Selling to the United States Government (page two)

GATT Tariff Concessions Help Canadian Exporters (page 20)

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COMING——CANADA'S FISHERIES MARKETS IN 1961, MAY 19 ISSUE

55689-4—1

Selling to the United States Government

Each year, the non-military agencies of the U.S. Government buy over $8 billion worth of supplies. The author explains to Canadian companies wishing to obtain some of this business how to make contacts and get their names on bidders' lists.

JOHN D. BLACKWOOD,
Assistant Commercial Secretary, Washington, D.C.

THE U.S. Government is the world's largest buyer of goods and services, both for military and civilian purposes. Under the joint Canada-United States Defence Production Sharing arrangements, Canadian suppliers can compete for most military requirements on equal terms with their U.S. counterparts. This procurement is not subject to either the U.S. tariff or the Buy American Act. For sales to the civilian agencies, both the tariff and the Buy American Act differential are used in evaluating foreign bids. Nevertheless, Canadian suppliers should not overlook this huge market, which bought goods worth more than $8 billion last year.

A basic principle of U.S. Government procurement is to give all known responsible suppliers an equal chance to compete for government contracts. This principle also applies to foreign suppliers—subject, of course, to the tariff and Buy American differential. Requirements are either advertised or invitations to bid are forwarded to firms whose names are registered on appropriate mailing lists. Under established regulations, the lowest responsible bidder meeting the specifications is awarded the contract. In certain circumstances, negotiated purchases are permitted.

Specifications and Standards

The U.S. Government maintains a comprehensive system of specifications and standards. The specifications provide clear and accurate descriptions of the product or service being procured and specify the minimum requirements for quality of construction and materials. Standards reduce to a minimum the number of qualities, sizes, colours, etc., and stipulate methods of testing certain products. Engineering standards are also covered. Copies of a pamphlet entitled *A Guide to Specifications and Standards of the Federal Government* are available free from the General Services Administration, Washington 25, D.C. Another publication, *U.S. Government Purchasing Specifications and Sales Directory,* (60 cents from the Government Printing Office, Washington 25, D.C.) contains a detailed listing of the products bought by the various federal agencies, the locations of the purchasing offices, and information on procedure for contractors and subcontractors.

U.S. Government specifications sometimes contain a "qualification test requirement". This means that before it can be considered, a product must have passed the tests listed in the specification and have been included on a "Qualified Products List". If qualification approval is essential, the supplier should not wait until he bids on a requirement because the tests are often complex and time-consuming and he may lose an opportunity. The supplier who wishes to be included should communicate with the agency designated in the specification for information about testing of his product.

Indexes and files of federal and military specifications are available at many points within the United States and are listed in *U.S. Government Purchasing, Specifications and Sales Directory* mentioned above.

Bidders' Lists

Most non-military requirements are procured through use of bidders' lists. There is no uniform procedure by which suppliers can bring their products to the attention of all federal agencies. After learning which agencies buy the products he can supply, the businessman should contact them and ask for the necessary forms for listing his firm—usually standard Form 129 "Bidders' Mailing List Application". Normally, submission of this application with exact product information is adequate for placement on appropriate lists. Often the agency will require additional information, however, to ensure that the prospective supplier is capable of satisfactory performance.

Locating Sales Opportunities

Before arranging for inclusion in appropriate bidders' lists, the interested supplier must determine which agencies normally purchase the goods or services he can offer. There are several sources of this information. Particularly helpful are:

1. *U.S. Government Purchasing, Specifications and Sales Directory.*

2. *Business Commerce Daily,* published by the U.S. Department of Commerce, which can be obtained through the Canadian Commercial Corporation (P.O. Box 4897, Cleveland Park Station, Washington 8, D.C.) for $20.00 a year. It lists all proposed procurement, sales and contract awards large enough to be of more than local interest.

3. Pamphlets prepared by some of the civilian agencies.

4. Canadian Trade Commissioners in the United States.

Civilian Procurement Agencies

The major U.S. civilian agencies which use open-market procurement to supply their special requirements are listed below.

1. *General Services Administration (GSA)*—the housekeeping branch of the Government. It is responsible for public buildings and buys supplies and contracts for services for the common needs of all government agencies—such as office supplies and equipment, vehicles, maintenance supplies and equipment, administrative supplies, and so on. Most of the needs of the smaller agencies are procured by GSA. Canada has supplied paper, among other products.

2. *Atomic Energy Commission*—AEC procurement does not follow the usual government supply pattern because most expenditures represent cost-reimbursement agreements with private corporations that have adequate facilities and resources to undertake large-scale construction and operation projects. These operating, construction and management contractors purchase the largest portion of AEC's requirements. A pamphlet available from the Government Printing Office entitled *Selling to the AEC* lists the products required and includes a directory of purchasing offices. Canadian exporters have supplied a number of raw materials, as well as research and development needs.

3. *Department of Agriculture*—purchases heavy earthmoving equipment, construction materials, tools, laboratory equipment, electrical equipment, etc. Interested suppliers should obtain the pamphlet *Selling to USDA,* available from the Procurement and Property Management Division, Office of Plant and Operations, U.S. Dept. of Agriculture, Washington 25, D.C. Canadian laboratory equipment, tractors and materials have been purchased.

4. *Department of Commerce*—Certain of its divisions—particularly the Maritime Administration, Coast and Geodetic Survey, Weather Bureau, Bureau of Public Roads, and Bureau of Standards—buy large quantities of the types of equipment suggested by their names.

5. *Department of Health, Education and Welfare*—The Public Health Service is the major open-market purchaser; it buys hospital supplies and dental equipment, surgical instruments, kitchen equipment and a variety of items used in its rehabilitation programs.

6. *Department of the Interior*—Procurement responsibility is vested in each of its agencies. Firms interested in presenting new, improved or regular items of supply to the Department should contact the Division of Property Management. The Fish and Wildlife Service buys boats, motors, construction equipment; the South Western Power Administration maintains a central buying office in Tulsa (high-voltage transmission); Bonneville Power Administration Survey purchases survey and laboratory equipment, hand tools, etc.; the Bureau of Reclamation conducts decentralized purchasing through regular and project offices in the 17 western states and Alaska. The Office of the Commissioner in Denver is the central purchasing office for large items of electrical and mechanical equipment. Suppliers should contact each office for standard shelf items; for more specialized equipment, inquiries should be directed to the Commissioner. The Bureau of Mines is primarily engaged in research and pilot plants; the Bureau of Indian Affairs purchases a wide variety of items. Most needs of the National Park Service are supplied by the General Services Administration, but some small items and construction and maintenance equipment (such as snow-plows and graders) are purchased by field finance offices.

7. *Department of Justice*—The Bureau of Prisons, Federal Prison Industries and the FBI are responsible for their own procurement.

8. *Post Office Department*—Requires a variety of special equipment, as well as twine, paper, ink, etc.

9. *Treasury Department*—Except for the Coast Guard and the Bureau of Engraving and Printing, this Department has few open-market requirements. Major Coast-Guard requirements are supplied through the Navy. Engraving and Printing requires special papers, ink, dyes, and equipment.

10. *Tennessee Valley Authority*—Heavy electrical equipment and supplies are purchased through a centralized Division of Materials. Each purchasing agent in this Division maintains a mailing list for the commodities he controls.

11. *Veterans' Administration*—Medical, dental, laboratory and hospital equipment and supplies, kitchen equipment, rehabilitation items, etc., are leading open-market purchases made by the Marketing Division in Veterans' Supply Depots at Hines, Illinois, and Summerville, New Jersey.

12. *National Aeronautics and Space Administration*—Purchases are

55689-4—2

mostly in the research and development field; hardware items are usually required in fairly small quantities. The military requirements of NASA are subject to the Armed Services Procurement Regulations and the waiver of duty and the Buy American Act would apply. The Canadian Department of Defence Production, under the Defence Production Sharing arrangement, handles all Canadian purchases.

Businessmen must remember that there is no single agency or buyer for all U.S. Government requirements. Most procurement decisions are made by local officials, not by their Washington headquarters. The contracting agency is not always the end-user and the buying office is almost never the user of the products procured.

Normal trade promotion is essential. The ultimate user must be satisfied that a product will accomplish the job for which he is responsible. Therefore, sales promotion must be directed to the proper government consuming office as distinct from the contracting office.

Important invitations to bid can be followed through *Business Commerce Daily,* which can be obtained through the Washington office of the Canadian Commercial Corporation. ●

The Trade Commissioner Visits Central Siberia

Our Commercial Counsellor in Moscow paid a visit to the province of Irkutsk during the winter, as one of a party organized by the Soviet Ministry of Foreign Affairs. Here he reports on how Siberia impressed a Canadian, aware of similar development problems in the Canadian North and interested in the Soviet approach.

R. V. N. GORDON, *Commercial Counsellor, Moscow.*

ON our trip to central Siberia last December, we covered about 6,000 miles and visited the cities of Irkutsk, Bratsk, and Shelekhovo, all in the province of Irkutsk. The weather was typical of the central Siberian plateau in the winter months, with temperatures as low as 50 degrees below zero. The main objective of the journey was to show us something of the intensive industrial development taking place there—principally large hydro and thermal power projects, aluminum smelting, and sawmilling. Others will no doubt follow, as the area is rich in minerals, power sites, and forest resources.

The province of Irkutsk has an area of 768,000 square kilometres and a population of two million. The city of Irkutsk, capital of the province, has 400,000 people, is the largest in central Siberia, and recently celebrated its 300th birthday. In the past, it served as a place of exile for political offenders and many of the present inhabitants are descendants of the exiles. Situated on the Trans-Siberian Railway, it is 5,196 kilometres from Moscow and 4,140 from Vladivostock.

Natural Resources

Heavy forests cover the province, with large stands of birch and coniferous trees in the south and mainly coniferous trees in the north, where there is permafrost. One of the main physical features is Lake Baikal, the seventh largest in the world. Three hundred rivers flow into Lake Baikal and only one, the Angara, flows out; it empties into the Yenisei, which then flows north into the Arctic Ocean. There are a number of important hydro power sites on the Angara and the Yenisei, two of which have already been developed —at Irkutsk (660,000 kilowatts) and Bratsk (4.5 million kilowatts when it is completed). East of Lake Baikal, the Trans-Baikal mountain range rises to 8,000 feet. Beyond Lake Baikal and the mountains, the province consists chiefly of rolling, heavy wooded country.

In addition to timber and hydro power, the natural resources of the region include important deposits of minerals, fur-bearing animals, and the fish of Lake Baikal. Among the minerals are extensive deposits of coal (which is strip-mined), gold, base metals, uranium and iron ore deposits that are being worked. The iron ore is said to have over 60 per cent iron content and is shipped west to smelters in the Urals.

The province is the most important source of sable fur in the Soviet Union. About 50,000 sable are trapped and shot annually and some are being trapped live and transported to other areas of Siberia to increase the range of this animal.

The pelts of 600,000 squirrels are also exported every year.

Agriculture Is Limited

The growing season is short even in the south and the province of Irkutsk is not self-sufficient in foodstuffs. There is a lack of arable land, the rainfall is light, and the terrain does not encourage farming. The city of Irkutsk is in the same latitude as Calgary but the growing season appears to approximate that in the Peace River valley. Wheat used to be imported from other parts of the Soviet Union but now the province is said to produce double its requirements. It also grows corn, but the season is not long enough for it to mature and it is cut green for fodder. Cows can be pastured only four months of the year; dairy cows are raised but no beef cattle up to now; there are also swine, poultry and sheep. The climate is not suitable for growing tree fruits such as apples, pears and cherries and the local diet is supplemented by wild berries, and also by fish and game.

Lumbering Important

Lumbering is important and the city of Irkutsk has a large woodworking industry. Cheap power and the abundance of timber are the main factors in the development of this industry. On the other hand, geography makes transportation costs high; the industrial consuming areas are a long way off. However, it is expected that in future years, when hydro power developments on the Yenisei and Angara are completed, it will be possible to ship lumber by water to the Arctic Ocean and thence to world markets.

Most of the houses are wooden but appear to be of manufactured log construction rather than wooden frame. Even today much of the new construction is of manufactured logs. Although there are a number of new public buildings in Irkutsk, some quite imposing, we saw only a few of the prefabricated apartment buildings that are so common in Moscow. Construction had been suspended for the winter but in Moscow building continues throughout the winter.

The city of Irkutsk is connected with other Soviet centres by air and rail; there are daily rail and air services to Moscow. Truck transportation is plentiful, as in other Soviet cities, but it is local. The Trans-Siberian Railway has recently been electrified as far east as Irkutsk; this is a considerable achievement when one realizes that the distance from Moscow to Irkutsk approximates that between Montreal and Vancouver. An oil pipeline is being built eastward towards Irkutsk and will eventually make it possible to pipe petroleum products to this city.

Bratsk's Power Project

Bratsk is approximately 500 miles north of Irkutsk on the Angara River. It has the second hydroelectric power development on the Angara, with an eventual rated capacity of 4.5 million kilowatts. When it is completed in 1963, it will be the world's largest power development. Before it began, Bratsk was a community of about 60,000; it now has a population of over 100,000 and expects eventually to reach 200,000.

At the present time 20 penstocks are being installed and concrete is being poured for the 127-metre dam; the plan is to flood the reservoir area this year. The powerhouse has not yet been started. There will be 20 turbines, each rated at 225,000 kilowatts.

There are 40,000 people working on the project at present, including construction workers and students doing their two years' labour service before going on to higher education. The workers are young; the average age is 25. Most of them live in barrack-type buildings but there are many individual houses, some of which are quite attractive. Men who wish to build houses are given land and lumber and a ten-year loan at a low interest rate for the necessary equipment.

What is expected to be the world's largest sawmill is to be located at Bratsk to take advantage of cheap power and to use timber cleared from the site of the reservoir. However, much of this timber will have to be burned as it will not be possible to use it all. The trees in this area will not produce wide planks but they are excellent for manufactured logs and may be suitable for peeler logs for veneer as they are knot-free for a considerable length. There are plans for eventually rafting lumber down the Angara and Yenisei to the Arctic Ocean, but most of the lumber produced by the Bratsk sawmill will probably be used in the province of Irkutsk.

Bratsk is in the region of permafrost, which is two metres below the surface and causes construction problems familiar in Canada. One of the great problems here (as elsewhere in Siberia) is the black fly. There has been a bug team in Bratsk for two years seeking methods of control but it has not had much success.

Soviet construction techniques in severe winter weather appear to be advanced. The day before the arrival of our party at Bratsk it was 48 degrees below zero and it was not possible to pour concrete but most of the labour force was at work, according to the chief engineer. On the day we visited the site it was about twenty below and everything appeared to be in full operation.

The Bratsk power development is intended as a large regulating hydroelectric station. Because of its enormous headwater reservoir, which will store 179 billion cubic metres of water, it can be used eventually to regulate the Siberian grid system. In addition, the Irkutsk hydroelectric power station, upstream from the Bratsk station, can control the water level in Lake Baikal and transmit the required amount of water to the Bratsk reservoir.

Shelekhovo Aluminum Works

Shelekhovo is a town about 40 kilometres from Irkutsk; a large aluminum smelter is being built there. The first 535-metre-long pot-

55689-4—2½

line was about to be completed when we visited the plant and is expected to turn out 50,000 tons a year.

The plan is to build the aluminum plant in three stages and eventually production will reach 500,000 to 600,000 tons a year. According to the Soviet Twenty Year Plan, Bratsk will have another aluminum smelter at a later date. Bauxite will be obtained initially from the Urals, but there are bauxite deposits in the Irkutsk region which will be exploited later. A housing project is going on near this extensive aluminum plant; board made from a volcanic stone is being produced on the site and is used both in the plant and the housing units.

Siberia and Canada

Irkutsk province is of particular interest because its climate and topography are similar to northwestern Canada. The Siberian hydroelectric and forest resources, deposits of minerals, and aluminum smelting also compare with similar Canadian resources. Only a short time ago this was a wilderness producing fur, lumber and some minerals. Today it is developing industrially and is being opened up by improved communications. Irkutsk itself will no doubt become an important industrial city. Immense amounts of capital have been devoted to projects in this area and some of the best engineering skills in the Soviet Union have been engaged in building the new factories and hydro and thermal power developments. They encounter the same problems as we do in the Canadian North. In addition to coping with extreme temperatures in winter and insects in summer, the Soviet authorities must also solve the problem of transporting the products of central Siberia to remote markets. It will also be necessary to feed a larger population in an area that can support only limited agricultural production. We may find useful information to apply to the development of the Canadian North by following the Soviet solutions to these problems. ●

Kerala: India's Smallest State

INDIA'S smallest state, Kerala, in the southwest, includes the famed Malabar coast. It has a population of 17.6 million living in an area of 15,000 square miles, only three-quarters the size of Nova Scotia. The 146-mile coastal road that joins its main port, Cochin, to the capital, Trivandrum, could claim to be the longest street in the world because people live crowded along its entire length. A population too large for the present economic resources is the main problem. The average income is among the lowest in India: 75 per cent of the families earn less than $3.50 per person a month.

Kerala is predominantly an agricultural state. Tropical crops and the fisheries provide scarcely enough to sustain the population, although some products are exported. The coconut palms give rise to a coir industry and oil. The sea yields fish, but not enough until a recent Norwegian fishing scheme provided the impetus for replacing the graceful Malabar boats, which could only weather a calm sea, with sturdier all-weather boats and thus increased the catch. Back from the coast grow the foods and spices long associated with India: bananas, coconuts, rice, cashews, ginger, cardamom and pepper. Up in the hills that rise some thirty miles from the coast are the rubber, tea and coffee plantations.

From the ports of Kerala come most of the cashew nuts, peanuts, pepper and coir products that Canada imports from India; Kerala has almost an Indian monopoly of these products. We also import some tea and Kerala is third among India's tea-producers.

Most of Kerala's non-agricultural labour is engaged in cottage-style undertakings or in processing operations that yield low wages. With the exception of rare earths, clay and salt, the state is almost devoid of basic industrial materials, but it does possess potential hydroelectric power. It is expected that by 1965, with the completion of the Third Five Year Plan, some 546,500 kw. will be available, three times the present 162,500 kw.

Industrial development as we think of it is just beginning in Kerala, although between 1935 and 1948 a few plants began to manufacture titanium dioxide, rayon, ammonium sulphate, rayon-grade caustic soda, and aluminum. Of particular interest to Canada is the aluminum plant at Alwaye, near Cochin, a branch of the Indian Aluminium Company, a subsidiary of the Aluminum Company of Canada. Completely under Indian management, it employs about 900 workers and produces about 6,000 tons of aluminum.

At present, the Kerala Government operates soap, oil, hydrogenation, shark-oil, plywood, ceramic and cycle-rim plants and spinning mills. It also has controlling shares in an electric meter factory, a caustic soda plant and a chipboard factory.

The Third Five Year Plan includes certain projects for Kerala, such as a phyto-chemical plant, a precision instrument factory, forms press, and a shipbuilding yard. Of immediate interest is the proposed establishment of an electric-cable factory in which Canadian collaboration would be considered.

To further these projects, the Kerala State Industrial Development Corporation has been established at Trivandrum, Kerala, under the chairmanship of Mr. K. R. K. Menon. Canadian firms who would like details on the cable factory should write to him.

—GERALD A. NEWMAN, *Commercial Counsellor, New Delhi.*

Trade and Commerce at Work

What are the duties of officers of the Department of Trade and Commerce? How do they assist Canadian businessmen? From time to time we plan to show these officials carrying out varied assignments.

Right (top)—When the agreement between the Governments of Pakistan and Canada for financing the Sukkur thermal power station was formally signed in March, J. E. Lancaster, Commercial Secretary in Karachi, attended the ceremony. Seated (left to right) are Ghulam Isaq, chairman, West Pakistan WAPDA; Z. A. Bhutto, Pakistani Minister for Fuel, Power, and Natural Resources and C. C. Eberts, High Commissioner for Canada in Pakistan, signing for their respective governments, and Mr. Lancaster.

Right (middle)—A Trade Commissioner is frequently called on to speak to a variety of groups; this picture was taken (as the background suggests) when W. J. Collett addressed a group of New Zealand sheep farmers. Mr. Collett (left), Assistant Commercial Secretary in Wellington, spoke at a luncheon held by the Waingawa Freezing Works at Masterton, North Island.

Right (below)—A. P. Bissonnet, Commercial Counsellor in Tokyo, presents the Canada Trophy to Kazue Yamada for his champion heifer, Madam Arlinda Burke Ormsby, a winner at an All-Japan Holstein cattle show in Matsumoto City. Left to right, G. M. Clemmons, Holstein-Friesian Association of Canada, Mr. Bissonnet, Mr. Yamada, and Professor K. Mitamure.

Below—P. A. Freyseng, Assistant Commercial Secretary in Vienna, (left), receives the pleased comments of an Austrian miller as he examines the quality of a shipment of Canadian durum wheat that is being unloaded at his mill. With them (right) is an official of the Austrian Ministry of Agriculture.

Convertibles for the Carriage Trade

A Toronto manufacturer is selling a well designed convertible baby carriage to U.S. merchandising giants like Macy's and Sears Roebuck. Obtaining a share of the competitive U.S. market took time and perseverance, as well as merchandising knowhow.

O. MARY HILL, *Editor, "Foreign Trade".*

EVER tried to peddle a baby carriage in New York? Selling hard-headed department-store buyers is a tough assignment—and the odds against success are high.

Ask Frank Bailey, sales manager for McFarlane Gendron of Toronto. Several years ago he went down to the Toy Fair in New York. He took along one of the baby carriages his firm makes, hoping to break into the New York market. He wheeled it around the city without much luck, eventually wound up in Macy's, and persuaded a reluctant buyer to take three of the Canadian-made carriages. They didn't sell well—and the sales campaign petered out.

Fortunately, the story doesn't end there. On Sunday, October 29, 1961, the *New York Times* carried a large advertisement with a banner headline: *"Mama, only Macy's has Canada's superb Convertible Carriage for your Baby . . . we predict it will be prized by every New Yorker as it is in the Dominion."* The response: wonderful; many a New York baby now rides around in a handsome Canadian carriage of "Balmoral blue" or some other enticing colour.

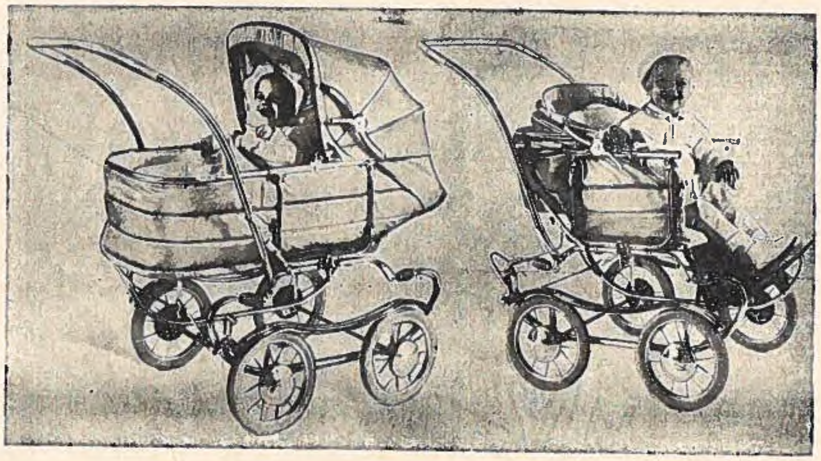
What happened in between? How was early failure turned into later success?

Trying Again

I put these questions to Mr. Bailey a few weeks ago. He didn't say so, but plain perseverance had a lot to do with it. So did a step-by-step elimination of problems and a readiness to adapt product, sales methods and approach when adaptation seemed necessary.

"For a while," he said, "I gave up the idea of trying to sell in the U.S. About five years ago I decided to try my luck again, this time in the American cities close to the Canadian border, like Rochester and Syracuse. No sales—so I went on to the New York area, Philadelphia and Pittsburgh, and then up to Erie. When I got to Buffalo, I stopped at Greenman's. They weren't enthusiastic about my baby carriage either, but I didn't want to take it back to Toronto, so I said, 'Keep it, and pay me when you sell it.' By the time I reached Toronto they had sold it and ordered three more. By 1959 they were buying $7,000 worth a year. That was my first break.

"Bit by bit I acquired other accounts, still in the border area, four of them in Detroit (including J. L. Hudson) and some in Rochester. One thing helped tremendously: the working out of a duty-paid delivered price for the eastern U.S. market. I consulted the U.S. Customs man at Buffalo about the classification of my product and the proper rate of duty. I went into



Mama, *only* Macy's *has* Canada's *superb* Convertible Carriage *for your* Baby... *we predict it will be prized by every* New Yorker *as it is in the* Dominion

GENDRON'S NEW COMPACT CARRIAGE CONVERTS TO FULL-SIZE STROLLER, CAR-BED OR BASSINETTE

Only 59.99

- Full lining and luxurious padding assure warmth and comfort
- Converts easily to an all-weather stroller, car-bed or bassinette
- All tubular chrome-plated construction with jumbo helical springs for rocking action and smooth ride

Gendron deluxe folding carriage in Marino______Only 69.99

- 10″ English tandem-spoke wheels glide on white tires with permanent nylon bearings; fully covered pusher folds for storage
- Brougham hood with white welting; tasseled sun shield, see-through storm shield
- Choose Balmoral blue, galaxy gray or brilliant bronze

transportation costs. Eventually I established a delivered price—and that's all-important when you are dealing with the average-size store or with specialty shops. The big fellows have import departments with a staff who know about duties and documents. The small man doesn't, and he won't even look at your merchandise until you can quote him a delivered price.

Trade Commissioner Helps

"I still had my eyes on New York but now I knew that I couldn't crack that market by myself. So one morning in March 1960, I dictated a letter to the Canadian Trade Commissioner in New York. I told him I wanted to sell baby carriages in New York but hadn't got far on my own. I told him about my product, quoted prices, and asked for advice. An answer came back quickly, full of information about the market itself and the sales potential, plus the names of four agents from whom to choose.

"Things happened fast after that. I received a long distance call from one of the potential agents. He was interested in my product, was on his way to Chicago, and said he would scout around for orders if I would send him catalogues and price lists. Not long after, he came up with several orders and he has handled the McFarlane Gendron account as far west as Chicago ever since. It was he who talked Macy's into running the ad in the *New York Times*.

"A wide-awake agent who knows the market is a real asset. This one suggested certain modifications in the mechanical design and the styling of our carriages to make them more acceptable to U.S. customers. Once we had made the changes, we discovered that our carriages had become more competitive in Canada too.

Sales Approach

"Naturally, an agent can't help you much unless you offer something that's different, with a sales appeal. Take our convertible carriage—the big seller across the border. It has multiple uses. First, it's a conventional baby carriage. Then, lift out the bed of the carriage and you have a car-bed or bassinette. When junior gets a bit older, a few simple motions convert the carriage into a stroller. Another thing helped us: our product fitted into the market because it was in the middle range, between the expensive prams imported from England and the lower-priced carriages made in the United States.

"Even when you have a good design to start with, you have to change and improve it if you want to keep on selling to Americans—or to anyone else, for that matter. Talk about cars! you have to make model changes in the baby-carriage line every year too. Sometimes they are small modifications but in 1962 our stroller was completely redesigned. That's how you renew interest in your product.

Some Problems

"When it comes to exporting, delivery is almost as important as design. Retailers in the U.S. are tough about this, especially if they are running a special promotion or (for mail-order houses) if they are featuring the line in their catalogue. Most of our shipments go by truck; if they leave Toronto by four in the afternoon they clear the border before midnight and are in New York by eleven the following morning.

"Then there's the handling of complaints. We always take care of complaints from customers ourselves. If a carriage has been damaged during shipment, we repair it and charge the shipper. But we don't have much trouble; complainers are few and satisfied customers many.

"Our biggest success recently has been selling by mail order. Last January we were listed in Sears Roebuck's catalogue, and they print 6,200,000 copies! One of our models is the only baby carriage listed in the catalogue for Alden's, another large Chicago mail-order house. I happened to be in Chicago five days after the Alden catalogue appeared, and asked the firm how sales were going. To my surprise, they had already had several orders, though usually carriages don't start to sell until the weather warms up.

Person-to-Person

"What's the most difficult problem in exporting? It's the same as in domestic selling, only more so—getting the buyer to stock the merchandise in the first place and convincing him that it will sell. The real obstacle is usually in the retailer's mind. Across the border, the job may be a bit tougher; after all, I have to convince hardheaded retailers to try something made in Canada. My carriage sells at a higher price than most of the ones offered to them and they have to be persuaded that it's worth the extra money. That's why there is no substitute for legwork—going about and doing person-to-person selling. You must have direct contact with the man who will be marketing your product—and that contact must be renewed from time to time.

"I believe that most exporters succeed best in the long run if they move slowly and consolidate their success in one market before tackling another. Our firm is now selling as far west as Chicago and as far south as Virginia, and we make the odd sale on the West Coast. I have written to the Trade Commissioners at the other United States posts and most of them are anxious to make contacts for me; for example, I am carrying on correspondence with two firms in Los Angeles.

"McFarlane Gendron has reached the point where we will probably want to expand into markets overseas, once we are able to collect information and work out delivered prices for various areas. For the United States, I did the spadework first and then cultivated potential customers. It's a method that has borne fruit. I think it's worth trying in other markets." •

Argentine Agriculture: Gains and Losses

Drought cut yield of some important crops last year and affected meat supplies; wheat exports fell sharply. Prospects for 1962 justify cautious optimism. Need for purebred cattle and for further imported seed-potato stock should interest Canadian farmers.

C. O. R. ROUSSEAU,
Commercial Secretary, Buenos Aires.

THE year 1961 proved to be one of mixed blessings for Argentine agriculture. The area seeded to cereal crops, particularly wheat and corn, increased over the previous year, as did the area seeded to the fodder grains, oats, barley and rye. During the year a growing number of fields were turned over to permanent pasture and many were seeded to new varieties of forage crops.

However, unfavourable weather during much of 1961 contributed to yields of many crops smaller than the high estimates made at the beginning of the year. Farm work carried out early in the crop year (the beginning of autumn, or March/April) was aided considerably by the soil moisture accumulated from rainfall of the previous summer. Drought which lasted several months, however, had a serious effect on many crops and indirectly on the beef cattle population in a number of areas where pastures became seriously depleted. Fortunately, abundant rains fell in the spring and in many areas losses because of drought were much less serious than estimated earlier.

Grains and Oilseeds

The outlook at the end of 1960 was generally gloomy because of the very low yields of wheat, barley, oats, rye and flax obtained that year. Prospects improved considerably with the summer-grown crops (harvested between March and April 1961). Corn production rose to 4,850,000 metric tons*, an 18.1 per cent increase over the previous season; sorghum production increased to 1,476,700 tons, or 77.8 per cent, and millet increased to 260,600 tons, or 5.5 per cent. The sunflowerseed crop, however, fell to 600,000 tons, or 25.2 per cent.

• *Wheat*—The official estimate indicated an 8.5 per cent increase over the previous season in the area seeded to wheat. A larger area would have been sown except for the drought prevailing around seeding time, which prevented the working of the land in several important regions of the wheat belt. The last official estimate for the wheat crop just harvested is 5.15 million tons, an increase of 30.1 per cent over the previous harvest. In general, the wheat crop is of good quality, but because a considerable quantity of lightweight grain has been harvested, the Grain Board recently established an additional grade for light wheat, grade 4, with a minimum weight per hectolitre of 67 kilos.

The wheat carryover at the beginning of the current crop year (December 1, 1961) was estimated at about one million tons, giving a total supply of 6.15 million tons. Domestic requirements are estimated at some 3.8 million tons, leaving an exportable surplus for this year of 2.4 million. Wheat exports during 1961 totalled 1,079,089 tons and for the first two months of 1962 some 582,869 tons.

*Throughout the report, tons means metric tons.

• *Oats, Barley, Rye*—Oats, barley and rye did not fare nearly as well as wheat. All of these crops were affected by the drought, although timely rains last spring brought about a remarkable recovery in many areas. Rye and barley made gains over the previous poor crop, although for both production was well below the average for the last five- and ten-year periods, as indicated in Table I.

TABLE I

ARGENTINE GRAIN PRODUCTION

	1961/62 Crop year	Average for last five years	Average for last ten years
		(metric tons)	
Oats	710,000	912,250	962,200
Barley	827,000	978,090	1,062,680
Rye	530,000	741,320	773,400

It is important to note that oats, barley and rye do not play an important rôle in the Argentine grain trade. These crops are dual-purpose ones; they provide grazing in early summer and are harvested for grain in midsummer. Drought last year caused over-grazing, particularly of oats, and this was the main reason for the smaller oat harvest.

• *Flax*—Production of flax, one of the most important Argentine export crops, at 770,000 tons, increased 37 per cent over the previous season. Although the export quota for the present year has not yet been established, the trade expects that a quota of 50,000 to 60,000 tons of flaxseed will be established.

• *Corn*—At the present time, conditions seem favourable for the summer-grown crops, including the important corn crop. A 5.5 million-ton crop of corn is predicted; this would be well above the 4.9 million tons produced during the previous crop year and, in fact, would be the largest crop for the past 15 years.

In 1961, Argentine farmers . . .

- **Raised acreage seeded to wheat by 8.5 per cent; produced a harvest of 5.15 million metric tons.**
- **Exported 1.08 million metric tons of wheat, a 50 per cent decrease from 1960.**
- **Produced 770,000 tons of flax, 37 per cent more than in the previous season.**
- **Had a much smaller potato crop and potato stocks fell sharply.**
- **Brought less meat to market because drought affected pastures; situation has now improved.**
- **Continued to improve herds of Holstein-Friesian cattle.**
- **Benefitted from cancellation of export taxes, etc., on exports of grains, oilseeds, meat and other livestock products.**
- **Produced 40 per cent more cotton than in the previous season.**

Fodder Crops

The area seeded to alfalfa has decreased steadily during recent years; last year it fell to only two or three million hectares from a high of 15 million a few years earlier. The main reason for this reduction in seeded areas is the serious infestation in the past several years of an insect called the "tucura", a sedentary type of grasshopper. The campaign against the tucura in 1961 met with considerable success and it is expected that alfalfa acreage will rise in the future.

Other fodder crops (other than dual-purpose grain crops used for grazing) are not yet of much importance in Argentine agriculture because of the abundance during most years of natural pasture. However, as a result of research by both government and private organizations, producers are gradually awakening to the need for planned production of fodder supplies and more areas are expected to be seeded to forage crops in future years.

Potatoes

Argentina's most important potato crop is the "semi-late" crop produced in southwestern Buenos Aires province. As a result of the surplus supplies of former years and a switch away from potatoes, the 1961 crop fell sharply from the previous year. Potato stocks have been dwindling, prices have risen sharply, and producers who have stayed in potatoes are now obtaining good profits. The potato surplus of recent years has also curtailed imports of seed potatoes, but there is now a growing belief among producers and government research bodies that Argentina once again needs fresh stocks of imported seed. Hence there are good prospects for the sale in Argentina of Canadian seed stock and purchases from Canada have been made in recent months.

Fruit Production

Argentine production of summer fruit showed an over-all increase in 1961 from 733,700 tons to 766,100. As Table II shows, pears and plums were entirely responsible for this increase. Output of citrus fruit rose during 1961 to 743,800 tons from the 731,600 tons of the previous season.

TABLE II

ARGENTINE FRUIT PRODUCTION

Summer Fruit	1961/62 (in metric tons)
Cherries	2,300
Plums	44,700
Apricots	15,400
Peaches	182,000
Apples	410,200
Quince	17,000
Pears	94,500
Citrus Fruit	**1961**
Oranges	521,000
Tangerines	196,000
Lemons	86,600
Grapefruit	40,200

Other Crops

Plantings to peanuts during the present crop year total 250,000 hectares, an increase of 24.6 per cent over the previous season. Stands are in excellent shape and a good crop is expected.

Tobacco production totalled 48,000 tons during 1961, an increase of 16.2 per cent over the previous season. Quantities of the so-called "exotic" types of tobacco harvested during 1961 were as follows: Virginia 13,360 tons, Bahia 2,800, Burley 460, Oriental 370, Kentucky 360, Maryland 200, Habana 200, Hungarian 200.

Total production of raw cotton during 1961 was 393,100 tons, an increase of nearly 40 per cent over the previous season. Output of clean cotton fibres totalled 123,980 tons and of cottonseed 229,160.

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Argentina must increase its production of beef because beef exports are one of the country's most important earners of the foreign exchange needed in ever-increasing amounts for the development programs. The drought that persisted through several months of 1961 seriously affected meat supplies coming from the affected areas, particularly in parts of the provinces of Buenos Aires and La Pampa. However, abundant rainfalls late in the year improved this situation substantially. Although statistics are not yet available, it is thought that local per capita consumption of beef rose substantially in 1961 compared with the previous year.

During 1961 the Government's campaign against foot and mouth disease was carried forward and results appear to be satisfactory; however, it will probably require some years yet for Argentina to eradicate this disease, which has been a deterrent to its export sales.

TABLE III

ARGENTINE AGRICULTURAL EXPORTS

	1959	1960	1961
	(metric tons)		
Wheat	2,354,711	2,461,307	1,077,131
Corn	2,649,734	2,573,316	1,725,708
Rye	65,577	135,862	42,909
Oats	66,306	346,327	236,574
Barley	284,547	265,328	117,987
Flax	....	56,058	89,318
Other wheat products	508,058	432,797	539,383
Cakes, expellers	390,285	428,441	466,482
Oilseed meals	267,555	329,548	353,324
Linseed oil	211,225	153,968	211,391
Tung oil	16,046	17,890	17,677
Quebracho extract	122,244	137,927	148,120
Casein	30,848	33,302	28,570
Cotton	9,566	8,479	25,224
Dry hides	9,194	4,444	9,562
Salt hides	161,503	135,522	158,028
Horse hides	4,819	6,613	5,735
Sheep skins	18,861	15,311	17,060
Butter	23,829	25,963	13,427
Wool: greasy	105,276	95,958	107,793
Wool: scoured	39,760	25,392	35,577
Canned meat	84,409	71,427	93,857
Frozen beef (quarters)	1,396,774	702,595	914,064
Chilled beef (quarters)	3,151,177	3,028,995	2,417,742
Frozen mutton (carcases)	55,577	24,629	63,289
Frozen lamb (carcases)	1,179,679	1,879,027	1,582,846

Another factor in Argentine beef production is the constant improvement of herds of Holstein-Friesian cattle (called Holando Argentino). Not only does herd improvement provide more and better milk and dairy products but the steers produced from this breed are being constantly improved and command good prices. Areas in the northern regions of Argentina are being opened to beef cattle with the introduction of hybrid crosses with Zebu animals.

Argentine breeders of Holstein-Friesian cattle are becoming increasingly aware of the need for improving their stock and there is a definite preference for North American blood-lines. Many of the better known Argentine breeders already have Canadian blood-lines in their herds and are fairly regular purchasers of high-quality animals from Canada. The awarding each year of the Canada Trophy at Argentina's best known livestock show, Palermo, helps to maintain interest among local breeders in Canadian stock.

Trade in Agricultural Products

The unofficial trade statistics in Table III show exports of Argentina's most important agricultural products during 1961 compared with the two previous years.

During 1961 several export taxes, etc., were abolished on exports of grains, oilseeds, meat and other livestock products. Taxes cancelled included export retentions (which formerly varied from 10-20 per cent) sales tax (10 per cent) and various other smaller taxes.

Development Programs

The Argentine provinces of Entre Rios, Corrientes, and Misiones (the so-called Mesopotamia), although rich in agricultural products, (which range from tropical crops, citrus and other fruits to grains and oilseeds) have always suffered from their relative isolation from the rest of the country. The agricultural output of these provinces will benefit from the newly proposed construction of a sub-fluvial tunnel joining the cities of Santa Fé and Paraná (Entre Rios). The road program for the province of Entre Rios will also help to remedy the isolation.

The Argentine northwestern provinces will benefit from government programs at present being worked out and designed to promote full-scale development of these regions. The over-all program includes not only agricultural progress but also projects for public works and foreign investment, for which attractive incentives are made available.

The agricultural schemes are tied in with the vast "Rio Bermejo" project, centering around the river of that name. This will ultimately produce hydroelectric power, irrigation for many millions of hectares, and a cheap navigation route to the main ports of Santa Fé, Rosario and Buenos Aires. The National Committee administering the Rio Bermejo project is a government entity.

Future Agricultural Outlook

There is a note of cautious optimism in local agricultural circles when they discuss prospects for the coming year. Argentine agriculture is not troubled by burdensome surpluses but is rather faced by the need to increase both productivity and production. Present production of many agricultural commodities totals considerably less than it did several years back. At the same time, there is a definite need to improve productivity in many agricultural lines. It is encouraging to note that agricultural research activities by both government and private organizations are being pressed forward on a broad front. The above factors, coupled with an ever increasing home market for practically all of Argentina's major agricultural commodities, point to higher levels of prosperity for its farmers and cattle breeders in the future. ●

BUSINESSMAN'S BOOKSHELF

The Finnish Market

Contimart AG, Zurich. 38 pages. (mimeographed) $10.00.

FINLAND'S largest exports are forest and agricultural products and the Finns thus compete with Canadian exporters in world markets. However, the rapidly increasing market for consumer goods there should offer opportunities for Canadian companies.

A study of this booklet suggests a rapidly expanding demand for durable consumer goods, in particular electrical appliances. Consumer goods represented 14.1 per cent of total imports into Finland in 1960, a 32 per cent increase over 1959.

The report discusses Finnish marketing techniques, advertising media, income and consumption patterns, and the distribution system. Further topics covered are Finland's recent association with EFTA, trade liberalization, taxation, investment possibilities and the outlook for foreign business firms in Finland.

Order from: Crawfords Advertising Service, 154 University Avenue, Toronto, Ontario.

Europe '62

Speak-Easy Language Cards. 62 pages. U.S.$1.98.

THIS attractive, well-planned, compact 5½ × 3¼ inch booklet includes a calendar of major events, a currency converter, and hints on tipping for 19 countries, as well as a pronunciation guide to about 45 common words and phrases in four languages. Primarily aimed at the United States tourist, the Canadian businessman who plans to visit many countries and combine his 1962 business trip with a holiday may find it a handy reference and planning guide.

Order from: Homer Price, 155 East 40th Street, New York 16, New York.

The Newspaperman's United Nations

By Jerzy Szapiro. 229 pages. $1.75 (paper), $2.25 (cloth).

ARE you ever puzzled about what the initials ILO or FAO stand for? Or do you look in vain for an explanation of the functions of the International Finance Corporation as distinct from the International Bank for Reconstruction and Development? If the answer is yes, this book belongs on your reference shelf.

Written primarily for newspapermen or for journalism students, it discusses briefly but authoritatively the creation of the United Nations, how its functions are divided, and how it handles political, economic, humanitarian and social, legal, financial and other questions. It also explains the UN administration and the work of the specialized agencies. Useful appendices give the list of UN members as at the end of 1960, an administrative chart, the names of the principal UN officers, and a list of abbreviations of the various UN bodies.

Order from: Superintendent of Government Publications, The Queen's Printer, Ottawa, Canada.

Information on Sarawak

Sarawak Information Service. 178 pages. 7 shillings.

THIS handbook is designed to answer inquiries about Sarawak and to be useful to prospective visitors and investors. It covers a broad spectrum of topics, ranging from general background information on the climate, political development and history of this small country to an account of the development of industry, investment possibilities and tourist tips.

The businessman will want to concentrate on certain chapters dealing with banking facilities, trade and commerce and the characteristics of the Sarawak market. Of particular interest to the potential exporter are several brief appendices with detailed information on imports, exports and tariffs, and specimen shipping rates. There is also a useful bibliography.

Order from: Borneo Literature Bureau, Kuching, Sarawak.

The Condensed Chemical Dictionary, 6th Edition

Edited by Arthur and Elizabeth Rose. 1,256 pages. $17.50.

THIS new 6th edition of the world-famous *Condensed Chemical Dictionary* contains thousands of new entries and is the result of five years of intensive revision. It includes the new elements discovered as recently as June 1961 and all the terminology relating to such current topics as rockets, thermonuclear phenomena, and plasma. Official pharmaceuticals and drugs are covered completely and there is an excellent presentation of trade-marks and generic names not yet official. Formulas are improved to show structure and there is a great deal of expanded information on new derivations and new uses. All trade-marked items give the name of the manufacturer.

Here the inquirer can find information on chemicals, materials, trade-marks, uses, formulas, derivations, properties, grades, synonyms, shipping instructions, safety regulations—in fact, almost every question on chemicals to which a quick, accurate answer is needed. This thumb-indexed dictionary is a practical reference

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for chemists, engineers, consultants, exporters, importers, shippers, salesmen, executives, students—in fact, for anyone who needs correct current chemical information.

Order from: General Publishing Co. Ltd., 222 Adelaide St. West, Toronto, Ontario.

Industrial Fibres—11th Edition

Commonwealth Economic Committee. 240 pages. $2.00.

THIS book presents reviews of production, consumption, stocks and prices of, custom duties on, and international trade in the following commodities: wool, cotton, rayon and other man-made fibres, mohair and other fine hair, silk, flax, jute and jute manufactures, sisal and other hemps, coir and kapok.

This edition covers in detail developments up to the close of the 1959-60 season (at the end of April). At the same time, it gives comparisons with earlier postwar seasons and for the average of the five immediate prewar years. In each section the part played by Commonwealth countries is emphasized, as are their interests as producers or consumers of fibres.

Order from: Superintendent of Government Publications, The Queen's Printer, Ottawa, Canada.

Stores of the World Directory

332 pages. £5/5/0.

THIS new venture, published as a companion volume to *Stores and Shops Directory of Great Britain,* is intended to supply some of the merchandising information demanded by exporters of consumer goods in every country.

It is divided into two sections. The first gives a list of 4,822 stores in 89 countries with the address of the firm and, where information was available, the number of departments, goods handled, and the names of buyers. If the store purchases through an outside buyer, his name is given. The second section, perhaps the more valuable, lists 401 buying agents in Britain, Europe and the United States, plus the firms that they purchase for.

Stores of the World does not pretend to—nor should it be expected to—answer all questions or to serve as a substitute for normal commercial intelligence. However, it does give exporters information not readily available. For some countries details are skimpy and the selection narrow. Despite close attention to the data gathered by the publisher, personnel changes and company re-organizations will limit the usefulness of the book.

Order from: Newman Books Limited, 68 Welbeck Street, London, W.1, England.

The Ocean Freight Market

Transportation Division, Trade Services Branch.

AVERAGE freight rates in most Canadian trades were in decline during the first quarter of 1962, reflecting a light demand for charter voyages in world trade. A feature of the market was Communist Chinese activity in grain chartering from British Columbia. Rates in this trade ranged from a high of 48s. 6d. at the beginning of the quarter to a low of 42s. 6d. at the end. Rates for iron and steel scrap from the United States Atlantic ports to Japan fell by 16 per cent to a level about one-third lower than the peak rate last year. Although there was an increase in activity in voyage and time chartering towards the end of January, sufficient tonnage was available to absorb the additional demand without any appreciable pressure on rates. Rates in most trades, in fact, dropped below the levels established in the first quarter of 1961.

Black oil tanker rates from the Caribbean to the United States Atlantic coast showed a strengthening tendency in the middle of the quarter but ended on a weakening note.

Reprints of an introductory article on this subject, published in the April 21, 1962, issue of Foreign Trade, *are available from the Transportation Division, Trade Services Branch, Department of Trade and Commerce, Ottawa.*

CHARTER RATES—FIRST QUARTER 1962

The rates shown in column A are in sterling or U.S. dollars, with the Canadian dollar equivalents in column B calculated at £=$2.95 and U.S.$=$1.05. For comparison, the rates a year ago are shown in column C with the Canadian dollar equivalent in column D calculated at £=$2.77½ and U.S.$=$0.99.

TIME CHARTERS

Average rates per deadweight ton per month for the first quarter of the year were as follows:

	1962 First Quarter		1961 First Quarter	
	A	B	C	D
	£ or U.S.$	Can.$	£ or U.S.$	Can.$
General trading (approximately 6 months)				
Motorships, 9,000-10,999 dwt., 9-10.9 knots	....	....	20s. 6d.	2.84
Motorships, 9,000-10,999 dwt., 11-12.9 knots	19s. 10d.	2.93	20s. 5d.	2.83
Motorships, 9,000-10,999 dwt., 13-15 knots	22s. 6d.	3.32	22s. 6d.	3.12
Motorships, 11,000-12,999 dwt., 13-15 knots	20s. 0d.	2.95	22s. 2d.	3.08
Motorships, 13,000-15,000 dwt., 13-15 knots	20s. 1d.	2.96	22s. 2d.	3.08
Steamships, 9,000-10,999 dwt., 9-10.9 knots	14s. 6d.	2.14	16s. 4d.	2.27
General trading (approximately 12 months)				
Motorships, 9,000-10,999 dwt., 9-10.9 knots	....	....	....	....
Motorships, 9,000-10,999 dwt., 11-12.9 knots	....	....	24s. 6d.	3.40
Motorships, 9,000-10,999 dwt., 13-15 knots	22s. 8d.	3.34	23s. 6d.	3.26
Motorships, 11,000-12,999 dwt., 13-15 knots	20s. 11d.	3.09	21s. 8d.	3.01
Motorships, 13,000-15,000 dwt., 13-15 knots	$2.70	2.84	20s. 6d.	2.84
Steamships, 9,000-10,999 dwt., 9-10.9 knots	....	....	....	....

TRIP CHARTERS

Average rates for the first quarter of the year were as follows:

	1962 First Quarter		1961 First Quarter	
	A	B	C	D
	£ or U.S.$	Can.$	£ or U.S.$	Can.$
Heavy grain (per long ton)				
St. Lawrence to Britain	45s. 7d.	6.72	47s. 2d.	6.54
St. Lawrence to Belgium/Holland	$3.75	3.94	$4.35	4.31
Great Lakes to Britain	79s. 11d.	11.79	84s. 0d.	11.65
Completing St. Lawrence	39s. 1d.	5.76	43s. 0d.	5.96
Great Lakes to Belgium/Holland	$8.30	8.72	$9.71	9.61
Completing St. Lawrence	$3.21	3.37	$4.25	4.21
Great Lakes to Belgium/Holland (tanker)	....	....	$8.00	7.92
Completing St. Lawrence (tanker)	....	....	$3.00	2.97
Saint John/Halifax to Britain	41s. 3d.	6.08	45s. 4d.	6.29
Churchill to Britain	....	....	49s. 9d.	6.90
British Columbia to Britain	53s. 5d.	7.88	75s. 0d.	10.40
British Columbia to Belgium/Holland	$6.83	7.17	$7.16	7.09
British Columbia/North Pacific to Japan	$6.13	6.44	$6.49	6.43
British Columbia to west coast of India	60s. 0d.	8.85	73s. 2d.	10.15
British Columbia to Communist China	46s. 6d.	6.86	....	....
Lumber and general cargo				
British Columbia to Britain (per long ton)	$10.70	11.24	$12.01	11.89
British Columbia to Australia (lump sum, Liberty size)	$117,325.00	123,191.00	$115,000.00	113,850.00
British Columbia to U.S. Atlantic (lump sum, Liberty size)	$65,625.00	68,906.00	$81,000.00	80,190.00
Scrap, iron and steel (per long ton)				
U.S. Atlantic to Japan	$11.71	12.30	$11.98	11.86
California to Japan	$6.88	7.22	$8.23	8.15
North Pacific to Japan	$9.00	9.45	....	....
Coal (per long ton)				
Hampton Roads to Belgium/Holland	22s. 6d.	3.32	26s. 0d.	3.61
Hampton Roads to Japan	$7.89	8.28	$8.37	8.25
Black oil (per long ton, tankers)				
Venezuela to Portland, Maine	$1.60	1.68	$1.46	1.45
Persian Gulf to Portland, Maine	$4.13	4.34	$4.04	4.00

L. D. BURKE, *Assistant Commercial Secretary, Sydney.*

Australia Sells Coal Abroad

As in Canada, the Australian coal industry, with production that outstrips domestic demand, is looking for and finding foreign customers, particularly in Japan, which needs coking coal for its busy steel mills.

THE mining of coal has always been important in Australia. Its importance has increased today, for not only are production and consumption continuing to rise at home, but more coal is also being sold abroad. It now constitutes an important Australian export.

Production Is Rising

The history of the modern coal industry in Australia begins about 1950, when a large mechanization program was introduced. In the ensuing years a number of the older and less economic mines were forced to close and miners were shifted from one area to another. This made the industry more efficient than ever before. As a consequence, output per man and over-all production have expanded continuously in the past ten years. In 1960 (the last full year for which statistics are available) Australia produced a record 22.5 million tons of coal, two million tons more than the previous record established in 1958 and an increase of 2.2 million over 1959. Output is up in most of the Australian states. New South Wales remains the main producing centre, accounting for over three-quarters of total production in 1960. Of the total coal mined in New South Wales in that year, 90 per cent was extracted by mechanical means, compared with approximately 40 per cent in 1950.

Various Uses

In a continent such as Australia, chronically short of water for hydroelectric power and where oil has yet to be found in commercial quantities, coal must fill a number of industrial needs. It has been used by the railways and shipping, by factories and the steel industry, and also to manufacture gas and to produce thermal power. The pattern of consumption has, of course, been subject to change over the years. Imported oil today is taking a bigger share of coal's traditional markets, such as gas-making and the railways. But this is more than offset by increased demand for steelmaking and the generation of electricity.

The Australian steel industry consumes each year close to five million tons of coal and is expected to increase its requirements by over 50 per cent in the next ten years. Coal still competes successfully with water for the production of electricity. Although operating costs are higher for thermal plants than for hydro stations, the initial capital outlay is smaller and coal-burning plants can normally be brought into production more quickly, an important factor in view of Australia's need for electric power. As a result, although there are several important hydro projects either planned or under way, such as the Snowy Mountains scheme, a number of thermal plants are being built as well; the latest is a one million kw. station in northern New South Wales. The tendency is to place the thermal stations on the coalfields and to use hydro power, where it is available, in conjunction with coal.

Despite competition from other fuels, domestic consumption of coal has been rising gradually over the past few years. In 1960 it reached 21 million tons compared with 20 million a year earlier.

Japan Is Main Market

Sales of Australian coal abroad are also expanding. Ten years ago practically no coal was shipped from Australia but by 1960 exports were valued at approximately $15 million and for 1961 are expected to be 50 per cent greater. Markets have been developed in Korea, New Caledonia and Fiji, but the main customer by far is Japan. The Japanese bought 1.6 million tons out of the total of 1.8 million shipped in 1960 and promise to become increasingly important buyers, because Australian coal is of a type the Japanese need.

The main demand from the Japanese is for coking coal used to make steel and Australian deposits of coal, particularly on the southern coast of New South Wales, are ideally suited to this purpose. Export potential for the softer coking, steam-making and gas-making coals is not as encouraging but could rise in the coming years. Australian coal is almost exclusively bituminous; very small quantities of semi-anthracite are mined in Queensland. There is no anthracite coal of the type so well known in the United States or Britain. The lower-grade Australian coals appeal to the Japanese because they are similar to their own coal and they know how to handle and use them. The Japanese are also very interested in the possibility of blending certain selected Australian coals with their own to make a metallurgical coke.

Prospects for increased sales to Japan are reasonably assured as a result of substantial orders recently placed with two of the Australian producers. One of the Australian companies obtained a $4.5 million contract to supply the Japanese steel industry with 400,000 tons of coking coal in the next two years, with deliveries to begin this March or April. The second firm received orders from Japan for 2.4 million tons of coal worth about $23 million, with shipments extending over the next five years. In this instance, the Australian company hopes that this is only the beginning of an extensive development of the coalfields that it owns in Queensland and of the railroad and port facilities servicing these. It is counting on eventual exports of about two million tons a year. For such a venture the Australian company has been seeking the support of one of the largest coal producers in the United States. In addition to the above, many of the smaller operators here are obtaining repeat business with the Japanese.

Port Improvements

To speed up deliveries of coal overseas, improvements have been planned for the New South Wales ports of Sydney, Port Kembla and Newcastle. Works include the dredging of the harbours and the installation of modern coal-loading equipment. New facilities are designed to accommodate the new bulk-carrying freighters that the Japanese will be using and to provide the same services as in competing ports in other parts of the world. This seems to be particularly important because it was reported that a recent Japanese Trade Mission to Australia asked that their ships be turned around more quickly than at present.

Canadian Participation

Until fairly recently the coal mines were almost exclusively Australian-owned and operated. A new trend in foreign investment has now become apparent. Japanese, British and U.S. interests have entered the industry and in a number of cases have become associated with local firms in development of coal properties. Canada is also among the overseas investors. Placer Development Limited, which is engaged in a number of business ventures in Australia, purchased two Australian coal mines in 1960, one of which is the fourth largest underground producer in New South Wales. Placer Development has now undertaken a program of modernizing and increasing production of these properties.

Future Prospects

The market outlook for Australian coal is promising. The industry realizes, however, that the future will not be easy. Competition from other overseas producers and from domestic oil is bound to increase. Mechanization and modernization of the mines is therefore progressing at a steady pace in an effort to increase production and reduce prices. Quality is also being improved with the introduction of such facilities as washing plants. In these ways, the coal producers are confident that they will be able to maintain and expand sales for their products and remain important contributors to the nation's development and prosperity. ●

Check Credit Standings

CANADIAN businessmen would not think of selling on the domestic market without checking the financial status of their customers. They should apply the same rule when selling abroad. The Department of Trade and Commerce hears from time to time of Canadian firms which have made trial shipments or forwarded expensive samples only to have payment defaulted. Sometimes one unfortunate experience discourages further participation in what might otherwise be a profitable export market.

Canada's Trade Commissioners stationed abroad can obtain financial reports on firms in almost any foreign market and can also recommend the most suitable terms of payment. Canada's chartered banks, through world-wide correspondents, can provide similar services.

Sometimes a lack of commercial experience and financial resources results in payment being delayed or defaulted. At other times there is deliberate misrepresentation, encouraged by the absence of facilities for debt collection. In some countries, because there are no bankruptcy laws and other legal safeguards, it may be all too easy to establish a corporate entity, obtain a postal address and an impressive letterhead, and dispatch inquiries to firms listed in foreign business directories. Even financial references should be carefully checked through the bank and the Canadian Trade Commissioner.

The Canadian exporter may be enticed by attractive prices to ship trial orders on sight draft or term draft. By the time the delay or default of payment has become obvious, the goods may have disappeared or been removed to a bonded warehouse. Return of the goods to Canada is often difficult and expensive. When they are eventually sold at public auction, the Canadian exporter is usually entitled only to the net proceeds after customs duties, storage and all other charges. Much of the responsibility for ensuring payment rests with the exporter, who should insist on confirmed irrevocable letter of credit terms until he can establish the financial *bona fides* of his prospective customer.

Generally speaking, as in the domestic market, most firms are dependable. However, it is strongly recommended that when one is dealing with a new foreign customer, he use the facilities offered by his own bank and the T.C. abroad to insure that the customer is a good risk. ●

Protesting Bills of

QUESTION	BRITAIN	DENMARK	FINLAND	MALTA
1. Are bills of exchange common?	Yes.	Yes.	Yes.	Yes.
2. What are the usual terms?	Sight, 30 and 60 days; infrequently, 90 and 180 days.	Sight, 90 and 120 days, occasionally 180 days; 90 to 120 most common.	Sight and 30, 60, 90, to maximum of 180 days.	Sight, 30, 60, 90, 12 occasionally 180 day
3. What is the procedure when documents are attached?	Documents normally released on payment of sight draft or acceptance of usance bills.	Documents released against payment of sight bills, or acceptance of time bills. For usance bills, documents attached should clearly indicate method. In the absence of instructions, documents delivered only on payment.	Documents released against payment or acceptance of draft.	Documents are rel against payment of draft and against a ance of term bills.
4. Is it usual to protest bills in the event of non-payment or non-acceptance?	A foreign bill must be protested for non-acceptance and for non-payment, this taking place not later than the day following dishonour. It is sufficient to have the bill noted in that time; thereafter formal protest may be effected at any time as of date of noting.	All bills may be protested; remitter must state specifically if bill to be protested or not. If a bill is protested for non-acceptance, it is not necessary to take out protest for non-payment.	Protested for non-payment, very rarely for non-acceptance.	It is customary to p bills for non-paymen non-acceptance. For payment, bill must be tested not later than next succeeding day payment is due. U cepted term bills are ally protested aft reasonable time. No rival of merchandis Malta restrains pr for both unpaid and accepted bills.
5. What is the benefit to be derived from protesting?	Retains the right of recourse against the drawer, holder or endorser.	If bill not protested after it is dishonoured, the holder forfeits right to claim on endorsers, drawers, etc., with exception of the acceptor.	Protest provides legal evidence. It is essential for obtaining recourse against drawers, endorsers and guarantors.	Preserves recourse ag drawer and subsequen dorsers and furnishes proof of presentation payment and subse dishonour.
6. What psychological benefit is derived from protesting?	As protest foreshadows legal action, this exerts some pressure on a defaulter.	Resentment felt by reputable firms.	Protest exerts strong moral pressure, can cause loss of business reputation and hurt credit rating. Protests are published weekly and have wide circulation. Inclusion is considered as public proof of insolvency.	A bill so framed ofte duces importers to obligations promptly. the other hand, with class customers there risk of resentment possible loss of fu business.
7. What is the cost of protesting?	Not less than $7.85 but the amount varies with notary public's time, distances covered, etc.	For bills not exceeding $152—82 cents; bills over $152 and under $610—$1.65; bills over $610 and under $1,530—$2.06; bills over $1,530—$2.50—all plus fee for issue of protest and transport charges.	Approximately $2.00 to $2.50.	There is no fixed tarif normally the charg $4.50.
8. How is the protest carried out?	Through a notary public.	Copenhagen—notary public; elsewhere, local court office.	Large centres—notary public. Small centres—head of county constabulary.	Through a notary pub

*A written order for a certain sum of money, to be transferred on a certain date from the person who owes the money or agrees to m

change* in Europe

ORTHERN IRELAND	NORWAY	PORTUGAL	SPAIN	SWEDEN
.	Yes.	Yes.	Yes.	Yes.
ht to 180 days; 30, 60 l 90 days are most com- n.	Sight to 180 days.	Usually sight; 90 days common, 180 days not infrequent.	Sight, 30, 60 or 90 days. If at sight the drawee must pay the bill on presentation, or make a guarantee deposit with a bank to cover the necessary foreign currency. If drawn at 30, 60, or 90 days, the drawee's signature is obtained for payment on maturity, when a guarantee deposit will be made as in the previous case.	Sight, 30, 60, 90, or 180 days.
cuments generally re- sed against payment of ht draft, or acceptance term drafts; occasionally inst payment of short- m drafts.	Documents normally delivered against payment of bill or acceptance of draft.	Documents released against payment of sight bills or acceptance of term bills, unless drawer states otherwise.	Documents normally delivered against payment of bill or acceptance of draft.	Documents released against payment or acceptance of draft.
ist be protested (or ted) for non-payment or n-acceptance unless in- ictions to contrary. Not- : preserves right to otest at later date.	It is customary to protest bills for non-payment, but may also be protested for non-acceptance.	May only be protested on drawer's instructions. Non-payment is normally protested.	It is not usual to protest these bills, although this may be done if the remitting bank has given orders to this effect, either for non-payment or non-acceptance.	Bills usually protested for non-payment but rarely for non-acceptance.
ablishes right of drawer, lder or endorser to take al action.	Establishes the right of the drawer to take legal action.	Establishes the right of the drawer to take legal action.	Establishes the right of the drawer to take legal action. If the drawee does not intend to pay, such legal action is slow and involves a good deal of expense.	Protest is necessary legal evidence for recourse against drawers, endorsers and guarantors.
fect is slight. No general lex of protests published.	Protest can damage the debtor's reputation.	Banks receive notice of protests. These naturally affect credit ratings adversely.	As Spanish commercial law is lenient and expenses high, there is little effect if the debtor is dishonest.	All protests are published weekly, causing loss of business reputation and damage to credit rating. Publication is considered proof that the debtor's insolvency is publicly known.
st varies; usually about .09.	For bills up to $295 approximately $1.50; for bills over $295—$2.95.	From $1.80 to $5.40, depending on number of endorsements.	Protests incur a notary's fee in accordance with a tariff which depends on the amount of the bill and the drawee's domicile. For bills drawn abroad, an official translation by the Ministry of Foreign Affairs is needed, which involves further costs.	Approximately $1.95.
rough a notary public.	The collecting bank arranges the protest through a notary public.	Notarial office of the commercial tribune in Oporto and Lisbon; notary public in the provinces.	Through a notary public. Protests are lodged at midday on the next working day after maturity if payment is refused.	Notary public, a district police superintendent, a member of the Borough administration, or a special bailiff appointed by the county.

yment (drawee) to the creditor to whom the money is owed (drawer).

GATT Tariff Concessions Help Canadian Exporters

ON April 21, 1962, we published the results of the interim trade agreement between Canada and the United States concluded during the GATT Conference. On April 6, the Minister of Trade and Commerce tabled in the House of Commons a document summarizing the concessions of interest to Canada arising from the United States negotiations with countries other than Canada. In addition to its agreement with Canada, the United States concluded similar bilateral agreements with the European Economic Community and several other countries belonging to the GATT, including Finland, Norway, Israel, Portugal, Switzerland and Peru.

In addition to direct United States concessions to Canada, covering $65 million of Canadian trade, the United States made concessions to other countries on items affecting $85 million of Canadian exports to the United States in 1960—mostly manufactured articles. Moreover, concessions granted to the United States by the European Economic Community cover approximately $140 million of Canadian trade with the Community. Canada will also benefit from a number of tariff concessions granted to the U.S. by Finland, Norway, Israel, Portugal, Switzerland and Peru.

Detailed information on specific items is available from the International Trade Relations Branch.

Summary of Main Tariff Concessions

Following is a summarized version of the main concessions of interest to Canadian exporters exchanged between the United States and the countries mentioned below. The concessions in the United States tariff are in addition to those already announced on March 7 and summarized in the April 7, 1962, issue of *Foreign Trade*. They will be brought into force in the same manner.

Product	Present Tariff	Intermediate Tariff	Final Tariff	Canadian Exports in 1960 ($000)
I United States				
Agricultural				
Salts derived from animal, vegetable or fish oils	12½%	11%	10%	20
Pine needle oil and other essential oils	6¼%	5%	4%	47
Mixtures or combinations containing essential or distilled oils, or aromatic substances	20¢ lb. plus 15%	18¢ lb. plus 13½%	16¢ lb. plus 12%	9
Bulbs, roots, rootstocks, clumps and corms	7½%	6½%	5½%	13
Cut flowers	12½%	11%	10%	6
Plants and cuttings of ornamental trees, nursery stock, etc.	12½%	11%	10%	33
Denatured rapeseed oils—IRC tax	2¼¢ lb.	2¢ lb.	1.8¢ lb.	7
Clover seed, white and ladino	4¢ lb.	3.6¢ lb.	3.2¢ lb.	1
Edible offal	1¼¢ lb. 6% min.	1⅛¢ lb. 5.4% min.	1¢ lb. 4.8% min.	135
Fisheries Products				
Pickled or salted herring in containers over 15 lbs. gross and under 10 lbs. net.	⅜¢ lb.	0.25¢ lb.	0.1¢ lb.	6
Pickled or salted mackerel in containers weighing under 15 lbs. each	12½%	11%	10%	26
Fish paste and fish sauce	10%	9%	8%	2
Frozen swordfish	1½¢ lb.	1¢ lb.	0.75¢ lb.	145

Product	Present Tariff	Intermediate Tariff	Final Tariff	Canadian Exports in 1960 ($000)
Smoked or kippered herring in containers weighing over 1 pound each	10%	9%	8%	21
Crude sperm whale oil	1¢ gal.	¾¢ gal.	½¢ gal.	6
Whale oil, n.s.p.f.	2½¢ gal. plus 1¼¢ lb.	2¼¢ gal. plus 1⅛¢ lb.	2¢ gal. plus 1¢ lb.	5
Filleted fresh or frozen wolf fish	1½¢ lb.	1¼¢ lb.	1¢ lb.	190
Pickled or salted herring in containers over 10 lb.	0.25¢ lb.	0.18¢ lb.	0.1¢ lb.	1,002
Pickled or salted mackerel in containers over 14 lb.	0.5¢ lb.	0.3¢ lb.	0.2¢ lb.	165
Wood Products				
Picture and mirror frames	14%	12½%	12%	14
Baskets of wood	42½%	38%	34%	—
Pleasure boats, valued under $15,000	6%	5%	4%	654
Pleasure boats, valued over $15,000	12½%	11%	10%	60
Wood, unmanufactured, n.s.p.f.	10%	9%	8%	1
Packing box shooks of wood, n.s.p.f.	3¾%	2¾%	1¾%	33
Metal Manufactures				
Aircraft, engines, and parts	12½%	11%	10%	33,837
Automobiles	8½%	7½%	6½%	942
Automobile parts	10½%	9½%	8½%	9,664
Trucks and chassis	10½%	9½%	8½%	268
Electrical machinery n.s.p.f.	13¾%	12½%	11½%	5,132
Machines n.s.p.f.	11½%	10½%	9%	5,098
Papermaking machines and parts	8½%	7½%	6½%	2,165
Mining machinery and parts	11½%	10½%	9%	3,125
Woodworking machines and parts	11½%	10½%	10%	206
Lawn mowers and parts	25½%	22½%	20%	3
Phonographs, gramophones n.s.p.f.	15%	13½%	12%	43
Business dictating machines	15%	13½%	12%	33
Metal cutting, boring, drilling or milling machines	15%	13½%	12%	319
Manufactures of brass n.s.p.f.	19%	17%	15%	216
Manufactures of bronze n.s.p.f.	19%	17%	15%	20
Brass or bronze valves	22½%	20%	18%	12
Air or gas compressors and parts	11½%	10½%	9½%	258
Metal carriages and parts, incl. prams	19%	17%	15%	514
Steam engines and parts	10%	9%	8%	303
Autoclaves and other metal vessels	35%	31½%	28%	10
Steel bars valued between 2½¢ and 5¢ lb.	8½%	7½%	7%	28
Special sizes of boiler plate	10%	9%	8%	4,721
Special sizes of steel sheet	10%	9%	8%	337
Band or strip steel	10½%	9½%	8½%	603
Steel wire of certain sizes	12½%	11%	10%	665
Wire rods	0.125¢ lb.	0.11¢ lb.	0.1¢ lb.	48
Vessels for holding liquids or gases	12½%	11%	10%	417
Staples	1.7¢ lb.	1.3¢ lb.	1¢ lb.	77
Rivets and studs	15%	13½%	12%	50
Table and household ware of copper	17%	15½%	15%	12
Table and household ware of brass	12½%	11%	10%	5
Saws	10%	9%	8%	27
Television apparatus and parts	10½%	10%	10%	241
Telegraph apparatus and parts	17½%	15½%	14%	13
Photocells and other electronic tubes	15%	13½%	12%	907
Electric furnaces, heaters and ovens	12½%	11%	10%	328

Product	Present Tariff	Intermediate Tariff	Final Tariff	Canadian Exports in 1960 ($000)
Electrical signalling and welding devices	10½%	9½%	8½%	194
X-ray apparatus and parts	7½%	6½%	5½%	10
Scientific instruments n.e.s.	25½%	22½%	22%	200
Surveying instruments and parts	35%	31½%	28%	18
Surgical instruments and parts	45%	40½%	36%	10
Forged steel grinding balls	13¾%	12½%	12%	328
Looms and parts thereof	17%	15½%	14%	15
Calculating machines	12½%	11%	10%	13
Collapsible metal containers	15%	13½%	12%	18
Tinplate containers	12%	11%	9½%	10
Sheet piling	0.17¢ lb.	0.13¢ lb.	0.1¢ lb.	17
Strips of iron or steel, tempered, etc.	0.1¢ lb. plus 10½%	0.09¢ lb. plus 9½%	0.08¢ lb. plus 8½%	10
Steel sheets & plates over 5¢ lb. under 8¢ lb.	12½%	11%	10%	3
Steel sheets & plates over 8¢ lb. under 12¢ lb.	1¼¢ lb.	1⅛¢ lb.	1¢ lb.	16
Steel sheets & plates over 12¢ lb. under 16¢ lb.	1¾¢ lb.	1.6¢ lb.	1.4¢ lb.	22
Therapeutic and diagnostic apparatus	15%	13½%	12%	473
Paper-box machinery and parts	12½%	11%	10%	15
Instruments for testing strength of materials	20%	18%	16%	3

Pulp and Paper Manufactures

Product	Present Tariff	Intermediate Tariff	Final Tariff	Canadian Exports in 1960 ($000)
Surface-coated paper, covered	2½¢ lb. plus 10%	2¼¢ lb. plus 9%	2¢ lb. plus 8%	11
Postcards and litho prints	15¢ lb.	13½¢ lb.	12¢ lb.	250
Maps, charts, blank books	10½%	9½%	8½%	69
Greaseproof paper, n.s.p.f.	1¼¢ lb. plus 6½%	1⅛¢ lb. plus 5½%	1¢ lb. plus 5%	9
Crepe paper valued ovcr 12½¢ lb.	2½¢ lb. plus 6½%	2¼¢ lb. plus 5½%	2¢ lb. plus 5%	24
Imitation parchment paper	1¼¢ lb. plus 6½%	1⅛¢ lb. plus 5½%	1¢ lb. plus 5%	126
Test or container boards	8½%	7½%	6½%	1
Etchings and photographs	10½%	9½%	8½%	107
Pamphlets n.s.p.f. non-U.S. authorship	5%	4%	3%	33
Pamphlets n.s.p.f. U.S. authorship	10%	9%	8%	22
Tapered tubes for holding thread	1.7¢ lb. plus 21%	1.6¢ lb. plus 18½%	1.5¢ lb. plus 16%	38
Tissue paper over 6 under 10 lb. to ream	2¢ lb. plus 6½%	1.8¢ lb. plus 5½%	1.6¢ lb. plus 5½%	13
Surface-coated papers n.s.p.f.	2.125¢ lb. plus 6%	2¢ lb. plus 5%	2¢ lb. plus 4½%	60
Books of non-U.S. authorship	5%	4%	3%	274
Tourist literature, non-U.S. authorship	3¾%	2¾%	2%	66
Printed matter n.s.p.f. non-U.S. authorship	5%	4%	3%	429
Books of U.S. authorship	9%	8%	7%	36
Tourist literature of U.S. authorship	6½%	5%	4%	17
Lithographed labels & flaps	21¢ lb.	19¢ lb.	17¢ lb.	9
Paper boxes lined with coated papers	2½¢ lb. plus 5%	2¼¢ lb. plus 4½%	2¢ lb. plus 4%	24
Paper boxes not covered or lined	17½%	15½%	14%	80
Beer mat board	6%	5%	4%	85
Unfinished pulpboards, paperboards, cardboards, incl. solid wood pulp boards	7½%	6½%	5½%	396

Product	Present Tariff	Intermediate Tariff	Final Tariff	Canadian Exports in 1960 ($000)
Finished pulpboards, paperboards, etc., except leather-board, shoe board and gypsum board	$6.16 ton, 6% min. 12½% max.	$5.55 ton, 5½% min. 11% max.	$5 ton, 5% min. 10% max.	534
Miscellaneous Manufactures and Chemicals				
Storage batteries	20%	18%	16%	20
Bath tubs & sinks of vitreous glass	2¢ lb. plus 6 4/10%	2¢ lb. plus 5½%	2¢ lb. plus 5%	21
Medicinal preparations n.s.p.f.	12½%	11%	109%	163
Aluminum salts & compounds n.s.p.f.	10½%	9½%	8½%	256
Carbon tetrachloride	0.85¢ lb.	0.75¢ lb.	0.65¢ lb.	107
Phthalic anhyride	3¢ lb. plus 17%	2.7¢ lb. plus 15½%	2.4¢ lb. plus 14%	76
Certain synthetic resins	3.4¢ lb. plus 25½%	3¢ lb. plus 22½%	2.75¢ lb. plus 20%	10
Styrene	3.5¢ lb. plus 22½%	3.1¢ lb. plus 20%	2.8¢ lb. plus 18%	465
Synthetic phenolic resins & products	3.5¢ lb. plus 22½%	3.1¢ lb. plus 20%	2.8¢ lb. plus 18%	70
Cobalt oxide	4¢ lb.	2.7¢ lb.	1½¢ lb.	44
Cellulose acetate powder flake & waste	10½¢ lb.	9¢ lb.	7½¢ lb.	358
Cellulose sheets n.e.s.	20¢ lb.	18¢ lb.	16¢ lb.	9
Advanced drugs of animal or vegetable origin	5%	4%	3%	339
Hemlock tanning extracts	6%	5%	4%	11
Edible gelatin, valued under 40¢ lb.	2¢ lb. plus 10%	1.8¢ lb. plus 9%	1.6¢ lb. plus 8%	88
Cosmetics containing alcohol	20¢ lb. plus 18¾%	18¢ lb. plus 17%	16¢ lb. plus 15%	7
Cosmetics not containing alcohol	18¾%	17%	15%	26
Statues, made from plaster of paris	12½%	11%	10%	24
Unfilled glass bottles	½¢ lb.	0.45¢ lb.	0.4¢ lb.	19
Bottles with glass stoppers	12½%	11%	10%	16
Rifle parts	23%	20½%	18%	15
Inner tubes for autos, trucks, etc.	12½%	11%	10%	82
Soups, soup tablets, etc.	17½%	15½%	14%	12
Pickled vegetables except cucumbers, onions	15%	13½%	12%	23
Waterproof cloth in part of rubber	12½%	11%	11%	32
Cordials, liqueurs, etc.	$1.25 pf. gal.	$1.12 pf. gal.	$1.00 pf. gal.	23
Vegetable fibre belts for machinery, over 40¢ lb.	20%	18%	16%	44
Abrasive coated paper or cloth	8½%	7½%	6½%	169
Fur wearing apparel	25%	22½%	20%	49
Certain furs		various rates		95
Cut diamonds under ½ carat	10%	9%	8%	74
Leather wearing apparel, n.e.s.	15%	13½%	12%	11
Manufactures of leather n.e.s.	10½%	9½%	8½%	247
Molded rubber insulators, gaskets, etc.	12½%	11%	10%	63
Soft rubber hose over ⅜″ diameter	10%	9%	8%	50
Sculptures, statuary, paintings etc.	10%	9%	8%	15
Indelible leads, n.s.p.f.	20%	18%	16%	27
Smokers articles n.s.p.f.	30%	27%	24%	36
China clay or kaolin	$1.06 ton	$0.87 ton	$0.67 ton	18
Parts of pleasure boats, n.e.s.	15%	13½%	12%	303
Magnesium alloys	20¢ lb. plus 10%	18¢ lb. plus 9%	16¢ lb. plus 8%	35
Biscuits and other baked articles	8½%	7½%	6½%	2,000

Product	Present Tariff	Intermediate Tariff	Final Tariff	Canadian Exports in 1960 ($000)
Orange marmalade	13½%	12%	11%	19
Currant and berry jams, jellies, etc.	8½%	7½%	6½%	260
Jams, jellies, marmalades n.e.s.	17%	15½%	14%	36
Gin	$1.25 pf. gal.	$1.14 pf. gal.	$1 pf. gal.	17
Asbestos woven fabrics, packing, etc.	10%	9%	8%	123
Tennis nets	10%	9%	8%	42
Blasting caps	$2.25 M	$2.02 M	$1.80 M	71
Cartridges and shot shells	30%	27%	25%	11
Rubber hose and tubing over ⅜″ diameter	12½%	11%	10%	9
Phonograph records	12½%	11%	10%	47
Stamping and embossing materials of pigments	0.375¢ 100 sq. inch	0.34¢ 100 sq. in.	0.3¢ 100 sq. inch	181
Grit, shot and sand of iron or steel	⅝¢ lb.	0.45¢ lb.	0.3¢ lb.	14
Silica bricks, firebricks, n.s.p.f.	5%	4%	3%	296
Naphthalene solidifying above 79° C.	1¾¢ lb. plus 10%	1.6¢ lb. plus 9%	1.4¢ lb. plus 8%	6
Drawing ink, ink and ink powders n.s.p.f.	5%	4%	3%	22
Talc, ground and washed, etc.	15%	13½%	12%	25
Electric lamps	10%	9%	8%	30
Manufactures of fur, n.s.p.f.	21%	19%	17%	140
Pearl essence	11%	10%	9%	92
Unmanufactured granite	8¢ cu. ft.	4¢ cu. ft.	1¢ cu. ft.	174
Tellurium compounds	12½%	11%	10%	—
Ferrosilicon, 60% to 80% silicon-silicon content	1¼¢ lb.	1⅛¢ lb.	1¢ lb.	55

II Main Concessions on the Common External Tariff
European Economic Community

Products	Rate of Duty: Before Agreement	Rate of Duty: Under Agreement	Canadian Exports in 1960 ($000)
Edible offals of cattle and swine	20%	20%	1,274
Natural honey	30%	30%	104
Dried peas and beans	10%	9%	74
Fresh apples	14%-10% plus minimum duty	14%-10% plus minimum duty	519
Flaxseed	free	free	12,376
Seeds for sowing (clover and lucern)	10%	5% or 8%	875
Canned fruit	27%	25%	58
Unmanufactured tobacco	30% (minimum duty 29 U.A., max. 42 U.A. per 100 kg. net)	28% (minimum duty 29 U.A., max. 38 U.A. per 100 kg. net)	952
Films	20%	16%	231
Polystyrene	20%	20%	3,036
Synthetic rubbers	free	free	28,926
Raw hides and skins	free	free	6,266
Raw furskins	free	free	623
Pitprops and pulpwood	free	free	2,691
Chemical wood pulp for making artificial textile fibres	free	free	599
Unwrought copper	free	free	26,108

Products	Rate of Duty Before Agreement	Rate of Duty Under Agreement	Canadian Exports in 1960 ($000)
Outboard motors	18%	14%	928
Sparkplugs	18%	18%	344
Calculating machines	14%	14%	4,771
X-ray equipment	16%	13%	220
Radio navigational equipment	16%	15%	3,218

III Concessions from Finland

Products	Before Agreement	Under Agreement	Canadian Exports in 1960 ($000)
Copper matte; unwrought copper	free	free	1,169
Calculating machines	5% or 2.5% for machines not produced in Finland	2.5%	181

IV Concessions from Norway

Products	Before Agreement	Under Agreement	Canadian Exports in 1960 ($000)
Airplanes	12%	free	193
Airplane parts	12%	free	21

V Concessions from Portugal

Products	Before Agreement	Under Agreement	Canadian Exports in 1960 ($000)
Films	12.00* (2%)	12% (2%)	37
Synthetic rubber	0.36 (24.3%)	free	137
Refrigeration apparatus	2.00 (2.8%)	1.00 (1.4%)	35

VI Concessions from Switzerland

Products	Before Agreement (francs per 100 kg.)	Under Agreement (francs per 100 kg.)	Canadian Exports in 1960 ($000)
Cattle leather	110 (5.6%)	110 (5.6%)	168
Internal combustion engines	60 (3.1%)	60 (3.1%)	30
Private automobiles weighing more than 1,600 kg. each	170 (23.2%)	160 (21.8%)	299

VII Concessions from Israel

Products	Before Agreement	Under Agreement	Canadian Exports in 1960 ($000)
Wheat	1.0 ag. per kg. plus variable surcharge	free	2,426
Synthetic rubber for manufacture of tires	40%	free	316
Cattle hides	15%	15%	167
Unwrought aluminum	12½%	10%	334
Phenol	40%	35%	280

VIII Concessions from Peru

Products	Before Agreement	Under Agreement	Canadian Exports in 1960 ($000)
Cellulose acetate	kg. 0.20 plus 13.5% (14.674%)	0.15 plus 12.5% (13.087%)	4
Cellophane and similar paper	kg. 3.00 plus 15.917% (26.588%)	2.00 plus 13.5% (20.781%)	2

*Rates are expressed in escudos per 100 kg. net weight, with the equivalent ad valorem incidence.

Mexico's Iron and Steel Industry Expands

Mexico is raising steel-ingot production for export; this will compensate for imports of special steels and forms. Consumption and imports of steel are mounting.

G. L. GAGNE, *Assistant Commercial Secretary, Mexico, D.F.*

BOTH Mexico and Latin America as a whole will double iron and steel production in the next four years. Latin American production over the past twenty years has increased tenfold—from 500,000 to 5 million metric tons. In the last two decades Brazil has increased output by ten times, Mexico by sixteen times.

For Latin America, proposed expansion in the industry will mean steel-ingot production totalling 11 million tons a year by 1965, plus 9 million tons a year of finished rolling mill products. These are the targets that the Latin American Iron and Steel Institute set during its meetings in Mexico City last September.

For Mexico, installed steel-ingot capacity should exceed 4 million tons a year by 1965, compared with 1.9 million at the end of 1960. Both government and private investment will contribute to the growth. Mexican steel-ingot production has quadrupled since 1950 and is 16 per cent higher than in 1959. Dependence on foreign suppliers will decrease in the coming years.

Ore Reserves

Two new deposits of iron ore have been proved in Mexico recently—one of 100 million tons in the states of Michoacan and Colima and the other of 60 million tons in Chihuahua. Other reserves are being explored in the states of Veracruz and Baja California. Durango already supplies Mexico's two largest mills and ships ore as far as Houston, Texas.

This wealth of ore is common to Latin America. Reserves of 25,000 million tons have been proved and output rose by 44.5 per cent between 1950 and 1959, although 70 per cent was exported. As the Latin American Iron and Steel Institute states, the continent has ample resources to support a growing industry—coal, manganese, magnetite, refractory clay, cobalt, fluorspar, titanium, molybdenum, oil and gas. Steel consumption in Latin America increased from 3 million tons of finished products in 1940 to 8.5 million in 1960.

Industry Expands

Mexico's consumption of steel accurately reflects its accelerating industrial growth. Both production and imports rose in 1960 but exports declined by more than 21 per cent. The present expansion of capacity is designed primarily to increase production and exports in order to compensate for imports of special steels and forms. Table I shows planned output by 1965.

TABLE I

1965 CAPACITY PRODUCTION TARGETS

	(thousand tons)
Altos Hornos de Mexico, S.A.	1,250
Fundidora de Hierro y Acero de Monterrey	1,000
Hojalata y Lamina, S.A.	700
Tubos de Acero de Mexico, S.A.	250
La Consolidada, S.A.	180
Aceros Nacionales, S.A.	135
Aceros Ecatepec, S.A.	50
Small operators, combined production	310
Total	**3,875**

TABLE II

IRON AND STEEL INDUSTRY OUTPUT

	1958	1959	1960	Change 1960/1959 (per cent)
Primary Materials				
Pig iron	495,572	631,227	777,265	+23.1
Steel ingots	1,115,000	1,327,752	1,539,537	+16.0
Alloys	9,778	*	16,606	....
Intermediate Manufactures				
Plates	92,279	124,756	136,173	+ 9.2
Sheets	182,612	233,072	294,154	+26.2
Tinplate	53,843	60,670	64,907	+ 7.0
Wire rods	94,719	99,217	110,331	+11.2
Wire	24,288	83,197	99,564	+19.7
Corrugated iron	179,516	180,331	193,673	+ 7.4
Finished Products				
Pipe	224,744	205,154	251,343‡	+22.5
Structural shapes†	73,998	102,743	46,997	−54.3
Commercial shapes	87,979	59,579	114,217	+91.7
Rails and track material†	18,096	22,694	21,414	− 5.6

*Not available.
†Estimates.
‡Partial data, exclusive of pipe measuring less than 405 millimeters.

Primary producers are concentrating on basic steel products that can be processed most easily by secondary industries (see Table II).

Apparent consumption of steel ingots rose to 1.93 million tons in 1960 (1.5 million in 1959), a year in which imports rose by 84.7 per cent to 417,012 tons, as Mexico's biggest plants began their rebuilding programs. In both 1960 and 1961, production lagged behind consumption. Exports totalled 30,312 tons compared with 38,742 tons in 1959.

Facilities Expanded

The Mexican Government through the finance and investment agency, Nacional Financiera, controls Mexico's largest plant, Altos Hornos de Mexico, and Altos Hornos in turn has recently acquired control of another major producer, La Consolidada of Mexico City. The country's second largest producer, Cia. Fundidora de Hierro y Acero of Monterrey, is privately owned.

It is unlikely that the Government will build any new plant or seek to acquire other smaller ones so long as private interests maintain an adequate pace of new investment. The pace set by the Government itself is a brisk one. Altos Hornos de Mexico is completing an expansion program costing about $13.5 million, which involves two new electric furnaces, one with a capacity of 500 to 600 tons a day, the other 1,000 tons a day. The plant at Monclova in the northeastern state of Coahuila will therefore have an increased capacity of about 500,000 tons a year. Once the new installations are in full production the plant will be enlarged further to raise output to 1.25 million metric tons a year.

The Government, in its own words, plans not to displace private capital but rather to supplement it if the industry fails to attain the production goals that the administration has set. ●

FOREIGN TARIFFS AND TRADE REGULATIONS

Argentina

NEW 20 PER CENT SURCHARGE—Mr. C. O. R. Rousseau, our Commercial Secretary in Buenos Aires, reports that Argentina has imposed, effective April 10, 1962, an emergency surcharge of 20 per cent ad valorem on all imports, including those previously free of surcharge, except in the following cases:

(a) Goods shipped (at sea) destined for the Republic or in Argentine ports on the date of the present decree (April 9, 1962).

(b) Goods covered by irrevocable documentary credit opened at authorized local institutions before the date of the present decree and in force at the time of shipment.

(c) Goods imported in accordance with decrees which authorize investments or capital investments (Law 14780) or production lines (Decree 13277/59) dictated before the date of the present decree (April 9, 1962).

(d) Machinery found to be exempt from surcharges by application of decree 2198/62.

In the case of (a) and (b) goods should be despatched to destination before September 30, 1962, as a condition for exemption from the surcharge.

Britain

DUTY AND PURCHASE TAX CHANGES ANNOUNCED IN BUDGET—Some duty and purchase tax changes were announced by the Chancellor of the Exchequer in the Budget he brought down early last month. Most of the changes, which involved both increases and decreases, took effect on April 10. The Budget is generally expected to be neutral in its over-all effect on consumer expenditure and government revenue because tax concessions are offset by tax increases.

A general change was the repeal of the "temporary" special surcharge of 10 per cent which has applied since July 26, 1961, to certain duties and all purchase-tax rates. In the case of spirits, beer, wine, tobacco and hydrocarbon oil, however, the basic rate of duty has been increased by the amount of the surcharge so that the previous level of duty, inclusive of surcharge, is being generally maintained. The Chancellor has requested that his authority to increase or decrease indirect taxes by means of the 10 per cent surcharge be renewed.

The changes in purchase tax, in addition to the withdrawal of the 10 per cent surcharge noted above, include the reduction of the four previous basic rates to three and the extension of the scope of goods liable to purchase tax. These changes, with some indication in brackets of the products affected, are as follows:

All goods previously taxed at 5 per cent become taxable at 10 per cent (clothing, furniture).

All goods previously taxed at 12½ per cent become taxable at 10 per cent (floor coverings, kitchenware, hardware).

All goods taxed at 25 per cent remain at that rate (domestic refrigerators, washing machines, and some other electrical household appliances).

All goods previously taxed at 50 per cent become taxable at 45 per cent (motor cars, radio and TV sets, cosmetics).

Effective May 1, 1962, confectionery (including chocolate biscuits), manufactured beverages (including soft drinks and fruit juices but excluding intoxicating liquor), and ice cream (including ice cream powder and mixes) are subject to purchase tax at a rate of 15 per cent.

The removal of the excise duties on sugar, molasses, glucose and saccharine has led to a corresponding reduction in the sugar duty imposed on such imported composite goods as preserved or concentrated milk or cream, sweetened; sugar confectionery; fine bakers' wares; frozen fruit with added sugar, candied fruit; jams and other conserves; canned fruit in syrup, and sweetened fruit juices. The net effect of this and other duty changes relating to these products will be to increase slightly our fairly substantial margin of preference.

Reduced rates of duty have been introduced for the first time on imports of spirits, certain types of beer, matches, mechanical lighters, and manufactured tobacco which meet the European Free Trade Area requirements for reductions in the full rates of duty. Consequently, Canada's preferential margin over imports of these products from the EFTA countries has been somewhat narrowed.

Details about the changes in duty and purchase tax on particular products within any of the classes of goods mentioned above may be obtained from the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.

Trinidad

CHANGES IN IMPORT DUTIES—The Trinidad Government has amended the Trinidad customs tariff, effective April 6, 1962.

Almost all tariff rates have been revised, and an extensive list of goods has been made subject to increased duties. The surtax of 15 per cent of the duty on those goods to which it applied has been removed.

Details of the tariff changes may be obtained from the International Trade Relations Branch, Department of Trade and Commerce.

COMMODITY NOTES

Aluminum

NORWAY—Norway produced 175,000 tons of aluminum worth kroner 620 million in 1961, compared with 165,400 tons worth kroner 585 million in 1960. By the end of 1962, annual capacity will approximate 230,000 tons and producers are planning further expansion to bring capacity to about 400,000 tons a year during the sixties. Industry representatives have stated, however, that they are reluctant to go ahead with these plans until Norway's future relationship with the EEC is decided. Should Norway stay outside an EEC which Britain and Denmark joined, some expansion plans would have to be scrapped or modified—Oslo.

Canned Meat

BRITAIN—Canned meat output rose to 62,100 tons in 1961, compared with 52,900 tons the year before. Production of prepared meat dinners and "meat-roll" was also important. The output of canned sausage, bacon, ham and poultry decreased—London.

Diamonds

MALTA—A new company, Malta Production Company Ltd., will soon move into a new 25,000-square-foot factory to carry on its diamond cutting and polishing operations. Later it plans to undertake the complete manufacture of industrial diamonds. The large international organization, David S. Thomas Corporation of the United States and Canada, is backing the new venture—Rome.

Dyes

IRELAND—The British Cotton and Wool Dyers' Association has affiliated with Lana-Knit of Ireland to form a company, Shannon Dyers Limited, which will process yarns, knitted and woven fabrics, and fully fashioned knitted garments at a plant in the industrial zone at Shannon airport—Dublin.

Iron Ore

BRAZIL—Companhia Vale do Rio Doce, the government-owned company which has a virtual monopoly on exports of iron ore, exported some 5 million tons in 1961, 739,000 tons more than in 1960. Principal customers included the United States, West Germany, Britain, Italy, Japan and Czechoslovakia. A new three-year contract calls for annual shipments of 150,000 to 300,000 tons of ore to Rumania, at U.S.$11.25 per ton—Rio de Janeiro.

BRAZIL—The Nippon Koken K.K. company, one of Japan's leading steel mills, has announced that nine Japanese steel firms have agreed to purchase together two million tons of iron ore from the Cia. Vale do Rio Doce of Brazil. Shipments will begin in 1966 and the Japanese group has an option to increase purchases to five million tons a year—Rio de Janeiro.

NORWAY—In spite of a five-week strike, A/S Sydvaranger, which has the largest iron ore mines in Norway, managed to produce 1.2 million tons of iron ore concentrate in 1961, a record for this company and approximately 30,000 tons more than in 1960. Crude ore production reached 2.6 million tons. Deliveries of concentrate totalled 1.25 million tons valued at $12 million, down 50,000 tons from 1960. West Germany took 500,000 tons, Britain 300,000, and 400,000 tons were sold to the state-owned ironworks, A/S Norsk Jernverk. Over the next ten years, A/S Sydvaranger intends to invest between $20 and $30 million in new plants as a necessary preparation for future subterranean mining—Oslo.

Man-Made Fibres

ITALY—In 1961, output of man-made fibres totalled 221,655 tons—against 200,500 tons in 1960, 185,400 in 1959 and 107,977 in 1950. Cellulose fibre accounted for 178,398 tons, an increase of 7.3 per cent over 1960, and synthetic fibres totalled 39,100 tons, up 25.6 per cent. Italy ranked sixth among the fibre-producing countries, after the United States, Japan, West Germany, Britain, and the U.S.S.R. Because of the large investment in this sector last year, prospects for 1962 are also good—Rome.

Natural Gas

FRANCE—It has been announced that contracts have been concluded for the export of 700,000 tons a year of French Saharan methane gas to Britain, an amount equivalent to 10 per cent of present British gas consumption. The methane gas will be liquefied at Arzew in Algeria and shipped in specially adapted tankers, permitting a landed cost estimated at 25 per cent less than prevailing prices for gas manufactured from coal —Paris.

Pulp

FRANCE—Société Calaisienne de Pâtes à Papier is to build a pulp mill at Calais which will be the first in Europe to produce pulp from yoke-elm. This species, common in France, can now be used for pulp production because of a new process which permits elimination of the bark. The plant will begin operations in the autumn of 1963 and will have a daily production capacity of 100 metric tons of kraft pulp. This firm is already averaging 200 metric tons a day of sulphite pulps in its existing plants—Paris.

NORWAY—Construction of a plant to produce semi-chemical pulp in the district of Tromsø, North Norway, is being studied. Raw materials would consist largely of birch wood, because there are ample supplies in that area. Annual output would approximate 20,000 tons. Costs are estimated at between kroner 20 to 25 million and the factory could be completed some time in 1963 —Oslo.

Rutile

AUSTRALIA—Two Newcastle, New South Wales, rutile companies have won an A£5 million contract from the Du Pont organization of the United States and will merge to service the contract. The firms are National Minerals and Coffs Harbour Rutile. They have agreed to provide 30,000 tons of rutile a year, although Du Pont retains the option to take up to 50,000 tons. At 30,000 tons a year, the order is worth more than A£5 million—Sydney.

Trolley Buses

URUGUAY—The municipal transport service of Montevideo has signed a further contract with Alfa-Romeo of Italy for ninety trolley buses. Forty will be of the articulated type with accommodation for 120 passengers; the rest will carry 80 passengers—Montevideo.

Wallboard

NORWAY—Norway produced 130,000 tons of fibreboard in 1961, as against 123,650 tons in 1960. The home market consumed 62,000 tons—19,000 tons of porous board and about 43,000 tons of hardboard. (Corresponding figures for 1960 were 61,156 tons, 20,156 tons and 41,000 tons.) Exports of fibreboard totalled about 63,000 tons (60,000 in 1960), worth kroner 33 million. Excess of capacity over demand characterizes the market, however, although the Norwegian industry expects a considerable improvement in foreign markets for fibreboard in the near future —Oslo.

CORRECTION

IN our March 10, 1962, issue we published a review of the "British Commonwealth and Empire Trades Index" for 1961-62, with the price incorrectly given as $5.00; it is $7.00. The 1962-63 issue of the Index will come from the press in August, and the title will be changed to the "British Commonwealth and International Trades Index."

TRADE COMMISSIONERS ON TOUR

E. H. Maguire

W. B. McCullough

J. E. Montgomery

R. F. Renwick

W. B. Walton

In Canada

E. H. MAGUIRE, Trade Commissioner in Singapore:

Ottawa—May 14-22
Montreal—May 23-June 1
Toronto—June 4-13
Hamilton—June 14-15
Winnipeg—June 18
Calgary—June 19
Vancouver—June 21-29

When he completes his tour and leave, Mr. Maguire will return to Singapore.

W. B. McCULLOUGH, Commercial Counsellor in Santo Domingo, Dominican Republic:

Ottawa—May 15-25
Toronto—May 28-June 1
Hamilton—June 4
Montreal—June 7-13
Quebec City—June 15
Grand Falls—June 19
Charlottetown—June 22
Halifax—June 25
Saint John—June 27

When he completes his tour and leave, Mr. McCullough will be transferred to Wellington, New Zealand, as Commercial Counsellor.

J. E. MONTGOMERY, Assistant Commercial Secretary in The Hague, Netherlands:

Ottawa—May 22-29
Quebec City—May 31-June 1
Yarmouth—June 4
Berwick, Kentville, Wolfville—June 5
Halifax—June 6-7
Amherst—June 8
Sackville—June 9
Saint John—June 11
Fredericton—June 12
Montreal—June 18-22
Toronto—June 25-29
Hamilton—July 3
St. Catharines—July 4
London—July 5
Chatham, Leamington—July 6
Winnipeg—July 9-11
Regina—July 12
Calgary—July 13
Vancouver—July 16-19
Victoria—July 20

When he completes his tour and leave, Mr. Montgomery will return to The Hague.

R. F. RENWICK, Commercial Counsellor in Port-of-Spain, Trinidad:

Hamilton—May 7-8
Brantford—May 9
Galt, Kitchener, Guelph—May 10-11
Saint John—May 14
Halifax—May 15-17
Charlottetown—May 18
Fredericton—May 22
Quebec City—May 23
Montreal—May 24-June 1
Granby—June 4

W. B. WALTON, Assistant Commercial Secretary, Beirut, Lebanon:

Ottawa—May 16-25
Montreal—May 28-June 1
Belleville—June 4
Toronto—June 5-8
Brantford—June 11
Hamilton—June 12
Winnipeg—June 13-14
Saskatoon—June 15
Calgary—June 18
Vancouver—June 22

When he completes his tour and leave, Mr. Walton will be transferred to Manila, Philippines, as Assistant Commercial Secretary.

Businessmen who wish to see these officers should get in touch with the Board of Trade or Chamber of Commerce in the cities mentioned, with the following exceptions. In Toronto and 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, Halifax, Ottawa, Winnipeg 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.

In Territory

M. R. M. DALE, Trade Commissioner in Cape Town, South Africa, will visit Kimberley June 6 and 7, and South West Africa June 8-26.

B. HORTH, Assistant Commercial Secretary in New Delhi, India, will visit Bangalore and Mysore May 21-25.

C. M. KERR, Assistant Commercial Secretary in Tokyo, Japan, will visit Korea May 8-12, and Okinawa May 15-18.

N. L. WILLIAMS, Assistant Commercial Secretary in Lagos, Nigeria, will visit Ibadan, Bida, Kaduna, Kano, Zaria, Jos, Makurdi, Enugu, Port Harcourt, Onitsha, and Akure, April 25-May 19.

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. Dale at Cape Town, Mr. Horth at New Delhi, Mr. Kerr at Tokyo, and Mr. Williams at Lagos.

Foreign Commercial Representatives in Canada

ARGENTINA
Ottawa—Economic Counsellor, Argentine Embassy, 211 Stewart Street.

AUSTRALIA
Ottawa—Commercial Counsellor, Australian High Commission, 90 Sparks Street.
Montreal—Australian Government Trade Commissioner, 1255 Phillips Square.
Vancouver—Australian Government Trade Commissioner, Suite 608, Burrard Bldg.

AUSTRIA
Ottawa—Embassy of Austria, Suite 401, 85 Range Road.
Calgary—Consulate of Austria, 500 Petroleum Bldg., 308-9th Avenue, S.W.
Halifax—Consulate of Austria, 6 Young Avenue.
Montreal—Consulate General of Austria, Suite 815-817 Castle Bldg., 1410 Stanley Street.
Toronto—Austrian Trade Delegate, Suite 616, 62 Richmond Street West.
Vancouver—Austrian Trade Delegate, 525 Seymour Street.
Winnipeg—Consulate of Austria, 54 Harrow Street.

BAHAMAS
Toronto—Trade Commissioner, Room 707, Victory Bldg., 80 Richmond Street West.

BELGIUM
Ottawa—First Secretary, Belgian Embassy, 168 Laurier Avenue East.
Montreal—Consul General of Belgium, 709 Sun Life Bldg.
Toronto—Consul General of Belgium, Room 303, 11 Adelaide Street West.
Vancouver—Consul General of Belgium, Room 1432, 355 Burrard Street.

BOLIVIA
Montreal—Consul-in-Charge, Consulate General of Bolivia, 5559 Canterbury Avenue.

BRAZIL
Ottawa—Brazilian Embassy, 305 Stewart Street.
Montreal—Brazilian Commercial Service, Room 302, 400 St. James Street W.
Toronto—Brazilian Commercial Service, Suite 1007, 2 Carlton Street.

BRITAIN
Ottawa—The Senior British Trade Commissioner in Canada and Economic Adviser to the High Commissioner, 56 Sparks Street.
Edmonton—The British Trade Commissioner in Alberta, Imperial Bank Bldg., Jasper Avenue.
Halifax—The British Trade Commissioner in the Atlantic Provinces, 5425 Spring Garden Road.
Montreal—The Principal British Trade Commissioner in the Province of Quebec, 635 Dorchester Boulevard West.
Regina—The Assistant British Trade Commissioner in Saskatchewan, Room 207, Derrick Bldg., 2431 11th Avenue.
Toronto—The Principal British Trade Commissioner in Ontario, 119 Adelaide Street West.
Vancouver—The Principal British Trade Commissioner in British Columbia, Bank of Nova Scotia Bldg., 602 West Hastings Street.
Winnipeg—The British Trade Commissioner in Manitoba and Saskatchewan, 333 Broadway Avenue.

CHILE
Ottawa—Embassy of Chile, 56 Sparks Street.
Vancouver—Consul of Chile, 1575 West Sixth Avenue.

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

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

COSTA RICA
Montreal—Consul General of Costa Rica, 4753 Lacombe Avenue.

CUBA
Montreal—Cuban Trade Commissioner, Suite 1190, 1435 Saint Alexandre Street.

CZECHOSLOVAKIA
Montreal—Commercial Section, Czechoslovak Consulate General, 640 Cathcart Street.

DENMARK
Ottawa—Royal Danish Embassy, 446 Daly Avenue.
Montreal—Royal Danish Consulate General, Suite 1525, 1245 Sherbrooke Street West.
Toronto—Royal Danish Consulate, 118 Danforth Avenue.

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

ECUADOR
Montreal—Consul General of Ecuador, Room 708, 1410 Stanley Street.
Vancouver—Consul of Ecuador, 3532 West 32nd Avenue.

EL SALVADOR
Ottawa—Chargé d'Affaires a.i., Embassy of El Salvador, Suite 43, Savoy Apartment Hotel.
Montreal—Honorary Consul, 244 St. James Street W.

FINLAND
Ottawa—Attaché, Embassy of Finland, 85 Range Road.

FRANCE

Ottawa—Commercial Counsellor to the French Embassy, 464 Wilbrod Street.
Montreal—Commercial Counsellor of France, 2060 Mackay Street.
Toronto—Commercial Counsellor of France, 185 Bay Street.

GERMANY

Ottawa—First Secretary (Commercial Affairs), Embassy of the Federal Republic of Germany, 1 Waverley Street.
Edmonton—Consulate of the Federal Republic of Germany, 11618 100th Avenue.
Montreal—Consulate General of the Federal Republic of Germany, 1501 McGregor Street.
Toronto—Consulate General of the Federal Republic of Germany, 77 Admiral Road.
Vancouver—Consulate of the Federal Republic of Germany, National Trust Bldg., 325 Howe Street.
Winnipeg—Consulate of the Federal Republic of Germany, 424 Wellington Crescent.

GHANA

Ottawa—First Secretary, Office of the High Commissioner for Ghana, Suite 606, The Fuller Bldg., 75 Albert Street.

GREECE

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

GUATEMALA

Montreal—Consul General of Guatemala, 3467 Wilson Avenue.

HAITI

Ottawa—Consul General, Embassy of Haiti, Apt. 111, 150 Driveway.
Halifax—Honorary Consul of Haiti, 50 Sackville Street.
Montreal—Consul General of Haiti, 3449 Prudhomme Avenue.

HONDURAS

Montreal—Consul General, Consulate General of the Republic of Honduras, 5407 Coolbrook Avenue.

INDIA

Ottawa—Second Secretary (Commercial), Office of the High Commissioner for India, 200 MacLaren Street.
Vancouver—Trade Commissioner for India, Suite 804, Standard Bldg., 510 West Hastings Street.

INDONESIA

Ottawa—Second Secretary (Economic Affairs), Indonesian Embassy, 275 MacLaren Street.

IRAN

Ottawa—Counsellor, Imperial Embassy of Iran, Apt. 502, Sandringham Apartments.

IRAQ

Washington—First Secretary (Commercial), Embassy of the Republic of Iraq, 1801 P. Street, N.W.

IRELAND

Montreal—Irish Trade Representative (Irish Export Board), 2100 Drummond Street.

ISRAEL

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

ITALY

Ottawa—Commercial Counsellor and Senior Trade Commissioner, Embassy of Italy, 172 MacLaren Street.
Montreal—Vice Consul and Trade Commissioner, 3615 Cote des Neiges Road.
Toronto—Italian Trade Commissioner, Suite 403, 34 King Street East.
Vancouver—Italian Trade Commissioner, 640 Hastings Street West.

JAPAN

Ottawa—First Secretary (Commercial), Embassy of Japan, 75 Albert Street.
Montreal—Consulate General of Japan, 1310 Greene Avenue, Westmount.
Toronto—Consulate of Japan, Imperial Life Tower, 4th Floor, 44 Victoria Street.
Vancouver—Italian Trade Commissioner, 640 Hastings Street West.
Winnipeg—Consulate of Japan, 301 Tribune Bldg.

LEBANON

Ottawa—Embassy of Lebanon, Roxborough Apartments, Apt. 3, Laurier Avenue West.

LUXEMBOURG

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

MEXICO

Ottawa—Embassy of Mexico, Room 706, 88 Metcalfe Street.
Montreal—Consulate General of Mexico, 512 Castle Bldg., 1410 Stanley Street; Trade Commissioner of Mexico, Bank of Commerce Bldg.
Quebec—Consulate of Mexico ad honorem, 51 Garden Street.
Toronto—Consulate of Mexico, Room 309, 20 Carlton Street.
Vancouver—Consulate of Mexico, Room 607, Burrard Bldg., 1030 W. Georgia Street.

MONACO

Montreal—Consul of Monaco, Suite B, 2211 Closse Street.

NETHERLANDS

Ottawa—Commercial Secretary, Embassy of the Netherlands, 12 Marlborough Avenue.
Edmonton—Netherlands Consulate, Merit Bldg., 10008 106th Street.
Montreal—Netherlands Consulate General, 1103 Castle Bldg., 1410 Stanley Street.
Toronto—Netherlands Consulate General, 159 Bay Street.
Vancouver—Netherlands Consulate General, 475 Howe Street.

NEW ZEALAND

Montreal—New Zealand Government Trade Commissioner, Room 708, Prudential Assurance Bldg., 635 Dorchester Street West.
Vancouver—New Zealand Government Trade Commissioner, 405 Federal Bldg., 325 Granville Street.

NICARAGUA

Montreal—Consul General, Consulate General of Nicaragua, 3601 Decarie Boulevard.

NORWAY

Ottawa—Secretary, Royal Norwegian Embassy, Suite 700, 140 Wellington Street.
Montreal—Consul General of Norway, Royal Norwegian Consulate General, 1117 Castle Bldg., 1410 Stanley Street.
Vancouver—Consul of Norway, Royal Norwegian Consulate General, 837 West Hastings Street.

PAKISTAN

Montreal—Trade Commissioner for Pakistan, Suite 606, 1230 McGregor Street.

PANAMA

Montreal—Consul General, Consulate General of Panama, 3553 Girouard Avenue.

PERU

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

PHILIPPINES

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

POLAND

Ottawa—Commercial Counsellor to the Polish Embassy, Apt. 58, 255 Stewart Street.
Montreal—Commercial Section, Polish Consulate General, 1500 Stanley Street, Suite 525.

PORTUGAL

Ottawa—Embassy of Portugal, 285 Harmer Avenue.
Halifax—Consulate of Portugal, P.O. Box 355.
Montreal—Consulate of Portugal, 4135 Sherbrooke Street West.
North Sydney—Consulate of Portugal, P.O. Box 769.
Saint John—Consulate of Portugal, 4 North Wharf.
St. John's—Consulate of Portugal, King's Bridge Court, Apartment 2E.
Toronto—Consulate of Portugal, 159 Bay Street.
Vancouver—Consulate of Portugal, 1929 West Broadway.

REPUBLIC OF SOUTH AFRICA

Ottawa—Commercial Secretary, South African Embassy, 15 Sussex Drive.

SPAIN

Ottawa—Commercial Counsellor to the Spanish Embassy, 162 Daly Avenue.

SWEDEN

Ottawa—Secretary, Royal Embassy of Sweden, Suite 704, 140 Wellington Street.
Montreal—Royal Consulate General of Sweden, 2055 Bishop Street.
Toronto—Trade Commissioner for Sweden, 1057 Bay Street.
Vancouver—Trade Commissioner for Sweden, Dominion Bank Bldg., Room 914, 207 West Hastings Street.

SWITZERLAND

Ottawa—Counsellor of Embassy, Swiss Embassy, 5 Marlborough Avenue.
Montreal—Consul General of Switzerland, 1572 McGregor Street.
Toronto—Consul of Switzerland, 100 University Avenue.
Vancouver—Consul of Switzerland, 402 West Pender Street.
Winnipeg—Consul of Switzerland, 200 Bradburn Bldg., 269 Kennedy Street.

THAILAND

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

TURKEY

New York—Commercial Counsellor, Turkish Embassy, Empire State Bldg., 350 Fifth Avenue.

UNION OF SOVIET SOCIALIST REPUBLICS

Ottawa—Commercial Counsellor, Embassy of the U.S.S.R., 24 Blackburn Avenue.

UNITED ARAB REPUBLIC

Ottawa—Commercial Secretary, Embassy of the United Arab Republic, Roxborough Apts., Apt. 62.

UNITED STATES

Ottawa—Commercial Attaché, Embassy of the United States, 100 Wellington Street.
Calgary—Consul of the United States, 315-8th Avenue, S.W.
Edmonton—Consul of the United States, Toronto-Dominion Bank Bldg., Suite 200.
Halifax—Consul General of the United States, Bank of Nova Scotia Bldg.
Montreal—Consul General of the United States, 1558 McGregor Avenue.
Quebec—Consul of the United States, 1 Ste. Genevieve Avenue.
Saint John—Consul of the United States, 206 Union Street.
St. John's—Consul General of the United States, King's Bridge Road.
Toronto—Consul General of the United States, 360 University Avenue.
Vancouver—Consul General of the United States, Burrard Bldg., 1030 W. Georgia Street.
Windsor—Consul of the United States, Canada Trust Bldg.
Winnipeg—Consul General of the United States, 402 Tribune Bldg.

URUGUAY

Ottawa—Chargé d'Affaires a.i., Roxborough Apts., Apt. 32.

VENEZUELA

Halifax—Consul of Venezuela, Roy Bldg., Barrington Street.
Montreal—Consul General of Venezuela, 2052 St. Catherine Street West.
Vancouver—Consul of Venezuela, 525 Seymour Street.

THE WEST INDIES, BRITISH GUIANA, AND BRITISH HONDURAS

Montreal—Commissioner for The West Indies, British Guiana, and British Honduras, Suite 200, 1210 Sherbrooke Street West.

YUGOSLAVIA

Ottawa—Embassy of the Federal People's Republic of Yugoslavia, 17 Blackburn Avenue.
Montreal—Trade Representative for Yugoslavia, Interprogress Company Ltd., 445 Jean Talon Street West.
Toronto—Consul General of the FPR of Yugoslavia, 377 Spadina Road.

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

Conversion 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 .9524.

Foreign Exchange Rates

Country	Unit	Type of Exchange	Can. dollar equivalent April 19	Units per Canadian dollar	Notes (See below)
Argentina	Peso		.01039	96.25	
Austria	Schilling		.04068	24.58	
Australia	Pound		2.3641	.4230	
Bahamas	Pound		2.9551	.3384	
Belgium and Luxembourg	Franc		.02108	47.44	
Bermuda	Pound		2.9551	.3384	
Bolivia	Potosi	Free	‡	‡	
Brazil	Cruzeiro	Free	.003344	299.04	
		Special Category	†	†	
Britain	Pound		2.9551	.3384	
British Guiana	Dollar		.6156	1.62	
British Honduras	Dollar		.7390	1.35	
Burma	Kyat		.2205	4.53	
Ceylon	Rupee		.2216	4.51	
Chile	Escudo	Bank rate	.9981	1.0019	
		Free	.7216	1.38	
Colombia	Peso	Certificate	.1567	6.38	
Congo, Republic of	Franc		.02108	47.44	
Costa Rica	Colon		.1585	6.31	
Cuba	Peso		‡	‡	
Czechoslovakia	Koruna		.1458	6.86	
Denmark	Krone		.1523	6.56	
Dominican Republic	Peso		1.0500	.9524	
Ecuador	Sucre	Official	.05833	17.14	
		Free	.04594	21.77	
El Salvador	Colon		.4200	2.38	
Fiji	Pound		2.6622	.3756	
Finland	Markka		.003281	304.78	
France, Monaco, etc.	New Franc		.2143	4.67	(1)
Franco-African Republics, etc.	Franc		.004286	233.32	(2)
French Pacific	Franc		.01179	84.82	(3)
Germany	D Mark		.2625	3.81	
Ghana	Pound		2.9551	.3384	
Greece	Drachma		.03500	28.57	
Guatemala	Quetzal		1.0500	.9524	
Haiti	Gourde		.2100	4.76	
Honduras	Lempira		.5250	1.90	
Hong Kong	Dollar	Free*	.1835	5.45	*Apr. 6
		Official	.1847	5.41	
Iceland	Krona	Official	.02442	40.95	(4)
India	Rupee		.2216	4.51	
Indonesia	Rupiah	Official	.02333	42.86	(4)
Iran	Rial		.01386	72.14	
Iraq	Dinar		2.9400	.3401	

‡Not available.
†Exchange auctions will be held each week for limited amounts of exchange.
‡There is no trading in Cuban pesos in U.S. or Canadian banks at present.
*Latest available quotation date.

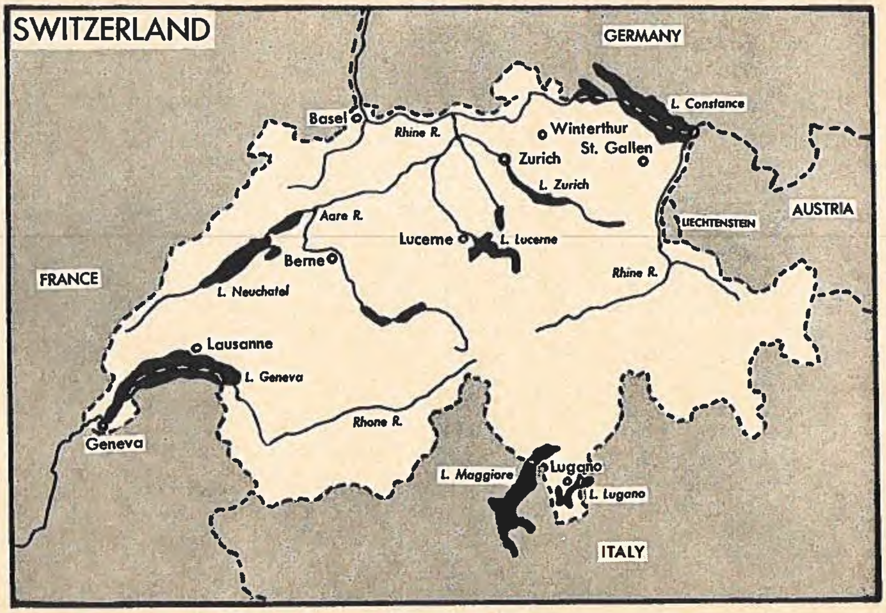
Country	Unit	Type of Exchange	Can. dollar equivalent April 19	Units per Canadian dollar	Notes (See below)
Ireland	Pound		2.9551	.3384	
Israel	Pound		.3500	2.86	
Italy	Lira		.001692	591.02	
Japan	Yen		.002917	342.82	
Lebanon	Pound	Free	.3318	3.01	
Mexico	Peso		.08400	11.90	
Morocco	Dirham		.2100	4.76	
Netherlands	Florin		.2917	3.43	
Netherlands Antilles	Florin		.5568	1.79	
New Zealand	Pound		2.9349	.3407	
Nicaragua	Cordoba	Effective buying	.1500	6.67	
		Official selling	.1490	6.71	
Nigeria	Pound		2.9551	.3384	
Norway	Krone		.1473	6.79	
Pakistan	Rupee		.2216	4.51	
Panama	Balboa		1.0500	.9524	
Paraguay	Guarani	Official	.008511	117.49	
Peru	Sol		.03914	25.55	
Philippines	Peso	Free	.2809	3.56	
Portugal & Colonies	Escudo		.03665	27.28	(5)
Republic of South Africa	Rand		1.4776	.6768	
Singapore and Malaya	Straits Dollar		.3448	2.90	
Spain and Dependencies	Peseta		.01750	57.14	
Sweden	Krona		.2040	4.90	
Switzerland	Franc		.2416	4.14	
Syria	Pound	Free	.2932	3.41	
Thailand	Baht	Free	.04967	20.13	(4)
Tunisia	Dinar		2.5410	.3935	
Turkey	Lira		.1167	8.57	(4)
United Arab Republic	Pound	Official	3.0151	.3317	
United States	Dollar		1.0500	.9524	
Uruguay	Peso	Free	.09576	10.44	
Venezuela	Bolivar	Free	.2297	4.35	
		Official	.3135	3.19	
West Indies	Dollar		.6156	1.62	(6)
	Pound		2.9551	.3384	(7)
Yugoslavia	Dinar	Official	.001400	714.28	

Notes

1. New franc is also used in Algeria, French Guiana, Guadeloupe and Martinique.
2. Chad, Central African Republic, Congo, Dahomey, Gabon, Ivory Coast, Mali, Islamic Republic of Mauritania, Niger, Senegal, Upper Volta, Cameroons, Togoland, and Malagasy. Also Reunion, Comoro Islands, St. Pierre and Miquelon.
3. New Caledonia, New Hebrides, French Polynesia.
4. Additional rates are in effect.
5. Portugal: approximately same rate for Portuguese territories in Africa.
6. Barbados, Trinidad, Tobago, Leeward and Windward Islands.
7. Jamaica.

Markets in Brief:

SWITZERLAND



Area: 15,944 square miles.

Population: 5,429,061 in 1960.

Climate: temperate, except southern portion of the Canton of Ticino, which is Mediterranean.

Languages: German, French, Italian, Romansh; first two most important; latter used only in one small region.

Currency: Swiss franc; one SFr.=Can. $0.2415.

Weights and measures: metric system.

Capital: Berne, altitude 1,788 feet.

Chief port: Basel, at head of the Rhine navigation system.

Marketing centres: Zurich (population) 433,400, Basel 203,300, Geneva 172,000, Berne 163,000, Lausanne 121,200, Winterthur 77,400, St. Gallen 74,100, Lucerne 67,100, Lugano 20,900.

Economy: highly industrialized and heavily dependent on exports of certain goods. Agriculture is important, as are banking, insurance, commerce, the tourist trade, transportation, communications. The economy is based on private enterprise with a minimum of government controls.

Total Swiss imports: 1960—Can.$2,306 million; 1959—Can. $1,976 million (Swiss figures).

Chief imports: (Can.$ million) 1960—iron and steel 218.4, machines and apparatus 215.6, fuel and petroleum 191.4, road vehicles 148.9, electrical machines and apparatus 86.8, organic chemical products 82, grains 66.5, precious metals, jewellery, pearls 57.1, fruits 53.3, cotton 50.3, wool 49.2 (Swiss figures).

Chief suppliers: (per cent) 1960—West Germany 29.44, France 12.56, United States 11.36, Italy 10.50, Britain 5.14.

Value of imports from Canada: 1961 (10 months)—Can. $18,365,563; 1960—Can.$26,403,575 (DBS).

Chief imports from Canada: (Can.$ million) 1961 (10 months)—wheat 4.8; copper rods, strips and sheets 2.8, aluminum 1.2; durum wheat 1.2; asbestos milled fibres .627 (DBS).

Total Swiss exports: 1960—Can.$1,943 million; 1959—Can. $1,736 million (Swiss figures).

Chief exports: (Can.$ million) 1960—machines and apparatus 434.7, watches and clocks 300.7, electrical machines and apparatus 108.7, colours and dyes 103.5, organic chemical products 101.6, pharmaceutical products 84.8, optical and medical instruments and apparatus 73.1, cotton 58.8, precious metals, jewellery, pearls 51.1, milk and milk products 43.3 (Swiss figures).

Chief markets: (per cent) 1960—West Germany 18.36, United States 9.92, Italy 8.25, France 6.69, Britain 5.80.

Value of Canadian purchases: 1961 (9 months)—Can.$18,190,-350; 1960—Can.$24,342,789 (DBS).

Chief Canadian purchases: (Can.$ million) 1961 (9 months)—watch movements over one jewel 2.2, drugs n.o.p. 1.5, aniline dyes 1.2, cheese .906, watches over one jewel .631, medicinal preparations, dry, .582 (DBS).

Communications: fast and frequent rail service between all principal cities. A large number of international airlines land at both Geneva and Zurich. A Canadian airline provides direct service from Canada to Zurich, and both Canadian overseas airlines have offices in Zurich and Geneva.

Banking facilities: all Canadian chartered banks have correspondent relationships with the largest Swiss banks; two Canadian banks have offices in Zurich.

Dollar exchange: free.

Prices: quote United States dollars, Canadian dollars, or Swiss francs, c.i.f. or c. & f. Rotterdam/Antwerp.

Samples: dutiable if over one kilogram (approx. 2.2 lb.), or if of commercial value.

Import controls, documentation, customs tariffs, marking and labelling: consult the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.

Correspondence: airmail only; letters 15 cents per half ounce.

For detailed information on this market write to:

Commercial Counsellor
Canadian Embassy
Kirchenfeldstrasse 88
Berne, Switzerland

or

European Division
International Trade Relations Branch
Department of Trade and Commerce
Ottawa

Roger Duhamel
QUEEN'S PRINTER

If undelivered return to:
The Queen's Printer, Ottawa, Canada