Established in 1904

foreign trade

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cover

Every visitor to Canada's display at the AtomFair, held in Cleveland last month, paused to admire this model railroad. A Canadian firm chose this way to present its system of identifying and sorting railway cars, using radioactivity and electronics. Trains passing a check point were automatically identified by number on the model control tower and routed to the proper siding. The many other nuclear products and services displayed at the fair, plus a survey of some of the markets for these in foreign countries is the special feature in this issue. See pages 2 to 11.

CANADA

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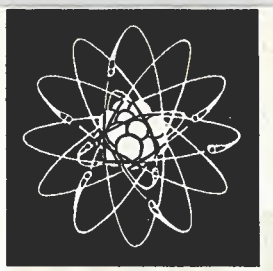

Selling nuclear products

Canada Goes to the AtomFair

A co-ordinated display of nuclear products and services offered by 26 Canadian firms attracted much attention at Cleveland's recent AtomFair; enhanced Canada's industrial reputation; brought useful contacts and some firm orders.

R. A. FRIGON,
Chief, Engineering and Equipment Division.

SINCE the advent of the nuclear age, Canada has been regarded as one of the major nuclear nations. She was one of the original "big three", with the United Kingdom and the United States, who participated in the joint effort leading to the first practical applications of atomic energy. Since then, Canadian enterprise in nuclear developments has not lagged behind. The Chalk River establishment, Canadian universities and Canadian industry have a world-wide reputation and the counsel of their scientists and engineers is heard with respect wherever nuclear experts meet. Applications in the power field thus far have followed Canada's needs and capabilities for financing development. In the application of radioisotopes to medicine and industry, Canadians have been in the vanguard. Design and construction know-how have been acquired as a result of reactor construction and operation over many years.

Twenty-Six Participated

It was therefore a significant moment when Canadian industry for the first time displayed at a trade fair nuclear products and services available for export. The place was the AtomFair, held at Cleveland, Ohio, April 5 to 10, 1959. At the concurrent Nuclear Congress, Canadian nuclear experts presented important technical papers that had a bearing on some of the products and services exhibited.

Twenty-six Canadian firms participated in the display, showing products and services in the nuclear energy field, including power reactors and reactor components, fuel elements, uranium compounds, radioactive isotopes, irradiation equipment, scintillation phosphors and scintillometers, and design and research facilities.

Some 3,000 nuclear engineers from the United States, Canada and overseas visited the exhibit during five days and 3,000 high school students, their parents and teachers came during a special showing on Sunday, April 5.

The Canadian exhibit attracted attention both because of its size—the largest at the fair, covering 1,300 square feet—and the range of highly developed products displayed. The design featured a skilful interplay of Mondrian-like panels of colour and of varied lighting effects, which helped in the primary purpose of displaying and selling nuclear products.

Important Contacts Made

The 30 representatives of Canadian firms in attendance were unanimous that the exhibit had not only achieved its purpose of stimulating U.S. interest in Canada as a source of supply for nuclear products, but had also prompted a number of serious inquiries that could lead to important contracts for research and the sale of products. It helped Canadian firms to make contact with a number of potential European, Asian and Latin American customers, as the AtomFair and the Nuclear Congress brought visitors from many overseas countries, including France, Germany, Italy, the United Kingdom, Greece, Japan, Burma and Brazil. France was represented by a 25-man mission from French industry and the Commissariat à l'énergie atomique. The Canadian group paid particular attention to meeting all members of the French mission because of the traditional ties between France and Canada and the possibility of developing further trade links in the atomic energy field.

The exhibitors also felt that they derived special benefit from being associated in a single Canadian display. The size and quality of the Canadian exhibit made it a center of attraction and drew a number of visitors who might have passed by one smaller and less well located. Moreover, the firms were identified as Canadian, which several exhibitors felt was of value. A family spirit reigned throughout the week, aided by several group meetings in the evening.

Equipment and services shown fell into three broad groups: power reactors and reactor components; uranium compounds; radioisotopes and equipment utilizing radioisotopes, and radiation detection equipment.

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Among the power reactors was the NPD-2 (Nuclear Power Demonstration) 20,000 kw. reactor, a three-way co-operative effort between industry, public utilities and Atomic Energy of Canada, at present under construction at Rolphton, Ontario, near the Des Joachims plant of Ontario Hydro, about 15 miles from Chalk River. A model of NPD-2, prominently located in a section of the exhibit, was the object of many questions dealt with by company representatives.

In addition to the power reactor now under construction, there were three proposed and privately-sponsored reactor designs on display: a model of a horizontal tube, heavy water-cooled and moderated 185 thousand kw. reactor; a model especially built for the exhibit showing OCDR, an organic liquid-cooled heavy water moderated 150 thousand kw. reactor offering reduced capital and operating costs; and a well illustrated graphic display explaining a nuclear steam generator employing helium gas for cooling and graphite as a moderator to produce 400 thousand kw. electrical output. The two latter were discussed in technical papers presented at the Nuclear Congress by Canadian authors.

Reactor Equipment and Services

The requirements of the Chalk River research establishment in control equipment, fabricated components, and reactor construction have given a number of Canadian firms an opportunity to develop useful know-how, fabricating facilities and engineering services. Several such suppliers displayed by means of charts the equipment and services available. In the main, it was not possible to have actual equipment on hand because it is specially made and any spares must be kept at the reactor in case of operating failures. However, lack of equipment was in part made up by attractive graphic displays, photographs and take-away literature. The reactor components exhibited included a neutron-flux control system for the Canada-India reactor, a xenon gas computer installed at Chalk River, reactor control consoles, beta monitors, an aluminum calandria—to mention a few of the items that to the layman's ear will sound exotic and fortunately need no explanation here. In addition, some reactor equipment was exhibited, including special valves for nuclear services, extruded lead bricks of special design for reactor construction, and a kicksorter largely transistorized.

Among components represented by models were Chalk River fuel elements, as well as the proposed fuel element for the NPD-2 demonstration power reactor. The fuel element can be considered the heart of the reactor and its simple appearance belies many difficult problems in heat transfer, fluid flow, and metallurgy that Canadian industry and Atomic Energy of Canada at Chalk River have been investigating for some time. Interested viewers could be seen examining the fuel elements critically and engaged in deep conversation with exhibit attendants. One of the firms featured its ceramic fuel elements, consisting of uranium oxide pressed and sintered into high-density compacts and centerless ground to final size.

Disposing of Atomic Wastes

Closely allied to the reactor component group were the experiments undertaken on behalf of the Atomic Energy of Canada research establishment at Chalk River in the disposal of radioactive waste through incorporation in glass. The exhibit centering around this experimental work aroused much interest, not only in reactor-waste disposal but also in other possible applications of the special glass. A high volume air sampler, a device developed by the same organization (a research institute) for the collection of large samples of air-polluting substances, was examined closely by a number of visitors who felt that it might solve some of their air-contamination problems. Another exhibitor —a consulting engineering organization—with a close relation to reactor supply showed graphically the special services available in the field of reactor-construc-

Canada's AtomFair exhibit featured the equipment and services of 26 Canadian firms. It was the biggest display at the fair (part of it is seen here), and was visited by some 3,000 engineers.

Selling nuclear products

tion inspection, a task requiring experts because of the high precision and close tolerances needed.

Uranium Compounds

Uranium compounds were simply but effectively displayed with a model of the Port Hope refinery where they are produced. This model served to illustrate the design and construction services available in Canada from the engineering firm responsible for it. By its size and intriguing detail, the model also drew attention indirectly to the availability of the uranium compounds that otherwise might have been difficult to display. Questions about both were effectively answered by staff from the refinery and the engineering firm.

Canada produces a wide range of uranium compounds of high purity at competitive prices. These compounds include sodium diuranate, uranyl nitrate hexahydrate, triuranium octoxide, uranium dioxide ceramic, and uranium metal—a range matched by few other suppliers in the world. A number of serious inquiries about these compounds were received at the AtomFair and these could well lead to interesting contracts with major United States firms.

Radioisotopes Offered

Because of Canada's early start in the atomic field, we have developed an active industry—one of the most active anywhere—based on the production and use of radioisotopes. Canada has been in the unique position of offering radioisotopes of extra-high activity because of the facilities available at the NRX and NRU reactors at Chalk River. (The latter is the most powerful of its type in the world today.) These isotopes are used in therapy units for the treatment of cancer and in industrial irradiation units. Such high-intensity radioisotopes permitting sources approaching point size—an important feature in cancer therapy—were offered by one of the firms. This company announced at the Fair the availability of middle-range intensities from 5 to 40 curies per gram in bulk or, to use a term of the trade, kilocurie quantities. The Canadian firm is one of the few in the world able to offer an assured supply in any desired range. The same firm displayed a gammacell, an industrial irradiation unit permitting the treatment of laboratory-size specimens. The exhibit, in colloquial style, urged prospective purchasers to consider the advantages of "doing it yourself" because the gammacell unit is self-contained, requiring no additional shielding, and small enough to make possible transportation to any desired part of the plant. This equipment aroused considerable interest and several serious inquiries resulted.

Other equipment featuring radioisotopes included apparatus used by a firm offering piping inspection *in situ* while the plant is in operation and without disturbing production. The inspection technique employs patented equipment developed by the firm and is used to inspect for corrosion and build-up within the piping, as well as to inspect newly erected piping. This service is now being exported and several further contracts were developed in the course of the AtomFair.

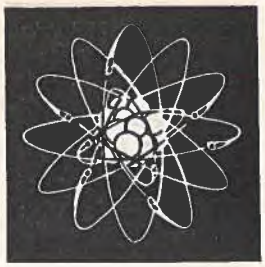
Process control is a further application of radioisotopes. A firm showed a unique measuring-head for incorporation into equipment for the automatic control of production of paper, rubber, etc., without contact with the material being measured. The head is an original Canadian design and exports are being promoted for use in Canadian or foreign-built production-control equipment.

Railway-Car Sorting

Everyone loves a model train—especially boys of all ages. An attraction to schoolboys (privileged visitors on a Sunday) and nuclear engineers alike was a model railroad consisting of three model trains on a track system. This was set up to demonstrate railway-car identification and sorting by a skilful combination of radioactivity and electronics. Because of its popular appeal and obvious applications, the system caught the fancy of the local press, which ran photographs showing it in operation and referred to it as a Canadian development featured at the "large Canadian exhibit". (One such photograph, used in the *Cleveland Plain Dealer* with other photographs of the AtomFair, appears on the cover of this issue of *Foreign Trade.*) Trains passing a check point were automatically identified by number on the control tower in the center of the photograph and automatically routed onto the proper siding. The system is quite simple in both theory and application: on the underside of the car there is a pattern of radioactive dots read by geiger tubes located under the track and interpreted by an electronic circuit. The system has obvious practical applications for the railway industry and already several major railway systems —some as a result of the exhibit—are interested in the possibility of using it in freight-yard operations and other railway applications.

Radiation Detection Equipment

A range of radiation detection equipment and components was on display. This equipment, which may serve to monitor for harmful radiations or the detection of radioactive ores, uses either geiger tubes or a combination of photoelectric tubes and materials that



phosphoresce when irradiated. Geiger tubes of Canadian design and constructed to close tolerances were exhibited, as well as scintillation plastics and chemicals in a variety of shapes for inclusion in instrumentation. A number of visitors to the Canadian display examined these components, with specific applications in mind. Among the scintillometer-type instrumentation was a newly developed berylometer for the detection of beryllium. This new device, the first portable-type ever developed, was shown for the first time at Cleveland. In fact, it had just come off the production line. Also shown was a fully transistorized detection meter incorporating some of the latest advances in such instrumentation.

The prominent role played by the Chalk River establishment in the development and sustaining of Canada's nuclear industry was symbolized by a large model of the NRU reactor, one of the most advanced —and the largest—of its kind in the world today.

All who took part in the Canadian exhibit agreed that if the display accomplished no more than enhancing Canada's reputation as a supplier to the nuclear industry, the effort was worthwhile. As it was, an encouraging number of serious inquiries that have all the earmarks of becoming firm were received. Other possible contracts were being firmed up, following long-standing negotiations. Many companies felt that by being present they had gained greater prestige vis-à-vis not only potential U.S. clients but also other Canadian firms—as well as parent firms exhibiting at the Atom-Fair. An important byproduct was the implanting in the mind of U.S. purchasers of technical equipment the fact that Canada can supply highly developed products for the mutual defence effort. The United States market is demanding, strongly competitive but highly knowledgeable—capable of understanding the merits of products and services combining precision, high and consistent quality, and economy. Efforts to develop this market for Canadian industry will certainly be rewarding as fuller use is made of plant capacities, engineering talent and the large overheads that necessarily accompany the research and development of special products. Trade shows such as this one at Cleveland are a distinct help to firms anxious to develop markets for engineering products and services. •

How Euratom Buys

Exporters who wish to sell nuclear fuels or equipment to the Common Market countries must deal with the Euratom Supply Agency. This report explains how it functions.

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

THE six European nations comprising the Common Market signed a treaty in 1957 designed to facilitate the formation and accelerate the growth of a nuclear industry in the Community. This treaty is known as Euratom; it covers all matters pertaining to the peaceful uses of nuclear energy within the Community, including research, information, security, investment and supply.

Under the terms of the treaty, a special Supply Agency has been established to co-ordinate the supply of fuels to the Community. The Supply Agency has a legal status of its own and is expected to begin operations in midsummer. It is the only body in the Community authorized, under the treaty, to conclude supply contracts for nuclear fuels.

A bilateral agreement on nuclear matters is now being negotiated between Euratom and Canada, with a view to early conclusion. Essentially this agreement will permit, under specific Canadian Government authorization, the sale for peaceful purposes of Canadian nuclear fuels and equipment to the member countries of Euratom. Canadian suppliers will thus be able to sell directly to firms in the Community but in each case the supply contract will have to be concluded through the Euratom Supply Agency.

Supply Contracts for Fuels

All purchases and sales of nuclear ores, raw materials (for example, uranium oxide and uranium metal in any form), and special fissile materials (plutonium, for instance) will be effected in the Community by means of contracts concluded with the Supply Agency on its own behalf or on behalf of Community firms. Under present conditions, the Supply Agency intends to encourage normal commercial relations in nuclear trade with the Community. Buyers and suppliers will

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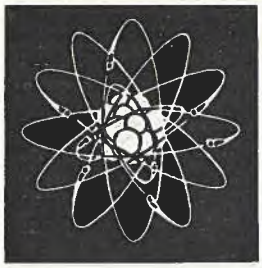

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be free to contact each other directly and fix their own terms of sale. However, the Agency must thereupon be called in to conclude the contract.

The rates of duty between Community countries on nuclear fuels and equipment have been eliminated effective January 1, 1959. From the same date, there is a common external tariff for the six countries of the Community on nuclear fuels and equipment to be used specifically for nuclear purposes. The tariff applicable to non-member countries provides for the duty-free entry of nuclear fuels but levies a 2 per cent duty on certain enriched forms of uranium and thorium. Duties on equipment range from free to 11 per cent ad valorem. Lead-shielded containers for storage or transport are dutiable at the rate of 12 per cent.

Canadian suppliers are consequently advised to familiarize themselves with the Euratom market and to appoint agents for the Community or for each member country. An agent appointed in one country will be able to move goods about freely within the Community and if his facilities are adequate to cover such a large market, it may be preferable to appoint only one agent for the entire Community.

Present world supplies of nuclear fuels are fairly abundant. Should shortages eventually develop, however, the Supply Agency will tighten its control of the Euratom market. According to the treaty, the Agency has first option on all purchases of fuels in the Community and is also authorized to build up stocks. Under conditions of short supply, it can thus readily assume its responsibilities for the equitable allocation of fuels to Euratom customers.

The Community has the sole right of property to special fissile materials (e.g. plutonium), and the Agency has the responsibility of accounting for them. In both of the foregoing cases, Canadian suppliers will no doubt find themselves negotiating directly with the Supply Agency. An early contact with the Agency is therefore recommended. Moreover, the Agency is starting operations by undertaking a thorough study of supply conditions. Consequently, now is an appropriate time for Canadian suppliers to send full sales literature to the Euratom Supply Agency, 53, rue Belliard, Brussels 4, Belgium. ●

The Belgian Market

With two research reactors and one power reactor under construction or in use, Belgium needs both nuclear equipment and nuclear fuels, but obtains the latter from Congo sources.

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

THE establishment of a nuclear power industry in Belgium has made rapid strides. Today it has two experimental research reactors and one experimental power reactor in operation or under construction. All are the property of the government-owned Nuclear Energy Study Centre. Full characteristics of the reactors BR-1, BR-2 and BR-3 are as follows:

	BR-1	BR-2	BR-3
Fuel	24 metric tons uranium metal	4 kilograms uranium metal	2.8 metric tons UO_2
Richness	Natural uranium	Over 90 per cent enriched	4.5 per cent U.235
Moderator	Graphite	Beryllium and water	Light water
Cooling Material	Air	Water	Light water

A fourth reactor, scheduled for 1962-63, is being considered by Interescaut, a Belgian electricity producer operating in the northern part of the country. In the south and central areas, a group of electrical utilities has decided to study the construction of a large nuclear power plant in conjunction with Electricité de France. At least two other nuclear power projects are being contemplated, both in the 120-150 megawatt range. They are intended for operation in the mid-1960's.

Specialized Consultants and Manufacturers

Two Belgian companies that have been formed are actively involved in the design and construction of nuclear power plants for both government and private use. At the moment, they are both acting as consulting engineers in the construction of the BR-2 and BR-3 reactors. Both firms have also prepared projects for Interescaut. The first company, Belgo-Nucléaire, is affiliated with the Belgian Congo uranium producer and is controlled by a large number of Belgian manufacturing companies grouped together for this purpose.

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The second firm of consulting engineers is the Bureau d'Études Nucléaires (BEN). This company is controlled by the four major utilities producing electricity in Belgium. In addition to designing and co-ordinating supplies, it extends its activities to cover the supervision of construction work and the testing of equipment. Both the above firms are acting in close liaison with United States firms undertaking similar studies.

The Westinghouse Company of the United States has a firm foothold in the Belgian nuclear industry as a result of its partnership with the Ateliers de Constructions Electriques de Charleroi (ACEC), a large Belgian electrical and electronics equipment manufacturer. ACEC in turn has just reached an agreement with the Société Générale Métallurgique de Hoboken (Belgium's only uranium-processing company) for the construction of power stations. Westinghouse also acts as a consultant for the BR-2 and BR-3 reactors.

Belgo-Nucléaire and BEN are the two main firms that Canadian manufacturers of nuclear equipment should contact. The latter is involved in all the power reactor projects now under study by electric utilities and is probably the most useful firm to approach because it is not affiliated with local manufacturers.

Supplies of Fuel

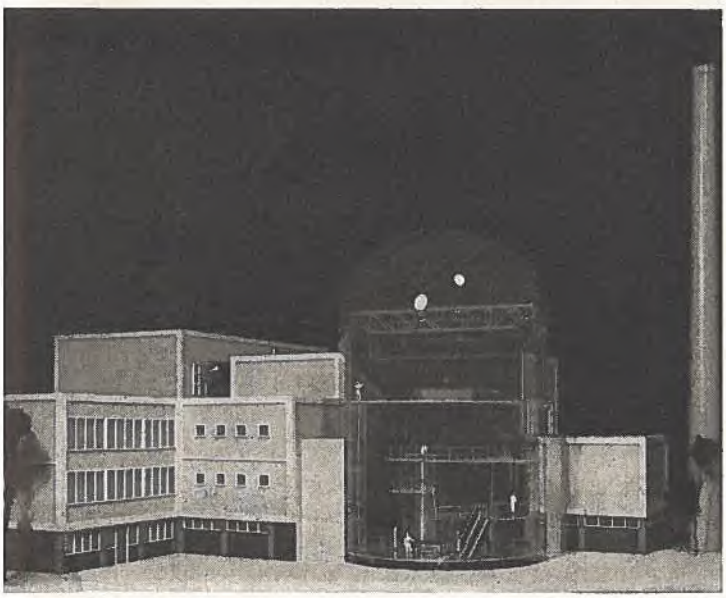
The Belgian Congo is one of the world's most important producers of uranium. Proven reserves, mainly from the Shinkolobwe mine, amount to about 6,000 tons of uranium metal. By January 1958 the extraction rate at this mine was 300 thousand tons of uranium ore per year with a 0.3 per cent metal content. Nearby installations are adequate to refine the mine's entire production.

The Combined Development Agency of the U.S. Government has a contract with the Belgian Government whereby 75 per cent of the Congo's uranium ore and concentrate production must be made available for purchase by that agency from 1958 to 1960. If ore extraction continues at the present rate, the Belgian Congo will have proven reserves of about 4,000 tons of uranium metal after 1960.

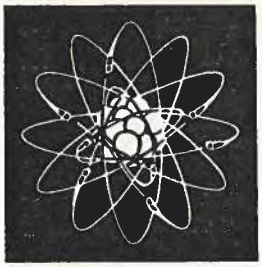
In Belgium, the Hoboken refinery produces uranium metal, uranium salts and fuel elements. It has in the past obtained its uranium concentrates from the Congo mining company with which it is affiliated. It has an annual production of 425 tons of UO_3 and about 50 tons of uranium metal. The disposal of this company's output of fuel materials, as well as the mineral produced in the Congo, now comes under the control of Euratom. (See the article on page 5 on Euratom's activities.)

Belgian producers recently offered uranium oxide to the International Atomic Energy Agency in Vienna; the price quoted was $8.00 per pound for 80 per cent concentrate. This price appears to be considerably below that quoted by Canadian suppliers for similar concentrates.

From the characteristics of the Belgian reactors given in the first section of this report, it is at least possible to get a rough idea of Belgium's short-term needs in nuclear fuels. Certain factors, such as the rate of burning up fuel and the average level at which elements are re-enriched, are highly variable. It is therefore impossible to be precise about the equivalent tonnage of uranium metal that the Belgian reactors will require. The 50 tons of uranium metal and the 425 tons of UO_3 produced annually at the present time in this country appear more than adequate to meet its needs. When prices are also considered, it seems that Canadian suppliers are not likely to find a ready market for nuclear fuels in Belgium for the time being. ●



This is a model of the BR-3 experimental power reactor being built by the Belgian Government's Nuclear Energy Study Centre. Two new Belgian engineering companies (Belgo-Nucléaire and Bureau d'Etudes Nucléaires), which design and build nuclear power plants for government and private use, are acting as consultants.



Selling nuclear products

The French Market

France, largest uranium producer in Western Europe, leads the Euratom countries in atomic energy research. It should afford Canadian companies opportunities to sell reactors, nuclear equipment, and patents.

R. CAMPBELL SMITH, *Commercial Counsellor, and* J. H. BAILEY, *Commercial Secretary, Paris.*

THE French Government in 1945 established an Atomic Energy Commission (Commissariat à l'Energie Atomique), with full authority to undertake the development and utilization of nuclear energy in France as applied to science, industry and national defence. This organization, which has close liaison with other public services, with the universities and with French industry, has been the moving force behind the rapid growth of France as a major atomic power.

The Commission has carried out its work in three stages. The first, from 1945 to 1952, was mainly concerned with the organization of the Commission itself and the gathering together of the necessary materials and personnel. The second, beginning in 1952, was known as the five-year plan, and the efforts of French industry and science during this period were directed mainly to the production of fissionable materials. The third and current stage consists of a second five-year program during which, it is anticipated, there will be important requirements of material and nuclear equipment of both domestic and foreign design. It is during this current stage that the Commission hopes to undertake a number of major developments in the practical application of nuclear science and technology in such fields as power production, ship propulsion, manufacturing, and medicine.

Uranium Sources

Metropolitan France has proved resources of uranium totalling more than 50,000 tons. The Atomic Energy Commission estimates that these deposits, when they are developed, will meet all the foreseeable needs of the country. Although some modifications may be made at a later date if supplies of uranium are made available from abroad, the Commission intends to develop its own deposits and produce uranium at approximately the following rate:

1959	500 tons
1961	1,000 "
1962	1,500 "
1970	2,500 "
1975	3,000 "

With the recent announcement of the production of uranium fuel in ceramic rather than in pure metal form, it is reported that other members of Euratom are showing considerable interest in obtaining a supply of this new material from France. According to reports, the new form of uranium oxide is 30 per cent less expensive to produce than the metal form and has a number of important technical advantages. If the demand for this new form of fuel materializes, France may require larger supplies of natural uranium than are contemplated at present or immediately available from her own deposits.

Equipment and Engineering Services

Although France has built several research and experimental reactors and has others under way, no project to build industrial reactors has so far been announced. There is therefore a potential market here for Canadian reactors as well as components and ancillary equipment of high engineering content and intrinsic value. Obviously, competition from the United States to supply such equipment is keen but the French authorities are well aware that Canada has had exceptional experience in atomic energy work and they look on Canadian manufacturers as potential suppliers. This prospect will not last indefinitely, however. Industries in the Euratom countries are on the march and will be producing a rapidly growing portion of the Community's needs. Meanwhile European companies are establishing contacts with U.S. and other firms for licensing arrangements. There is an opportunity for Canadian companies to have their designs, know-how and processes taken up in the same way.

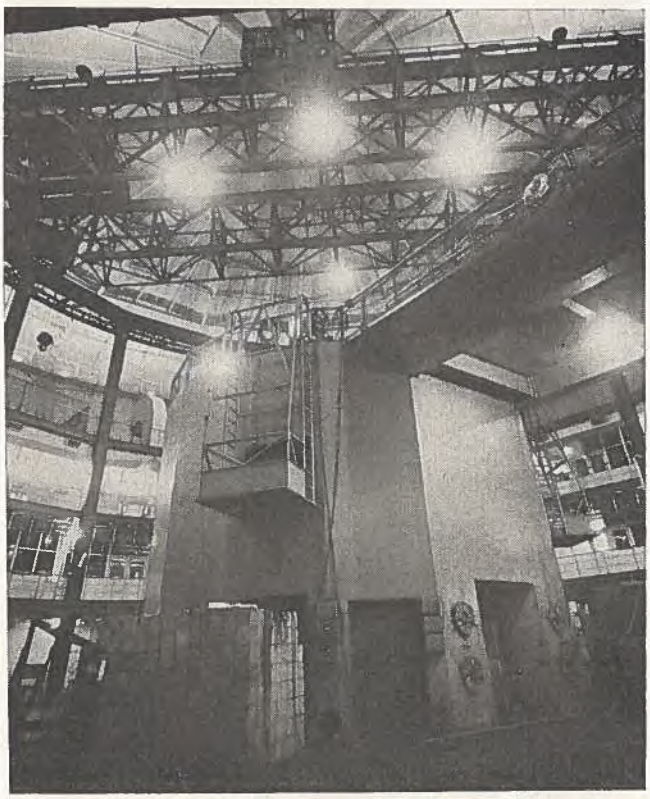
The market potential in France for nuclear equipment and engineering services can be summarized as follows:

- *Reactors*—At the moment the prospects of selling complete reactors to France are limited to inexpensive ones for instruction and training, but there are possibilities for reactor components with high engineering

content. The reactor program will continue to expand during the next two to five years. Those in France likely to be getting into the reactor field are the Atomic Energy Commission, the electrical industry (particularly the state-owned Electricité de France), the major shipbuilding companies, and the aircraft industry.

It has been suggested that, beginning in the 1960's, the necessity of finding replacements for the large number of World War II cargo vessels will hasten the introduction of nuclear-powered ships. Although it is estimated that it costs at least one-third more to build ships with nuclear propulsion, economy and simplicity of operation will eventually make them ideal for many shipping companies. Marine applications could become important in the immediate future and Euratom countries may seize upon this.

Technical and cost studies are also being made to see whether it is practical to use reactors for industrial processes. Eventually, for example, it is felt that it may be possible to use reactors in the steel industry for a source of both power and heat.



—French Atomic Energy Commission.
At the Saclay Nuclear Centre in France this experimental pile EL3 has been built for research into high neutron fluxes. In addition, it will test materials to be used in power reactors.

• *Ancillary Equipment*—This includes all the equipment ancillary to reactors and used in the practical application of nuclear science to industry. Although some instruments are certainly included in this field, it appears that the best opportunities for Canadian exporters lie in supplying specialized products that, like reactor components, have valuable engineering content and which it is economically wasteful to begin manufacturing locally.

Then there is the equipment for production control (e.g., X-raying of metals, irradiation of plastics) and other devices for particular industrial operations. Manufacturers with new developments in this sector will find scope in this market. Finally, there is a demand for equipment in the medical field (diagnostic and therapeutic).

• *Know-how*—Canada, with its experience in nuclear technology, is in a position to offer consulting engineering services. As industry and research agencies are essentially seeking to develop their own know-how, the best opening is probably private industry and Canadian companies would do well to explore this avenue.

How to Make Contacts

The French atomic energy program is the responsibility of an official government agency, the Commissariat à l'Energie Atomique. It is the latter organization that alone is competent to place orders, if any, for supplies of uranium from other countries.

French industrialists, in order to participate in Euratom's vast nuclear program, cannot afford to start from scratch and are therefore ready to pay cash to foreign concerns for packaged research, development and capital investment in the form of nuclear hardware, know-how and patents.

Only uranium and thorium ores and radiocative chemical elements and isotopes may be imported into France from dollar countries free from restrictions. It is expected that import licences for other nuclear fuels and equipment will be made available. The prospecting of the market and selling should be done through a qualified representative in France. For certain items, manufacturers could consider licensing arrangements with French firms. Where the licensee is only to be the manufacturer of the equipment, the Canadian licensor will wish to contemplate a sales agency. France is rapidly catching up with North America in nuclear technology but there is a place—and an important one—for our equipment and services. Perhaps some of the points which have been outlined in this article will encourage Canadian companies to explore further the opportunities that await them. •

Selling nuclear products

The Swiss Market

Canada's first sale abroad of finished uranium fuel elements went forward to a Swiss reactor late last year. This initial export, it is hoped, will be followed by other foreign orders.

B. I. RANKIN, *Commercial Counsellor, Berne.*

LATE last year, the first shipment of Canadian-made uranium rods was received by Reactor Limited at Wuerenlingen near Zurich, Switzerland. It was, in fact, the initial export shipment from Canada of finished uranium fuel elements.

Close co-operation has existed for some years between Swiss and Canadian atomic scientists and there has been a steady flow of visitors from Switzerland to Chalk River, the atomic research and development centre in Canada.

Two years ago, the Swiss authorities asked whether Canada could make fuel elements for an exponential assembly and for a reactor that they were building. The fuel elements were of a type similar to those used in the NRX reactor at Chalk River. The Swiss were assured that the fuel elements they wanted could be fabricated in Canada but that a bilateral agreement for co-operation in the peaceful uses of atomic energy had to be signed before the uranium fuel elements could be supplied. This was signed in Ottawa on September 12, 1958.

Anticipating the conclusion of the bilateral agreement, negotiations were carried on with the Swiss authorities and shortly after the signing, an order for eleven tons of uranium fuel elements was placed with Atomic Energy of Canada Limited.

AECL obtained the necessary quantity of uranium metal from Eldorado Mining and Refining Limited at Port Hope, Ontario, and contracts were then let for the forging and rolling of the metal into the desired shapes. Final fabrication of the metal into finished fuel rods was carried out by AMF Atomics (Canada) Limited at its plant, also at Port Hope, Ontario.

First Shipment Arrives

The arrival of the first 4½ tons of this order was marked by a special ceremony at the site of the Swiss reactor. Those present included the Canadian Ambassador, Mr. Edmond Turcotte and officers of the Canadian Embassy in Berne; officials of the Swiss Foreign Office; Dr. Walter Boveri, representing the private financial interests which organized Reactor Limited; Dr. Sontheim, the director of Reactor, and Dr. Zunti, the chief physicist. Dr. Boveri, in a short address, referred to this air shipment from Canada to Switzerland as a unique occasion and a new and modern trade relation, as well as a further sign of the spirit of co-operation between the two countries.

Swiss Acquire Reactor

Switzerland, long famous for its industrial and technical skills, recognized some years ago the need for atomic research. As a result, Reactor Limited was formed as a joint enterprise of the Swiss Government

Canadian Ambassador Mr. Edmond Turcotte (left) hands over the first shipment to Switzerland of Canadian uranium rods. Receiving them for Reactor Limited is Dr. Walter Boveri.

and of over 170 Swiss firms interested in the development of nuclear energy. The private firms raised the greater part of the capital investment and the Swiss Government provides mainly for running expenses. Following the First International Conference on the Peaceful Uses of Atomic Energy in Geneva in August 1955, the Swiss Government purchased the USAEC "Aquarium Reactor" displayed at this conference. Reactor Limited erected it and added new facilities, consisting of a reactor house and laboratory at Wuerenlingen. On April 30, 1957, the rebuilt reactor, called "SAPHIR", went critical.

Research Reactor under Construction

Almost at the same time and on the same site, construction was begun on "DIORIT", a heavy water research reactor. The building of DIORIT is now well advanced and it is expected to go critical in 1960. The design has provided for beam holes for general neutron physics, good irradiation facilities for isotope production and material testing, space for installation of hot loops and fuel element test loops. These extensive research facilities have been met by a heavy water cooled natural uranium reactor which will contain 5,900 kilograms of natural uranium in the form of rods and a maximum of 9,600 kilograms of heavy water. An additional amount of about 2,000 kilograms is needed to fill the circuits outside the reactor proper. Helium at a pressure slightly above atmospheric is used as a protective gas.

The core is surrounded radially and at the bottom by an air-cooled graphite reflector and by a light water reflector at the top. At the nominal power of 12.5 megawatts, a maximum thermal neutron flux of $2.2 \cdot 10^{13}$ cm2 sec is expected, dropping to $8 \cdot 10^{12}$ at the core surface. Under favourable circumstances the power output can be raised considerably, because the entire cooling systems are designed for 25 megawatt operation.

The first 4½ tons of Canadian uranium rods received in December were designed for use in the exponential assembly which will commence operation shortly. The remainder of the order, about 6½ tons to be delivered this spring, will be used in the main reactor ("DIORIT") itself. It is hoped that this first shipment, valued at approximately Sfr.3.5 million, will be only a forerunner of additional business of the same type in the years ahead.

A nuclear power reactor that uses an organic coolant rather than heavy water will be studied and developed for Atomic Energy of Canada Limited by a Canadian firm. This type of reactor may prove to be especially attractive for small power stations in remote areas such as the Arctic. A model of this reactor was shown at the Cleveland AtomFair (page 3).

Belgium's Lumber Needs

LUMBER consumption in Belgium has remained relatively steady over the past few years. It can be broken down as follows, by type and amount, with figures representing an annual average of consumption in recent years: pitprops and posts, 425 million board feet; pulpwood, 148 million; softwood lumber, 390 million; hardwood lumber, 160 million; railway ties, 28 million; plywood, 21 million; and fibre and chipboard 32 million.

Belgium produces about 35 per cent of its needs of softwood lumber. To fill the gap 218 million board feet of softwood were imported from Scandinavia in 1958, 17.8 million from the Western Hemisphere, and 11.9 million from Central Europe.

For over three-quarters of its needs of hardwood, Belgium relies on its own production. Its 600 sawmills turn out 130 million board feet of lumber a year from a total production of about 282 million board feet of hardwood logs. Both logs and lumber are exported to neighbouring countries but especially to the Netherlands and Germany.

Canada's lumber exports to Belgium traditionally consist of Douglas fir and, to a lesser extent, hemlock. Canadian shipments to Belgium and Luxembourg during 1958 totalled 7.3 million board feet of Douglas fir and 1.9 million of hemlock.

From 1956 to 1958 a drop in Canadian prices and in freight rates helped to boost shipments to Belgium and deliveries during this period were handled with much greater dispatch. Now, however, the trend is reversing and at the moment, forecasts for sales of Canadian lumber are gloomy. Prices for comparable woods from the Soviet Union and Scandinavia are noticeably below North American prices. Moreover, Canadian delivery delays of six or seven months are discouraging Belgian importers. Last year's relatively heavy imports of Douglas fir and hemlock are thus not likely to be repeated in 1959.

The current business recession has not yet ended in Belgium and the withdrawal of government credits has curtailed some public works projects. These two factors, plus the abundant amount of lumber for resale from the 1958 World's Fair, will mean smaller over-all import needs for 1959. Purchases of softwoods from the Western Hemisphere will probably remain steady because of the special qualities of lumber from that region. Canada's share of these imports, however, will probably not be as big as last year.

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

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W. B. McCullough, Commercial Counsellor in Ciudad Trujillo, reports on market conditions in the

Dominican Republic and Puerto Rico

Mr. McCullough has returned to Canada and will visit centres throughout the country to discuss these markets with businessmen. He has been in charge of the Ciudad Trujillo post since October 1957. Before going to the Republic he served in Buenos Aires, Port-of-Spain, Rio de Janeiro and Bogotá.

Dominican Republic

THE Dominican Republic continues to offer the exporter a market virtually free of import controls and foreign exchange restrictions. The Republic is a member of GATT and exchanges most-favoured-nation tariff treatment with Canada and other member countries. The market is, however, limited because it has a total population of only 2.7 million and a large percentage in the rural areas have comparatively small purchasing power. Competition is keen and price rather than quality, in many instances, is the prime consideration.

Drought conditions from December to April have caused a general slowing-down of business, particularly in the rich Cibao Valley. This affects the small producers of crops for local consumption and, in turn, trade in the cities. The tobacco crop has been seriously damaged by drought. The sharp drop in the world price for raw sugar has caused a feeling of depression in business circles, with the result that merchants are reducing their inventories and holding off buying.

The foreign trade of the Republic in 1957 established a record, with exports reaching a value of $161 million and imports $116.5 million, giving a favourable trade balance of $44.5 million. Sugar and its by-products, coffee and cocoa, normally account for about 90 per cent of foreign exchange earnings. Because of lower world prices for these commodities, the value of exports in 1958 fell to $136.5 million. Exports of sugar and molasses accounted for $70 million of this, cocoa $28.5 million, coffee $23.7 million and tobacco $4.7 million. Statistics on imports for 1958 are not yet available; however, it is understood that there was a favourable trade balance, but much smaller than the $44.5 million of the previous year.

FOREIGN TRADE OF THE DOMINICAN REPUBLIC

(in millions of D.R. pesos, one peso=US$1.00)

	Total	Exports	Imports	Balance
1953	191.8	105.3	86.5	18.8
1954	202.5	119.7	82.8	36.9
1955	212.8	114.8	98.0	16.8
1956	232.9	124.6	108.3	16.3
1957	277.5	161.0	116.5	44.5
1957 (9 mos.)	207.1	124.3	82.8	41.5
1958 (9 mos.)	205.1	110.0	95.1	14.9

Sugar Output Rises

For the 1958-59 grinding season which began last November, a record production of nearly one million tons of raw sugar is forecast. Weather conditions have been excellent for harvesting and the Rio Haina mill during the first 130 days of operation this season produced a record 404,392 tons of sugar and 25 million gallons of molasses, compared with 276,035 tons and

14 million gallons for the same period of the previous year. This mill has installed bulk-loading facilities and is considered to be one of the largest and most modern in the world. During the calendar year 1958 the Republic sold abroad 668,883 metric tons of raw sugar. The leading markets were:

United Kingdom	398,985 metric tons
United States	89,319 " "
Japan	74,577 " "
Netherlands	29,580 " "
Syria	26,543 " "

Since March 1 this year, Dominican sugar can be marketed through the New York exchange, with the advantage of Contract Four and participation in future sales. This places the Dominican Republic on a better competitive basis with Cuba and forward sales can be made from several of the Dominican ports.

New Industries Set Up

During 1958 there were 441 new industrial firms registered with the Department of Industry and Commerce. Among these are two textile mills, an installation for the curing and tanning of hides, a confectionery plant, and a tire-recapping plant. In his annual message, President Trujillo stated that in 1958 Dominican industry produced goods valued at $272.9 million, employed 92,367 persons and had a payroll of $40.1 million.

The Alcoa Exploration Company began shipping bauxite from the Cabo Rojo region of the Republic to the United States in January of this year. This U.S. subsidiary has an investment of $14 million in the enterprise.

Canadian-Dominican Trade

Canadian exports to the Dominican Republic in 1958 were valued at $5.36 million, compared with $5.02 million in 1957. Fisheries products and wheat flour continue to be leading exports; however, a wide range of manufactures in smaller quantities and raw materials find an outlet in this country. The principal Canadian exports to the Republic are shown in the following table:

PRINCIPAL CANADIAN EXPORTS TO DOMINICAN REPUBLIC

	1957	1958
Wheat flour	$865,778	$1,439,389
Macaroni	189,803	165,464
Tires for trucks and buses	229,794	201,471
Herring bloaters	399,705	357,907
Hake	244,027	180,520
Pollock	861,763	880,869
Sardines	98,517	110,590
Newsprint	269,638	298,653
Machinery and parts	57,890	116,262
Automobiles	114,041	134,479
Copper wire	196,602	137,066
Asbestos milled fibres	43,636	177,580

Canadian exporters will find an open dollar market in this country. Foreign exchange continues to be readily available for normal business purposes and remittances abroad are prompt. Because of the nature of the market, the competition is keen and our exporters have to face the competition of lower priced merchandise from Europe and Japan.

Puerto Rico

ACCORDING to the Puerto Rican Bureau of Economics and Statistics, in the fiscal year 1957-58 ended June 30, 1958, total production rose by 6.8 per cent. However, because of a 3 per cent increase in prices, the real growth in constant dollars was 4 per cent. For a second consecutive year, total fixed investment continued to rise, reaching a peak level of $274 million. Investment in plant and equipment increased by $11 million above the record $177 million of the previous year. Construction activity rose by 9 per cent and employment increased by 3,000.

With approximately 53 per cent of all manufactured goods going to the United States, it was to be expected that this sector of the economy would be particularly affected by the U.S. recession. On the basis of preliminary estimates, non-agriculturally based manufacturing income rose by only 10 per cent, a lower rate of increase than average annual gains since 1950.

Net income from agriculture showed a 2 per cent jump, though the portion from sugar cane dropped by 11 per cent. This drop was offset by an increase in coffee production. Agriculture other than sugar reached a new peak of $100 million of net income.

For the first time since 1953 the net income generated by the Federal Government as a purchaser of goods and services did not decline. Unlike the previous year—when large gains in manufacturing and construction were partly offset by declines in net income from Federal Government spending and agriculture—all sectors of the economy moved together at roughly the same pace. Once again, fixed capital investment amounted to 21 per cent of the gross national product and thus continued to sustain economic growth.

Canadian-Puerto Rican Trade

During 1958 Canadian exports to Puerto Rico were valued at $12,569,861, about $40,000 less than the previous year. This island continues to be our principal market for dried salt cod from the Atlantic Provinces; it represents about 25 per cent of our total exports to this country. The demand for construction lumber (such as Douglas fir and hemlock in planks) continues because of the boom in building of industrial plants, office buildings and private dwellings. There is a continuing trade in other construction materials, such as

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PRINCIPAL CANADIAN EXPORTS TO PUERTO RICO

	1957	1958
Potatoes, table	$ 743,258	$ 843,027
Malt	393,197	445,582
Potatoes, certified seed	3,950	113,109
Cod, dried salted	3,511,135	3,692,337
Pollock, dried salted	312,842	227,334
Lumber	3,356,544	3,156,881
Newsprint paper	1,492,350	1,630,272
Machinery and parts	443,001	213,476
Autos, passenger	1,152,316	343,415
Aluminum in primary forms	22,159	349,708
Copper tubing	87,512	154,173
Manufactures of non-ferrous metals		146,524

copper and brass tubing, and semi-fabricated forms of these metals, principally copper. Exports of aluminum in primary and semi-fabricated forms and of electric motors and parts have increased steadily. Automobile exports climbed spectacularly in 1957 but in 1958, because of shipping costs, these models were not competitive with other makes from the U.S.

The table on the left shows Canada's main exports to Puerto Rico:

Outlook Promising

Business activity continues at a high level in Puerto Rico and Canadian exporters can look for a continuation of their trade in those commodities established in this market. There are no import restrictions or exchange controls. The unit of currency is the U.S. dollar and quotations should be made in dollars. Puerto Rico is part of the U.S. and imports from Canada are subject to the same duties as apply to shipments to the mainland. Like other countries in the Caribbean, it is a price-conscious market and Canadian exporters must meet the competition from other countries, in particular the shipments from the U.S. mainland that enter free of duty. ●

Commodity Notes

Aircraft

BRAZIL—A financial group in São Paulo is reported to be negotiating with the French manufacturers of the *Hurel Dubois* aircraft for the establishment of a factory in São Paulo. According to a member of the Technological Research Institute, this type of aircraft meets the needs of Brazil's civil and commercial air-transport system—São Paulo.

Automobiles

AUSTRALIA—Registrations of new motor cars in 1958 totalled 154,873, compared with 148,915 in 1957. Registrations of new station wagons more than trebled—from 6,235 in 1957 to 20,424 in 1958. Australian-made *Holdens* predominated in the new registrations, accounting for 42.7 per cent of the total of new cars and 83 per cent of the new station wagons—Sydney.

BRAZIL—Manufacture of *Alfa Romeo* cars in Brazil is expected to begin this year, according to Mario Pires, president of Fabrica Nacional de Motores, who left for Italy last week to sign the final contracts for financing and purchase of equipment. FNM is now embarking on an expansion program which includes a capital increase from Cr$800 million to Cr$2 billion, establishment of a new automobile industry with technical and financial assistance from Alfa Romeo S.P.S., and an increase in production of FNM trucks from the current 350 units a month to 7,200 units a year—São Paulo.

Cellulose

SWEDEN—If all goes according to plan, Hylte Bruks AB intends to erect a new sulphite pulp mill at Ivetofta, South Sweden, near the Baltic coast. It will cost Sw.kr. 75 million, and will employ 200 men. In the first stage, production is estimated at 70,000 tons a year, but it is hoped eventually to double this.

The mill will be built in accordance with a new method, and both coniferous and hardwood will be used. The process is comparable to a sulphite process, but pine, spruce and beech will be cooked separately. It is hoped that the new mill will also be able to treat oak, which has not been exploited for pulp to date

because of its high tannic acid content. The new method will make it possible to "melt" this acid.

Another advantage of the new sulphite process is that practically all odour will be eliminated. Waste water will be released three miles out in the Baltic at a depth of 10 metres; currents will see to it that fish are not damaged—Stockholm.

Coke

NEW ZEALAND—Tests which followed a trial shipment of New Zealand coal to Japan revealed that it is of exceptionally high quality for coking purposes, according to a representative of British International Trading Company and Associates who pioneered the business. The first shipment totalled 2,500 tons and reports indicate that it was surprisingly free from impurities, which made it suitable for blending with Japanese coals.

However, a continuing trade depends on the availability of convenient and economic shipping and on the development of port facilities in the coal-mining area. Negotiations are now proceeding between the New Zealand Department of Mines and representatives of Japanese steel interests to determine whether the expected volume of trade is large enough to support the cost of developing ports—Wellington.

Construction and Transport Equipment

PORTUGAL—A Portuguese company that specializes in metal constructions has been authorized to make civil and road construction machinery and hoisting and transport equipment, with the exception of cranes of any type, unless they are for export. Although machinery of this type has been much in demand in Portugal because of activity in the construction of buildings, roads, bridges and other public works, it is not expected that immediate production in the firm's Agualva workshops will be very large because of competition from imports—Lisbon.

Furniture

NORWAY—Norwegian exports of furniture rose by 40 per cent last year and reached a value of 10 million kroner. The United States was the largest customer, with the Arabian countries and West Germany runners-up. The Norwegian Furniture Manufacturers' Association expects exports to reach about 30 million kroner in the course of a few years. Work is now well under way to establish a Scandinavian furniture export organization—Oslo.

Hydro-Electric Power

FRANCE—A hydro-electric dam and power plant on the Rio Lindo in Honduras will be constructed by a group of French companies, including Compagnie Francaise d'Entreprises, Compagnie Generale d'Entreprises Electriques, ALSTHOM, and NEYRPIC. The contract is valued at 6,500 million francs, or about $13 million—Paris.

Minerals

PERU—Exports of mining products in 1958 have been provisionally valued at US$104.1 million, compared with US$121.1 million in 1957. Exports of the six leading products in 1958 (1957 figures in brackets) totalled: gold 2,461 kilos (2,320), silver 765 tons (684), lead 135 thousand tons (120 thousand), zinc 136 thousand tons (150 thousand), copper 52,000 tons (49,000), and iron 1,524,000 tons (2,179,000) —Lima.

Nickel

NEW CALEDONIA—Nickel ore production in New Caledonia dropped to 425 thousand metric tons in 1958, compared with 670 thousand in 1957. In terms of metal content, the output of the Doniambo plant of Société Le Nickel, near Nouméa, declined from 22,660,000 lb. in 1957 to 19,492,000 lb. in 1958. Overseas shipments totalled 15,796,000 lb. in 1958 (24,860,000 lb. in 1957) and were valued at 8,080 million francs. However, indications are that deliveries during the first two months in 1959 were slightly higher than those in the same months of 1958—Paris.

Packages

SWEDEN—AB Akerlund & Rausing, of Lund, will build a large factory in Frankfurt to make packages for the food and confectionery industries. A big market is developing as a result of the self-service system and production will start in September. This investment is being made with the Common Market in mind. The firm also intends to expand exports to Germany of its patented packaging machines. The German tariff is more restrictive on packages than it is on these machines.

An associated firm, Tetra-Pak, has had a sales office and servicing workshop in Germany for three years and has been highly successful. Milk in Tetra-Pak cartons is being sold on a large scale in 30 German cities and carton sales are still growing—Stockholm.

Pharmaceuticals, Surgical Instruments

INDIA—The Indian Minister of Industry has announced that the report made by the team of Soviet drug experts which visited India during 1958 at the invitation of the Government is now being studied, and the following projects are being considered to meet the increasing demands for drugs and pharmaceuticals and to eliminate imports as soon as possible: (1) an antibiotics plant to produce penicillin, streptomycin,

tetracycline, and new antibiotics; (2) a synthetic drugs plant to produce sulpha drugs, anti-tubercular drugs, analgesics, anti-pyretics, and a number of vitamins and also special intermediates required for their manufacture; (3) a laboratory and factory to produce drugs from medicinal plants; (4) a unit to produce glandular products, such as insulin, ACTH, pituitary, and (5) a workshop to produce most of the important types of surgical instruments.

Total capital investment (excluding that on land, township and working capital) in these units is placed at about Rs.28.7 crores. Details of the cost of plant and machinery to be imported from abroad or made locally from domestic as well as imported materials, and the cost of buildings and other facilities have still to be worked out. The Minister said that the time required to complete these projects would be known only after the negotiations were finished—New Delhi.

Sugar

BRAZIL—Brazil's sugar exports during 1958 reached a record 775,809 tons, and were exceeded only by Cuba's. In the years 1954 to 1957, Brazilian sugar sales totalled 150,500 tons, 581,000 tons, 23,400 tons and 409,000 tons, respectively. Last year, shipments went to 19 countries; two-thirds of these were to Asiatic countries, principally Communist China, with which Brazil does not maintain diplomatic or trade relations —São Paulo.

Tissue Paper

AUSTRALIA—Bowater Paper Corp. Ltd., London, and Scott Paper Co., Pennsylvania, recently announced that they will combine to build a £1.5 million tissue-paper plant at Box Hill, near Melbourne. The paper mill and adjoining conversion plant will be the first fully integrated operation of its kind in Australia—Melbourne.

BELGIUM—The Bowater-Scott group has just established a new company in Belgium to make household tissue papers. This factory, to be built near Brussels, will produce a full range of domestic cellulose articles, such as facial tissues, paper handkerchiefs, serviettes, hand towels, toilet paper, cellulose diapers, etc. The market for them is expected to cover all of Benelux, northern France and West Germany—Brussels.

Wool

NEW ZEALAND—The New Zealand wool-milling industry, comprising 20 mills primarily engaged in the manufacture of woollen and worsted yarns and fabrics, increased its production by 12.8 per cent in 1957-58, compared with the previous year. Smaller imports because of tighter intensified import control have stimulated demand for the industry's products. Value of output in 1957-58 at £5.4 million was £876 thousand higher than in 1956-57.

Cloths and yarns produced for sale were the main contributors to the production rise: output of woollen and worsted cloths increased by 14.6 per cent from 2,042,000 yards in 1956-57 to 2,341,000 yards in 1957-58; yarn for sale (fingering and machine knitting) increased by 8.9 per cent. Provisional figures for 1958-59 show a further substantial increase in activity —Wellington.

Tours of Territory

B. C. BUTLER, Minister (Commercial) in London, England, will visit the main centres in Scotland during the first two weeks of May.

M. R. M. DALE, Trade Commissioner in Cape Town, South Africa, will visit South West Africa from May 20-June 8.

L. D. R. DYKE, Assistant Commercial Secretary in Athens, Greece, will visit Turkey during the last two weeks of May.

A. W. EVANS, Trade Commissioner in Liverpool, England, will visit Leeds, Middlesborough, Stockton on Tees, Darlington, and Newcastle on Tyne from May 11-15, and Preston, Colne, and Manchester from May 20-22.

J. MACNAUGHT, Assistant Commercial Secretary in Wellington, New Zealand, will visit Kinleith, Kawerau, and Hamilton from May 11-15.

R. D. SIRRS, Assistant Commercial Secretary in Caracas, Venezuela, will visit Ciudad Bolivar, Cumana, Puerto Ordaz, Puerto La Cruz, and Barcelona towards the middle of May, and Maracaibo, Aruba, and Curacao towards the middle of June.

B. C. STEERS, Assistant Trade Commissioner in Singapore, will visit Kuala Lumpur from May 12-14.

R. G. WOOLHAM, Assistant Commercial Secretary in Tokyo, Japan, will visit Seoul, Korea, from June 1-5.

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. Butler at London, Mr. Dale at Cape Town, Mr. Dyke at Athens, Mr. Evans at Liverpool, Mr. MacNaught at Wellington, Mr. Sirrs at Caracas, Mr. Steers at Singapore, and Mr. Woolham at Tokyo.

Japan Increases Import Budget

Cautious increase in expenditures, some transfers to Automatic Approval System, and establishment of funds for travel abroad distinguish Japanese import budget for first half of current fiscal year.

R. G. WOOLHAM,
Assistant Commercial Secretary, Tokyo.

THE Japanese Government on March 31, 1959, announced a foreign exchange budget totalling $2,398,686,000 for the April-September period of this year. This represents an increase of nearly $375 million over the same period of 1957 and of $184 million compared with September 1958 to April 1959. Of the new budget, $1,941 million has been set aside for imports, including a $200 million reserve, and $457.7 million earmarked for invisible payments (See Table I).

Quotas for lumber, steel raw materials, and heavy oils have been increased, but import allocations for sugar, rice and raw wool decreased (Table II). Imports of hides and skins for the first half have been set at 20,100 tons, about the same as in the previous half-year period. In addition, several items—including copra, germanium, carbon black, vessels for scrap, cotton flock, hops and Mexican fiber—have been transferred from the Fund Allocation System to the Automatic Approval System. The latter method of import control gives the importer more autonomy in choosing sources of supply and in addition, the items covered by this system are not subject to individual restrictions.

TABLE I FOREIGN EXCHANGE BUDGET

April 1-September 30, 1959

	Apr.-Sept. 1959	Apr.-Sept. 1958	Oct.-Mar. '58 '59
	('000's US$)		
Foodstuffs	192,712	231,688	217,907
Salt and tobacco (monopoly goods)	7,975	7,213	15,150
Lumber	17,562	10,662	9,984
Materials for daily consumer goods	20,730	17,957	14,762
Textile materials and products	280,408	300,828	337,877
Fertilizers and their materials	15,350	16,986	14,758
Coal	46,595	38,777	41,455
Iron and steel products, iron ore, non-ferrous metal, etc.	103,161	86,227	65,357
Petroleum	140,130	145,306	126,651
Chemicals	13,354	6,378	13,653
Medicines	8,866	3,481	2,715
Machinery	165,000	123,000	150,000
Materials for products for re-export	35,000	37,000	33,000
Barter goods	30,000	30,000	30,000
Military procurement goods	3,500	4,500	4,000
Re-import goods	3,000	2,000	2,000
Miscellaneous goods			
Group I	57,657	55,997	52,487
Group II	25,000	30,000	30,000
AA-system applied goods	580,000	380,000	470,000
Regular reserve	200,000	100,000	125,244
Total	1,941,000	1,682,000	1,757,000
Invisible payments	457,686	396,392	456,620
GRAND TOTAL	2,398,686	2,024,392	2,213,620

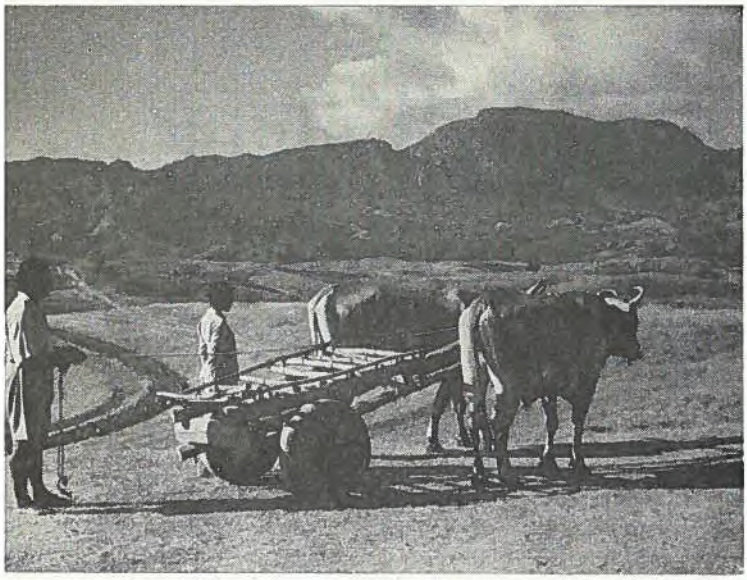
TABLE II MAIN IMPORTS

April 1-September 30, 1959

Item	Unit	Apr.-Sept. 1959	Apr.-Sept. 1958	Oct.-Mar. '58 '59
Rice	(1,000 tons)	34	100	243
Wheat	"	1,073	1,050	1,024
Barley	"	257	350	305
Sugar	"	500	580	570
Salt	"	970	810	970
Soyabeans	"	429	335	318
Raw cotton	(1,000 bales)	1,202	739	1,190
Raw wool	"	405.5	275	525
Scrap iron	(1,000 tons)	883	40	523
Coking coal	"	2,075	1,884	1,647
Heavy oil	(1,000 kl.)	774	690	758
Crude oil	(1,000 bbl.)	64,222	64,810	54,251
Timber	(1,000 cubic meters)	841		462

Five other foreign currencies were also authorized for use in settlement of Japan's international accounts. These are the Italian lira, the Austrian schilling, the Danish krone, the Norwegian krone and the Portuguese escudo.

In the budget allocation for invisible payments, the establishment of $11 million for overseas travel and expenses is included. This measure is designed to strengthen private Japanese business promotion in foreign markets. Another $69 million has also been budgeted for the remittance of non-resident yen earnings relating to capital transactions, and to receipts earned by foreign films being shown in Japan. ●



Farming, even with simple tools, is Fiji's economic mainstay.

Fiji Plans for

J. H. STONE, *Commercial Secretary, Wellington.*

FIJI'S economic health depends almost entirely on the production and export of a few basic products: sugar, coconut oil, manganese ore, gold and bananas. Of these, sugar is more important than all other exports taken together. During 1958, exports totalled F£14.0 million, down 8 per cent from the previous year, but imports rose by 16 per cent to a total value of F£17.6 million. Faced with a rapidly growing population, the authorities are seeking means to increase the production of food for local consumption and to find new export products. Import controls on a wide range of goods, some of interest to Canada, were relaxed at the beginning of 1959 by the placing of many types of goods from the dollar area on Open General Licence.

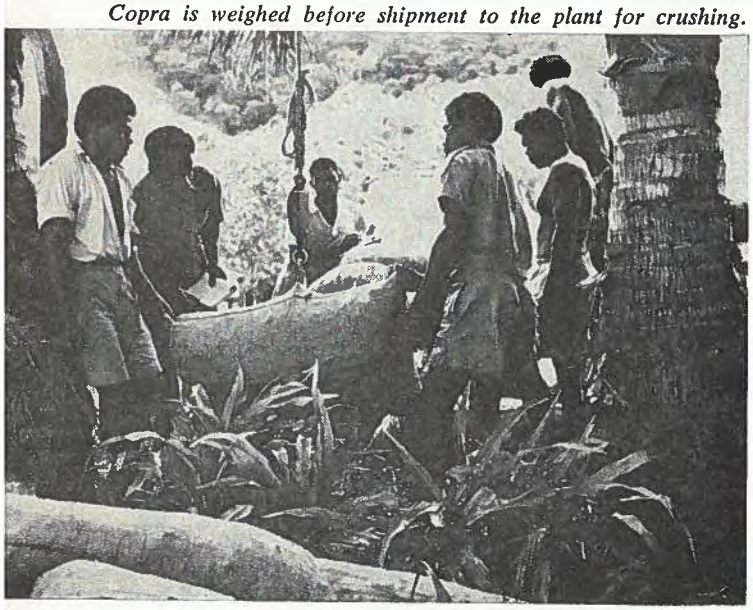
Agriculture Main Export Earner

Sugar and sugar-cane products have long been the mainstay of the economy, earning some two-thirds of the island's export income. Unrefined sugar is sold mainly under the 1951 Commonwealth Sugar Agreement, which allotted to Fiji an export quota of approximately 170 thousand tons a year. Although exports during the past five years have averaged closer to 150 thousand tons, the introduction of new hybrid varieties of cane has enabled exports of 174 thousand tons in 1957 and 192 thousand in 1958.

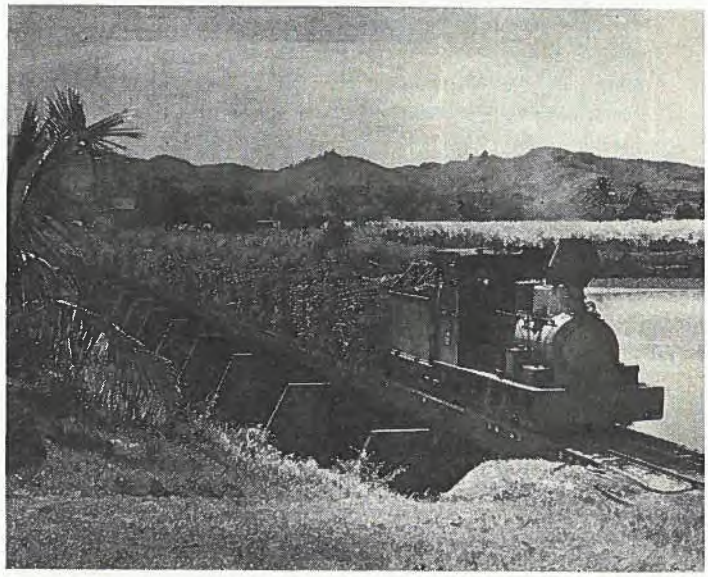
Coconut oil and copra are particularly important to the indigenous Fijian population because they provide much of their cash income. Until the end of 1957, the United Kingdom Ministry of Food bought the whole output under contract. Since this arrangement lapsed, commercial firms have taken over the marketing. During the past ten years, the crushing of copra has more and more been carried out locally; almost the entire crop is now exported in the form of oil, mainly to the United Kingdom, although 2,100 tons went to Canada during 1958.

Banana production, based on the New Zealand market, is highly variable, depending on the weather. The

Copra is weighed before shipment to the plant for crushing.



Sugar cane, enroute to the mill, is Fiji's main export earner.



:he Future

reports our Trade Commissioner in New Zealand, who speaks out of firsthand knowledge gained on a recent visit. Development should mean greater purchases from Canada, with import controls now relaxed.

maintenance of quality is a problem that has not yet been solved. The 1958 crop was the smallest in six years and exports reached less than half those of 1957.

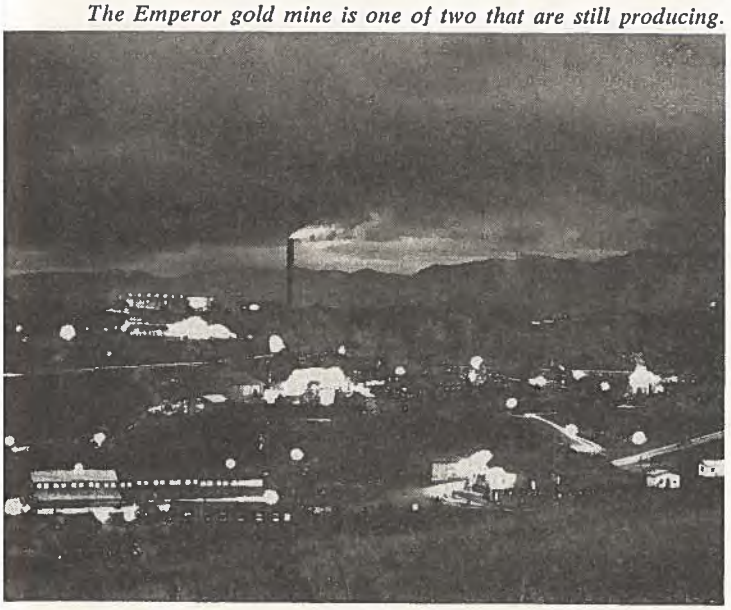
Manganese ore and unrefined gold are the colony's only mineral exports and production seems unlikely to increase significantly. The Government pays a subsidy of £2.0.0 per fine ounce of gold.

New Developments Encouraged

No increase is expected in the production of the main export commodities sufficient to keep pace with the rapidly expanding population. The attention of the business community and of the Government has therefore turned to the possibility of establishing new crops, occupations and industries to feed the population and to provide for the larger volume of imports that will be necessary in future years if a substantial drop in the already low standard of living of the average Fijian is to be avoided. The Government is encouraging the planting of cocoa and has arranged for trial shipments to potential markets, including Canada. An offshore fishing industry, a canning factory for fish and fruits, greater use of domestic lumber, and the replanting in rice and other food crops of land now used marginally for sugar cane are all under discussion.

An extensive capital development program has been carried out since the war in the form of two "plans", the current one to be completed in 1960. Expenditures of over £16 million are involved from funds that have mainly been raised locally. Roads, bridges and other public services, harbour installations, economic projects and Fiji's share of the extension of the installation of Nandi international airport have been, and will be, financed under these programs.

The Emperor gold mine is one of two that are still producing.



Trade Shows Deficit

Recent years, with few exceptions, have witnessed large trade deficits; they are considered to reflect mainly the large investment program designed to improve living standards, production and exports in the future. Although no balance-of-payments figures are published, most of the private capital investment is Australian in origin; the United Kingdom, Australia and New Zealand are sharing the cost (some £3 million) of improving the international airport. The United Kingdom, Australia, New Zealand and Canada are Fiji's principal trading partners, supplying her with manufactured consumer and capital goods, fuels and food in return for sugar and coconut products, manganese ore, gold and bananas.

FOREIGN TRADE OF FIJI

	Exports		Imports	
	1957	1958*	1957	1958*
	(thousands of Fiji pounds)			
United Kingdom	6,426	5,990	4,807	5,967
Canada	2,700	2,227	396	426
New Zealand	1,895	1,826	1,358	1,229
Australia	1,323	1,420	4,104	4,665
United States	463	306	939	789
Total, including all countries	14,998	14,045	15,216	17,603

*Provisional figures.

Canadian Exports Gain

Canada traditionally buys much more from Fiji than she sells there, as the accompanying table shows. Canadian exports of lumber, machinery and flour made significant gains in 1958, as did total Canadian exports, which increased to F£426 thousand. Canadian imports from the Colony decreased. Significant quantities of coconut oil were shipped to Canada, plus a small trial shipment of cocoa.

In accordance with decisions taken at the Commonwealth Economic Conference, a wide range of commodities from the dollar area were placed under Open General Licence at the beginning of 1959. Some of these were already being accorded generous licensing

TRADE WITH CANADA

Imports from Canada	1957	1958[2]	Exports to Canada	1957	1958[2]
	(thousands of Fiji pounds)				
Lumber	263	279	Unrefined sugar	2,696	1,982
Canned fish	53	42	Coconut oil		243
Machinery	27	32			
Manufactures of metal	6	5			
Flour		13			
Tobacco	12	[1]			
Lighting fixtures	9	[1]			
Paper products	8	[1]			
Petroleum products	6	[1]			
Vehicle parts	4	1			
Total	396	426		2,700	2,227

[1]Comparable figures not yet available.
[2]Provisional figures.

treatment and outboard motors, timber, paper bags, wrapping paper and pressure lamps and stoves were previously on Open General Licence. From January 1, 1959, flour, canned salmon, fertilizers, newsprint, agricultural machinery, office equipment, diesel motors, engineers' tools, tool handles, and a wide variety of machinery and raw materials may also be freely imported from the dollar area.

The market is, however, small; the population totals only 374 thousand and a large percentage have no purchasing power beyond that sufficient to provide the bare essentials of life. Australian interests control much of the Colony's business, including the sugar, coconut oil and brewing industries, and they, with United Kingdom and New Zealand exporters, have traditionally supplied a large proportion of Fiji's needs. Fiji importers and distributors are, however, progressive and interested in new sources of supply at competitive prices, and the recent trade liberalization (which will almost certainly be extended) should open up new opportunities for Canadian exporters. ●

Fairs and Exhibitions

Canada at Lausanne Food Exposition

CANADA is sponsoring a display of foods, principally grain, at the *International Food Exposition* in Lausanne, Switzerland, from June 13 to 28, which is running concurrently with the *4th International Congress on Food Distribution* (AIDA). The congress and exposition invite participation from AIDA's 34 member countries and among those which have accepted the invitations are the United States, France, Belgium, the Netherlands, West Germany, Canada and Italy. The exposition is not a trade fair but a prestige exhibition surveying the present world food situation and the problems facing the food industry.

Canada's exhibit, in addition to featuring top Canadian grains such as durum wheat and its many products, will also include canned fish (salmon and lobster), canned fruits and vegetables, and Canadian liquors. These products have been contributed by leading Canadian manufacturers and processors and incorporated into the exhibit by the Canadian Government Exhibition Commission. The exhibit will be integrated into the over-all theme of the exposition, developing the world food story from its base, i.e. "What is required to feed a nation?", through the many facets of production, manufacturing, wholesaling, retailing, trade associations—even to distribution to under-developed countries. For a more complete account of its nature and scope and for information to help visitors from abroad, write to the Exposition Committee of AIDA, International Food Exposition 1959, P.O. Box 121, Basel 18, Switzerland.

Belgians Exhibit in 17 Countries

BELGIUM, one of Europe's oldest trading nations, continues to show her confidence in the trade fair as a means of making her products known abroad. Mr. L. H. Ausman, Canadian Commercial Counsellor in Brussels, reports that Belgian Government participation will take many different forms in 1959 and will include fairs in as widely separated cities as Baghdad, Johannesburg, and Dallas, Texas.

The Government, in co-operation with private Belgian firms, will send an official exhibit to fairs in Casablanca, Frankfurt, Baghdad, Lima, Los Angeles, Montreal, Munich, Poznan and Johannesburg. The Government alone will participate in fairs in Barcelona,

Berlin, Damascus, Milan, Padua, Palermo, Portland (Oregon), Toulouse and Utrecht; private firms may exhibit on their own in their trade classifications.

In the Hanover, Cologne (Anuga), Cologne (hardware), Milan (textile machinery) and Paris (machine tools) exhibitions, there will be no official Belgian sections, but the Government will assist financially any businessman who is anxious to show his products. Three European cities (Cologne, Manchester and Copenhagen) will have complete "Belgian Weeks" in 1959.

The Government is also organizing displays at 12 fairs in the United States on behalf of individual exhibitors and their local agents. These will be held in San Antonio, Kansas City, Chicago, Denver, Houston, San Diego, Sacramento, Los Angeles, New Orleans, Dallas and Corpus Christi. In addition, Belgium is joining forces at trade fairs with some of her European neighbours. With the Netherlands and Luxembourg, she will set up joint displays at Lyons, New York, Stockholm and Vienna. And, with other Common Market countries and the United Kingdom, she will send commercial experts to staff a group of information stands at Chicago's International Trade Fair in July.

Why Not Exhibit in Britain?

FROM the long and varied list of trade fairs that are held in the United Kingdom every year our Trade Fairs Abroad Office has selected six of special interest to Canadians in 1959.

First, a general show, the *Scottish Industries Exhibition,* which runs from September 3 to 19 at Kelvin Hall in Glasgow. Because this fair is held only once every five years Canadian buyers may want to make a special effort to attend. There will be a number of added attractions, including a fashion show every day and special entertainment in the 3,000-seat arena. The organizers are The Scottish Council, and the manager is Mr. M. H. Donaldson, 2 Woodside Terrace, Glasgow C.3.

Each of the five specialty shows on our list is open to foreign exhibitors. The one exception, the *Business Efficiency Exhibition,* at Olympia, London, from May 25 to June 4, excludes foreign exhibitors simply because of lack of space, though foreign firms may exhibit through their British agents. The fair features every type of equipment for office work, from typewriters and stationery to electronic computers. In fact, it is said to be one of the largest groupings of office machinery and equipment of all sorts every brought together under one roof, not only in the U.K. but anywhere in the world.

New packaging materials and systems are always good news for exporters and Canadians who are interested in buying these—or have some of their own to sell—should take note of the *Sixth International Packaging Exhibition,* September 8-18, in London. Mr. Jack Baker, Press and Public Relations Officer of Dale Reynolds Publicity, has the details. His address: 32 Finsbury Square, London, E.C.2.

Plastics, machinery and finished and semi-finished products will be shown at the *International Plastics Exhibition* in London from June 17 to 27. One of the fair's many features will be a collection of over 200 of the finest plastic products for the home—the work of leading industrial designers from Austria, Canada, Denmark, Finland, France, Italy, the Netherlands, Sweden, Switzerland, the United States, the United Kingdom and West Germany. Write for more information to J. L. Wood, Organizer, International Plastics Exhibition, Dorset House, Stamford Street, London, S.E.1.

The 1959 Building Exhibition of materials and equipment for the construction industry will introduce an innovation this year—a section reserved exclusively for products and equipment used in painting and decorating. This is the first time since 1923 that the show has been set in London; the site chosen is Olympia and the dates are November 18 to December 2. A plan of the space available and other information may be obtained from: The Building Exhibition, 11 Manchester Square, London, W.1.

From June 10 to 17, twenty-five acres at Greenford, Middlesex, will echo to the roar of graders, excavators, cranes, hoists, trenchers and mixers at Britain's annual *Building Plant Exhibition.* We have listed only a few of the many kinds of equipment actually to be seen in action at Greenford; the brochure, in fact, says ". . . every mechanical aid (including hand tools) for the modern builder". The fair is organized by the

—Courtesy of "The Sporting Goods Dealer".
Twenty-eight Canadian exhibitors at the National Sporting Goods show at the Morrison Hotel in Chicago, pause to have their picture taken. The exhibition, held from February 1-5, attracted 11,000 buyers—about 4,200 to the Canadian section.

British Ministry of Works; for instructions about how to get there from central London, or how to get your equipment exhibited, write to the Chief Information Officer of the Ministry of Works. His office is at Lambeth Bridge House, London, S.E.1.

General Fairs in . . .

AUSTRALIA—*Sydney Industries Fair,* Sydney, July 20-25. Apply: Industrial Public Relations Service (N.S.W.) Pty. Ltd., Box 4962, G.P.O., Sydney.

CANADA—*3rd International Trade Fair,* Montreal, June 5-13. Apply: Montreal International Trade Fair, Palais du Commerce, Montreal.

COLOMBIA—*4th International Fair,* Bogotá, August 6-20. Apply: Corporation De Ferias y Exposiciones S.A., Bogotá, D.E.

JAPAN—*4th International Trade Fair,* Osaka, April 9-26, 1960. Apply: Osaka International Trade Fair Commission, Honmachi-Bashi, Higashi-ku, Osaka.

LUXEMBOURG—*The International Fair of Luxembourg, 1959,* Luxembourg, May 28-June 7. Apply: Mr. Jemp Michels, Director, International Fair of Luxembourg.

UNITED STATES—*Centennial Exposition,* Portland, June 10-September 17; and *International Trade Fair,* June 10-24. Apply: Oregon Centennial Commission, 400 Jackson Tower, Portland, Oregon.

Specialty Shows Abroad

AGRICULTURAL MACHINERY—*1st World Agriculture Fair,* New Delhi, India, December 11, 1959-February 14, 1960. Apply: World Agriculture Fair, Exhibition Grounds, Mathura Road, New Delhi.

AGRICULTURAL MACHINERY, PRODUCTS—*Agricultural Jubilee Exhibition,* Ekeberg (just outside Oslo), Norway, June 11-July 5. Apply: Norges Varemesse, Tollbugata 2, Oslo, Norway. (Canadian firms may participate through their Norwegian agents).

AUTOMOBILES—*44th International Motor Exhibition,* London, October 21-31. Apply: Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1.

AUTOMOBILES, MOTORCYCLES—*International Automobile Show,* Paris, October 1-11. Apply: M. le Président, Grand-Palais, Porte J, Paris.

CHEMICAL LABORATORY TECHNIQUES—*International Congress and Exhibition of Chemical Laboratory, Measurement, and Automation Techniques* (ILMAC), Basel, Switzerland, November 10-15.

CONFECTIONERY—*14th Annual Convention and Confectionery Exposition,* Chicago, July 26-29. Apply: National Candy Wholesalers Association, 1424 K Street, N.W., Washington 5, D.C.

ELECTRONICS—*International Instruments, Electronics and Automation Exhibition,* London, May 23-28, 1960. Apply: Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1.

JEWELLERY, GIFTWARE—*Jewellery Week,* Paris, September 12-21. Apply: M. Vanlaar, Président, 10 rue Charlot, Paris 3.

Exhibitions in the Mediterranean

FOUR international trade fairs in the Mediterranean this autumn, one in Turkey, one in Tunisia and two in Italy, will open their doors to foreign exhibitors. In Turkey, the *International Fair of Izmir* will run a full month from August 20 to September 20, and will feature heavy industrial products, textiles, raw materials, handicrafts and other goods. Foreign firms may sell their products at the close of the fair, but they may get sales permits only under the regular quotas granted to their respective countries. Goods that are imported solely to be shown at the fair must be returned to the originating country when the exhibit closes. Canadians interested in exhibiting should write to the Municipality of Izmir, Izmir Belediye Reisligi, Izmir, Turkey.

The *7th International Trade Fair* in Tunis opens on October 18 and closes November 2, with displays from the oil, tobacco, carpet, textile, copper and pottery industries. This is a big show, if we consider that it is only seven years old; about 600 thousand visitors and exhibitors from 13 countries attended last year, a sizable increase over the first fair in 1953 in which only one foreign country participated. Information about space may be obtained from Mr. Cheddli Bach Todji, Secretary of the International Trade Fair, Avenue du Dr. Habib Thameur, Tunis, Tunisia.

Two hundred air miles across the Silician Channel, the Italian city of Palermo will play host to the *14th International Mediterranean Trade Fair,* June 13-29. Businessmen visiting in the vicinity might well drop in and scout business prospects there this summer, but before doing so, they might drop a line to the fair organizers. Letters should be addressed to: Secretary-General, Dr. Pietro Barbara, Fiera del Mediterranea, Via General Cascino 1, Palermo. Another general fair in Italy—a much larger one—is scheduled for September 6-21 at Bari, on the Adriatic. It is the *23rd Levant International Trade Fair,* which last year drew a huge crowd of 1.7 million people. Inquiries about products, rents and accommodation in Bari may be addressed to Mr. Nicola Tridente, President, Ente Autonomo Fiera del Levante, Campionaria Generale Internazionale, Bari.

Business in Bermuda is booming, with tourist travel increasing, building going on at a brisk pace, and the budget balanced, says the author, who recently made a trade-promotion trip to these islands.

S. V. ALLEN,
Deputy Consul General (Commercial), New York.

THIS delightful island playground, with a population of approximately 43,000, is riding the crest of a boom. The year 1958 was a record one for the tourist trade and 1959 promises to be even better.

Favoured by excellent steamship services and ten airlines with terminals in the United Kingdom, Continental Europe, South America, the United States, Canada and the British West Indies, Bermuda's vital tourist trade last year registered a phenomenal increase of over 8 per cent. Visitors totalled 130,820, compared with 120,984 in 1957. Of these 92,479 arrived by air, including 9,672 from Canada. As usual, the United States was the largest single source of tourist traffic; of the total, 114,045 were Americans and 11,168 were Canadians. Although cruise passengers numbered only 22,382 in 1958, this figure was 21 per cent higher than the corresponding one for 1957.

A further impressive rise over 1958 was registered in the first two months of this year, when visitors from all countries totalled 9,516 compared with 8,926 in the same period of 1958. The increases from Canada and the United States were 5 and 6 per cent respectively. Combined they accounted for over 90 per cent of the visitors seeking refuge from less kindly climates.

Building Boom Continues

Prosperity in the tourist trade is reflected in all sectors of Bermuda's economy. There is full employment and an acute shortage of skilled labour, especially in the building industry. Competent and adequate trained help for the distributive trades is also proving difficult to find. Although most prices and wages remained stable in 1958 and any changes paralleled those in the United States and Canada, wage rates for skilled labour are now about 15 to 20 per cent higher than they were a few years ago. The restraint on private bank credit exercised by the local banks in 1957 and 1958, which doubtless curtailed building activity, has been eased to meet the increased demands for imported goods resulting from the building boom as well as the thriving tourist trade. The increase this year so far in authorized building projects—including extensive improvements and alterations as well as new buildings—is 60 per cent above the early 1958 rate. Low-rental housing is short and the Legislature is giving special consideration to this problem. In January, legislation was passed to facilitate duty-free entry of supplies for the reconstruction of the £1,250,000 Bermudiana Hotel, which burned down last year. The need to extend such customs facilities to similar building programs that will further improve Bermuda's tourist facilities and lower costs is being considered.

Dollar Earnings Substantial

Total imports rose last year over 8 per cent above 1957. Without tourist spending, Bermuda's largest source of dollar exchange, the Island would be dependent on local U.S. defence expenditures. These are substantial, but they would probably not cover Bermuda's import needs and especially its purchases from the United States and Canada. The modest and almost token import controls over dollar purchases now in effect have remained virtually unchanged since 1957. Official dollar exchange figures published in January showed that Bermuda's accumulative net surplus of dollar receipts over and above payments in the 19 years since September 3, 1939, totalled $115 million. In spite of annual deficits on dollar account during and occasionally since the war, Bermuda's record places it high on the list of individual dollar-earning members of the sterling area. Currently the dollar exchange account is showing an annual net surplus of nearly $25 million.

Tourist purchases of imported luxury products, some of which retail at lower prices than in the United States, constitute such an important segment of the Colony's dollar income that the recent visit to Bermuda of U.S. Customs officials, reported to be interested in possible pre-entry U.S. customs examination facilities there for returning American tourists, attracted much local notice. The liberal U.S. tourist-purchase limits, and the separate shipment facilities already enjoyed by Americans, creates a powerful retail demand which would be even more favoured by convenient arrangements of this sort. They would especially benefit British, United States and Continental European exporters of attractive tourist merchandise to Bermuda.

Budget Is Balanced

The 1959 estimates of government revenue and expenditures recently adopted by the House of Assembly indicate that, as usual, about one-third of Bermuda's revenue is expected to be derived from fees

for services rendered by various departments and two-thirds from customs duties on imports. Estimated 1959 revenue is £3.4 million and the expenditures forecast balance with this figure. Because customs revenue is projected at almost 10 per cent above 1958, increased imports are anticipated. Bermuda traditionally finances its government costs on a pay-as-you-go basis, including capital projects, for which there are substantial reserve funds. Nineteen fifty eight ended with a healthy budgetary surplus of £200 thousand which was put to reserve for the eventual construction of educational facilities and other public works. No personal income or corporation taxes are in effect nor has the Government a funded public debt of any consequence. On August 31, 1958, the amount outstanding was only £228,800. Most of this was a balance owing to the United Kingdom for the purchase of properties formerly used for defence purposes. Under the purchase agreement, concluded in 1954, £50,000 is to be repaid yearly. In addition, Bermuda in recent years has voluntarily assumed responsibility for repayment of an £800 thousand interest-free war loan made to the United Kingdom. This gift has been about half paid for.

Freeport Being Developed

The Bermuda Crown Lands Corporation, established in 1956 to develop and administer the Ireland Island Freeport for industrial purposes, reported recently that about one-tenth of the factory area available was being used by the firms now located there. Some eight firms in various stages of production are committed to the use of excellent facilities, virtually free of taxation of any kind, for the purpose of processing products for export outside Bermuda. At the present time Bermuda has little if any excess labour. However, steady progress in the development of these facilities will provide important additional insurance for the Island's economy should unforeseen developments adversely affect employment in the tourist industry. ●

A second article, "Bermuda's Import Trade", will appear in our May 23 issue—Editor.

Denmark Liberalizes Dollar Imports

Two liberalization measures introduced this year remove the differentiation between lists of liberalized imports into Denmark from dollar and West European countries. Which Canadian products are affected and will our sales opportunities improve?

C. F. WILSON, *Commercial Counsellor, Copenhagen.*

AT the beginning of 1959, Denmark adopted external convertibility, in step with the United Kingdom and other European countries. A considerably improved foreign exchange position made this Danish action possible and it was followed by a substantial measure of dollar trade liberalization.

Dollar imports were freed in two steps, effective February 1 and April 1. As a result of these measures, all products that are admitted freely into Denmark from Western European countries may now be imported with equal freedom from Canada and other dollar countries. The differentiation which has thus been abolished had been progressively reduced by several dollar liberalization measures taken since 1953.

The following are the products that have been liberalized this year. The reader will note that some of them are of considerable interest to Canadians.

Passenger cars and trucks carrying not more than ten passengers, and trucks weighing not more than 3,000 kilos
Chassis for all cars and trucks, also for buses and for trucks weighing 3,000 kilos or more, excluding chassis with wireless sets
Transport and lift trucks for use in factories, warehouses, etc.
Automobile engines
Motor vehicle tires and tubes
Asbestos piece goods
Hearing aids
Cheque protectors
Fuel oils
Mineral oils
Gasoline
Textiles (piece goods and finished articles, such as wearing apparel, curtains, furniture coverings, etc., excluding materials containing plastic or rubber)
Cheese
Casein
Citrus fruits
Buttons
Amalgams and colloid silver
Dental putty
Certain soldering and welding powders and pastes
Scythe sharpeners or strickles (whetstones)
Silver tubes and leaf silver
Nail files
Chill moulds
Transmission shafts
Shaft bearings
Gear wheels
Pulleys
Couplings
Ball heads (for bicycles)
Bellows
Certain photo-printing apparatus
Certain stereoscopes
Gold and platinum compounds
Certain explosives chemicals
India ink
Impregnated foliferous timber, excluding sleepers
Certain fireproof products
Curling pins
Pincers
Tractor engines
Gears
Cranks
Casings for bearings
Flywheels
Blocks
Pupin or loading coils
Racks
Casettes, etc., for cameras
Various parts for X-ray equipment

This list—to speak statistically—is calculated to raise the percentage of commodities that may be freely imported from all dollar countries from 66 to 88 per cent, calculated on the total value of goods imported from dollar sources in the base year 1953.

Among the items remaining under import control, the quota for whisky has been raised and new import quotas have been established for several types of goods imported from the dollar area. Although the actual amounts of the quotas have not been announced, they should provide for substantial imports of canned fruits and juices (including peaches, apricots and tomato juice) and wheat flour.

Effect on Canadian Exports

In reviewing the list above, it is worth noting that Canadian-made passenger cars have been admitted into Denmark under licence for the past few years. With the removal of quantitative controls, there is now more scope for manufacturers to select certain models of cars suited to the Danish market that can be supplied from Canadian plants. Such opportunities might expand if Canadian companies undertake small-car production.

Asbestos fibres are already on the free list and find a steady, reasonably good market in Denmark. The addition of asbestos piece goods to the free list should interest Canadian processors.

Denmark must import all its fuel supplies. New automobile registrations have grown apace in the last few years and there is a rise in conversions from coke to fuel oils in home and industrial heating. Because there are no Danish refineries, the bulk of these products is imported from British refineries. The U.S.S.R. has just succeeded in entering the Danish market. Danish importers would be interested in Canadian products at competitive prices from eastern refineries.

In the textile field, this is the first time since the war that piece goods and finished articles made from natural fibres have been permitted to enter the Danish market freely from dollar sources. This should mean opportunities for some Canadian specialties.

Although Danish blue cheese has been one of Denmark's principal exports to Canada, Canadian cheese can now come into Denmark. Danish cheesemakers have succeeded in producing many foreign types but not cheddar cheese. However, the taste for cheddar in Denmark could be developed and there are now opportunities for introductory sales.

Canadian canners now may offer canned peaches, apricots and tomato juice for sale in Denmark. No import quotas have been provided for other deciduous fruits and canned vegetables and their entry remains subject to approval of each transaction.

Canadian flour was sold in Denmark before the war, but it has been excluded from this market for some years. Nevertheless, our mills have maintained their agency representation and no time should be lost in developing this market once more. Strong, white flours should be welcomed by Danish bakers, whose regular supplies are milled from a grist containing 70 per cent soft wheat.

It has also been announced that the dollar-premium export scheme will gradually be withdrawn. This scheme, financed partly by high import taxes on controlled items, provides subsidies on sales to the dollar area. The present subsidy rate of 7.5 per cent will be reduced to 5 per cent in 1960 and to 2.5 per cent in 1961, and will be terminated thereafter.

Danish businessmen travelling to the dollar countries have hitherto been limited to $500 in travel funds. They now can cover all reasonable expenses.

Although import controls remain on a "hard-core" list—including many consumer durables and foods locally produced—the measures taken this year to remove discrimination and control from a number of imports should help Canadian exporters of these goods to expand their sales to Denmark.

Current Trade Examined

Currently, Dano-Canadian trade is small in relation to the total trade of both countries. Denmark's main suppliers are the United Kingdom, West Germany, Sweden and the United States. The table compares imports from these countries with those from Canada:

DANISH IMPORTS

(in million D. Kr.*)

From	1957	1958
United Kingdom	2,285	2,110
West Germany	1,802	1,834
United States	926	841
Sweden	840	943
Canada	20	23

*Can.$1=7.15⅛ D.Kr.

Canadian figures on exports to Denmark are considerably higher than Danish figures on imports from Canada. The Canadian total was $3.5 million in 1957 and $5 million in 1958.

SELECTED DANISH IMPORTS FROM CANADA

(official Danish statistics)

	1958 (Million D.Kr.)
Grain and grain products	2.8
Feedstuffs	7.4
Tobacco	1.2
Untreated caoutchouc	3.1
Raw minerals	1.3
Chemical raw materials and compounds	0.8
Raw products of coal, oil	0.4
Other chemical products	0.2
Textiles (other than wearing apparel)	2.4
Machinery	1.4
Electrical machinery	0.5

The next few months may see additions to this table, as liberalization enhances Canadian prospects. ●

Trade and Tariff Regulations

Greece

IMPORT REGULATIONS REVISED—Effective April 1, the Government of Greece introduced import quotas covering the period ending December 31, 1959, for the following products: frozen meat $3.7 million, lumber $3.7 million, coal $1.1 million, unwrought iron and sheet iron $17 million, sewing machines $600 thousand, certain electrical appliances and instruments $6.3 million, wood pulp $1.8 million, newsprint $750 thousand, tires and tubes $3.7 million.

These quotas apply to imports from Canada, the United States, the United Kingdom, major Western European countries and all others except those countries with which Greece has concluded clearing agreements. Applicants for licences to import under these quotas must deposit a cash guarantee of 10 per cent of the c.i.f. value. Approvals to import will be granted in the chronological order in which applications are filed with authorized Greek banks.

In addition, the following products have been added to List "A" of imports that are subject to prior approval: fabrics, clothing and other manufactures of cotton, synthetic fibres and wool; passenger automobiles, trucks and buses; chassis and bodies for motor vehicles. At the same time, advance deposit requirements for all products on list "A" have been increased to 100 per cent of the c.i.f. value, plus an additional 40 per cent deposit of this value against import duties and other taxes. This increase affects the following items: reptile skins; prepared furs and furskins (except fur scrap); precious stones; gold-plated or silver-plated cutlery; gold, silver, goldware, silverware and jewellery; watches of precious metals; perfumes and perfumery products; fabrics, clothing and other manufactures of natural silk.

Kenya and Tanganyika

IMPORT LICENSING ANNOUNCEMENT—The Control Authorities in Kenya and Tanganyika have announced that open general licences will now be issued for imports of various categories of goods from the dollar area.

Among the goods which may be imported freely are: food (certain cereals and tinned goods), crude materials chiefly for industry, mineral fuels, lubricants and related materials, chemicals, machinery and transport equipment, and manufactured goods.

Information concerning particular commodities in the list of liberalized imports may be obtained from the International Trade Relations Branch.

New Zealand

IMPORT CONTROLS—The Government of New Zealand announced that, effective April 7, it had liberalized import restrictions on some 170 specified items for the year 1959.

Import quotas have been increased for 45 tariff categories, including such items of interest to Canada as canned fish; fine paper; spare parts for motor vehicles; tubing of aluminum, brass and copper; sausage casings and wallpapers. In addition, more liberal treatment will be accorded to some 125 items subject to individual licensing. This group includes certain textile piecegoods and yarns, cellulose film, ball bearings, emery paper and cloth, wrapping paper, metal ingots, joinery timber, asbestos fibres, and plastic moulding compounds.

It is estimated this relaxation will raise New Zealand's total commercial imports by about $46 million, or 8 per cent of present imports.

In January 1958, New Zealand intensified discriminatory import controls because of serious balance of payment difficulties. Over-all import restrictions were further intensified at the beginning of 1959, but at the same time discrimination against dollar countries was removed in the case of many items.

Although the latest move by New Zealand does not reduce the remaining discrimination against dollar goods, it will open up opportunities for increased sales of a variety of Canadian exports in the New Zealand market. Total Canadian exports to New Zealand in 1958 amounted to $15 million, and included canned fish, lumber, newsprint and printing papers, primary iron and steel, gas engines, machinery, hand tools, motor vehicles, chemicals, and non-ferrous metal manufactures.

Detailed information concerning the licensing treatment accorded to specific commodities may be obtained from the International Trade Relations Branch.

South Africa

IMPORT CONTROLS—The South African import control authorities have announced a further issue of consumer goods import permits. For goods in Group A (i.e. goods previously on the priority list) the issue will be 25 per cent, and for Group B (general consumer goods) 15 per cent. This brings the total allocation of permits for 1959 to 75 per cent for Group A and 40 per cent for Group B.

In explanation, it was stated that a general revision of consumer goods quotas is being made which will take a month or so to complete, and for this reason interim permits are now being issued.

DUTIES ON SAMPLES—The Association of Chambers of Commerce of South Africa has circulated to its members the following text of a letter received from the South African authorities on the subject of samples:

"The position regarding samples is as follows:

"Ordinary Duty: Samples are dutiable unless they are cut samples of cloth, leather, linoleum and wallpaper in book form not being for distribution as advertising matter when item 296 (L) applies.

"Also samples which have been mutilated in any way and are of no commercial value are admissible free of duty.

"*Dumping Duty:* As a concession the Commissioner of Customs and Excise has agreed to admit bona fide samples without the payment of dumping duty at time of clearance on a written undertaking by the importer that the samples will not be sold before or after having served the purpose for which imported without prior permission from the Collector of Customs at port of entry concerned. Quantities must be reasonable and sale not in conflict with sections 83/4 of the Customs Act.

"Sample Discounts: These are not allowed to be deducted from the C.D. value as they are not discounts allowed in the ordinary course of trade—*vide* relative section of the Customs Act."

REPRESENTATIONS RESPECTING THE TARIFF —The South African Board of Trade announced recently that it had received the following representations respecting the tariff:

Increase in duty on:

1. Plastic buttons—

   (a) of an f.o.b. price exceeding 1s.3d. but not exceeding 2s.6d. per gross, from various rates of duty to 1s.6d. per gross (intermediate rate) and 5 per cent ad valorem plus 2s. per gross (maximum rate);

   (b) of an f.o.b. price exceeding 2s.6d. per gross but not exceeding 3s.9d. per gross, from free of duty to 9d. per gross (intermediate rate) and 5 per cent ad valorem plus 1s. per gross (maximum rate).

2. Fibreboard footwear stiffeners from free of duty to 20 per cent ad valorem.

3. Mining type, direct current electric storage battery and trolley line locomotives from 5 per cent ad valorem to 15 per cent ad valorem.

4. Phthalic anhydride from 10 per cent ad valorem to 25 per cent ad valorem in the intermediate duty column.

5. Air-cooled motor-car seat cushions by the provision of an alternative specific duty of 5s. each.

6. Paraffin stoves and ovens from 15 per cent ad valorem to 30 per cent ad valorem.

7. Cloth hats by increasing the alternative specific duty from 10s. intermediate rate and 14s. maximum rate to respectively 21s. and 30s. per dozen.

8. Boys' caps by the provision of an alternative specific duty of 21s. intermediate rate and 30s. per dozen maximum rate.

9. Radiators for motor vehicles, from the rates prescribed in items 129(e) and 130(c) for c.k.d. material, and 20 per cent ad valorem for spare parts, to 100 per cent ad valorem in all cases.

Bringing into operation of the suspended duty on:

Bolts and nuts to the extent of the whole of the suspended duty.

Canadian exporters who wish to have their views on these tariff inquiries placed before the Tariff Board are advised to have their South African agents act on their behalf. Action should be taken as soon as possible because the inquiries normally begin soon after they are announced.

Western Samoa

DOLLAR IMPORT CONTROLS REMOVED—Western Samoa has removed all control on imports from the hard currency area. It normally enjoys a favourable trade balance with dollar countries and this latest action follows recent moves within the sterling area to reduce discrimination against dollar goods.

Up until now import control has been administered under the Western Samoa Import Control Regulations 1948, and the Western Samoa Exchange Control Regulations 1948—both New Zealand laws—Wellington.

Trade Commissioners on Tour

The following officers of the Trade Commissioner Service will shortly begin tours in Canada. Their itineraries are:

M. B. BLACKWOOD, Commercial Secretary in Djakarta, Indonesia:

Montreal—May 25-27
Hamilton, Brantford—May 28-29
Toronto—June 1-3
Winnipeg—June 4-5

N. W. BOYD, formerly Assistant Commercial Secretary in Berne, Switzerland:

Winnipeg—June 29-July 11
Regina—July 13-14
Saskatoon—July 15
Calgary—July 18
Vancouver—July 23-August 7

When he completes his tour Mr. Boyd will be posted to Tokyo, Japan, as Assistant Commercial Secretary.

J. C. BRITTON, Commercial Counsellor in Sydney, Australia:

Vancouver—May 28-June 6
Saskatoon—June 8
Winnipeg—June 9-11
Toronto—June 13-20
Southern Ontario—June 22-26

When he completes his tour in the autumn, Mr. Britton will be posted to The Hague, Netherlands, as Commercial Counsellor.

H. J. HORNE, Commercial Secretary in Karachi, Pakistan:

Vancouver—July 27-30
Winnipeg—Aug. 5

Mr. Horne is being transferred to Chicago as Consul and Trade Commissioner and is expected to arrive there early in August.

A. A. LOMAS, Assistant Commercial Secretary in Mexico City:

Ottawa—June 1-9
Toronto—June 10-19
Hamilton—June 22-23

W. B. McCULLOUGH, Commercial Counsellor in Ciudad Trujillo, Dominican Republic:

Ottawa—May 1-16
Brantford, Hamilton—May 19-27

K. F. OSMOND, Commercial Secretary in Rome, Italy:

Ottawa—May 19-29
Vancouver—June 1-8
Winnipeg—June 10-12
Toronto—June 15-20
Hamilton—June 22-23
St. Catharines—June 24
Windsor—June 26-29
Sarnia—June 30
London—July 2-3
Quebec—July 6
Saint John—July 8
Halifax—July 10
St. John's—July 20-21
Montreal—Oct. 1-16

W. G. PYBUS, Assistant Commercial Secretary in Tokyo, Japan:

Vancouver—May 29-June 5
Edmonton—June 5-17
Calgary—June 25-26
Winnipeg—July 20-22

R. F. RENWICK, Consul and Trade Commissioner in Chicago:

Edmonton—May 11-12
Regina—May 13
Winnipeg—May 14-15
Toronto—July 6-10
Ottawa—July 13-17
Montreal—July 20-24

Mr. Renwick will be transferred to Port-of-Spain, Trinidad, as Commercial Secretary late in August.

C. O. R. ROUSSEAU, Commercial Secretary in Beirut, Lebanon:

Ottawa—July 6-17
Montreal—Aug. 31-Sept. 4
Toronto—Sept. 8-14
Hamilton—Sept. 15
Winnipeg—Sept. 18-19
Vancouver—Sept. 21-23

R. CAMPBELL SMITH, Commercial Counsellor in Paris, France:

Ottawa—June 23-July 3
Montreal—July 6-15
Toronto—July 16-23
Hamilton—July 24
Winnipeg—July 27-28
Vancouver—July 30-31, Sept. 16-18

W. R. VAN, Commercial Secretary in Colombo, Ceylon:

Montreal—May 25-June 5
Ottawa—June 8-19
Toronto—June 22-July 3
Hamilton—July 6
Fergus—July 7
Brantford—July 8
Niagara Falls, Welland, St. Catharines—July 9-10
Winnipeg—July 13-14
Vancouver—July 16-23

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, Winnipeg and Edmonton, the Trade Commissioners make their headquarters at the offices of the Canadian Manufacturers Association; in Windsor, Ontario, at the offices of the Greater Windsor Industrial Commission; 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.

foreign trade service abroad

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

Territory	Officer	City Address	Mail and Cables, Office Telephone
Argentina	C. S. Bissett Commercial Counsellor G. E. Blackstock Assistant Commercial Secretary	Canadian Embassy Bartolome Mitre 478 BUENOS AIRES	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 33-8237
Australia (Capital Territory, New South Wales, Queensland, Northern Territory) Dependencies	J. C. Britton Commercial Counsellor for Canada H. S. Hay Assistant Commercial Secretary	7th Floor, Berger House 82 Elizabeth Street SYDNEY	*Mail:* *P.O.* Box 3952 G.P.O. *Cable:* CANADIAN *Tel.:* BW 5696
Australia (Victoria, South Australia, Western Australia, Tasmania)	T. G. Major Commercial Counsellor for Canada	83 William Street MELBOURNE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* MU 4716
Austria Czechoslovakia, Hungary	R. K. Thomson Commercial Secretary for Canada	Opernringhof Opernring 1 VIENNA 1	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 57-25-97
Belgian Congo Angola, French Equatorial Africa	K. Nyenhuis Canadian Government Trade Commissioner R. A. Bull Assistant Trade Commissioner	Forescom Building LEOPOLDVILLE 1	*Mail:* Bolte Postale 8341 *Cable:* CANADIAN *Tel.:* 2706
Belgium Luxembourg	L. H. Ausman Commercial Counsellor J. R. Roy Assistant Commercial Secretary	Canadian Embassy 35 rue de la Science BRUSSELS	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 13.38.50
Brazil	Commercial Counsellor (absent) C. M. Kerr Assistant Commercial Secretary	Canadian Embassy Edificio Metropole Av. Presidente Wilson 165 RIO DE JANEIRO	*Mail:* Caixa Postal 2164 *Cable:* CANADIAN *Tel.:* 42-4140
Brazil	R. C. Anderson Vice Consul and Acting Trade Commissioner	Canadian Consulate Edificio Alois Rua 7 de Abril 252 SAO PAULO	*Mail:* Caixa Postal 6034 *Cable:* CANADIAN *Tel.:* 36-6301
Ceylon	Commercial Secretary (absent)	Office of the High Commissioner for Canada 6 Gregory's Road Cinnamon Gardens COLOMBO	*Mail:* P.O. Box 1006 *Cable:* CANADIAN *Tel.:* 91341
Chile	H. M. Maddick Commercial Secretary	Canadian Embassy 6th Floor Av. General Bulnes, 129 SANTIAGO	*Mail:* Casilla 771 *Cable:* CANADIAN *Tel.:* 64189
Colombia Ecuador	N. L. Currie Acting Commercial Secretary	Canadian Embassy Edificio Banco de Los Andes Carrera 10, No. 16-92 BOGOTA	*Airmail:* Apartado Aereo 3562 *Surface Mail:* Apartado 1618 *Cable:* CANADIAN *Tel.:* 30-065
Cuba	R. R. Parlour Commercial Secretary	Canadian Embassy Edificio Ambar Motors Avenida Menocal 16 HAVANA	*Mail:* Apartado 1945 *Cable:* CANADIAN *Tel.:* UO-9457
Denmark Greenland, Poland	C. F. Wilson Commercial Counsellor	Canadian Embassy 4 Trondhjems Plads COPENHAGEN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Tria 1602

Territory	Officer	City Address	Mail and Cables, Office Telephone
Dominican Republic Puerto Rico	Commercial Counsellor (absent)	Canadian Embassy Edificio Copello 408 Calle El Conde CIUDAD TRUJILLO	*Mail:* Apartado 93 *Cable:* CANADIAN *Tel.:* 8138
France Algeria, French West Africa, Morocco, Tangier, Tunisia	R. Campbell Smith Commercial Counsellor C. T. Charland Assistant Commercial Secretary	Canadian Embassy, 35 Avenue Montaigne, PARIS 8e	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* BALzac 99-55
Germany Federal Republic	J. A. Stiles Commercial Counsellor G. F. Mintenko Assistant Commercial Secretary W. J. O'Connor Assistant Commercial Secretary (Agriculture)	Canadian Embassy 22 Zitelmannstrasse BONN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Bonn 21971
Germany	E. H. Maguire Consul J. M. T. Thomas Vice Consul	Canadian Consulate 69 Ferdinandstrasse HAMBURG	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 326149
Ghana Gambia, Nigeria, Sierra Leone	M. B. Bursey Commercial Counsellor	Office of the High Commissioner for Canada E 115/3 Independence Ave. ACCRA	*Mail:* P.O. Box 1639 *Cable:* CANADIAN *Tel.:* 4824
Greece Israel, Turkey	P. V. McLane Commercial Counsellor L. D. R. Dyke Assistant Commercial Secretary	Canadian Embassy 31 Vassilissis Sophias Ave. ATHENS	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 74044
Guatemala Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	H. W. Richardson Canadian Government Trade Commissioner R. M. Dawson Assistant Trade Commissioner	5 Avenida 10-68, Zone I GUATEMALA CITY, C.A.	*Airmail:* P.O. Box 400 *Surface Mail:* P.O. Box 444 *Cable:* CANADIAN *Tel.:* 5590
Haiti	Chargé d'Affaires, a.i. and Consul	Canadian Embassy Route du Canape Vert St. Louis de Turgeau PORT AU PRINCE	*Mail:* P.O. Box 826
Hong Kong Cambodia, Communist China, Laos, Vietnam, Macao	C. M. Forsyth-Smith Canadian Government Trade Commissioner C. J. Small Trade Commissioner W. M. Miner Assistant Trade Commissioner	Hong Kong and Shanghai Banking Corporation Bldg. HONG KONG	*Mail:* P.O. Box 126 *Cable:* CANADIAN *Tel.:* 28336
India	B. A. Macdonald Commercial Counsellor	Office of the High Commissioner for Canada 4 Aurangzeb Road NEW DELHI 1	*Mail:* P.O. Box 11 *Cable:* CANADIAN *Tel.:* 40191
India Calcutta, Madras, Goa	H. A. Gilbert Canadian Government Trade Commissioner W. J. Collett Assistant Trade Commissioner	Gresham Assurance House Mint Road BOMBAY	*Mail:* P.O. Box 886 *Cable:* CANADIAN *Tel.:* 255154
Indonesia	Commercial Secretary (absent)	Canadian Embassy Djl. Budi Kemuliaan No. 6 DJAKARTA	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Gambir 1313
Iran	A. B. Brodie Commercial Counsellor	Canadian Legation TEHRAN	*Mail:* Central P. O., Box 1610 *Cable:* CANTRACOM *Tel.:* 49291
Ireland	Commercial Secretary for Canada (absent)	66 Upper O'Connell St. DUBLIN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 44251

Territory	Officer	City Address	Mail and Cables, Office Telephone
Italy Libya, Malta, Yugoslavia	S. G. MacDonald Commercial Counsellor K. F. Osmond Commercial Secretary J. G. Ireland Assistant Commercial Secretary	Canadian Embassy Via G. B. De Rossi 27 ROME	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 861-951
Japan South Korea	J. L. Mutter Commercial Counsellor W. G. Pybus Commercial Secretary R. G. Woolham Assistant Commercial Secretary	Canadian Embassy TOKYO	*Mail:* Canadian Embassy *Cable:* CANADIAN *Tel.:* 48-4116
Lebanon Iraq, Jordan, Persian Gulf area, Syrian Region of United Arab Republic	C. O. R. Rousseau Commercial Secretary	Canadian Embassy Alpha Building Rue Clemenceau BEIRUT	*Mail:* Boîte Postale 2300 *Cable:* CANADIAN *Tel.:* 30794
Mexico	C. J. Van Tighem Commercial Counsellor D. B. Laughton Commercial Secretary A. A. Lomas Assistant Commercial Secretary	Canadian Embassy Melchor Ocampo 463, 7th Floor MEXICO 5, D. F.	*Mail:* Apartado 25364 *Cable:* CANADIAN *Tel.:* 25-15-60
Netherlands	W. R. Hickman Commercial Secretary B. Horth Assistant Commercial Secretary	Canadian Embassy Sophialaan 5-7 THE HAGUE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 61-41-11
New Zealand Fiji, French Oceania, Western Samoa	J. H. Stone Commercial Secretary J. MacNaught Assistant Commercial Secretary	Office of the High Commissioner for Canada Government Life Insurance Bldg. WELLINGTON	*Mail:* P.O. Box 1660 *Cable:* CANADIAN *Tel.:* 70-644
Norway Iceland	Commercial Counsellor (absent)	Canadian Embassy Fridtjof Nansens Plass 5 OSLO	*Mail:* P.O. Box 1379—Vika *Cable:* CANADIAN *Tel.:* 33-30-80
Pakistan Afghanistan	H. J. Horne Commercial Secretary	Office of the High Commissioner for Canada Hotel Metropole, Victoria Rd. KARACHI	*Mail:* P.O. Box 3703 *Cable:* CANADIAN *Tel.:* 50322
Peru Bolivia	D. H. Cheney Commercial Secretary W. J. Jenkins Assistant Commercial Secretary	Canadian Embassy Edificio Boza, Carabaya 831 Plaza San Martin, LIMA	*Mail:* Casilla 1212 *Cable:* CANADIAN *Tel.:* 72760
Philippines Republic of China (Taiwan)	H. L. E. Priestman Consul General and Trade Commissioner R. H. Gayner Vice Consul and Assistant Trade Commissioner	Canadian Consulate General Ayala Building Juan Luna Street MANILA	*Mail:* P.O. Box 1825 *Cable:* CANADIAN *Tel.:* 3-33-35
Portugal Azores, Cape Verde Islands, Madeira, Portuguese Guinea	Richard Grew Commercial Counsellor	Canadian Embassy Rua Marques de Fronteira No. 8—4° D° LISBON	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 53117
Rhodesia and Nyasaland Kenya, Seychelles Is., Tanganyika, Uganda, Zanzibar	L. S. Glass Canadian Government Trade Commissioner	Offices 110-113 Central Africa House Corner First St./Gordon Ave. SALISBURY	*Mail:* P.O. Box 2133 *Cable:* CANTRACOM *Tel.:* 26571

Territory	Officer	City Address	Mail and Cables, Office Telephone
Singapore Brunei, Burma, Federation of Malaya, North Borneo, Sarawak, Thailand	M. P. Carson Canadian Government Trade Commissioner B. C. Steers Assistant Trade Commissioner	Rooms 4, 5 and 6 American International Building Robinson Road and Telegraph St. SINGAPORE	*Mail:* P.O. Box 845 *Cable:* CANADIAN *Tel.:* 74260
South Africa (Natal, Transvaal, Orange Free State), Madagascar, Mauritius, Mozambique, Reunion	C. R. Gallow Canadian Government Trade Commissioner	Mutual Building Harrison Street JOHANNESBURG	*Mail:* P.O. Box 715 *Cable:* CANADIAN *Tel.:* 33-2628
South Africa (Cape Province), St. Helena, Southwest Africa	M. R. M. Dale Canadian Government Trade Commissioner	602 Norwich House The Foreshore CAPE TOWN	*Mail:* P.O. Box 683 *Cable:* CANTRACOM *Tel.* 2-5134/5
Spain Balearic Islands, Canary Islands, Gibraltar, Rio Muni, Rio de Oro	M. T. Stewart Commercial Counsellor	Canadian Embassy Edificio España Avenida de Jose Antonio 88, MADRID	*Mail:* Apartado 117 *Cable:* CANADIAN *Tel.:* 47-54-00
Sweden Finland	A. P. Bissonnet Commercial Counsellor	Canadian Embassy Strandvagen, 7-C STOCKHOLM	*Mail:* P.O. Box 14042 *Cable:* CANADIAN *Tel.:* 67-92-15
Switzerland	B. I. Rankin Commercial Counsellor G. P. Morin Assistant Commercial Secretary	Canadian Embassy Kirchenfeldstrasse 88 BERNE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 4-63-81
United Arab Republic Egyptian Region Aden, Sudan, Cyprus, Ethiopia, Saudi Arabia, Yemen	D. S. Armstrong Commercial Counsellor	Canadian Embassy 6 Sharia Rouston Pasha Garden City CAIRO	*Mail:* Kasr el Doubara Post Office *Cable:* CANADIAN *Tel.:* 23110
United Kingdom	B. C. Butler Minister (Commercial) D. A. B. Marshall Agricultural Counsellor W. Gibson-Smith Commercial Secretary S. G. Tregaskes Commercial Secretary E. J. White Commercial Secretary (Timber)	Office of the High Commissioner for Canada Canada House Trafalgar Square LONDON, S.W.1	*Mail:* (City Address) *Cable:* SLEIGHING *Tel.:* Whitehall 8701 *Cable:* TIMCOM
United Kingdom (Midlands, North England)	A. W. Evans Canadian Government Trade Commissioner	Martins Bank Building Water Street LIVERPOOL	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Central 0625
United Kingdom (Northern Ireland)	Canadian Government Trade Commissioner (absent)	36 Victoria Square BELFAST	*Mail:* (City Address) *Tel.:* 21867
United States Delaware, Maryland, Virginia, West Virginia	Dr. W. C. Hopper Minister (Commercial) Wm. Jones Commercial Secretary W. A. Stewart Assistant Commercial Secretary J.D. Blackwood Assistant Commercial Secretary	Canadian Embassy 1746 Massachusetts Ave., N.W. WASHINGTON 6, D.C.	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* DEcatur 2-1011
United States (Connecticut, New Jersey, Pennsylvania, New York), Bermuda, Liberia	S. V. Allen Deputy Consul General (Commercial)	Canadian Consulate General 680 Fifth Ave NEW YORK CITY 19	*Mail:* (City Address) *Cable:* CANTRACOM *Tel.:* JUdson 6-2400

Territory	Officer	City Address	Mail and Cables, Office Telephone
United States—*con.*	H. E. Lemieux Consul and Trade Commissioner F. I. Wood Vice Consul and Assistant Trade Commissioner		
United States (Massachusetts, Maine, Rhode Island, Vermont, New Hampshire)	F. B. Clark Consul and Trade Commissioner	Canadian Consulate General 532 Little Building 80 Boylston Street BOSTON 16	*Mail:* (City Address) *Tel.:* HAncock 6-4320
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri)	R. F. Renwick Consul and Trade Commissioner G. F. J. Osbaldeston Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 111 North Wabash Avenue CHICAGO	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* RAndolph 6-6033
United States (Michigan, Ohio)	M. J. Vechsler Consul and Trade Commissioner	Canadian Consulate 1139 Penobscot Building DETROIT 26	*Mail:* (City Address) *Tel.:* WOodward 5-2811
United States California (the ten southern counties), Clark County in Nevada, Arizona, New Mexico	T. M. Burns Consul and Trade Commissioner	Canadian Consulate General 510 West Sixth Street LOS ANGELES 14	*Mail:* (City Address) *Tel.:* MAdison 2-2233
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	T. F. Harris Consul and Trade Commissioner	Canadian Consulate General 215-217 International Trade Mart NEW ORLEANS 12	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* JAckson 5-2136
United States California, (except the ten southern counties), Wyoming, Nevada (except Clark County), Utah, Colorado, Hawaii	Consul General	Canadian Consulate General 3rd Floor, Kohl Building 400 Montgomery Street SAN FRANCISCO 4	*Mail:* (City Address) *Tel.:* SUtter 1-3039
United States (Oregon, Idaho, Washington, Montana), Alaska	Consul General	Canadian Consulate General The Tower Building Seventh Avenue at Olive Way SEATTLE 1, Washington	*Mail:* (City Address) *Tel.:* MUtual 3515
Uruguay Paraguay Falkland Islands	Commercial Counsellor (absent)	Canadian Embassy No. 1409 Avenida Agraciada PISO 7° MONTEVIDEO	*Mail:* Casilla Postal 852 *Cable:* CANADIAN *Tel.:* 96096
Venezuela Netherlands Antilles	R. E. Gravel Commercial Counsellor R. D. Sirrs Assistant Commercial Secretary	Canadian Embassy Edificio Pan American Avenida Urdaneta Puente Urapal, Candelaria CARACAS	*Mail:* Apartado 9277 *Cable:* CANADIAN *Tel.:* 54.34.32
West Indies (Barbados, Trinidad and Tobago, Windward and Leeward Islands) British Guiana, French Guiana, Surinam Guadeloupe, Martinique	R. G. C. Smith Commissioner for Canada P. T. Eastham Assistant Commercial Secretary	Colonial Building 72 South Quay PORT-OF-SPAIN	*Mail:* P.O. Box 125 *Cable:* CANADIAN *Tel.:* 34787
West Indies (Jamaica) Bahamas, British Honduras	H. E. Campbell Canadian Government Trade Commissioner M. S. Strong Assistant Trade Commissioner	Barclays Bank Building King Street KINGSTON	*Mail:* P.O. Box 225 *Cable:* CANADIAN *Tel.:* 2858

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 the 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 1.0396361.

foreign exchange rates

Country	Unit	Type of Exchange	Can. dollar equivalent April 27	Units per Canadian dollar	Notes (See below)
Argentina	Peso	Free	.01235	80.97	(1)
Austria	Schilling		.03700	27.03	
Australia	Pound		2.1676	.4613	
Bahamas	Pound		2.7095	.3691	
Belgium, Belgian Empire and Luxembourg	Franc		.01929	51.84	
Bermuda	Pound		2.7095	.3691	
Bolivia	Boliviano	Free	.00008419	1,187.79	
British Guiana	Dollar		.5645	1.77	
British Honduras	Dollar		.6770	1.48	
Brazil	Cruzeiro	General Category*	.003669	272.56	*April 14 (2)
		Special Category*	.002551	392.01	
		Official buying	.05112	19.56	(3)
Burma	Kyat		.2020	4.95	
Ceylon	Rupee		.2032	4.92	
Chile	Peso	Free	.0009143	1,093.73	(4)
Colombia	Peso	Certificate	.1503	6.65	
Costa Rica	Colon	Official	.1713	5.84	
		Controlled free	.1447	6.91	
Cuba	Peso		.9619	1.03960	tax 2%
Czechoslovakia	Koruna		.1336	7.48	
Denmark	Krone		.1396	7.16	
Dominican Republic	Peso		.9619	1.03960	
Ecuador	Sucre	Official	.06413	15.59	
		Free	.05618	17.80	
Egyptian Region, United Arab Rep.	Pound	Official	2.7621	.3620	
		Export account selling	1.9250	.5195	
El Salvador	Colon		.3848	2.60	
Fiji	Pound		2.4410	.4097	
Finland	Markka		.003006	332.67	
France, Monaco and North Africa	Franc		.001962	509.68	(5)
French colonies	Franc		.003924	254.84	(6)
French Pacific	Franc		.01079	92.68	(7)
Germany	D Mark		.2300	4.35	
Ghana	Pound		2.7095	.3691	
Greece	Drachma		.03206	31.19	
Guatemala	Quetzal		.9619	1.03960	
Haiti	Gourde		.1924	5.19	
Honduras	Lempira		.4809	2.08	
Hong Kong	Dollar	Free*	.1675	5.97	*April 10
		Official	.1693	5.91	
Iceland	Krona	Official	.05906	16.93	(8)
India	Rupee		.2032	4.92	
Indonesia	Rupiah	Effective buying	.03176	31.48	*April 13
		Effective selling	.02541	39.35	(8)
Iran	Rial		.01270	78.75	

*Latest available quotation date.

Country	Unit	Type of Exchange	Can. dollar equivalent April 27	Units per Canadian dollar	Notes (See below)
Iraq	Dinar		2.6933	.3713	
Ireland	Pound		2.7095	.3691	
Israel	Pound		.5344	1.87	
Italy	Lira		.001551	644.74	
Japan	Yen		.002672	374.25	
Lebanon	Pound	Free	.3061	3.26	
Mexico	Peso		.07695	12.99	
Netherlands	Florin		.2548	3.92	
Netherlands Antilles	Florin		.5134	1.95	
New Zealand	Pound		2.7095	.3691	
Nicaragua	Cordoba	Effective buying	.1457	6.86	
		Official selling	.1364	7.33	
Norway	Krone		.1352	7.39	
Pakistan	Rupee		.2032	4.92	
Panama	Balboa		.9619	1.03960	
Paraguay	Guarani	Official	.008016	124.75	
Peru	Sol	Certificate	.03510	28.49	
Philippines	Peso		.4809	2.08	
Portugal & Colonies	Escudo		.03357	29.79	(9)
Singapore and Malaya	Straits dollar		.3161	3.16	
Spain and Dependencies	Peseta	Commercial selling	.02276	43.94	(8)
Sweden	Krona		.1859	5.38	
Switzerland	Franc		.2224	4.49	
Syrian Region, United Arab Rep.	Pound	Free	.2688	3.72	
Thailand	Baht	Free	.04576	21.85	(8)
Turkey	Lira	Effective selling	.1069	9.35	
Union of South Africa	Pound		2.7095	.3691	
United Kingdom	Pound		2.7095	.3691	
United States	Dollar		.961875	1.0396361	
Uruguay	Peso	Free	.1106	9.04	
		Basic buying	.6329	1.58	(8)
		Principal selling	.4587	2.18	
Venezuela	Bolivar		.2871	3.48	
West Indies Fed.	Dollar		.5645	1.77	(10)
	Pound		2.7095	.3691	(11)
Yugoslavia	Dinar	Official	.003206	311.91	(8)
		Settlement rate	.001522	657.05	

*Latest available quotation date.

notes

1. Argentina: Effective Jan. 1, 1959, a single fluctuating exchange rate was introduced. Exports are subject to retention taxes of either 10 or 20 per cent ad valorem under this system.
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. For imports of wheat, newsprint and petroleum, the effective rate of exchange is the official selling rate plus a surcharge of 61.18 cruzeiros.
4. Chile: free rate applies to exports and to imports, except prohibited imports. Chilean importers must deposit local currency in amounts ranging from 5 to 5,000 per cent, depending on product, prior to shipment of goods.
5. France: territory includes Algeria, Tunisia, Morocco, Guiana, Guadeloupe, Martinique.
6. Equatorial Africa, West Africa, Cameroons, Togoland, Somaliland, Madagascar, Reunion, St. Pierre and Miquelon.
7. New Caledonia, New Hebrides, Oceania.
8. Additional rates are in effect.
9. Portugal: approximately same rate for Portuguese territories in Africa.
10. Barbados, Trinidad, Tobago, Leeward and Windward Islands.
11. Jamaica.

In Belgium—In Brussels' first supermarket, this attractive shopper stops to consider a purchase of canned salmon and lobster and discovers that they have come all the way from Canada.

In Brazil—The Assistant Commercial Secretary for Canada (second from right) welcomes 500 tons of Canadian salt cod, part of a US$600,000 order from the Brazilian Government.

Canadian Fish in Foreign Markets

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

In the United States—Fish will be served for lunch, says the chef in charge of the cafeteria in a Detroit publishing firm as he prepares to cook frozen ocean perch imported from Canada.

In the Dominican Republic—Holding Canadian salted hake, a member of the commercial section of the Canadian Embassy stands outside a Moca store which stocks the Canadian fish.