, such as lumber, plywood or even hardboard. For each market it will be highly specialized and therein lies the clue for successful development of this industry—specialization.

In the Chicago area the markets are, in order of importance: core stock, table tops for dinette sets, sink tops, kitchen cupboards, kitchen cupboard doors and some furniture applications. No noticeable inroads have been made on the wallboard or the floor underlay markets. It is felt that the major markets will remain as indicated for the next two years. Obviously, volume trade will come only when manufacturers invade the construction field. There is no indication that any of the trailer manufacturers are using particle board. The thicknesses most in demand are ⅝″ and ¾″, as the use dictates; the lengths wanted are 60″, 72″, 96″ and 120″. There is also call for 4′ x 12′ and 4′ x 16′. Interestingly, the way in which particle board is currently being used greatly favours a 60″ width which can be cut to 30″ dimension for use in dinette table and sink boards, but we have not been able to find a company producing a 60″ board at the moment. However, it seems clear that if one is not being made, it soon will be. One of the main difficulties in producing a 60″ board is that it does not conform to building-trades practice of using 16″ centers.

Problems and Prices

Some of the difficulties encountered with the present boards are lack of screw- and nail-holding ability, ply separation (since most of the boards are of three-ply construction), too high a resin content on the outer surfaces which makes the board brittle and hard to cut or machine, too high an absorption rate, and heavy weight—2,500 to 3,000 pounds for ¾″, compared with 2,250 pounds per thousand for Douglas fir.

Today's prices range from 7½ to 21 or 22 cents per square foot laid down in Chicago. The price is a good indication of the quality. To be competitively priced a good board has to be between 18 and 19 cents a square foot.

Our survey of major Chicago distributors gave us an estimate of consumption in this city as between ten to twelve carloads a month.

Wholesalers Interested in Canadian Boards

Chicago wholesalers are interested in Canadian boards of good quality and competitively priced. The market is flooded with low-quality boards that the larger dealers will not touch. They want a board of guaranteed quality and in which it is worthwhile to invest a good deal of salesmanship. The office of the Canadian Government Trade Commissioner in Chicago will be pleased to recommend suitable outlets to Canadian producers.

Trade Commissioners on Tour

The following officers of the Trade Commissioner Service are on tour in Canada. Their itineraries are:

T. F. HARRIS, Trade Commissioner in Bombay, India:

Quebec—Sept. 2
Montreal—Sept. 3-9
Toronto—Sept. 10-17
Welland—Sept. 18
Hamilton—Sept. 19
Winnipeg—Sept. 22-23
Calgary—Sept. 24-25
Vancouver—Sept. 26-Oct. 3
Edmonton—Oct. 6

J. L. MUTTER, Commercial Counsellor in Tokyo, Japan:

Montreal—July 7-11

H. W. RICHARDSON, Trade Commissioner in Guatemala City, Guatemala:

Winnipeg—July 7-10
Vancouver—July 11-17
Edmonton—July 18-19
Regina—July 21
London—August 4
Brantford—August 5
St. Catharines—August 6
Hamilton—August 7-8
Toronto—August 11-19
Kingston—August 20
Ottawa—August 21-29

Businessmen who wish to see these officers should get in touch with the Board of Trade or Chamber of Commerce in the cities mentioned, with the following exceptions. In Toronto and Winnipeg, the Trade Commissioners make their headquarters at the offices of the Canadian Manufacturers Association; in St. John's, Ottawa and Vancouver, at the Department of Trade and Commerce; in Victoria, at the Department of Trade and Industry, and in Fredericton at the Department of Industry and Development.

Markets for Plastic Raw Materials

EGYPT—*Domestic industry turns out enough plastic goods to supply home market, using imported machinery and raw materials. Main supplies come from Eastern Europe but Canadians may still compete in certain raw materials.*

D. S. ARMSTRONG, *Commercial Secretary, Cairo.*

EGYPT'S plastics industry had its beginning in 1930 when a factory was established in Alexandria to make electrical materials. Little expansion took place until the war and postwar years. Today there are twelve plants, excluding small shops, with a total capital of nearly $3 million of which over $2 million is invested in two enterprises, one in Alexandria and the other in Cairo. The industry has sufficient capacity to meet Egyptian requirements of plastic goods and to take care of the rapidly increasing demand sparked by the industrial development program.

The types of plastic used in Egypt include thermoplastic materials as well as thermosetting materials comprising hard, flexible and transparent items. The range of products manufactured is, of course, extensive but the more important ones are electric materials (switches, plugs, doorbells, electric and telephone wire covering, etc.), battery boxes and plates, articles of decoration, toilet articles, pots, bottles for medicines and beauty preparations, bottle caps, kitchen utensils and tableware, office supplies, telephones and apparatus, smokers' requisites, toys, furniture coverings, Venetian blinds, tablecloths, buttons, wallets, lampshades, packaging materials, spectacle frames, flexible and rigid tubes, watch bands, belts, etc. The largest manufacturer expects to start production of laminated sheets in the near future.

Raw Materials Imports Rise

Virtually all machinery and raw materials are imported. Compression machinery is of German, United Kingdom and Italian manufacture and most of the moulds are made locally. Raw materials are generally imported in the compounded form ready for pressing or extruding; however some semi-manufactured articles are imported and the compounding of imported polymers, although it is currently done on a small scale, is increasing. In the last five years imports of raw materials and articles for further processing have doubled in volume and increased in value by two-thirds. On the other hand, imports of manufactured plastic goods have been cut to one-third in volume and to less than one-half in value.

Not all the decline in imports of finished goods can be attributed to increased local production. The shortage of foreign exchange and the consequent restrictions on the import of non-essentials have been effective in cutting purchases abroad of finished plastic commodities. At the same time the local industry benefits from the low import duty on its raw materials of 7 per cent ad valorem and from an exemption from the usual 7 per cent supplementary tax.

Egyptian statistics are not sufficiently detailed to give an accurate picture of imports of raw materials by types and sources of supply. However, the principal materials are known to be polyvinyl chloride resin and compound, urea formaldehyde, cellulose acetate, ethyl cellulose and melamine resin. Imports of these materials during 1957 totalled 3.3 million pounds with a value of over £E.350 thousand. The bulk of these imports are classified under the heading "Artificial resins and other materials for plastic industry". Before mid-1956, the main supplying countries were the United Kingdom, West Germany, Italy and other Western European countries. United States materials were competitive but the dollar shortage restricted imports to polystyrene and polyethylene.

Eastern Suppliers Important

After the Suez crisis, Eastern European countries supplanted Egypt's former sources of supply because this country has trade and payments agreements with the Communist bloc and import licences are readily granted. East Germany has shipped polystyrene and urea and phenol formaldehyde; Poland supplies the formaldehyde products only. In some cases the switch has not been satisfactory—imports in 1957 were below the previous year and it is reported that the new raw materials are not as adaptable as those from other sources. There is little likelihood, however, of a return to traditional suppliers unless the foreign exchange situation with western countries improves. There are, of course, some products that the industry cannot obtain from Eastern Europe. When these are absolutely essential for the manufacture of products with a high priority, licences to import them from Western Europe and North America may be granted. Although opportunities for business are strictly limited, manufacturers in Canada who feel that their plastic raw materials are competitive in price and quality should not overlook the Egyptian market. ●

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Fairs and Exhibitions

Canada Trophy for Best Holstein

CANADA is drawing repeated commendation and appreciation from Venezuelan agriculturists and government officials alike for her part in encouraging beefstock production, says R. D. Sirrs, Assistant Commercial Secretary in Caracas. Another Canada trophy, an engraved sterling silver tray, was presented this spring to the owner of a champion Holstein-Friesian cow at the *Valencia Agricultural and Livestock Exhibition.* The winning cow, owned by Gonzalo A. de Castro, was sold by auction after the fair for Bs.13,000, the second highest price paid for any animal exhibited. The Canadian award, although it was not the only one at the exhibition, was the only one presented by a foreign government.

B.C. Fair Centennial Attraction

THE first international trade fair ever held on Canada's West Coast closed on May 10; during the ten days from May 1, thirty countries displayed about $20 million worth of goods to over 150 thousand people. The fair was sponsored by the Government of British Columbia as part of its centennial celebrations.

Designers created a brilliant setting for the fair in the Pacific National Exhibition Grounds in Vancouver. Design and colour were co-ordinated throughout, resulting in a freshness seldom seen in trade fairs, a Canadian visitor remarked. Firms from Britain, Japan, Germany, France, the Netherlands, Belgium, Sweden, Denmark, Israel, India and others took space, and ten governments exhibited or provided information stands. Canada's booth was designed by the Canadian Government Exhibition Commission and was furnished with Scandinavian-type furniture made in Vancouver.

British exporters were the biggest exhibitors, taking 10,000 feet of space, and Japan came second with 3,300. One of the most interesting British entries was that of Metropolitan-Vickers Electrical Company Limited, which is building a 20,000-kilowatt turbine generator for Canada's first atomic power station in Ontario. Representatives of the firm were on hand to explain the workings of the amazing ZETA, which enables atoms of heavy hydrogen from sea water to be fused together under controlled conditions at temperatures of 50 million degrees Centigrade. Another British firm, Bristol Aero Engines, showed a working model of one of the engines that power the new Canadian Pacific Airlines' fleet of *Britannias* based in Vancouver.

Transistors at Osaka Fair

JAPANESE electronics know-how scored with the introduction of Japanese-made transistors at the recent *Osaka Trade Fair.* (Transistors have been imported into Japan up to now.) A number of Japanese companies showed transistor radios at the exhibition, including a six-transistor model which fits into a portable record player to become an amplifier.

Sony, a Japanese company which specializes in small transistor radios, displayed a portable with seven transistors and two wave-bands. A miniature one, also made by Sony, is about the size of a cigarette case. It sells in Japan for about $45.00 and has been sold extensively in the United States. Also shown was a transistorized tape recorder about the size of a 35-millimetre camera and made by the Japan Victor Company.

Japan Sends Floating Show

A Japanese commercial exhibition set up on board ship will visit Mexico this year. According to newspaper reports, the *Atlas Maru* will dock in Acapulco in October or November with an exhibit of Japanese machinery and other goods. Acapulco will be the final port of call in a five-month tour of eleven North, South and Central American countries.

New Mechanical Handling Equipment

GOODS ranging in size from motors and small lift trucks to complete factory installations were displayed at the recent *Mechanical Handling Exhibition* at Earls Court, London. This exhibition is designed to assist manufacturers and others to increase output and efficiency and to reduce handling costs. It has been held regularly in Britain for the past ten years, but this is the first time that other countries have participated; British producers had the chance to compare their handling equipment with entries from the United States, France, Germany, Italy and Scandinavia. Equipment shown (some of it for the first time) included new diesel electric cranes from six to 45 tons in capacity, smooth-running electro-hydraulic wire rope hoists, conveyor systems and trolleys.

Two British Motor Shows

A variety of British-made vehicles and accessories will be exhibited at two motor fairs in Britain this fall. The first one, the *Commercial Motor Show,* September 26-October 4, at Earls Court in London, will feature heavy motor vehicles for special purposes: trailers, transports, accessories and components, and tires. Private motor cars, carriage work, motor boats, marine engines, caravans, and light trailers will be shown at the second show from October 22 to November 1. Free admission tickets, catalogues, buyers' guides and special badges will be supplied to trade visitors on presentation of their trade cards and passports. For further information, write to The Society of Motor Manufacturers and Traders, 148 Piccadilly, London W.1, England.

European Fairs

ATOMIC ENERGY—Second Atomic Energy Exhibition, Geneva, Sept. 1-14. Apply: M. Gabriel Jacques-Dalcroze, Le Secretariat Permanent de l'Automobile, 1 Place du Lac, Geneva, Switzerland.

CHEMICAL ENGINEERING—International Chemical Engineering Exhibition, Oslo, Oct. 16-26. Apply: Studieselskapet for Norsk Industri, Forskningsveien 1, Blindern, Oslo, Norway.

FOOD INDUSTRIES—5th Food Industries and Trades Equipment Exhibition, Paris, Oct. 4-13. Apply: M. de la Commissaire-Général, Salon de l'Equipment des Industries et des Commerce de l'Alimentation, 40 rue du Louvre, Paris 1, France.

LEATHER GOODS—International Leather Goods (Autumn) Fair, Offenbach, Sept. 6-11. Apply: Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-am-Main, Germany.

MACHINE TOOLS—1st Italian Machine Tool Exhibition, Milan, Sept. 11-20. Apply: Italian Machine Tool Manufacturers Association (U.C.I.M.O.), Via Giardino 4, Milan, Italy.

TRACTORS—2nd International Tractor and Implements Exhibition, Turin, Sept. 27-Oct. 7. Apply: Comitato 1°Salone Internazionale del Trattore, Via Massena 20, Turin, Italy.

Canada's Showcases at:

the annual Japan International Trade Fair, Osaka,

the Rand Easter Show, Johannesburg, South Africa,

and the United States World Trade Fair, New York.

58146-2—2½

Barley for Belgian Breweries

High-quality Canadian barleys seem unable to compete in price in this market, growing as Belgian beer output and consumption rise.

J. R. ROY, *Assistant Commercial Secretary, Brussels.*

BELGIUM is the world's fourth largest producer of beer, following the United States, West Germany, and the United Kingdom. Since 1952, annual production has reached over 264 million gallons (Canada's is only 208 million for a population twice as large) and this makes the Belgian market for barley one worth cultivating.

The Belgian industry produces primarily for the home market; sales potential is increasing, because from 1950 to 1956 consumption per person rose some 8.2 per cent to 254 Imperial pints, compared with only 107 pints per person in Canada. Imports represent about 1.7 per cent of production and exports 1.1 per cent.

Sources of Malt

Malt for the Belgian breweries is produced largely by separate enterprises, although about 12 out of 50 malt houses also do some brewing. About one-third of total output is produced by certain large breweries themselves. Estimated total malt production for 1956 was 380 million pounds, almost double the 1948 figure but not nearly up to the record 485 million pounds of 1937.

Certain favourite varieties of malt are purchased abroad and the Czech product, long renowned for its quality, amounts to about 90 per cent of total imports which, in 1956, reached 5,698 tons. Exports are almost ten times as great, with a record 47,798 tons in 1956, some 30 per cent of national production; 48 per cent went to West Germany and 21 per cent to the Belgian Congo.

Canadian Position Difficult

Canada sells no malt to Belgium and unless Canadian exporters can offer a product which has some special characteristic appealing to brewers or is considerably cheaper than the domestic product, sales are not likely to develop. Not only do transportation costs from Canada to Belgium represent one-fifth of the cost of the commodity, but the customs duty on malt from all sources other than the Netherlands and Luxembourg is 6 per cent.

Most Barley Imported

The main raw material in malt is of course barley. In Belgium the price of barley accounts for four-fifths of the cost of malt. Normally barley yields 75 per cent malt but the better the quality of the barley, the greater the malt yield and barley quality is therefore important to the maltster. Most of the barley used in Belgium is imported; the following table shows the main suppliers.

BELGIAN IMPORTS OF BARLEY
(in metric tons)

	1952	1953	1954	1955	1956
Canada	272,138	41,076	25,116	16,937	360
United States	86,422	45,536	15,508	214,055	199,839
France	(1)	(1)	37,972	4,029	151,591
Netherlands	(1)	32,804	27,723	43,414	29,446
Denmark	15,967	95,187	47,733	5,360	(1)
Australia	(1)	(1)	38,797	18,723	30,393
Total, including other countries	442,581	421,685	533,789	478,869	608,704

(1) Figure not recorded.

Imports in 1956 were unusually high and were mainly due to much larger purchases from France at an abnormally low price. An import licence tax was imposed in August 1957 on barley as well as some other grains and grain products (about $10 a ton on barley; about $4 a ton on malt). This measure is considered temporary and the hope has been expressed by Belgium interests that the tax will be abolished in 1958.

Canadian Sales Decline

Canadian barley prices in the past few years have been considered too high in Belgium and our sales have declined. Moreover most, if not all, sales from Canada represented barley for feed. The high-quality barleys suitable for malting have been unable to compete in this market.

Lower prices for high-quality Canadian barley would probably mean increased exports to Belgium which is and undoubtedly will continue to be a good market for malting barley. Although beer consumption is rising only slightly, Belgian export markets for malt may improve. West German maltsters are unable to keep pace with the increase in domestic beer production, especially since a large part of Germany's prewar malt capacity is now in the Eastern Zone, and Belgian sales to that country will probably increase. In addition, Belgian Congo brewers who formerly ordered from the United States are now sending more orders to Belgium. Moreover, the Colony's own beer production has been going up. Belgian maltsters are also gaining a strong foothold in the Swiss, North African and Italian markets, against strong competition. The Common Market may strengthen Belgium's position as a malt supplier for the member countries, even though the cost of barley imported from outside the Community is likely to increase.

Canadians Equip Afghanistan Airports

D. V. CARROLL, *Managing Director, TMC (Canada) Limited, as told to Norman Dahl.*

"If business begins to slow down at home, we go abroad for it," says D. V. Carroll, managing director of TMC (Canada) Limited, a firm of telecommunications engineers which has designed and built a radio communications system for airports in Afghanistan.

How did TMC find out about this Afghanistan scheme? Mr. Carroll says that one of his salesmen heard about it early in 1957 while he was nosing about for business in Washington. The project is part of United States economic aid to Afghanistan, and is administered by the Civil Aeronautics Administration. CAA officials came to Ottawa to investigate TMC's plant, were pleased with what they saw, and awarded the contract to the firm over a number of other Canadian and American bidders.

Project Presented Some Problems

In July, TMC engineers went to work in their bright, modern plant on the outskirts of Ottawa. Special features had to be incorporated into the apparatus. The normal 110-volt, 60-cycle transmitting and receiving units were converted to 230-volt, 50-cycle units and special air-conditioners were installed in the equipment racks. Packing presented a problem because of the number of times the delicate instruments had to be handled before they reached their destination. CAA advised that extra-large packing cases should be used to lessen the danger of pilferage if the shipment was left untended on remote sidings. By October, everything was ready and the cases left by truck for New York, thence by ship to Karachi, and then overland to Afghanistan. CAA assumed full responsibility for transport and installation.

Installations are being made in Kandahar and Kabul, the two major airports in Afghanistan, and in five other minor ones. Though CAA is supervising the work, it is being done for the most part by Afghans. TMC was asked to detail instructions down to the tiniest connecting wire and bolt so that relatively untrained persons could install the equipment under guidance; Afghans are also being trained on the spot to operate it. Part of the contract included the detailing of the tower and antenna systems and specifications for spare parts, though the latter were included in the shipment. As well as supplying radio transmitting, receiving, and remote control units for air traffic control, TMC has provided meteorological equipment (wind speed and direction, altitude and humidity indicators) for all seven air stations. A Canadian working for CAA is supervising its installation.

More Business Coming

This is not the end of the story: the Afghanistan project is only part of a world-wide program of airport modernization and the Civil Aeronautics Administration has promised TMC repeat business. Similar equipment left Ottawa for Turkey in January of this year and some went to Jordan in February; in both countries it is being installed by a firm of Washington consulting engineers. And a look abroad for projects in the making continues to get results: Mr. Carroll hints that other contracts for his company are in the wind. ●

Commodity Notes

Acetic Acid

INDIA—The Hyderabad Construction Co. Ltd. is reported to have obtained a licence from the Central Government to build an acetic acid plant in Hyderabad with a capacity of six tons a day. Machinery will be supplied on a deferred-payment basis by A. B. Chematur of Stockholm—Bombay.

Aircraft

AUSTRALIA—The Federal Cabinet has approved the purchase by the two major Australian internal airlines and the two government-controlled overseas airlines of 21 new turbo-prop airliners worth more than $40 million. The aircraft include American-built Lockheed *Electras* and the Dutch-built Fokker *Friendship*. In addition, the Government will allow the two domestic companies to buy enough British-built 800 Series *Viscounts* to meet their needs, possibly four or more—Sydney.

Coal

NEW ZEALAND—New Zealand hopes to export coal to countries in South East Asia, the South Pacific and South America, reports the Minister of Mines. He says that 250 thousand tons could be exported each year and among the likely markets is New Caledonia, where a nickel mining company is considering taking 20,000 tons a year. A trial order of 2,000 tons has already been shipped there. The Mines Department is also investigating the possibility of selling coal in Japan, India and Pakistan—Wellington.

Coffee

BRAZIL—Coffee exports in March totalled 957 thousand bags, bringing total exports for the first nine months of the 1957-58 season to 10.2 million bags, compared with 12.3 million in the corresponding period last year—São Paulo.

Corrugated Cardboard

ARGENTINA—A new factory will begin to operate shortly which will make paper of 120 gr. per square meter for use in producing corrugated cardboard. Output at the beginning will reach 15 metric tons a day; this is expected to rise to 40 metric tons by the end of the year. The owners are Messrs. Mancuso & Rossi S.A.I.C., Av. Provincias Unidas, San Justo, Province of Buenos Aires—Buenos Aires.

Ferro-Alloys

INDIA—A Rs.1.75 crore ferro-manganese plant with a total foreign exchange component of about Rs. 7 million was opened recently at Joda near Keonjhar in Orissa State. (Rs.1.75 crores=approx. Can.$3.5 million. Rs.7 million=approx. Can.$1.4 million.) The plant has an initial capacity of 36,000 tons a year which could be stepped up by stages to 100 thousand tons. It is one of several new factories now completed or under construction in Orissa, Bombay, Andhra and Mysore to help meet the steel industry's needs for ferro-manganese and also leave a large exportable surplus. The Second Five Year Plan sets a target of 160 thousand tons of ferro-manganese a year by 1961 of which about 100 thousand will be available for export.

The Joda plant will also make other ferro-alloys such as ferro-chrome and ferro-silicon and export processed ore which will bring in considerably greater earnings than the unprocessed mineral—Bombay.

Garbage Disposal Trucks

VENEZUELA—The Venezuelan Government has purchased for the city of Caracas 237 automatic garbage disposal trucks of different makes costing Bs.12.3 million. A Canadian firm will supply 70 trucks valued at Bs.4 million (approx. Can.$1.17 million)—Caracas.

Iron Ore

MEXICO—The large Mexican steel producer, Altos Hornos de Mexico, S.A., has recently bought the La Perla iron ore deposits for 25 million pesos. The ore will be used in the company's mill at Monclova, Coahuila. La Perla is 187 kilometers from Monoclova and according to a press report, Altos Hornos will spend 160 million pesos to build a railroad from Monclova to the deposits—Mexico, D.F.

Newsprint

URUGUAY—A shipment of 1,250 metric tons of newsprint has been received from Chile. The type of paper is Bio-Bio and it was manufactured by Compañia Manufacturera de Papel y Carton de Chile. Local representatives of the Chilean exporters expect that a few more shipments will be forthcoming—Montevideo.

Petroleum

IRAN—The consortium of international oil companies that operates the industry in Iran produced 34.6 million tons (about 250 million barrels) of crude in the contract year ending January 28, 1958. This compares with roughly 26 million tons in the previous year and with 31.8 million tons in 1950, (the peak production year before the Anglo-Iranian dispute) indicating that the industry has now fully recovered. Over 95 per cent of crude or refined oil was exported.

Oil income amounts to more than half the national budget and contributes over 60 per cent of Iran's foreign exchange earnings. Last year she received £67.4 million from the consortium which also purchased a further £15 million worth of rials to meet local operating expenses. The industry is reported to employ over 45,000 persons of whom only about 750 are foreign nationals—Karachi.

Tractors

MAINLAND CHINA—It is reported from Tientsin that China has produced its first large tractor on a trial basis. It is rated at 40 horsepower and uses diesel fuel; it is equipped with rubber tires and six gears, and can be fitted with a number of accessories. China is experimentally producing "baby" tractors in a number of localities and factories are being built to make them. Most of these units appear to be hand tractors of low horsepower and may be fitted with numerous attachments for field work, grinding, pumping and generating electricity. They are adaptable to small fields and some types may be used on sloping land. An amphibious multi-purpose tractor is also being produced for use on dry land as well as in paddy fields. Though it is still in the experimental stage, preliminary tests were said to be encouraging—Hong Kong.

Typewriters

BRAZIL—Brazilian production of typewriters is now being expanded so rapidly that it may soon meet the entire Brazilian demand. A new $10 million plant with a capacity of 30,000 machines a year has been built by Remington Rand; this firm has been operating in Brazil for many years. Olivetti is also investing $2 million to build a factory near São Paulo which will have an initial output of 18,000 typewriters a year and will double production later on. Brazil's annual demand for typewriters is estimated at between 60,000 and 75,000—São Paulo.

Wine

GREECE—Greece exported over 26,500 metric tons of alcoholic beverages in 1957 compared with some 26,100 in 1956. Sixty-eight per cent was wine in casks to be used for blending purposes; exports of bottled wines reached only 555 metric tons in 1957.

The main buyers were West Germany, Switzerland, Belgium-Luxembourg and the United States. Canada's imports, principally brandy and non-sparkling wines, were valued at $36,000 in 1957, 8 per cent of total Greek exports of alcoholic beverages—Athens.

Wool

URUGUAY—Shipments of unprocessed wool from October 1, 1957, to April 30, 1958, totalled 75,065 bales compared with 116,084 in the same period of the previous year. Principal buyers, so far, have been: Russia 17,381 bales, Britain 11,489, Holland 11,400, Switzerland 6,593, Italy 3,793, France 3,787 and the United States 3,541.

During this period Canada has taken only 39 bales compared with 104 in the previous season. Although the market is still sluggish and sales are moving slowly, more activity has been shown recently by foreign buyers and prospects are slightly more encouraging—Montevideo.

Tours of Territory

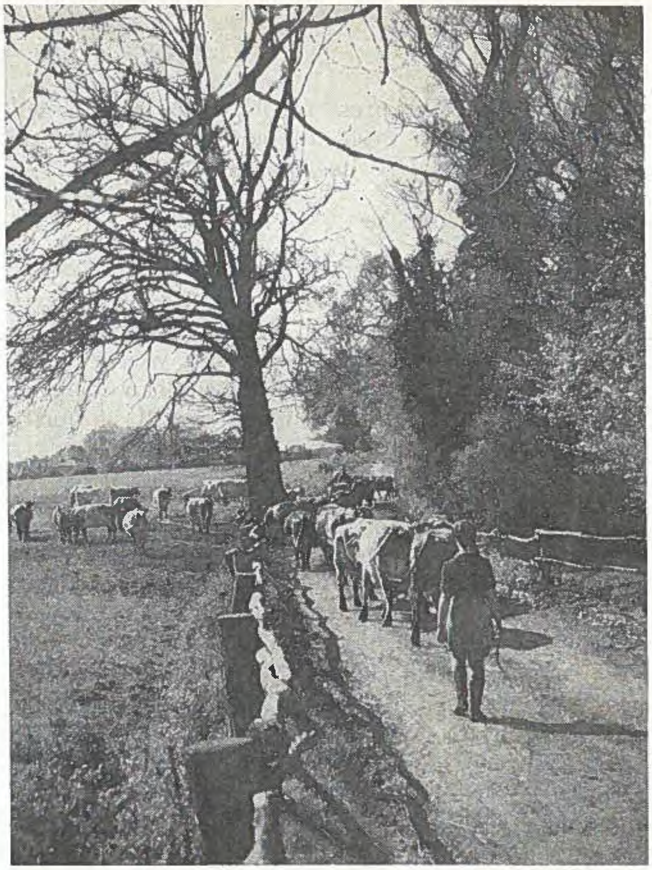
C. M. KERR, Assistant Commercial Secretary in Rio de Janeiro, Brazil, will visit Recife from July 7-10, and Fortaleza from July 11-14.

R. D. SIRRS, Assistant Commercial Secretary in Caracas, Venezuela, will visit Maracay, Valencia, Puerto Cabello and Morón during the latter part of August.

Businessmen who would like these officers to undertake assignments should get in touch with them at their posts as soon as possible. Write to Mr. Kerr at Rio de Janeiro, and Mr. Sirrs at Caracas.

BRITAIN

D. A. BRUCE MARSHALL,
Agricultural Counsellor, London.



—Central Office of Information

Britain's dairy production has been reaching new records, largely as a result of careful and efficient handling of pedigreed herds, like this one being brought home for milking.

THE wet summer of 1957 in Britain caused a late and damp harvest and, coupled with prolonged warm and dry weather at the beginning of the season, affected some crops adversely, particularly potatoes. The wheat crop was smaller and oats production dropped sharply, but more barley was harvested, mainly of feeding grade. The wet season meant, however, greater output of milk and dairy products. Carcass meat production also rose and this, with expansion in imports of most food products, led to significant increases in per capita consumption of food in the United Kingdom. The aim of government policy continues to be the obtaining of the most economical farm production at home in order to lighten the burden of subsidies on the Exchequer.

Wheat and Flour Imports Fell

Reversing the trend up to 1956, the 1957 wheat harvest dropped by 5.7 million bushels to 99.9 million, partly because the area sown was down 180 thousand acres to 2,114,000. Wheat imports also fell—from 179 million bushels in 1956 to 169 million in 1957. Canadian shipments to the U.K. decreased from 98.4 million bushels in 1956 to 79.4 million in 1957 and purchases of U.S. wheat were also smaller. Supplies from Argentina increased and French sales recovered.

Despite the drop in imports Canada retained her dominant position in the British trade, supplying 47 per cent of total wheat imports in 1957, compared with 55 per cent in 1956.

Foodstuffs have continued to increase in total supplies and in variety, and this has been accompanied by a decline in the use of farinaceous products. United Kingdom flour production, at 3.7 million tons in 1957, was the lowest since the war and imports, at 338 thousand tons, were also the smallest for some years. Within this pattern of smaller purchases abroad, Canada has, as in wheat, retained her dominant position, shipping 68 per cent of total imports.

Feed Grains Encouraged

Government policy on grain continues to encourage the maximum output of home-produced feedingstuffs and also seeks some reduction in wheat growing. Farm production is responding to these measures. The barley acreage increased and the 1957 harvest rose to 137.7 million bushels, seven million bushels higher than the previous crop. Imports, which have declined steadily since 1953, rose in 1957, mainly because of larger supplies from France. Canadian shipments of barley to Britain have fallen, however; in 1955 they totalled 38.4 million bushels, in 1956 30.3 million, and in 1957 they were down to 22.4 million, out of total imports of 47.1 million bushels.

Acreage and production of oats fell last year because of unsatisfactory sowing conditions. On the other hand, imports rose from 1.5 million bushels in 1956 to 3.2 million in 1957; Canadian shipments, only 197 thousand bushels in 1956, went up to 1.3 million in 1957.

Dairy Production Expands

Dairy production in Britain, as in other European countries, continues to expand, and this international increase has posed some marketing problems, particularly in butter. British milk production reached a new record of nearly 2,200 million gallons last year, 68 per cent of which was sold for liquid consumption. It is significant that much of this rise is being achieved

stimulates food production

Government policy encourages domestic production of certain crops to cut down import bill. Because food consumption continues to rise, opportunities for many imported farm products remain promising, and Canadian sales are holding up well.

through increased efficiency, because dairy-herd expansion is levelling off. Milk continues to be the staple product of most British farms; the main attraction is the regular monthly milk cheque.

Butter production went up from 56.2 million pounds in 1956 to 76.2 million in 1957. Butter imports also rose—to 818 million pounds in 1957, bringing total supplies on the market to a postwar record but still not equalling prewar. During the first half of 1958 retail prices dropped to around 2/2d. per pound (29 cents), only a few cents above the prewar price.

Cheddar cheese production increased by 17 million pounds to 137 million in 1957, but imports of cheddar in 1957 fell slightly to 225.5 million pounds; Canadian cheddar shipments dropped by one-third to seven million pounds. It is said in some quarters that the British have lost their taste for fully matured cheddar and now prefer the mild-flavoured variety that became established during the war. Nevertheless a discriminating section of the public still seeks the maturity of Canadian cheddar and pays more than double the price of other cheese. Canadian cheddar currently sells at around 4/- per pound (55 cents) and English at about 1/10d. (25 cents).

And Consumption Increases

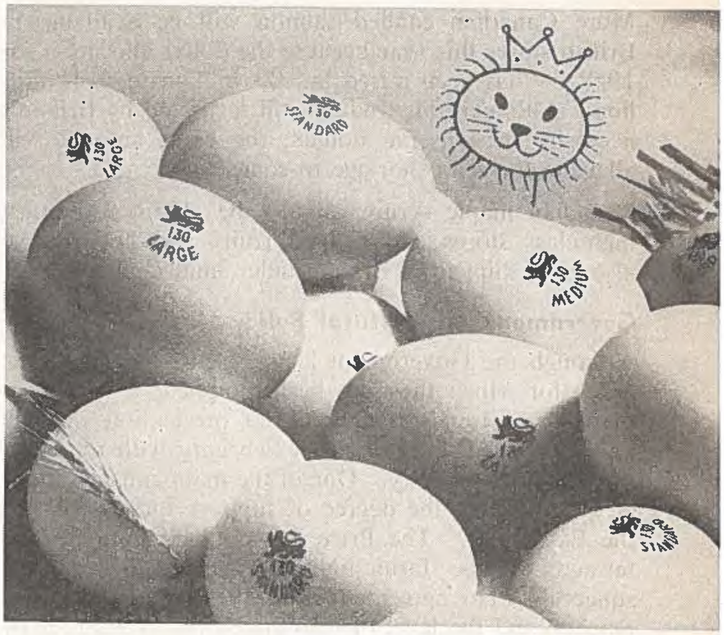
Britain seems to have become more "dairy-conscious". Butter consumption rose last year at the expense of margarine by nearly 2 pounds, to 17.3 pounds per head. Cheese consumption also went up by nearly ½ pound to 9.8 pounds per head. In eggs, virtual self-sufficiency has been reached: production soared to 951 million dozen last year compared with 535 million the year before, and imports dwindled to 11 million dozen. Consumption of 217 eggs per head in 1957 was nine more than in the year before.

Various marketing and other organizations are promoting the consumption of dairy and other products through publicity in the press and on T.V. In cheese, only the English product is publicized but some Continental cheese producers are running campaigns of their own. Only English eggs are being promoted, but no distinction of origin is made for butter; the sole object is to raise consumption generally.

These extensive campaigns seem to be influencing consumption in Britain to some degree, assisted by the very low prices prevailing because of surplus supplies. Carcass meat production and imports increased last year, with the result that consumption, at 127.6 pounds per head, has exceeded the prewar average for the first time. Plans are being made to launch a publicity campaign.

Apple Crops Short

European apple crops were down sharply in 1957; supplies were comparatively short and prices high. The United Kingdom was not so seriously affected in dessert varieties but there was a fall in the cooking crop and this, with the short supply from the Continent, created a difficult market. The dessert crop in 1957, estimated at 11.5 million bushels, was 234 thousand higher than in 1956. The keeping quality of Cox's Orange, however, was not up to standard and



—Mather & Crowther Ltd., London

Egg output rose by 416 million dozen last year and Britons consumed nine more per head than in 1956. Most eggs are marketed by a Board and grade-stamped with the lion mark.

prices for dessert apples in the last quarter of 1957 were high. They were maintained with the arrival of Canadian apples on the market in December, when exceptionally high prices were realized; extra fancy cell-pack B.C. Jonathans and MacReds were auctioned for up to 58/- per carton ($7.80), while Cox's Orange were selling at 50/- per bushel ($6.72). Later in the season prices moved up to a new record of 70/- per box for Newtowns ($9.66) and 67/6d. for Red Delicious ($9.32). A bushel box of English Cox's was sold for £5. 5. 0d. ($14.49) early in March, reflecting the short supply.

The greater proportion of Canadian apples are now being shipped in cell pack and this has drawn very favourable comment from the trade. Some, if not all, of the difficulties involved in the rough handling of shipments have been eliminated.

Canadian apples were admitted into the British market under a single dollar allotment for North America ($1¼ million), so that importers could spend their licences in Canada or the United States. Canadian shipments to Britain in the season November 1957 to March 1958 totalled 640 thousand bushels and those from the U.S. 392 thousand. Only the best grades and packs are acceptable. If the standard of this year's shipments is maintained, Canada can continue to dominate the market.

Because of the acute shortage of canned apples (cooking varieties), a small dollar allocation was set up for the United Kingdom. This enabled Canadian canned apples to reappear in the British catering trade for the first time since before the war.

More Canadian canned salmon will be available in British stores this year because the dollar allocation for 1958/59 has been raised by £1 million to £4½ million. Although this trade is still restricted by Britain's necessity to conserve dollars, the extra amount will alleviate the semi-shortage to some degree.

Canadian maple syrup can also be obtained in most high-class stores and canned fruits and honey have also been shipped to Britain under small dollar quotas.

Government Agricultural Policy

Although the Government leaves farmers to grow the crops for which they are best equipped, it influences the general trend of agricultural production through annual price discussions each February with representatives of the industry. One of the main considerations at these talks is the degree of support and the cost to the Exchequer. The Price Review held in 1958 was termed by the farm industry a "harsh economic squeeze". No agreement with the Government was reached and the level of guaranteed prices was cut by £19 million a year. This was effected by reducing the prices for milk, hen eggs, pigs and wheat; the price for beef cattle was raised. In making these changes, the Government stated that the recent expansion in these products "is of doubtful value to the balance of payments". It expressed concern over the rising cost of support—from £206 million in 1955/56 to £240 million in 1956/57 and an estimated £290 million in 1957/58. In general, current government policy for British agriculture is to maintain a large arable acreage, with more emphasis on feed crops and less on wheat. The Government also seeks more beef and lamb production of the quality most desired by the market, but smaller output of milk, pigmeat and eggs.

As a result of increasing efficiency, British food production will continue to expand, notwithstanding the discouragement of some products. With some current surpluses, the situation calls for more intensive selling than hitherto because the farmer's responsibility for disposing of his produce does not necessarily end nowadays at his farm gate. Through various marketing and other organizations, considerable promotion is being carried out with the object of raising food consumption. Regrettably, the restrictions on imports of foods from the dollar countries still remain and have prevented any expansion in this trade. There have been hopeful relaxations of restrictions in the past few years, however, which suggest that the process of returning to complete freedom from dollar restrictions continues, even if slowly.

Help for the Business Traveller

The businessman travelling abroad will often find that Canadian Trade Commissioners can do much to make his trip pleasant and profitable—provided that they have advance notice of the date of the visitor's arrival; his main interests, and his itinerary. Too often, Canadian businessmen fail to take full advantage of a Trade Commissioner's help by dropping in on him without warning.

If you are travelling abroad on business and think the Trade Commissioner might assist you, you should give early notice of your trip to the Trade Commissioner Service of the Department of Trade and Commerce in Ottawa. Give the Service your itinerary and say whether you would like the Trade Commissioners in the countries you will visit to collect information in advance of your arrival, to arrange appointments, or to assist in other ways. If you prefer, you may write directly to these officers at their posts asking for their co-operation. If you are planning to initiate new business, it may be helpful to forward samples and descriptions of your products so that the Trade Commissioner will have a chance to make a market survey beforehand.

How Peru's Trade Is Moving

Exports and imports both rose last year but trading deficit also reached a new high. Canadian sales declined slightly, with wheat the main loser; many other products made gains. Peruvian policy may restrict imports during 1958.

D. H. CHENEY, *Commercial Secretary, Lima.*

PERU'S foreign trade climbed to a record high in 1957 in both volume and value. Imports jumped 11 per cent to U.S.$400 million and exports increased 6 per cent to U.S.$330 million. The export figures, however, include U.S.$7.7 million in gold sold by the Central Bank to purchase dollars. The net value of exports therefore was U.S.$322 million, or only 3.5 per cent over 1956.

The resulting deficit of U.S.$70 million on trading account is substantial in comparison with previous years. However, an important volume of imports was financed from abroad, involving no drain on foreign exchange reserves, and significant quantities were financed through long-term loans. When these factors are taken into account and allowance made for drawings by the Central Bank to cover government commitments abroad, the deficit is closer to U.S.$30 million.

FOREIGN TRADE OF PERU

(millions of U.S. dollars)

	IMPORTS	EXPORTS	BALANCE
1943	69	71	2
1948	168	162	– 6
1953	293	222	–71
1954	250	248	– 2
1955	300	271	–29
1956	361	311	–50
1957	400	330	–70

Mineral Production Sustains Exports

Peru's most important exports are minerals, cotton, sugar and petroleum, supported by products of growing importance such as coffee, canned fish, fishmeal, guano, wool and hides. Minerals and metals exports (excluding petroleum) as usual came first in the export list. This was encouraging in view of the sag in prices throughout the year. Shipments were valued at U.S.$119 million, 37 per cent of total exports, compared with 39 per cent in 1956.

Exports of textile fibres and their manufactures were second, with a total value of U.S.$78.2 million, but their share of total shipments dropped from 30 to 24 per cent. The largest contribution in this group was made by cotton, shipments of which amounted to 73 thousand tons, well below the 109 thousand tons exported in 1956. The decline reflects a smaller 1957 crop as a result of heavy pest damage and lower purchases by traditional markets because of competition from the U.S. surplus disposal program. Wool exports were the highest in seven years, with sales of 7,000 tons compared with only 3,700 in 1956.

Shipments of sugar, coffee, and fishery products accounted for the larger part of exports in the food, beverages and tobacco category. Sugar prices were high during most of the year and record exports of 496 thousand tons (439 thousand tons in 1956) boosted receipts to U.S.$50 million compared with the $30 million of 1956.

Coffee exports reached 11,300 tons valued at U.S.$13.2 million, comparing favourably with 1956 shipments of 7,100 tons valued at U.S.$9 million. As a result of poor fishing along the entire coast and stiff competition in foreign markets from Japanese tuna, exports of fishery products just managed to hold their own at U.S.$11.1 million.

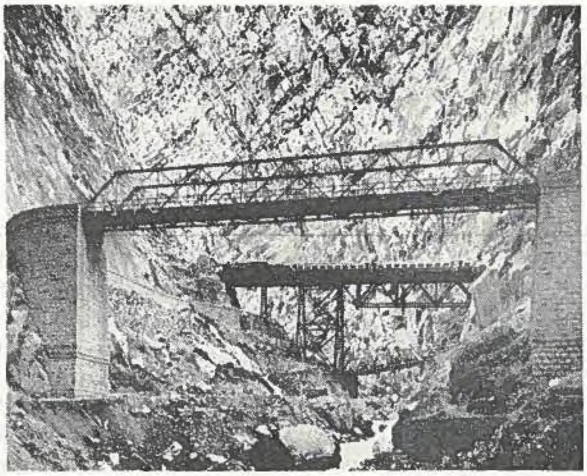
Exports of petroleum and products increased by $3.1 million and imports also rose. This is explained by the fact that crude petroleum is imported for refining and the refinery products are exported. Exports of crude oil from the Amazon jungle region to Brazil reached 90,000 tons, valued at U.S.$2.5 million.

United States Is Biggest Customer

The United States continued to be Peru's biggest customer, buying 35 per cent of total exports, valued at U.S.$114.4 million. The United Kingdom was next in line with purchases valued at U.S.$33.4 million, with emphasis on cotton and sugar. Chile came third ($26.3 million), and Japan ($24 million) jumped from sixth to fourth place, ahead of West Germany ($19.5 million) and the Netherlands ($18 million). Canada, with purchases of Can.$2.7 million in the eleven months ended November 1957, came twelfth.

Import Market Growing

Paced by a growing need for machinery, vehicles and equipment of all kinds to satisfy her rapid industrial



—H. R. Ramus, Lima

In the Andes the central railway and highway from Lima cross Infiernillo Pass. This is the world's highest standard gauge railway, reaching 15,000 ft. in places.

expansion, Peru's imports climbed by almost 11 per cent to a new high of U.S.$400 million in 1957. Heading the list were non-electrical machinery and apparatus, up 7 per cent to U.S.$72.1 million (U.S.$66.8 million in 1956); electrical machinery and apparatus, up 8 per cent to U.S.$27.6 million (U.S.$25.2 million in 1956); and vehicles and transport equipment, up 21 per cent to U.S.$51.6 million (U.S.$42.2 million in 1956).

Influenced mainly by larger purchases of wheat, meat and milk products, imports in the food, beverages and tobacco section reached a value of $56.4 million. As a group they were second in importance and made up 14.1 per cent of total imports compared with 12.3 per cent the previous year. Wheat imports were up from $19.5 million in 1956 to $25 million in 1957; purchases of meat and milk products increased from $12.5 to $15.8 million.

Metals and manufactures, a second place group in 1956 ($53.6 million), dropped to third place with a total value of $50.7 million. Iron and steel accounted for $25.6 million ($29.2 million in 1956); common metal manufactures for $20.6 million ($21.9 million), and non-ferrous metals and manufactures for $4.5 million ($2.4 million).

Much heavier purchases of fertilizers from abroad helped to boost imports of the chemicals and related products group from $30.2 million in 1956 to $35.2 million last year. Fertilizer imports rose from 40,000 tons in 1956 ($2.1 million) to 72,000 tons ($3.5 million) last year. Of this commodity group "chemical elements and combinations and pharmaceutical products", valued at $22.5 million, accounted for the bulk of imports.

Larger purchases of artificial textile fibres were mainly responsible for an increase in imports of textiles from $15.4 million in 1956 to $17.3 million last year.

With sales of $191.2 million the United States retained her dominant position as Peru's principal supplier, with a 47.8 per cent share of this country's total imports in 1957. Germany ($39.2 million) increased her lead over Britain ($33.5 million) as the second ranking foreign source of supply. Canada moved up from sixth to fifth position with sales of U.S.$11.4 million, displacing France ($9.3 million) and Japan ($9.7 million). The following products played an important part in our export trade to Peru: wheat, malt, nylon fishing nets, wood pulp, newsprint, electric washing machines, mining machinery and parts, other machinery not specified, and asbestos milled fibres.

Canadian Sales Smaller

As reported by the Dominion Bureau of Statistics, our exports to Peru declined from $11.3 million in 1956 to $10.1 million in 1957. This reduction of $1.2 million resulted from a drop in wheat sales from $4.3 million in 1956 to $2.7 million in 1957. Our exports of products other than wheat expanded by $329 thousand, helping to offset to some degree the decline in wheat shipments.

The following table gives some of the more significant export gains and losses over the past two years:

CANADIAN EXPORTS TO PERU

(Value Can.$)

Outstanding Gains

	1957	1956	Gain
Synthetic fibre thread and yarn	149,861	11,553	138,308
Wood pulp, sulphate kraft unbleached	311,417	173,568	137,849
Commercial fishing nets and twine	307,951	194,183	113,768
Whole milk powder	104,604	7,215	97,389
Purebred cattle	54,750		54,750
Asbestos milled fibres	274,350	222,711	51,639
Drugs and chemicals, n.o.p.	99,007	48,384	50,623
Machinery and parts, n.o.p.	2,056,995	2,011,416	45,759
Sparkplugs	41,296		41,296
Aluminum, semi-fabricated	38,337		38,337
Gas engines and parts	67,510	30,232	37,278
Calcium compounds	121,358	88,247	33,111

Outstanding Losses

	1957	1956	Loss
Wheat, n.o.p.	2,687,580	4,246,079	1,558,499
Ships		400,000	400,000
Soda and sodium compounds	4,896	119,413	114,517
Bookkeeping, calculating machinery and parts	11,260	125,530	114,270
Flour of wheat, n.o.p.	55,486	104,031	48,545
Iron valves	15,660	43,982	28,322
Oilcloth, n.o.p.	50,470	72,618	22,148
Batteries, n.o.p., and parts		14,112	14,112

Present indications are that the rising trend of Peru's imports over the past three years will be reversed in 1958. To correct the country's balance-of-payments position, economic policy has been directed toward measures which will reduce imports. The Central Bank, after following a policy of supporting and stabilizing the national currency for several years, has permitted the sol-dollar rate to depreciate by more than 20 per cent. The policy of active and severe credit restraint will be maintained. With the exception of essential foods and drugs, import duties will shortly be raised by 50 per cent on imports of non-essentials and by 100 per cent on luxury items. However, we have good reason to hope for increased wheat sales to Peru in 1958. With supplies of high-quality grain available and lower freight rates, our competitive position has improved.

TRADE OPPORTUNITIES

West Germany: *Dried Apple Rings*

E. H. MAGUIRE, *Consul and Trade Commissioner, Hamburg.*

CANADIAN apple processors may wish to take advantage of the continuous demand for dried apple rings in the West German market. Stewed mixed dried fruit is a basic item in the diet of the average German, with consumption varying according to the quantities of fresh fruit on the market. Packing firms import the ingredients—prunes, apricots, pears and apples—in bulk and mix and package them for the retail trade. Price determines the proportion of each kind of fruit in the mixture.

The baking trade also uses large quantities of dried apple rings. Normally the pie-bakers prefer a half-and-half mixture of apple rings and unsweetened apple sauce, but at the moment, because of the shortage of sauce, they are using rings almost entirely.

Figures covering consumption of dried apple rings are hard to come by because all dried fruits are lumped together in the German customs tariff. However, the trade estimates average annual consumption at two to three thousand tons. Australia and, to a lesser extent, Italy used to be the main suppliers but imports from the dollar area were liberalized about a year and a half ago. Since then United States suppliers have captured most of the market, helped somewhat by the poor Australian apple harvests last year. Rings from Washington and Oregon are preferred to those from California. The California rings are said to be too sweet, too soft and lacking in the keeping qualities of the Washington-Oregon rings. The trade here is of the opinion that the quality of Canadian rings, because they would come from apples grown in more northerly climes, might surpass the Washington-Oregon quality.

Prices for dried apple rings are customarily based on 50-kilogram quantities but they are usually shipped in 50-pound and sometimes 30-pound cartons. Quality standards are extra-choice, choice and standard, but the latter quality is rarely in demand here. Usually choice quality is good enough. Last September at the start of the shipping season, Washington-Oregon prices for choice quality were US$31.50 per 50 kilos F.A.S. Seattle, and California prices were about $2 lower F.A.S. San Francisco. Early in December a break in prices occurred and at present the Washington-Oregon price is $27.50 and California $25.50. The price break, it is maintained, was chiefly the result of abnormally large quantities of apples that found their way to processors because of unusually warm weather during the period of late growth. Extra-choice rings are usually about $1.50 per 50 kilos more expensive than choice.

To be acceptable to this market, dried apple rings should be perfect in shape, the flesh white and well sulphured, with no sign of peel and the core cleanly removed. There must be no spots or other blemishes. The taste should be sour. The flesh of some varieties of apples takes on a reddish tinge when soaked in water and rings made from these are not acceptable. Imports are subject to a customs duty of 5 per cent, plus 4 per cent turnover tax on the duty-paid value.

This office will be glad to assist any Canadian firms that wish to make contacts with the trade. ●

Transportation Notes

Rotterdam's Europort Plan

CANADIAN visitors to Rotterdam are invariably impressed by the size and activity of this great harbour at the outlet of the Rhine and the Meuse. Stripped of most of its facilities by the end of the last war, it is now one of the best-equipped harbours in the world. According to a recent survey its equipment includes 117 floating cranes, 335 shore-based cranes, 88 mobile cranes, 24 floating and 9 shore grain elevators, and several hundred tractors, fork-lift trucks and other mobile cargo-handling equipment. With these aids Rotterdam's 13,000 dockers are able to tranship 100 thousand tons of bulk cargo in 24 hours. A grain cargo of 10,000 tons can be unloaded in as little as 14 hours. In 1957 the port handled 74 million tons of freight and more than 22,000 ocean-going vessels called during the year.

The present port area of Rotterdam consists of 20 harbours. The largest of these, the Waalhaven, covers 741 acres and can accommodate 100 ocean vessels at one time. Altogether the more than 13 miles of quays can provide berths with cargo-handling facilities for 172 deep-sea ships at a time.

Immense docks require storage space in proportion and Rotterdam has it—warehouses covering 5½ million square feet, more than 3½ million cubic feet for fruit storage, cold-storage capacity close to 2 million cubic feet, and tanks for over 5 million tons of mineral oil.

The rapid postwar expansion of Rotterdam was foreseen by the city fathers in 1947 when they conceived the Botlek plan. Work on this project, involving more than 3,000 acres to the west of the harbour proper, is now under way. The entire acreage has been allocated for new docks and new industry.

An even more ambitious development program was approved in November 1957, the so-called Europort plan. This is designed to handle the extra traffic expected to result from the creation of the European Common Market. The development of about 4,000 acres on Rozenburg Island will project the Rotterdam harbour area almost to the North Sea along a deep canal called the New Waterway. In a few years' time, the thousands of Dutch people who journey to the Hook of Holland on a summer weekend to watch the ships coming and going will be able to point to much larger vessels than before.

The first phase of the Europort plan, to be carried out within three years, will permit vessels exceeding 65,000 deadweight tons to enter the new harbour area. Ultimate plans call for the development of direct communications between Europort and the sea which will permit vessels of 85,000 and possibly 100 thousand tons to reach the harbour basin.

The cost of executing the first phase of the Europort plan (including the cost of acquiring the land and providing facilities such as gas, water and electricity) has been estimated at Fl.200 million ($50 million). According to some quarters, part of this outlay may have to be met by foreign borrowing. Financing the project should not prove too difficult, however. The plan as it stands is based on four existing applications for sites on deep navigable water. These call for the construction of: (1) crude oil storage facilities connecting with a pipeline to West Germany; (2) a blast-furnace, steel works and rolling mill; (3) huge coal and ore storage facilities, and (4) a repair yard for the very largest ocean vessels.

—B. HORTH,
Assistant Commercial Secretary, The Hague.

Australia

AIRPORT EXPANSION PROGRAM—Qantas Empire Airways has begun a $12 million development of its base at Mascot Airport, Sydney, designed to support a fleet of seven Boeing jet airliners, due for delivery about September 1959. The two-year program includes a jet engine test cell, fuel tank farm, repair shops, maintenance hangar, and a technical training centre.

The scheme requires the diversion of a railway line which at present runs through the area, the repositioning of the overseas air terminal, and the laying down of taxiways and aprons.

A staff of 600 will man the $1\frac{1}{2}$ million repair and overhaul shop, and will handle RAAF planes, Qantas Boeing jets, other Qantas aircraft, and the aircraft of other international airlines—Sydney.

Brazil

HIGHWAY TO NEW CAPITAL—A special commission has been set up under presidential decree to ensure the completion of the Rio de Janeiro-Belo Horizonte-Brasilia highway by April 1960, when the federal capital will be moved from Rio de Janeiro to Brasilia in the State of Goias. The commission is said to have the power to award any part of the work, without calling for tenders, to contractors registered with the National Highway Department. It is reported that President Kubitschek has also decided to link the new capital in west-central Brazil with the northern port of Belem, capital of the State of Pará. Distance between the two cities is 2,240 kilometres—Rio de Janeiro.

Japan

SHIPS LEAD EXPORTS—Japan retained her lead as a major shipbuilding nation by launching a total of 2.4 million gross tons in 1957 (according to Lloyd's Register of Shipping).

Exports of ships last year totalled 1.48 million gross tons, heading the list of principal exports and contributing substantially to foreign exchange earnings—Tokyo.

Sweden

SHIPBUILDING REACHES NEW HIGH—The Swedish shipbuilding industry launched a record 81 merchant ships in 1957 totalling 670 thousand gross tons—an increase of 176 thousand over 1956. Of the ships launched 22 were tankers with a total tonnage of 345 thousand and nine of them were over 30,000 tons each. Seventy per cent of the new tonnage was exported; Norway, the largest customer, took 345 thousand tons. In addition to merchant ships Sweden has built a number of naval vessels—Stockholm.

Norway

MERCHANT FLEET GROWS—A total of 112 new ships of 1.35 million d.w. tons were added to the Norwegian merchant fleet in 1957, and at the end of the year it stood at 12.48 million tons. The tanker fleet totalled 7.39 million tons, and some 39 new ones aggregating 824.9 thousand tons were added during the year. At the end of 1957 Norwegian shipowners had outstanding orders for about 5.7 million gross tons. About one-half will be delivered by the end of 1960 and the remainder during the period 1961-65.

The full effect of prevailing low freight rates has so far been felt by only one-sixth of the Norwegian fleet. Some two-thirds of the ships sailed on time charter during 1957 and about one-sixth consisted of liners. For these groups, freight income was relatively stable. On the other hand, they could not take advantage of the periods when rates were very high—Oslo.

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 Italy

DR. ALESSANDRO LODOLO D'ORIA and DR. FEDERICO BAZZI, representatives of La Centrale, an Italian financial organization which controls a number of leading electrical and industrial firms, will be arriving in Montreal on July 10 to study the possibilities for manufacturing Canadian goods in Italy. They will also examine opportunities for Italian companies to participate in Canadian industrial development, particularly in the field of civil engineering. Dr. D'Oria and Dr. Bazzi can be reached at the Queen Elizabeth Hotel, Montreal.

GUIDO GAVASI, representative of a prominent Italian firm of building contractors, will be arriving in Canada in July to study the possibilities of establishing a branch here. His firm specializes in the construction of thermo and hydro power stations, roads, industrial buildings, etc. Mr. Gavasi will visit Montreal, Ottawa, Toronto and other cities, and can be reached at 5045 Coronation Avenue, Montreal.

▶ from the United Kingdom

MAJOR-GENERAL M. S. WHEATLEY, C.B., C.B.E., M.I.E.E., special representative of Messrs. Sunvic Controls Ltd., 10 Essex Street, Strand, London, W.C.2 is visiting Canada this month to study the market for his firm's control equipment. He will survey the market for automatic data-handling equipment in its application to atomic energy, oil-refining and chemical plants and trans-Canada pipelines and power installations.

Major-General Wheatley arrived in Montreal on July 3 and will stay one month, visiting Ottawa, Toronto, Vancouver, Calgary, Winnipeg and Saint John. Businessmen who wish to reach him can do so through the Chateau Laurier, Ottawa.

Chile Increases Import Deposits

Regulations issued early in June sharply increased deposits on imported goods, with the intent of shutting out non-essential and luxury goods and curbing other imports.

H. M. MADDICK, *Commercial Secretary, Santiago.*

FACED with a severe shortage of foreign exchange because of depressed world prices for copper, Chile has taken steps to reduce imports to an absolute minimum. On May 26 an order was issued that increased the deposit requirements on all imported products to 10,000 per cent. It was made retroactive to cover all deposits made before that date, with the exception of those covered by irrevocable letter of credit and those for goods already shipped.

Deposits by Category

The order was designed to cut off all imports pending a review of the situation and the issuing of new regulations. These were made public on June 4 and an amendment followed on June 7. Under the new regulations, importers now must deposit with the Central Bank of Chile the percentage of the value of the goods stipulated for the category into which they fall. These deposits must be made before the importer can obtain an import licence and the rates apply also to all deposits made after May 20.

In addition to an increase in deposits for all goods, the regulations specify that some deposits will be held for thirty days and others for ninety. If goods arrive in Chile before these time limits expire, the deposit may not be used to purchase exchange cover and the importer will have to find additional funds for this purpose. The money market in Chile is tight and the main problem of importers will be finding funds to cover deposits.

The new deposit rates will virtually prohibit the entry of all non-essential and luxury goods and severely restrict the import of others goods, including fairly essential materials for local production.

Following are the categories and new deposit rates:

Category	Deposit Percentage
A	5
B	50
C	100
D	150
E	200
F	400
G	600
H	1,000
I	1,500
J	5,000

The principal classes of goods which fall into each category are:

CATEGORY A—There are no items specified in this category.

CATEGORY B—Coal, crude oil and diesel oil, natural and synthetic rubber, manila fibre, steel wire, fishing boats, road-building machinery, mining chemicals, electrical equipment.

CATEGORY C—Aluminum ingots, vegetable wax, beef and hides, milk powder, coffee, butter, tea, dyestuffs, spare parts, oil-exploration equipment, newsprint (when covered by certificate of necessity).

CATEGORY D—Tires and tubes for motorcycles, newspapers and magazines, orthopedic equipment, optical equipment.

CATEGORY E—Rice, cocoa, lead, wheat, tobacco, synthetic fibres and yarn.

CATEGORY F—Refined sugar, condensed milk, chemical products not otherwise specified, photographic film.

CATEGORY G—Agricultural machinery and equipment, paving equipment, floating cranes, mechanical shovels, mine locomotives, mine-drilling equipment, ore-processing machinery.

CATEGORY H—Sporting goods, mining equipment not otherwise specified, industrial machinery not otherwise specified.

CATEGORY I—Construction material, certain types of sporting goods.

CATEGORY J—Civil and commercial aircraft, automobiles, office equipment and machines, buses.

Items not listed under any category are prohibited entry.

The following selected Canadian exports are affected:

Commodity	Deposit Increase	
Agricultural equipment and machinery	From: 100%	to 600%
Civil and commercial aircraft	100%	1,500%
Aluminum ingots	50%	100%
Asbestos fibre	50%	100%
Mining equipment	400%	600 & 1,000%
Newsprint—Deposit remains at 100%, but subject to certificate of necessity.		
Tires and tubes	5%	400%
Tractor tires	5%	100%
Office machines	1,500%	5,000%
Synthetic resins	50%	100%

Information on deposits for specified articles may be obtained from the International Trade Relations Branch of the Department. ●

Trade and Tariff Regulations

Australia

IMPORT LICENSING—The Australian Department of Trade has advised that quotas have been established for the following items when of dollar area origin:

Bank	A7	—Parts and materials for the manufacture of batteries.
"	A27	—Parts and materials (other than chemicals) for the manufacture of wireless valves.
"	B2	—Replacement parts for boot and shoe machines.
"	B3	—Parts and materials for the manufacture and repair of elevators and escalators.
"	B12	—Materials for the manufacture and repair of electrical resistances.
"	C19	—Components for the manufacture of writing appliances.
"	C21	—Cellulose wadding, cellulose wool and alpha pulp for use in the manufacture of sanitary handkerchiefs for hospitals, and for sanitary napkins or pads.
"	C22	—Deaf-aid appliances and replacement parts therefor.
Item	90(B)	—Artificial casings.
"	169(A)(4)	—Typewriters, etc.
"	ex 208(A)(2)	—Sewer rod equipment.
"	208(Q)	—Tungsten carbide tool tips.
"	229(D)	—Turpentine substitutes.
"	281(P)	—Vitamins and vitamin powders.
"	302	—Tool handles.
"	319(B)(2)	—Dictating machines.
"	338(A)	—Patterns in printed sheet form for the manufacture of paper patterns.
"	ex 382	—Cameras and projectors.
"	ex 382	—Parts of cameras.
"	397(A)	—Cartridges.

Initial quotas for the April-July 1958 period will be allocated to regular importers of the above items by the Import Licensing Branch of the Department of Trade. Thereafter applications for licences will be submitted direct to the Collector of Customs.

It should be noted that quotas established for the goods listed above will be for imports from the dollar area and that the items concerned are not being made subject to licensing on a world basis i.e. "Q(W)". Licences for these goods can be issued against a quota only for the currency area for which the quota is established.

Details of the import licensing regulations covering goods other than those referred to above were published in the April 26, 1958, edition of *Foreign Trade.*

Peru

SPECIFIC RATES OF DUTY INCREASED—On June 9th the Government of Peru authorized certain increases in rates of duty. Effective immediately, all imports, except those specifically exempted by decree, such as basic foodstuffs and pharmaceutical supplies, are subject to increases in the specific portion of the compound duty of either 50 or 200 per cent, depending on the essentiality of the respective commodity. This increase does not apply to the ad valorem portion of the duty on any product.

Note: Complete lists of the imports affected by this Decree will be available from the International Trade Relations Branch. According to preliminary reports, no duty increases will be levied on imports of wheat, milk powder, newsprint and mining machinery. The new specific rates and former rates in parentheses on other products of interest to Canadian exporters are as follows (in Sol per kilogram; Sol = 4.25 cents Canadian): malt, .075 (.05); asbestos fibres, .15 (.10); chemical wood pulps .09 and .12 (.03 and .04); aluminum ingots, .75 (.50) and aluminum sheets .90 (.60).

South Africa

REPRESENTATIONS RESPECTING THE TARIFF—It was announced recently that the South African Board of Trade and Industries had received the following representations respecting the tariff:

Increase in duty on:

1. Brass, bronze, copper and copper alloys (including gilding metals and nickel silver) in plain or perforated sheets, plates, strip, circles and foils, from free of duty (10 per cent for

foils) to 17½ per cent ad valorem plus a suspended duty of 10 per cent ad valorem.

2. Slippers, by the imposition of an alternative specific duty of 3s. a pair.

3. Ladies' or children's hats and untrimmed hats, excluding buckram shapes.
   (a) to 7s.6d. each when the value does not exceed 11s.6d. each and,
   (b) to 5s. each when the value exceeds 11s.6d. each but does not exceed 16s. each.

4. Textile cones to 30 per cent ad valorem.

5. Rivets for brake linings and clutch plates, from 3 per cent ad valorem to 20 per cent ad valorem.

Canadian firms exporting these goods to South Africa may wish to have their views on these tariff inquiries placed before the Tariff Board. The most effective method of doing so is for the Canadian exporter to have his South African agents act on his behalf before the Board. Action should be taken as soon as possible because tariff inquiries normally begin in South Africa soon after the announcements are made.

United Kingdom

CHEESE FROM NORTH AMERICA—The Board of Trade announced on June 11 that a quota of £1.5 million will again be permitted in the year ending June 30, 1959, for imports of natural cheese from North America.

Applications for licences of a moderate value will be considered from traders who did not participate during the previous year but who had held licences to import such cheese during previous periods.

United States

PUBLIC LAWS ENACTED—Although the United States Congress is still in session it may be useful to list below a number of laws which have already been enacted which may be of interest to some Canadian exporters.

P.L. 85-408 of May 16, 1958, provides for the duty-free entry of religious vestments and regalia presented without charge to a church or to certain religious, educational, or charitable organizations.

P.L. 85-410 of May 16, 1958, exempts from duty pistols and revolvers not using fixed ammunition.

P.L. 85-414 of May 16, 1958, permits temporary free import under bond for export of articles to be repaired, altered, or otherwise processed under certain conditions (effective June 16, 1958).

P.L. 85-415 of May 16, 1958, continues the temporary suspension of duty on certain alumina, crude and calcined bauxite (i.e. from July 15, 1958, to July 15, 1960).

P.L. 85-416 of May 16, 1958, continues for two years the existing suspension on certain lathes used for shoe-last roughing or shoe-last finishing (i.e. from August 6, 1958 to August 6, 1960).

P.L. 85-417 of May 16, 1958, amends paragraph 1541 of the U.S. Tariff Act to provide that the rate of duty in effect on harpsichords and clavichords shall be the same as that on pianos. (The rate of duty on pianos, on and after June 30, 1958, is 17 per cent ad valorem).

P.L. 85-418 on May 19, 1958, provides for the temporary suspension (i.e. from July 19, 1958, to June 30, 1960) of the import duties on certain coarse wool, and also extends the time limit from March 1, 1958, to January 1, 1959, for the United States Tariff Commission to complete its review of the customs tariff schedule.

IMPORTS OF HEAVY ELECTRICAL EQUIPMENT—The Office of Defense Mobilization in Washington is attempting to determine whether imports of heavy electrical equipment are threatening to impair the national security of the United States.

The equipment in question includes such items as large hydraulic turbines and generators specifically designed and custom-built for a particular installation, and converters, switchgears, power-transformers and circuit-breakers.

Persons and organizations having an interest in this investigation have been invited to submit their views and comments in the form of a brief, in 25 copies, to the Director, Office of Defense Mobilization, Washington 25, D.C., as soon as possible.

TARIFF COMMISSION ON TUNGSTEN—In *Foreign Trade* of March 28, it was reported that the United States Tariff Commission had dismissed its planned investigation into the differences in the cost of production between U.S.-produced and foreign-produced tungsten ores and concentrates, because it was impossible to obtain information on costs that would be representative of normal operations.

However, in a recent resolution of the Senate Finance Committee, the United States Tariff Commission was directed to institute an investigation, under section 332 of the United States Tariff Act, into the conditions of competition in the United States between local and imported tungsten ore and concentrates.

The Tariff Commission has announced that hearings in connection with this investigation will be held, beginning at 10 A.M., on July 29, 1958, in the Tariff Commission Building, 8th and E Streets, N.W., Washington, D.C.

Foreign Commercial Representatives in Canada

ARGENTINA
Washington—Economic Counsellor, Argentine Embassy, 1600 New Hampshire Avenue N.W.

AUSTRALIA
Montreal—Australian Government Trade Commissioner, 1255 Phillips Square.
Vancouver—Australian Government Trade Commissioner, Suite 608, Burrard Bldg.

AUSTRIA
Ottawa—Ambassador, Embassy of Austria, 140 Wellington Street.
Toronto—Austrian Trade Delegate, Suite 616, 62 Richmond Street West.
Vancouver—Austrian Trade Delegate, Room 111, 525 Seymour Street.

BAHAMAS
Toronto—Assistant Trade Commissioner, Victory Bldg., 80 Richmond Street, West.

BELGIUM
Montreal—Consul General of Belgium, 709 Sun Life Bldg.
Toronto—Consul of Belgium, 696 Yonge Street.

BOLIVIA
Montreal—Consul General of Bolivia, 783 Stuart Avenue.

BRAZIL
Ottawa—Brazilian Embassy, 305 Stewart Street.
Montreal—Trade Commissioner, Brazilian Government Trade Bureau, Room 302, 400 St. James Street West.

CHILE
Montreal—Consul General of Chile, Suite 131, 3445 Cote des Neiges Road.
Vancouver—Consul of Chile, 1575 West Sixth Avenue.

CHINA
Ottawa—Counsellor, Embassy of the Republic of China, 201 Wurtemberg Street.
Vancouver—Consul General of China, 510 Hastings Street West.

COLOMBIA
Ottawa—First Secretary and Consul, Suite 33, Roxborough Apts.
Montreal—Consul General of Colombia, 1572 Summerhill Avenue.
Toronto—Consul of Colombia, 67 Yonge Street.
Vancouver—Consul of Colombia, 1575 West Sixth Avenue.

COSTA RICA
Montreal—Consul General of Costa Rica, 1465 Mackay Street, Apt. 4.

CUBA
Montreal—Consul General of Cuba, 1572 Summerhill Avenue.

CZECHOSLOVAKIA
Ottawa—Commercial Counsellor, 48 Range Road.
Montreal—Commercial Section, Czechoslovak Consulate General, 1305 Pine Avenue West.

DENMARK
Ottawa—Royal Danish Embassy, 451 Daly Avenue.
Montreal—Consul, Royal Danish Consulate, Room 815, Keefer Bldg., 1440 St. Catherine Street West.
Toronto—Secretary (Commercial), Royal Danish Consulate, 114-118 Danforth Avenue.

DOMINICAN REPUBLIC
Ottawa—Consul General of the Dominican Republic, 20 Bower Street.
Montreal—Consul General of the Dominican Republic, Apt. 4, 3201 Forest Hill Avenue.

ECUADOR
Montreal—Consul General of Ecuador, 1572 Summerhill Avenue.

EGYPT
Ottawa—Commercial Secretary, Embassy of the United Arab Republic, Roxborough Apts., Apt. 22A.

EL SALVADOR
Montreal—Consul General of El Salvador, 4972 Victoria Avenue.

FINLAND
Ottawa—Attaché, Legation of Finland, 140 Wellington Street.

FRANCE
Ottawa—Commercial Counsellor to the French Embassy, 464 Wilbrod Street.
Montreal—Commercial Counsellor of France, 1510 Mackay Street.
Toronto—Commercial Counsellor of France, 185 Bay Street.

GERMANY

Ottawa—First Secretary (Commercial Affairs), Embassy of the Federal Republic of Germany, 1 Waverley Street.
Montreal—Consulate General of the Federal Republic of Germany, 1501 McGregor Street.
Toronto—Consulate of the Federal Republic of Germany, 77 Admiral Road.
Vancouver—Consulate of the Federal Republic of Germany, National Trust Bldg., Room 303, 980 West Pender Street.
Winnipeg—Consulate of the Federal Republic of Germany, 424 Wellington Crescent.
Edmonton—Consulate of the Federal Republic of Germany, 11618 100th Avenue.

GREECE

Ottawa—Commercial Attaché (Honorary), Royal Greek Embassy, Suite 110, Chateau Laurier.

GUATEMALA

Montreal—Consul General of Guatemala, 3467 Wilson Avenue.

HAITI

Ottawa—Embassy of Haiti, 82 Wurtemburg Street.
Ottawa—Consul General of Haiti, 162 Daly Avenue.
Montreal—Consul of Haiti, 1405 Bishop Street.
Halifax—Consul of Haiti, 50 Sackville Street.

HONDURAS

Montreal—Consul General, Consulate General of the Republic of Honduras, Apt. 16, 439 Grosvenor Avenue, Westmount.
Toronto—Vice Consul (Honorary), 3 Nashville Avenue, Apt. 18.
Vancouver—Consul (Honorary) of the Republic of Honduras, 3789 West 50th Avenue.

INDIA

Ottawa—First Secretary (Commercial), Office of the High Commissioner for India, 200 MacLaren Street.

INDONESIA

Ottawa—First Secretary (Commercial), Indonesian Embassy, 275 MacLaren Street.

IRAQ

The Legation of Lebanon is in charge of Iraqi interests. See address below.

IRAN

Ottawa—Third Secretary, Legation of Iran, 333 Chapel Street.

IRELAND

Montreal—Irish Trade Representative (Irish Export Promotion Board), 1015 Beaver Hall Hill.

ISRAEL

Montreal—Consul of Israel (Commercial), 1555 McGregor Street.

ITALY

Ottawa—Commercial Attaché, Embassy of Italy, 172 MacLaren Street.
Toronto—Italian Trade Commissioner, Suite 403, 34 King Street East.

JAPAN

Ottawa—First Secretary (Commercial), Embassy of Japan, Room 701, Metcalfe Bldg.
Toronto—Consulate of Japan, 180 University Avenue.
Vancouver—Consulate of Japan, 510 Hastings Street West.
Winnipeg—Consulate of Japan, Suite 618-620, Royal Alexander Hotel.

LEBANON

Ottawa—Legation of Lebanon, 470 Wilbrod Street.

LUXEMBOURG

Montreal—Consul General of the Grand-Duchy of Luxembourg, 4832 Western Avenue.

MEXICO

Ottawa—Embassy of Mexico, Room 706, 88 Metcalfe Street.
Montreal—Consul General of Mexico, Room 513, Castle Bldg., 1410 Stanley Street.
Toronto—Consulate of Mexico, Room 309, 20 Carlton Street.
Vancouver—Consulate of Mexico, Room 607, The Burrard Bldg., 1030 W. Georgia Street.

MONACO

Montreal—Consul of Monaco, Suite 101, 4920 Western Avenue.

NETHERLANDS

Ottawa—Commercial Counsellor, Embassy of the Netherlands, 12 Marlborough Avenue.
Montreal—Netherlands Consulate, 1103 Castle Bldg., 1410 Stanley Street.
Toronto—Netherlands Consulate, 159 Bay Street.
Vancouver—Netherlands Consulate, 475 Howe Street.

NEW ZEALAND

Montreal—New Zealand Trade Commissioner, Room 609, Sun Life Bldg.

NORWAY

Montreal—Trade Commissioner of Norway, Norwegian Consulate General, 1410 Stanley Street.

PAKISTAN

Ottawa—Commercial Secretary to the Pakistan High Commissioner, 505 Wilbrod Street.

PERU

Ottawa—Second Secretary, Embassy of Peru, 539 Island Park Drive.

PHILIPPINES

Vancouver—Trade Commissioner, Philippines Consulate, 615 West Pender Street.

POLAND

Ottawa—Commercial Counsellor to the Polish Legation, 580-582 Chapel Street.

PORTUGAL

Ottawa—Embassy of Portugal, 285 Harmer Avenue.
Halifax—Consulate of Portugal, P.O. Box 355.
Montreal—Consulate of Portugal, 4393 Esplanade Avenue.
Toronto—Consulate of Portugal, 2 Toronto Street.
St. John's—Consulate of Portugal, King's Bridge Court, Apartment 2E.

SPAIN

Ottawa—Commercial Attaché, Spanish Embassy, 149 Daly Avenue.

SWEDEN

Ottawa—Secretary, Royal Embassy of Sweden, Suite 704, 140 Wellington Street.
Montreal—Trade Commissioner, Royal Consulate General of Sweden, 1511 Bishop Street.
Vancouver—Trade Commissioner, Royal Consulate of Sweden, Dominion Bank Bldg.

SWITZERLAND

Ottawa—Counsellor of Embassy, Swiss Embassy, 5 Marlborough Avenue.
Montreal—Consul General of Switzerland, 1572 McGregor Street.
Toronto—Consul General of Switzerland, 600 University Avenue.
Vancouver—Consul of Switzerland, 402 West Pender Street.
Winnipeg—Consul of Switzerland, 210 Mitchell-Copp Bldg., 334 Portage Avenue.

THAILAND

Toronto—Consul of Thailand, Suite 600, 199 Bay Street.
Vancouver—Consul of Thailand, 5416 Marguerite Street.

TURKEY

Ottawa—Commercial Counsellor, Turkish Embassy, 197 Wurtemberg Street.

UNION OF SOUTH AFRICA

Ottawa—Commercial Secretary, Office of the High Commissioner for the Union of South Africa, 15 Sussex Drive.

UNION OF SOVIET SOCIALIST REPUBLICS

Ottawa—Commercial Counsellor, Embassy of the USSR, 24 Blackburn Avenue.

UNITED KINGDOM

Ottawa—United Kingdom Senior Trade Commissioner and Economic Adviser to the High Commissioner, 56 Sparks Street.
Edmonton—United Kingdom Trade Commissioner for Alberta and Northwest Territories, Imperial Bank Bldg., Jasper Avenue.
Halifax—United Kingdom Trade Commissioner for the Atlantic Provinces, 65 Spring Garden Road.
Montreal—United Kingdom Trade Commissioner for Quebec, 1111 Beaver Hall Hill.
Toronto—United Kingdom Trade Commissioner for Ont .rio, 119 Adelaide Street West.
Vancouver—United Kingdom Trade Commissioner for British Columbia and Yukon Territories, 540 Burrard Street.
Winnipeg—United Kingdom Trade Commissioner for Manitoba, Saskatchewan, and Northwest Ontario, 504 Main Street.

UNITED STATES

Ottawa—Commercial Attaché, Embassy of the United States, 100 Wellington Street.
Calgary—Consul of the United States, Toronto General Trusts Bldg.
Edmonton—Consul of the United States, 214 Empire Block.
Halifax—Consul General of the United States, Bank of Nova Scotia Bldg.
Montreal—Consul General of the United States, 1558 McGregor Street.
Niagara Falls—Consul of the United States, Newman Hill, Falls Street.
Quebec—Consul of the United States, 1 Ste. Genevieve Avenue.
Saint John—Consul of the United States, 204 Union Street.
St. John's—Consul General of the United States, King's Bridge Road.
Toronto—Consul General of the United States, 360 University Avenue.
Vancouver—Consul General of the United States, 355 Burrard Street.
Windsor—Consul of the United States, Canada Trust Bldg.
Winnipeg—Consul General of the United States, 402 Tribune Bldg.

URUGUAY

Ottawa—Chargé d'Affaires a.i., The Roxborough Apts., Apt. 66.

VENEZUELA

Ottawa—Commercial Attaché, Embassy of Venezuela, Roxborough Apts., Apt. 21.
Halifax—Consul, Room 401, Roy Bldg., Barrington Street.
Montreal—Consul General of Venezuela, 2052 St. Catherine Street West.
Vancouver—Vice Consul of Venezuela, 525 Seymour Street.

THE WEST INDIES, BRITISH GUIANA, AND BRITISH HONDURAS

Montreal—Trade Commissioner for The West Indies, British Guiana, and British Honduras, Suite 460, 1510 Drummond Street.

YUGOSLAVIA

Ottawa—Embassy of the Federal People's Republic of Yugoslavia, 17 Blackburn Avenue.
Toronto—Consul General of the FPR of Yugoslavia, 377 Spadina Road.

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 1.03929.

foreign exchange rates

Country	Unit	Type of Exchange	Can. dollar equivalent June 23	Units per Canadian dollar	Notes (see below)
Argentina	Peso	Official	.05345	18.71	(1)
		Free	.02361	42.35	
Austria	Schilling		.03701	27.02	
Australia	Pound		2.1638	.4621	
Bahamas	Pound		2.7047	.3697	
Belgium, Belgian Empire and Luxembourg	Franc		.01930	51.81	
Bermuda	Pound		2.7047	.3697	
Bolivia	Boliviano	Free	.0001085	9216.58	
British Guiana	Dollar		.5635	1.77	
British Honduras	Dollar		.6762	1.48	
Brazil	Cruzeiro	General Category*	.006540	152.90	*May 28 (2)
		Special Category	.003544	282.14	
		Official buying	.05241	19.08	
Burma	Kyat		.2021	4.95	
Ceylon	Rupee		.2029	4.93	
Chile	Peso	Free	.001271	786.78	(3)
Colombia	Peso	Certificate	.1392	7.18	
Costa Rica	Colon	Official	.1714	5.83	
		Controlled free	.1449	6.90	
Cuba	Peso		.9622	1.03928	tax 2%
Czechoslovakia	Koruna		.1336	7.49	
Denmark	Krone		.1393	7.18	
Dominican Republic	Peso		.9622	1.03928	
Ecuador	Sucre	Official	.06415	15.59	
		Free	.05789	17.27	
Egyptian Region, United Arab Rep.	Pound	Official	2.7630	.3619	
		Export acct. selling	2.0269	.4934	
El Salvador	Colon		.3849	2.60	
Fiji	Pound		2.4367	.4104	
Finland	Markka		.003007	332.56	
France, Monaco and North Africa	Franc		.002291	436.49	(4)
French colonies in Africa	Franc		.004582	218.25	(5)
French Pacific	Franc		.01260	79.36	(6)
Germany	D Mark		.2298	4.35	
Ghana	Pound		2.7047	.3697	
Greece	Drachma		.03207	31.18	
Guatemala	Quetzal		.9622	1.03928	
Haiti	Gourde		.1924	5.20	
Honduras	Lempira		.4811	2.08	
Hong Kong	Dollar	Free*	.1658	6.03	*June 13
		Official	.1690	5.92	
Iceland	Krona	Official	.05908	16.93	(7)
India	Rupee		.2029	4.93	
Indonesia	Rupiah	Effective buying	.03178	31.46	*June 6 (7)
		Effective selling	.02542	39.33	
Iran	Rial	Certificate	.01270	78.73	

*Latest available quotation date.

Country	Unit	Type of Exchange	Can. dollar equivalent June 23	Units per Canadian dollar	Notes (see below)
Iraq	Dinar		2.6941	.3712	
Ireland	Pound		2.7047	.3697	
Israel	Pound		.5345	1.87	
Italy	Lira		.001545	647.25	
Japan	Yen		.002673	374.11	
Lebanon	Pound	Free	.3033	3.29	
Mexico	Peso		.07698	12.99	
Netherlands	Florin		.2539	3.94	
Netherlands Antilles	Florin		.5116	1.95	
New Zealand	Pound		2.7047	.3697	
Nicaragua	Cordoba	Effective buying	.1458	6.86	
		Official selling	.1364	7.33	
Norway	Krone		.1347	7.42	
Pakistan	Rupee		.2029	4.93	
Panama	Balboa		.9622	1.03928	
Paraguay	Guarani	Official	.008791	113.75	
Peru	Sol	Certificate	.04171	23.96	
Philippines	Peso		.4811	2.08	
Portugal & Colonies	Escudo		.03358	29.78	(8)
Singapore and Malaya	Straits dollar		.3156	3.17	
Spain and Dependencies	Peseta	Controlled free	.02291	43.65	(7)
Sweden	Krona		.1860	5.37	
Switzerland	Franc		.2246	4.45	
Syrian Region, United Arab Rep.	Pound	Free	.2688	3.72	
Thailand	Baht	Free	.04624	21.63	(7)
Turkey	Lira		.3436	2.91	
Union of South Africa	Pound		2.7047	.3697	
United Kingdom	Pound		2.7046875	.3697284	
United States	Dollar		.9621875	1.03929	
Uruguay	Peso	Free	.1455	6.87	
		Basic buying	.6329	1.58	(7)
		Principal selling	.4587	2.18	
Venezuela	Bolivar		.2872	3.48	
West Indies Fed.	Dollar		.5635	1.77	(9)
	Pound		2.7047	.3697	(10)
Yugoslavia	Dinar		.003207	311.82	(7)

*Latest available quotation date.

notes

1. Argentina: additional rates result from exchange retentions on export proceeds and surcharges on imports.
2. Brazil: exporters receive cruzeiros at official rate plus exchange premiums ranging from 18.70 to 48.64 cruzeiros per U.S. dollar, depending on product.
3. 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.
4. France: territory includes Algeria, Tunisia, Morocco, Guiana, Guadeloupe, Martinique.
5. Equatorial Africa, West Africa, Cameroons, Togoland, Somaliland, Madagascar, Reunion, St. Pierre and Miquelon.
6. New Caledonia, New Hebrides, Oceania.
7. Additional rates are in effect.
8. Portugal: approximately same rate for Portuguese territories in Africa.
9. Barbados, Trinidad, Tobago, Leeward and Windward Islands.
10. Jamaica.

Businessman's Bookshelf

United States Customs Valuation Procedure

National Council of American Importers, Inc. 54 pages. $1.00 (discounts on quantity purchases).

LAST February the long-awaited Customs Simplification Act of 1956, which amended the valuation provisions of the United States Tariff Act, came into force. The National Council of American Importers, New York City, filled a need in immediately providing this booklet to assist interested parties in understanding the new procedures.

The booklet is in three parts. Part one consists of explanatory notes to the new provisions of the valuation law. Part two shows the complete text of the two value sections in parallel columns to make comparisons between the old and the new valuation provisions easy. Part three contains the final list of articles which will continue to be appraised under the old valuation provisions.

To anyone with more than a casual interest in the value-for-duty provisions of the United States Tariff Act, this booklet will prove useful. It combines under one cover all the pertinent legislation, together with unofficial interpretive notes which have been reviewed by U.S. customs officials and customs attorneys.

Order from: The National Council of American Importers, Inc., 45 East 17th Street, New York 3, N.Y.

The British Commonwealth, 1958

Europa Publications. 953 pages. $20.00.

AN unusual amount of attention will be focused on the Commonwealth countries in the next few months, with the Trade and Economic Conference scheduled in mid-September. Businessmen, journalists, students and others may thus find particular use for an authoritative reference book on the Commonwealth at this time.

This second edition maintains the high standard set by other *Europa* publications. A glance at the list of contributors gives a hint of the quality of the leading articles in each section—and the reading of them confirms this. Each of the main Commonwealth members is treated separately and the directories of industrial organizations, employers' organizations, and research institutes, plus the statistical summary of production and trade, should prove invaluable to business. Most of the information is up-to-date to January 1958; even the results of the March 31st election in Canada are included. In fact, there are few questions of fact about the Commonwealth—even down to its smallest members—that this book cannot answer.

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

Ports of the World

Insurance Company of North America. 46 pages. Free.

THIS fifth "Report to Shipping Management on Port Conditions and Preventable Losses" purports to assist in the safe movement of the products of United States workshops to the markets of the world. This it does quite well, if one concedes the omission of four Canadian seaports administered by the National Harbours Board and all Canadian and United States Lake ports. However, it does contain, in brief form, valuable information about many of the ports of South America, Africa, Europe and Asia.

Details appear under the headings: Discharge Facilities, Labour and Handling, Delay and Congestion, Pilferage and Damage, and Climate. The exporter can discover quickly and easily whether his goods will be unloaded by harbour cranes or lighters, and the type and quality of equipment he can expect; this will naturally affect the kind of packaging he adopts. Rope slings, for instance, can crush light fibreboard cases and the use of open lighters in a rainy climate can damage the contents of the cases; so can inadequate storage sheds, lack of tarpaulins, or shipment on open rail cars. The report concludes with a brief section on the kind of containers to be used for air cargo shipments, and some recommendations on preventing losses, with a table of cautionary markings in seven languages.

Order from: Insurance Company of North America, Ocean Marine Department, Toronto 12.