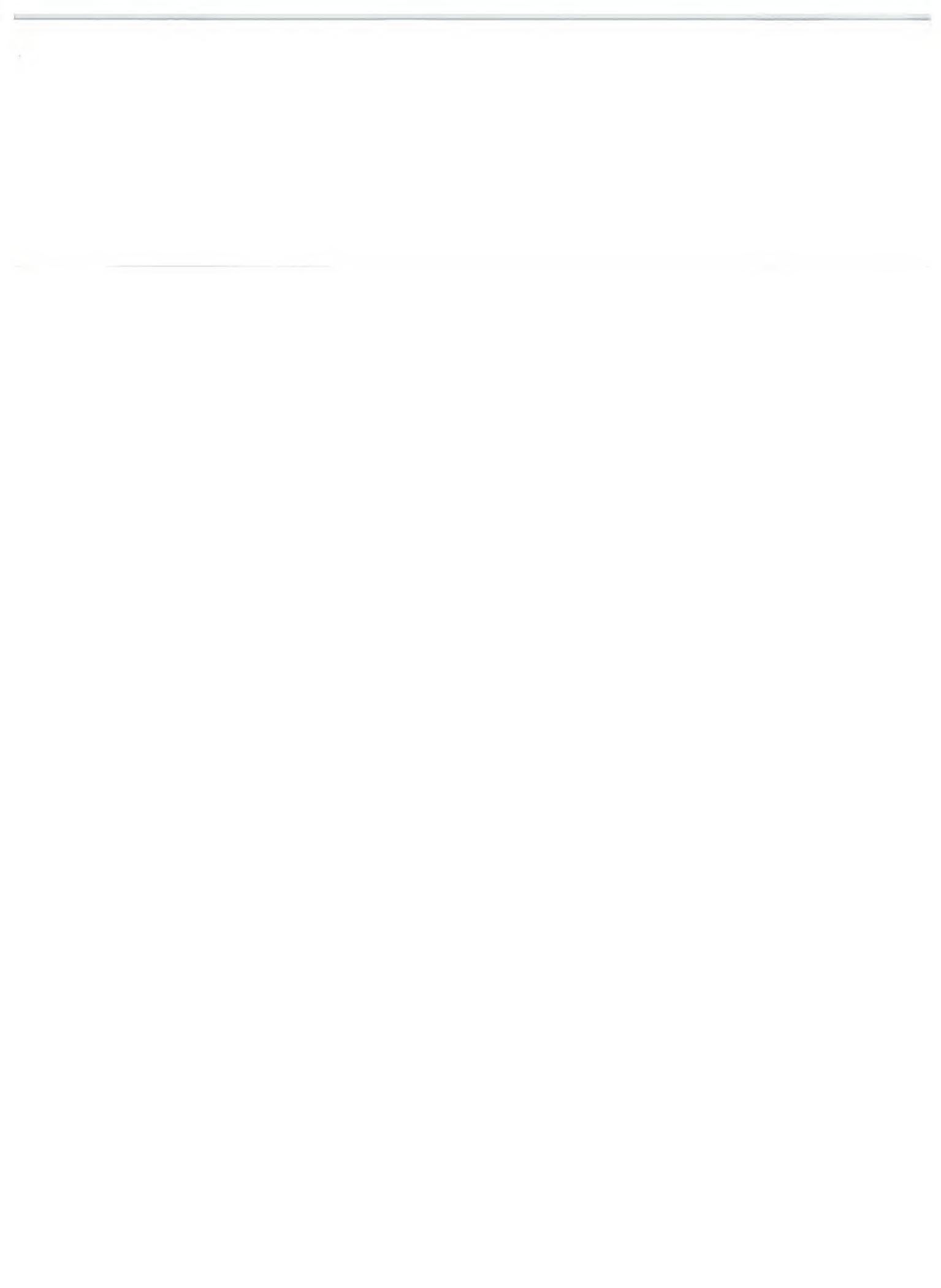


How Our Washington Embassy Can Help You

FOREIGN TRADE

**DEPARTMENT
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COMMERCE
OTTAWA**

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At your service are officers experienced in the often complicated business-government relations that concern Canadian exporters to the U.S.—in particular, tariff classification and valuation and other customs problems.

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Poland is pushing development and mechanization of industries to produce the export products that can help to reduce its trade imbalance. Canada's trade with Poland shows steady growth and prospects appear favourable.

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Englishmen, the author tells us, still have a compelling urge to "go down to the sea again", or to the Lakes or to the Broads. The types of craft they like best are described in this article—an interesting one for Canadian pleasure-boat manufacturers who are keeping a sharp lookout for export opportunities.

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Belgian Market for Frozen Foods 22

The manufacture, distribution and use of frozen foods—particularly fish, strawberries, peas, beans and Brussels sprouts—is developing in Belgium and could mean opportunities for Canadians to sell bulk frozen foods.

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Predictions that the Argentine seed potato market will provide a steady outlet for Kennebec and White Rose varieties, plus the recent temporary abolition of all import duties and surcharges make this article especially timely.

The Dutch Are Spending More 27

Keep an eye on the Netherlands market—private consumption has never been so high, particularly of durable goods. A growing population, the trend to city living, a rising standard of living have contributed to the new spending pattern.

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How Our Washington Embassy Can Help You

What can the Commercial Division of the Canadian Embassy in Washington do for the exporter interested in the U.S. market? Primarily, help him by clearing up customs problems—but it can also assist in many other ways as this article points out.

THE Canadian Embassy in Washington has as one of its major functions the promotion and safeguarding of Canadian trade interests in the United States. The Commercial Division is an integral part of the Embassy and has responsibility for all matters of trade and economic policy arising between Canada and the United States. In addition to these important functions in the general area of government-to-government relations, the Canadian Embassy is in a position to provide unique services to individual Canadian exporters to the United States.

The territory of the Commercial Division for purely trade promotion is only the District of Columbia—a very small market of ten square miles and 763,956 population, con-

taining little manufacturing and wholesaling business. The surrounding states, Maryland and Virginia, are covered by the Canadian Consulate in Philadelphia. The territory of the Washington office of the Department of Trade and Commerce does, however, include all the activities of the U.S. Government, in Washington or elsewhere. It is primarily in this sphere of business-government relations that the office of the Embassy can help the Canadian exporter. It can assist firms wishing information about, clarification and interpretation of, and rulings on United States laws and regulations. The Embassy maintains close and continuing contact with the State Department and all the other departments and agencies of the United States Government dealing with trade and economic matters, as well as with the international agencies with headquarters

in Washington, and with private business organizations interested in trade with Canada.

U.S. Customs Problems

A large and important part of the work of the Washington office consists of dealing with U.S. customs problems faced by Canadian exporters. These include the following:

1. *Tariff Classification*—A potential exporter to the United States should, as a first step, work out delivered duty-paid prices for his products. To do this he must know, among other things, the correct rate of duty that applies on imports of this product into the United States. To obtain this information, the Embassy recommends that the exporter get binding tariff classification rulings from the U.S. Bureau of Customs in Washington or make certain that such rulings have already been made. Although it may be possible for a shipper to obtain advice on tariff classifications from U.S. customs officials at ports of entry, their advice is not binding unless it indicates that there is an "established and uniform practice" covering the tariff classification of the imported product.

Any exporter who wishes to obtain a binding ruling should get in touch with the Chief of the U.S. Division, International Trade Relations Branch, Department of Trade and Commerce in Ottawa, for advice. If no ruling exists, a request for one will be sent on to the Canadian Embassy in Washington for presentation to the U.S. Bureau of Customs. (Any such request must be accompanied by a full description of the product and a sample, if practicable, or otherwise a photograph.)

Although it usually takes the Bureau of Customs several weeks to process requests, once it has issued a binding ruling it is binding at all U.S. Customs ports of entry. It cannot be changed by administrative action without the giving of adequate notice in advance.

*Since writing this article Mr. Blackwood has been posted to Tokyo, Japan, as Assistant Commercial Secretary and is expected to arrive there in the autumn.



R. R. Parlour (right), Commercial Counsellor in Washington, discusses a tariff problem with R. F. Taylor, manager of U.S. Sales Marketing Division of Ferranti-Packard Electric Ltd., Toronto. A large part of the work of the Washington office consists of dealing with U.S. customs problems faced by Canadian exporters.

2. *Valuation*—Under the new U.S. value law, most Canadian shipments enter under provisions known as “export” value. Basically, this is the shipper’s declared invoice value. There is, however, a list of items still subject to the old and less favourable law, as well as certain transactions for which customs appraisers resort to “constructed” value to arrive at value for duty. “Constructed” value generally results in a value for duty equal to the price that the exporter charges a similar customer in the domestic market. The Embassy advises firms which have valuation problems to discuss them with the appropriate U.S. appraiser. The Department’s U.S. Division in Ottawa can offer general guidance and advice and outstanding problems can be taken to the Bureau of Customs through the Embassy.

3. *Canadian Query Program*—The “Canadian Query” program, initially implemented and carried on by E. J. Cannon, the U.S. customs appraiser in Buffalo, is a special service for Canadian exporters. Under the new Commissioner of Customs, Philip Nichols Jr., it has been continued and enlarged. Five senior U.S. appraisers have been specifically authorized to advise Canadian shippers on their U.S. customs problems. These men, located in Boston, Buffalo, Detroit, Minneapolis and Seattle, serve the Canadian business community in the areas roughly north of their posts. Their advisory reports are circulated to their colleagues and to the Bureau of Customs, so their rulings must conform with standard practices at all other ports of entry. The five appraisers are also authorized to offer advice generally on U.S. customs matters and this serv-

ice has proved its worth in acquainting Canadian firms with the intricacies of U.S. customs law and procedure. (It may be of interest to Canadian exporters that Mr. Cannon retired in August, but his successor is carrying on, with the same terms of reference.)

4. *The Anti-Dumping Act*—The U.S. Customs Bureau advises the Embassy whenever Canadian firms are accused of dumping by their U.S. competitors. In many instances the shipper also contacts the Embassy or the Department requesting assistance. We are able to facilitate and sometimes accelerate the necessary exchange of information.

To make a determination of dumping, the Treasury Department must first find proof of significant sales in the U.S. market at prices less than fair value. This determination is ordinarily based upon a comparison between net f.o.b. factory price to U.S. buyers and net f.o.b. factory price to Canadian buyers. If such a determination is made, it is passed on to the U.S. Tariff Commission to investigate whether or not such sales have caused injury to a domestic industry. Findings of injury have been infrequent. In the eleven years from 1950 to 1960 inclusive, 210 dumping complaints were investigated by the Treasury Department but only three findings of injury and assessment of dumping duties resulted—none affecting Canadian goods.

Tariff Commission

The Tariff Commission is an investigating body which plays a key rôle in the operations of the Escape Clause of the Trade Agreements Act and Section 22 of the Agricultural Adjustment Act. In addition, the Tariff Commission reports to the President on peril points before the negotiating stage of trade agreements. The recent extensive simplification of the U.S. tariff (see article in *Foreign Trade* of June 16, 1962) and current studies on metals have been conducted by the Tariff Commission at the request of Congress. Both the Embassy and

At Your Service in Washington



M. Schwarzmann
Minister (Economic)



N. R. Chappell
Counsellor (Energy)



W. J. Van Vliet
Commercial Counsellor
(Agriculture)



R. R. Parlour
Commercial Counsellor



I. W. Boyd, Asst.
Commercial Secretary



J. MacNaught, Asst.
Commercial Secretary
(Agriculture)

the Department follow all these investigations closely and are ready to assist and advise Canadian firms with an interest in Tariff Commission proceedings. This is a very important area of the Embassy's commercial work.

Food and Drug Administration

The Embassy is able to obtain expressions of opinion and rulings from the Food and Drug Administration on contents and content information (labelling) of all products coming under its jurisdiction. The U.S. food and drug laws and regulations are most comprehensive and often complex in their application, but FDA officials are helpful and co-operative in explaining the requirements of the legislation.

International Institutions

One of the direct trade-promotion activities handled by the Embassy stems from liaison with the World Bank, Inter-American De-

velopment Bank, International Development Association, International Finance Corporation, and the Organization of American States. Assistance has been given to consulting engineering firms which make Washington a regular port of call in their efforts to obtain overseas work. Although little direct business can be secured in Washington, firms should keep their names, capabilities, and competence in front of officials of these international institutions.

U.S. Legislation

The Embassy reports in detail to Ottawa on all significant legislation introduced into the U.S. Congress which, if enacted, may affect Canadian interests. Its function is to report on and interpret proposed legislation and to keep in close touch with policy developments in order to protect and promote Canadian interests. It is usually possible for the Embassy to provide

information and assessments on proposed U.S. legislation while it is being considered by Congress.

Food and Agricultural Products

Most of the work of the Embassy in the field of food and agricultural products involves government-to-government relations. It can provide interested exporters with information about and clarification and interpretation of various U.S. laws and regulations, including the Meat Inspection Act, the Food and Drug Act, the Food, Drug and Cosmetics Act, U.S. agricultural policy, quotas, and so on.

Fisheries

In the area of commercial fisheries, the Embassy maintains close liaison with government departments and agencies (particularly the Bureau of Commercial Fisheries of the Department of the Interior) and with the national fisheries organizations. Officers are prepared to interpret for Canadian exporters developments in trade and commercial policy that may have implications for Canadian export interests.

Energy—Oil and Gas

The Embassy through its Energy Counsellor is responsible for continuing liaison with the U.S. authorities on all matters affecting Canadian interests in oil and natural gas and reports on all significant developments in this area.

We Can Help

In brief, the Canadian Embassy can be "your man in Washington". There are certain problems that can be handled appropriately only by private representatives; in such cases, the Embassy can suggest possible courses of action. Washington, the seat of the free world's largest government, the capital of Canada's largest export market by far, a center of educational and international institutions and of 102 foreign embassies, contains a vast store of information. You can tap it through your Embassy. ●

Two men begin the harvest, cutting wheat with a binder. Although wheat is an important crop, acres sown to rye, potatoes and fodder crops are larger. Agricultural products are still one of Poland's main foreign exchange earners, but emphasis now is on rapid industrial development.



The Trade Commissioner Looks at Poland

Transition from agricultural to industrial economy proceeding fast, though agriculture still contributes largely to export trade. Canadian sales to Poland touched \$41 million last year, with emphasis on wheat and raw materials.

K. NYENHUIS, *Commercial Counsellor, Copenhagen.*

POLAND is fast transforming its prewar economy, based on agriculture and small-scale industrial production, into one based on industry and mechanization. Development is going ahead rapidly. Last year industrial production rose 10.5 per cent and agricultural output 10 per cent. The national income increased more than 8 per cent.

Foreign trade, although it is expanding rapidly, is still not contributing much to economic growth and the Poles want to increase their exports and improve their balance

of payments without reducing imports. One of the difficult problems is the continuing deficit in trade with the GATT countries. The achievement of a larger export trade, to which much attention is being given, depends to a large extent on the quality of Polish manufactured goods, on competitive prices, and on trade promotion policies.

The investment index for 1961 rose to 281 (1950 equals 100). In 1950 the figure stood at 38,206 million zloty (one zloty equals Can. \$0.25); it increased to 107,427 mil-

lion last year. Some 87.1 per cent of 1961 investment went to socialized enterprises and the remaining 12.9 per cent to private enterprise. Of the public investment, 40.3 per cent went to industry and 12.3 per cent to agriculture.

Industrial Production

The 1961 increase in industrial production of 10.5 per cent resulted from the 7.9 per cent rise in productivity during the year. Various branches of industry were able to exceed this 10.5 per cent—for instance, electro-technical output went up 20.5 per cent, chemicals

19.1 per cent, engineering 18.7 per cent, and non-ferrous metallurgy 14.5 per cent. Only the food processing and textile industries fell below this figure; they achieved an increase of 6.9 per cent.

Table I illustrates the structure of industrial production in Poland (1938 figures are given in parentheses).

TABLE I
INDUSTRIAL PRODUCTION IN POLAND, 1961

Basic industry	billion kwh.	1938*
Electric power	32.2	(4.0)
	million metric tons	
Hard coal	106.6	(38.1)
Coke	12.6	(2.3)
Pig iron (open hearth)	4.7	(0.8)
Crude steel	7.2	(1.4)
Rolled products	4.8	(1.0)
Cement	7.4	(1.7)
	thousand metric tons	
Steel pipe	404	(80)
Aluminum	47.6	(...)
Zinc	182.0	(108)
Electrolytic copper	22.2	(...)
Refined lead	39.8	(20)
Sulphuric acid	794.2	(189)
Consumer goods	units	
Motorcycles and scooters	166,400	
Bicycles (except for children)	499,800	
Washing machines	571,000	
Refrigerators	50,700	
Sewing machines	232,000	
Radio sets	581,500	
TV sets	230,800	
	million meters	
Cotton fabrics	709.8	
Woollen fabrics	77.6	
Silk fabrics (incl. synthetic)	111.1	
	million pair	
Footwear (incl. rubber)	86.6	

*1938 figures are given in parentheses.

Industry is almost completely socialized; only 0.6 per cent remains in private hands.

Shipbuilding

Shipbuilding has made spectacular progress in Poland and rates high in the national economy. Starting from scratch in 1948, Polish

shipyards have since built nearly 600 ships of more than 1.5 million tons d.w. The greater part of the industry is concentrated in Gdansk, where the most important yard has built 308 ships of over a million

tons deadweight in all. Szczecin (Stettin) and Gdynia are the other important centres of shipbuilding. At present, Polish yards turn out only motor vessels but plans for the future include a radical break with

How to Trade with Poland

ALL trade is centralized in the hands of a number of large trading enterprises, one for each product group. Very often they handle both exports and imports. The more important enterprises are given below.

CENTROZAP, ul. Plebiscytowa 36, Katowice

Export and import of mining machinery and equipment, metallurgical machines, hoisting and transport installations, steel tubes, steel bars, plates and sheets, metal rolled goods.

ELEKTRIM, ul. Czackiego 15/17, Warsaw

Import of complete power plants, nuclear power generating equipment, cables and wires, telecommunications and teletransmission equipment, railway signalling equipment, electronic transmitting and receiving tubes.

IMPEXMETAL, ul. Wilcza 50/52, Warsaw

Import of non-ferrous metals and alloys, semi-products, ball and roller bearings.

METALEXPORT, ul. Mokotowska 49, Warsaw

Export and import of rolling stock and equipment for steam, diesel and electric traction; metal and woodworking machine tools; complete installation and equipment for the paper and fibreboard industries; machinery for the glass and optical industries; wire and wire ropes, etc.

MINEX, Krakowskie Przedmiescie 79, Warsaw

Export and import of fireproof materials, kaolins for ceramics, asbestos and asbestos products, laboratory glass, etc.

MOTOIMPORT, ul. Przemyslowa 26, Warsaw

Export and import of motorcars, ambulances, delivery vans, tractor trailers, mopeds, scooters, motorcycles, aircraft, helicopters, gliders, marine diesel engines, agricultural machinery and equipment, machinery and equipment for forestry.

PAGED, Plac Trzech Krzyzy 18, Warsaw

Import of walnut logs, exotic woods, pitprops, pulpwood, soft and hard sawn wood, chemical pulp for textile and paper manufacture, high quality cardboard and boxboard, printing and industrial papers, tracing paper, stationery, cork and cork products, etc.

TROLIMPEX, ul. Jasna 10, Warsaw

Export and import of crude oil, petroleum products, synthetic fuel, bunkering.

LCOOP, ul. Kopernika 30, Warsaw

Export of potassium fertilizers, potassium sulphate, 40 per cent salt of ash.

LIMEX, ul. Czackiego 7/9/11, Warsaw

Export and import of mills, crushers, granulators, crude-oil processing equipment, machines and installations for chemical, rubber, plastics, industrial gases and related industries; machinery and installations for the food processing, tobacco, soap and pharmaceutical industries, etc.

LIMPEX, ul. Zurawia 32/34, Warsaw

Export of groceries, citrus fruits, oils and fats, tobacco, agricultural and edible seeds, grain, etc.

ORIMPEX, ul. 22 Lipca 74, Lodz

Export of tannins, raw hides, raw pelts, tires, rubber goods, rubber belts, shoes, buttonings and fastenings for leather goods and rubber footwear, moleskin, artificial leather, leather footwear, leather coats, fur coats, leather gloves, etc.

XTILIMPORT, ul. 22 Lipca 2, Lodz

Export of textile raw materials of vegetable, animal and man-made origin.

IVERSAL, ul. Wspolna 3/5, Warsaw

Export and import of wireless and television apparatus, tape recorders and spare parts, electric household equipment, refrigerators, washing machines, ventilators, radiators, heaters, coffee mills and percolators, sewing machines, cooking stoves, irons, vacuum cleaners, polishers, melware, aluminum and zinc goods, bicycles, sports and camping equipment, sporting firearms and ammunition, musical instruments, pianos, roller skis, perambulators, cutlery, locks and fittings, etc.

RIMEX, ul. Wilcza 50/52, Warsaw

Export and import of optical and surveying equipment, cinema apparatus and equipment, cameras, testing and laboratory equipment, electromedical apparatus, medical instruments, workshop tools and accessories, industrial machines, cast-iron household equipment (radiators, stoves, bathtubs etc.), textile machinery, polygraphic machinery, office machines, industrial laundry equipment, technical clocks, etc.

present methods by switching to automatic and mechanized processes and the designing of atomic-powered ships.

After the Second World War, Poland developed a deepsea fishing

industry and much attention is given to the building of fishing vessels. A few years ago, a general cargo ship of 10,000 tons built in Poland included imported components valued at one-third of the total cost of the

ship, today the figure is only 5 per cent. Thirty years ago the Polish merchant fleet had a registered tonnage of only 60,000 b.r.t.; published figures today put the tonnage at almost one million.

Ships have also become an important Polish export. Last year the largest number were bought by the U.S.S.R., but Brazil and Indonesia were also important customers. In addition, Poland builds dockyards for some foreign countries and provides, on request, for the training of foreign personnel in Poland. Occasionally it also furnishes plans for dockyards abroad.

Engineering Industries

The Polish metallurgical and machinery industries date from the middle of the 19th century. This type of industry has a particularly important rôle to play in the modernization of the country and the creation of a solid base for exports. It has expanded very rapidly and during 1960-61 production reportedly went up 43 per cent and productivity 32 per cent. This expansion has enabled it to supply the needs of domestic industry and have a surplus for export; these shipments in 1961 accounted for 28 per cent of total exports.

Building Materials

Since the 16th century, when building in Poland was influenced by architects from the Netherlands, building materials have been produced in addition to lumber. To the manufacture of bricks and tile was added a cement industry some time later. Window glass, glass containers and household glass have long been exported; so has chinaware for the table. Since 1950 technical and electro-technical porcelain has been made on a large scale; in 1961, some 13,000 tons were turned out.

Forest Products

Poland possesses large timber tracts and in 1961 the timber harvest included 8.4 million cubic metres of sawmill timber, 2.2 mil-

lion cubic metres of pitprops, 1.9 million of pulpwood, and 1.4 million of fuelwood. Furniture exports have long been important; plywood and veneer also go to foreign markets. The fibreboard plants produced 120,000 metric tons in 1961 and the match industry 341,000 cases. Other products included 309,000 metric tons of cellulose and 542,000 of paper (some 84,500 tons of printing paper and 78,000 tons of newsprint).

An important byproduct of the country's forests and fields is the plentiful game. Deer, wild boar, hare, squirrel, partridge and pheasant are still important both domestically and as exports.

Textile and Leather Industry

Since 1950, the Polish textile industry has increased its output strikingly, as Table II indicates.

Hard leather production in 1961 amounted to 17,200 metric tons; soft leather to 12 million square

TABLE II
POLISH TEXTILE PRODUCTION

	1950	1961
	(thousand metric tons)	
Cotton and cotton yarn	92.1	165.0
Wool and wool yarn	41.9	60.1
Hosiery (knitted wear)	7.3	20.4
	(million metres)	
Cotton fabrics	432.0	710.0
Cord tissues	3.8	18.3
Woollen fabrics	56.3	77.6
Rayon	54.4	101.0
Synthetic fibre	0.02	0.1
Linen and hemp fabrics	57.9	89.5

metres; 39 million pairs of leather-topped footwear were produced. (All footwear, including rubber, amounted to 86.7 million pairs.)

Agriculture Still Important

Agriculture does not play the important rôle in Poland that it did in prewar days but it is still one of the main earners of foreign cur-

rency. Some 86 per cent of the land used for agriculture is still in private hands. In 1960, 63.1 per cent of this land was taken up by farms of 12.5 acres or less. Collectives and state farms are more common in western Poland.

Last year the total arable area of 37.9 million acres was sown to:

	Per cent of acreage
Wheat	9.2
Rye	31.8
Barley	4.4
Maize	0.9
Pulses for grain	2.4
Potatoes	18.4
Sugar beet	2.7
Oleaginous crops	1.3
Fibrous crops	0.9
Fodder crops	11.9
Vegetables	2.8

The comparative livestock figures for 1938 and 1961 are given in Table III.

TABLE III

POLISH LIVESTOCK PRODUCTION

	1938	1961
Cattle	9,923,900	9,168,100
(of which cows)	6,294,400	5,915,400
Pigs	9,683,600	13,434,200
(of which sows)	.....	1,475,000
Sheep	1,940,500	3,494,000
Horses	3,148,500	2,730,500

These figures show that in spite of the disastrous depletion of the war years, the livestock population has increased considerably over 1938, with the exception of cattle and horses. Because of the trend to mechanization, the horse population will continue to decrease.

Poland is looking to the manufacturing industries to increase its exports and improve its balance-of-payments position. Here, in a modern factory television picture tubes move along an automatic conveyor, beginning their journey to export markets.

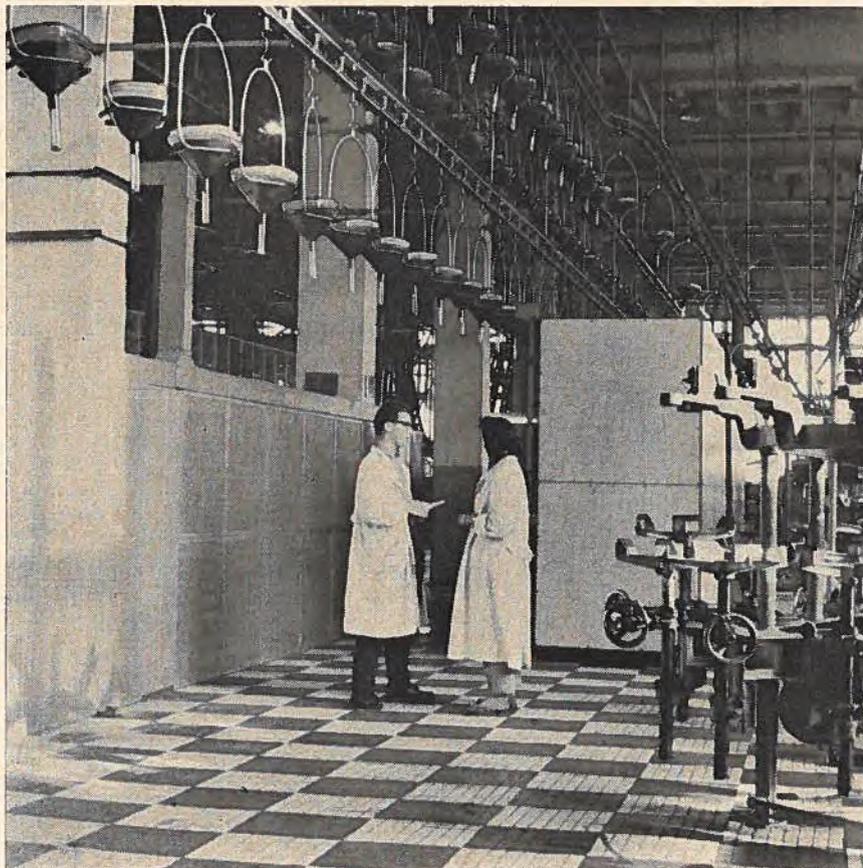


TABLE IV
POLISH FOOD PROCESSING
INDUSTRY

	1955	1961
	(tons '000)	
Sugar (in terms of white sugar)	981	1,508
Milling: wheat	1,670	2,415
rye	3,186	2,738
Meat from industrial slaughter:		
pork	479	831
other than pork	150	277
Sausages and smoked meat	151	277
Edible vegetable fats	52.7	120
Fresh milk (million litres)	720	1,030
Cream, butter	61.3	94.8
Beer (thousand hectolitres)	5,170	7,065
Raw spirits (in terms of 100°) (million litres)	115	145
Spirits products (in terms of 100°) (million litres)	63	73.5
Wine, including mead (million litres)	68.6	146
Sweets	88	109
Chocolate goods	10.5	25.8
Cigarettes (billion pieces)	37.5	49.6

Turning to the food industry, comparative production figures for 1955 and 1961 are given in Table IV.

Mineral Production

The principal minerals produced in 1961 included:

Coal (million tons)	107
Brown coal (million tons)	10.3
Iron, crude ore (thousand tons)	2,386
Zinc-lead, crude ores (thousand tons)	2,365
Copper, crude ores (thousand tons)	1,944
Salt (thousand tons)	2,051

Foreign Trade

Poland has had an unfavourable balance of trade every year since 1949, with the exception of 1953. In 1961, imports totalled 6,746.8 million zloty (exchange zloty at current prices) and exports totalled 6,014.3 million zloty. Machinery, industrial equipment and transport equipment accounted for 29.1 per cent of all imports and fuels and in-

TABLE V
DIRECTION OF POLAND'S TRADE
1961

Imports from:	Per cent of total imports
U.S.S.R.	29
East Germany	12
Czechoslovakia	9.7
United States	7.2
Britain	6
West Germany	3.9
Hungary	3.5
Yugoslavia	2.3
Canada	1.9
Italy	1.8
Austria	1.7
Exports to:	Per cent of total exports
U.S.S.R.	32.3
Czechoslovakia	9.8
East Germany	7.3
Britain	6.9
West Germany	5.7
Hungary	3.7
United States	2.4
Italy	2.2
Rumania	2.2
Austria	1.9
Communist China	1.8
Yugoslavia	1.7
Canada	0.2

dustrial raw materials for 49.7 per cent. Among the materials included were tanning materials and dyes, fertilizers and pesticides, rubber and rubber goods, wood, paper and cellulose products, including synthetic fibres. Agricultural products and foodstuffs accounted for 15.3 per cent of imports; this category covers live animals (not for slaughter), cereals, and other foodstuffs. Consumer goods of industrial origin accounted for 5.9 per cent of total imports.

Exports consisted mainly of machinery, industrial and transport equipment (28 per cent), such as machine tools, electrical machinery and equipment, complete industrial plants, railway rolling stock, vessels and equipment. Fuels and raw materials accounted for 39.1 per cent, agricultural products and foodstuffs for 21.4 per cent, and consumer goods made by industry for 11.5 per cent.

Most of Poland's foreign trade is carried on through bilateral agree-

ments. Her principal trading partners are the Soviet Bloc countries, which supplied 61.6 per cent of her imports and purchased 60 per cent of her exports. Table V lists her main trading partners.

Trade with Canada

Canada's trade with Poland has increased steadily. Our exports to that country last year totalled Can. \$41.2 million and consisted chiefly of wheat, asbestos, wool rags and other textile waste, copper refinery shapes, aluminum, synthetic rubber, magnesium, flaxseed, and raw cattle hides. Prospects for future trade appear favourable.

Our imports from Poland have followed a similar trend; in 1961 they reached \$3.2 million (1960, \$1.9 million). Among the products that we purchased were preserved fruit, furskins, textiles, furniture, bicycles, glass and tableware, baskets, metalware and ornaments of glass, amber, etc.

For the last three years, Canada has participated in the trade fair at Poznan, Poland, and the exhibit aroused considerable interest. This year Poland will be entering an exhibit at the Canadian National Exhibition in Toronto, within the framework of a trade promotion program.

Forestry School in Near East

TRAINING of foresters for Arab-speaking countries has been carried on for over two years by FAO at its Forest Rangers School. Located at Latakia, in Western Syria, and equipped with extensive forestry areas and a summer camp to provide invaluable practical training, the school offers a two-year course of two terms each year. In addition to practical experience, courses are given in both general science and forestry science. The school was set up to provide intermediate forestry training and to fill the considerable gap between university-trained forestry officers and forest guards. Enrollment now totals 44 and includes young men between 18 and 30 years of age from Iraq, Lebanon, Jordan, Saudi Arabia, Sudan and Syria.

Britons Take to the Water

Canadian pleasure boats and marine hardware enter duty-free into the British market, worth an estimated \$9 million a year. The British still prefer wooden boats but use of fiberglass and aluminum is gaining, especially as demand for easily transported craft grows.

GEORGE HAZEN, *Assistant Commercial Secretary, London.*

IT is hard to imagine anything more thrilling or satisfying than the taste of salt spray as running seas splash across the deck of a sailing dinghy on a sunny day. The coasts of Britain provide many opportunities for just such an experience, despite all that people say about the weather!

To the casual observer it must seem as though all of Britain is streaming out of the cities to the coasts and inland resorts on a Friday night or Saturday morning. Relative prosperity has enabled more Britishers than ever before to own cars and escape to the countryside on weekends. Naturally, many can also afford a boat of some kind.

What Kind of Boating?

Many people in this country consider wind power the only acceptable propellant for a boat. Sailing is a highly developed sport in the coastal waters and boats of every size and description are used, from the smallest dinghy to the international racing yacht. Sailing craft are used chiefly off the south coast between Chichester and Weymouth, and out of the Thames Estuary north to Harwich. For the smaller sailing craft there are of course several fine harbours on the coasts. These offer exciting salt-water sport, yet protect enthusiasts from the rigours of English Channel and North Sea weather.

For those inclined to mechanically-propelled craft, the coasts once again offer many cruising opportunities. There are restrictions, however, against the use of high-speed boats in areas frequented by sailing

craft and in many places sports such as water skiing are prohibited. Motor craft must of course be substantial in size to be seaworthy in heavy weather. Both small and large motor boats are found on the popular inland waterways, the most famous of which are perhaps the Thames and the Norfolk Broads. The Broads particularly provide many miles of navigable streams and canals that become crowded during summer holiday time. The Lake District, though well known, is not as accessible as these other areas nor does it have the same attraction for the city-dweller of the south. Another interesting area is

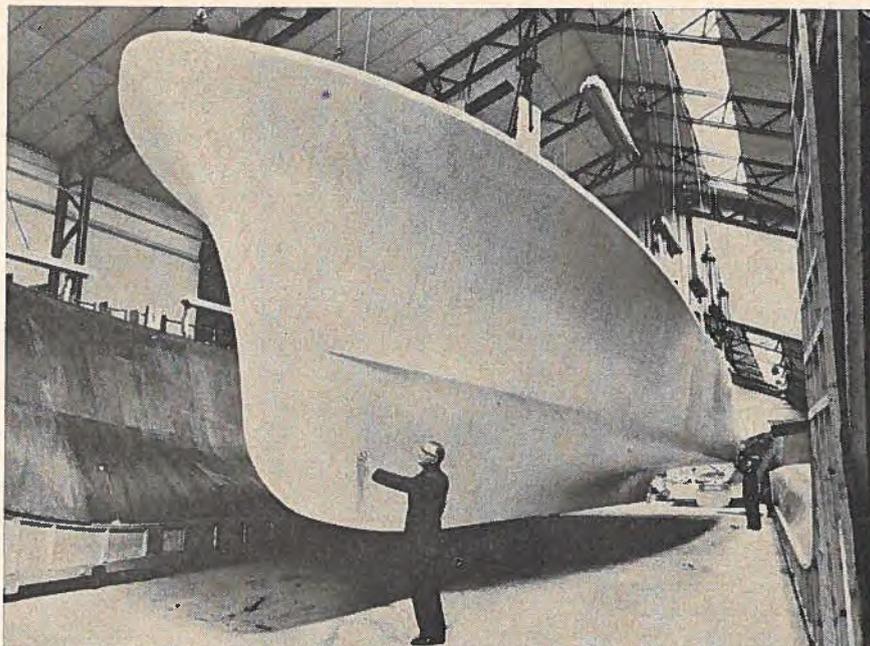
the Fens, a marshy tract drained by a complex system of canals some of which were built by Dutch engineers in the seventeenth century.

Parking a Problem

A factor that limits the number of people who can go boating conveniently is the difficulty of finding parking space for water craft. The well-known harbours near London have become so congested in the last ten years that mooring places within easy reach of established yacht clubs are now at a premium. It is in fact almost impossible to obtain a mooring of any kind, except through yacht clubs (which

—Halmatic Ltd., Portsmouth.

What is said to be the largest reinforced plastic moulding in the world is seen here leaving the mould—the 67-foot hull of the Ocean Commander 67, built in Portsmouth. The hull is moulded in one piece with Crystic 189 polyester resin.



have restricted membership), boat-builders or hirers. The situation has led to an increase in the number of small craft that can be beached and parked on land.

One solution to overcrowding is the construction of the marinas that have become so popular in North America, but development here is not proceeding fast enough to meet the needs of the boating public. Yacht clubs with vested interests and local authorities who fear an invasion of "undesirables" have, with a few exceptions, balked at permitting this use of property.

The difficulty of finding a mooring has led to a trend to "towed" boats, craft that can be trailer-drawn and launched at whichever part of the coast or waterways system strikes the owner's fancy. There is no doubt that the number of boats in this category is increasing and is held in check only by the further problem of finding space at the owner's residence.

Tailor-Made Boats

The British boat-building industry is traditionally one of small producers. Not only custom but also the need for a finished product that will meet varying water conditions has brought this about. The small manufacturers 'tailor' a boat to its expected use; most of them find that their products are operated in the area where they are built. For example, launches that will be kept on the narrow waterways of the Broads and used largely by novice mariners are of relatively heavy construction so that misuse will not damage them extensively. Craft built in the sailing areas of the south coast are often designed for the competitive racing held there. Although some firms have turned to mass production, it is still generally true that the prospective purchaser wants to deal with the man who actually builds his boat. He may visit the boatyard two or three times during the course of the boat's construction, in this way establishing a fondness for the product impossible with a factory-built job.

These customs have impeded the development of the boat-retailing business. Dealers sell many of the small boats, particularly those made of the newer materials, but their numbers are as yet relatively few.

New Materials Gain

Timber continues to be the most popular material for boat-building. Mahogany, teak and oak are most often used, although Canadian Douglas fir plywood has gained some acceptance recently. Many builders feel that there is a larger market for marine grades than existing supplies would indicate.

New materials are gaining recognition, not at the expense of timber but rather in response to the greater demand for craft of any material. Fiberglass and aluminum are seen most frequently, although at least one firm is experimenting with a derivative of concrete.

Fiberglass has been used for boat-building in Britain since 1947, though economic production of hulls was not achieved until 1960, with the development of the contact-moulding technique. The construction of large hulls of this material became possible in 1954 with the introduction of polyester resins of high water resistance; in fact, one manufacturer has now succeeded in moulding a hull 67 feet long. Techniques of finishing fiberglass have constantly improved and results are now comparable with those of North American builders. An important step in the more widespread use of fiberglass came in 1961, when the Admiralty announced that all naval craft up to 30 feet in length would have hulls of reinforced plastic construction. Hard on the heels of this development was the publication (January 1962) by *Lloyd's Register of Shipping* of a "Standard for Reinforced Plastic Yachts". With this sort of recognition fiberglass seems here to stay.

Though not perhaps as popular as fiberglass, aluminum has been put to good use. Its light weight makes it ideal for trailer or car-top

carrying, and its resistance to corrosion is important in salt-water boating areas. The sales potential for lightweight metal boats is good and many British companies have extended their traditional lines to include aluminum.

What Type of Motor?

In North America the standard means of propulsion for mechanically driven craft is the outboard motor. Not so in Britain. Inboard engines are more popular for boats on either fresh or salt water, though it is true to say that the mooring problem means larger purchases of outboards. The chief factor in the choice of an engine is economy, hence the heavy reliance on inboards. Moreover, diesel rather than gasoline engines are the rule—still greater economy. It is important that exporters recognize this trend and offer diesel engines as an alternative source of power.

Size of the Market

Unfortunately for the investigator there are no official published statistics on the output of boats, engines, or other marine products in Britain, though several trade journals have attempted to collate information gathered from various sources. Import statistics also lack the detail that would help single out boats designed chiefly for pleasure. It is estimated, however, that some 827 individual boatyards in Britain produce a total of 15,000 craft a year, worth about \$7.5 million. Imports probably satisfy approximately one-sixth of annual consumption. Canadian shipments totalled only about \$50,000 in 1961, so that our share of the market is indeed small, less than 1 per cent; an important part of this figure is made up of exports of moulded plywood hulls. Chief supplying countries in order of importance are the Netherlands, the United States, and Norway.

There is no doubt that the market for pleasure boats will continue to grow and that Canadians can participate in it to some extent. This

is particularly true because Canadian boats and accessories generally enter Britain duty free (details are available from the International Trade Relations Branch, Ottawa, or the Minister (Commercial) for Canada in London). It is certain, however, that sales will be difficult unless some means is found to circumvent the high cost of freighting across the North Atlantic (rates can reach more than \$30 per ton volume). Possibilities are best for two quite separate classes of boats: those the high intrinsic value of which reduces the significance of the freight factor, and those that

can be shipped partially or wholly knocked down. Nested boat hulls fall into the latter group. Freight is less important on compact materials such as hardware and fittings.

There are in fact good opportunities in Britain for Canadian marine hardware manufacturers. Their products have style and finish (something that many British fittings seem to lack) and it is this rather than price that can sell Canadian goods.

Ready-Made Shop Window

For Canadian exporters who wish to examine market possibilities in

Britain there is no finer shop window than the International Boat Show held at Earls Court in London each January (January 2-12, 1963). This exhibition is patronized by virtually every important boat-builder and accessories manufacturer in Britain and all serious marine dealers attend. It provides an invaluable opportunity not only to canvass the potential market but also to examine the latest developments in the British and foreign boat-building industries. The Canadian manufacturer with the right approach will find a market for his products in Britain. ●

Automotive Markets

South Africa—Government policy favours local manufacture of components, with eventual goal of 75 per cent South African content in motor vehicles. Special study recommended steps to be taken, including reduction of number of different models in use.

M. R. M. DALE, *Trade Commissioner, Cape Town.*

SOUTH AFRICA has for many years imported automobiles from Canada; back in 1920, out of total imports of 10,000 cars, 2,300 came from Canada. But this market changed with the South African Government's introduction of a policy of encouraging the building of car bodies and the manufacture of components within the country or the erection of plants for assembly from imported parts. Now this process, and particularly the manufacturing of parts within the country, is likely to be accelerated as the result of the investigation of the automotive industry undertaken two years ago by the South African Board of Trade and Industries at the request of the Government.

The encouragement of domestic manufacture of passenger cars began as early as 1925 but when an all-steel sedan became popular, the

emphasis was switched to building assembly plants to use imported parts. The Ford Motor Company of Canada built a plant in Port Elizabeth in 1924 and other automotive firms put up plants of their own from time to time, especially after World War II. (Some of these worked on a contract basis with automobile manufacturers.) Imports of complete cars did not cease but Canadian interest in particular was diverted more and more to assembly; by 1937, Canada was sending to South Africa 6,225 CKD packs valued at £503,659.

Competition Increases

After the Second World War, automotive imports again increased and the customs tariff was adjusted to encourage the import of material for the assembly plants (CKD material) rather than the import of

complete vehicles. By 1948, Canada was outranked by the United States as a supplier of automotive material; the two countries held the overwhelming proportion of the market. Up to this stage, the North American type of car had always been regarded as the best suited to South African conditions. At this point the South African Government sponsored an extensive road-development program. With the spread of good roads throughout the country, British and Continental cars began to gain in popularity. By 1951, Britain had become the chief supplier of CKD material by a large margin, followed by Canada and the United States. Then Germany and France began to enter the field and by 1957 Germany (which doubled its imports that year over 1956) overtook Canada.

Britain's sales of automotive products to South Africa reached its peak in 1958 but a year later Germany threatened to supplant her as chief supplier. Canadian and United States sales slumped, as total imports declined. By 1960 two new competitors were making progress—Australia, which sold 4,296 CKD packs in that year, and Italy

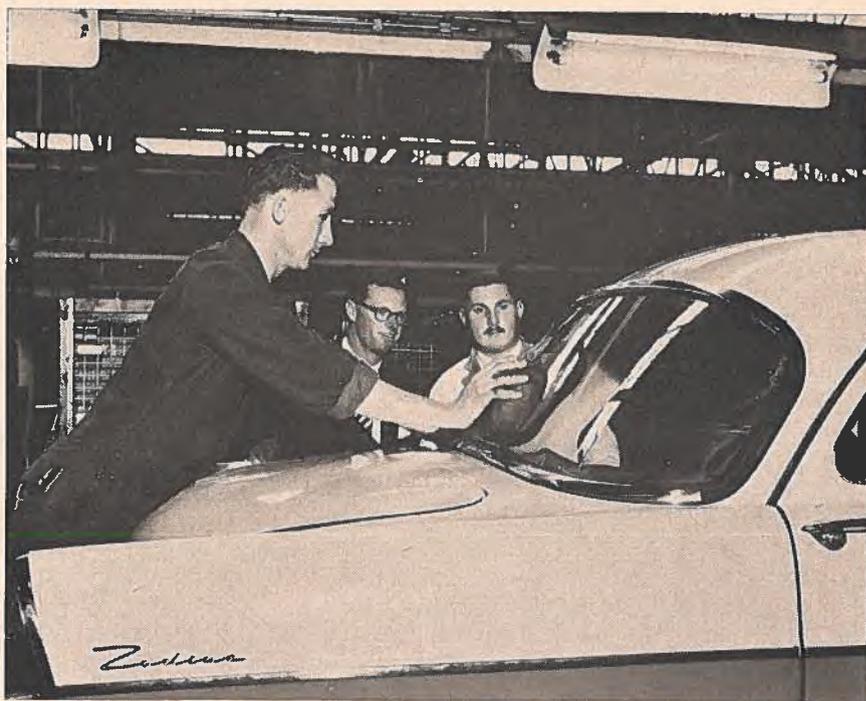
with 2,966. Stricter import controls introduced in 1961 brought a general fall in imports, leaving Germany in the lead. Sweden is the latest European country to enter this market (in a modest way) and Japanese firms are now organizing a program for assembling commercial vehicles, with possibly a few passenger cars as well.

Of late years, the production of automotive parts within South Africa has been stressed. In 1958, when over 90,000 passenger and over 25,000 other vehicles were assembled in the country, the South African content of a completed vehicle was estimated at 18 per cent. More and more domestic components have been introduced and at present paint, tires and tubes, batteries, trim, carpets, mats, glass, road springs, exhaust systems and road frames no longer qualify for inclusion in the imported CKD pack. The industry is undertaking more and more making of parts and less and less pure assembly.

Industry Studied

The Government, anxious to step up the domestic manufacture of components, directed the South African Board of Trade and Industries to investigate the automotive industry with this in mind. The Board's report, presented in 1960, recommended that steps be taken to increase the percentage of domestically made parts. The immediate goal was set at 30 per cent, to be followed by steady progress until the achievement of, say, 75 per cent domestic content.

One of the main difficulties in achieving this objective was the initial outlay on machinery and equipment to produce parts for a large number of different types of vehicles to be sold in a comparatively restricted market. The Board therefore recommended that the number of models in use in the country be reduced and the principle of standardization accepted. In the last few years the number of models available has been estimated at about 250.



A factory-hand fits the rear window glass and weatherstrip to a Ford Zodiac being assembled in South Africa. Both the glass and rubber weatherstrip were made locally, in keeping with government policy of encouraging building of car bodies and the manufacture of components within the country.

Action Recommended

Recently the responsible Minister announced the following additional measures, based on this report, to encourage and stimulate the local manufacture of motor vehicle components:

- Imposition of a customs duty on imports of specified components. Originally there were difficulties in implementing this step, because certain of the relevant tariff items were bound under the General Agreement on Tariffs and Trade. However, the Minister announced that South Africa had managed to get these tariff concessions modified. Up to the present, however, no tariff increases have been announced.

- The possibility of a rebate of excise duty to the assembler in relation to the weight of the local content of a motor car. The Government is now considering this move.

- The granting of additional import facilities to motor assembly

plants which include a certain proportion of locally made components in their vehicles. It was stated that this procedure is already in use through the issuing of import permits under the import control regulations. It is not possible to judge how this is working because the amounts of permit currency issued to individual companies are not made public. There has, however, been comment on the fact that certain newly established Japanese ventures manufacturing largely commercial vehicles appear to have obtained remarkably high currency quotas. There is, however, the possibility that exceptions will have to be made for new entrants with vested interests and for specific models genuinely needed in the country.

There is no doubt that the South African Government will continue to encourage production of vehicles with a high percentage of locally made components. Established assembly plants and motor vehicle manufacturers are co-operating in

this move. The Ford Motor Company in Port Elizabeth recently announced a £2 million expansion program to be completed early next year. Two other large assembly plants, one in Port Elizabeth and one in Uitenhage, are reported to be considering similar expansion.

Future Growth

Even before the formulation of policy in the Board of Trade and Industries Report in 1960, the assembly industry itself, where practicable, took the initiative in purchasing domestic components higher in price than imported parts. In addition to the items already mentioned as not qualifying for inclusion in the CKD pack, there are about 23 firms in the country making electrical products, steel and chrome pressings, telescopic shock absorbers for cars, pistons, brake linings and brakes and a number of others. Tooling-up is in progress for the manufacture of radiators.

These firms, most of which have developed rapidly in the last ten years, are not only supplying domestic assembly plants but in some instances are exporting car parts to 40 overseas countries, including Canada and the United States. Official trade statistics for 1960 give the value of parts exports as £377,526, including £9,257 worth of sales to Canada and £34,623 to the United States.

The South African automotive industry today represents a capital investment of some £50 million, pays out about £5 million in wages, and in 1958 produced 116,267 cars, trucks, vans and other vehicles at a cost of £57.5 million. With the stage set for the inclusion of even more locally-made components, further development is expected. Retarding factors are the capital outlay required for specialized machinery to produce individual components and for testing equipment in the absence of imports of pre-tested parts. The organized reduction in the number of models is expected to overcome these problems. ●

Iran—With imports of cars and trucks now prohibited, local assembly plants need components. Canadian suppliers should investigate the growing market for spare parts now.

A. B. BRODIE, *Commercial Counsellor, Tehran.*

IRAN has over the past ten years been an excellent outlet for many makes of foreign cars and trucks and for automotive spare parts. Recent foreign exchange difficulties, coupled with a startling surplus of new cars within the country, have prompted the Iranian authorities to place a complete ban on all imported passenger cars. On March 21, 1962, the prohibited list was extended to include trucks. It is expected that the saving in foreign exchange during 1962 will exceed \$35 million.

The ban on imported cars has encouraged a few foreign automobile companies to make arrangements to have their cars assembled within the country. To assist these new factories, the Iranian authorities have, through the Foreign Investments Act of 1955, made certain important concessions, including duty-free import of unassembled parts for a period of ten years and a reduction in income tax for a specified period.

Today there are some five plants holding licences to assemble cars in Iran. Three firms are already in operation (Fiat, Willys Jeep, Land-rover). Apart from the actual assembly plants, there is one other firm producing bus bodies. As the local assembly plants increase their production, the percentage of component parts manufactured in Iran will be stepped up. At the moment, the figure is negligible.

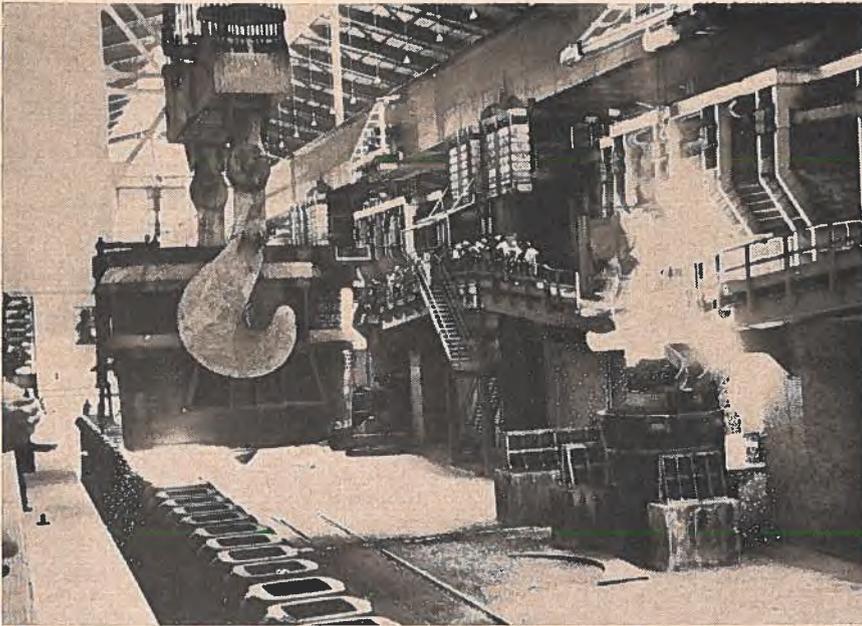
Spare Parts Market

A good deal of attention has always been focussed on the Iranian market as an excellent outlet for a wide variety of automotive spare parts. There are 100 importers of some consequence who purchased some \$22 million worth of spare parts in 1960/61. The principal

suppliers were the United States, West Germany and Britain, in that order. The majority of importers specialize in buying certain types of spare parts rather than covering a large range. In spite of a general lull in most other imports in Iran today, the volume of automotive spare parts brought into the country has not fallen off appreciably. In fact, it is now felt that the new Iranian regulations prohibiting the import of new trucks and automobiles will, over the next twelve months, tend to increase the flow of automobile spare parts to Iran.

Spare parts are imported into the country on irrevocable letter of credit as opposed to documentary payment terms. Customs duties vary between 5 per cent and 30 per cent ad valorem for all countries.

Although the Iranian market for automotive spare parts is highly competitive, a few Canadian suppliers have had some measure of success. Because more emphasis is sometimes placed on price than on the quality of imports, total imports of quality spare parts from Canada have not been important. None the less, there are opportunities for central Canadian spare parts in Iran and it is suggested that interested firms prepare the ground now while the market is favourable. Catalogues and approximate cost and freight Khorramshahr prices should be prepared and sent to responsible Iranian importers in the first instance. If initial interest is shown, the exporter must be willing to forward representative samples. The Commercial Division of the Canadian Embassy is well placed to assist Canadian exporters of automotive spare parts in exploring possibilities in this growing market. ●



For Venezuela, a historic scene: the pouring of the first steel ingots at the Orinoco National Siderurgical plant at Matanzas. In full operation, the mill will produce 700,000 metric tons of steel ingot and 500,000 metric tons of pig iron.

Venezuela Inaugurates Steel Industry

First steel ingots were poured in July at the Orinoco steel mill. As output is stepped up and diversified, imports may be affected.

W. D. WALLACE, *Commercial Counsellor, Caracas.*

ONE of the most important events in the industrial development of Venezuela took place on July 9, 1962, when President Betancourt presided at the pouring of the first steel ingots at the Orinoco National Siderurgical plant. To quote the President: "The new steel industry, together with the petroleum and petrochemical industries, provides a solid basis for the industrial expansion of the country and puts Venezuela in a position to contemplate seriously accession to the Latin America Free Trade Area".

The Orinoco steel mill, the third largest in the western hemisphere, is located at Matanzas in the Guayana region near the confluence of the Orinoco and Caroni Rivers, some 154 miles from the mouth of the Orinoco. It is close to the large iron ore deposits where reserves are estimated at 1,447.5 million metric tons with iron content ranging from 45 to 63 per cent. It is in this area that the Orinoco Mining Company (a subsidiary of United States Steel Corporation) and the Iron Mines Company (a

subsidiary of Bethlehem Steel Company) have their large mining operations. They will supply iron ore to the new steel mill until such time as the Government undertakes operation of its own deposits. The area has substantial waterpower resources and the electrical requirements will be supplied from the 300,000 kw. Macagua power plant on the Caroni River. This plant is operated by the Corporacion Venezolana de Guayana, which has plans to build a two million kw. plant, capable of expansion to six million kw., at Guri on the same river.

The development of the Guayana region is the responsibility of the Corporacion Venezolana de Guayana, an autonomous government institution established in December 1960. It will control the steel company and the power installations and in joint partnership with Reynolds International, plans to build an aluminum plant with an annual capacity of 25,000 tons of aluminum ingots.

What Mill Will Produce

The contract for the building and operation of the steel mill was awarded to Innocenti of Italy in 1955 and preliminary work began in 1956. The contract has been renewed from time to time and terminates on October 29, 1962. Thereafter, Koppers Corporation of the United States will administer and operate the steel mill under a six-year contract. Under this contract, Koppers will provide the steel company with technical, economic and commercial consulting services.

This fully integrated steel mill, built at a cost of over \$312 million will, when it is in full operation, be capable of producing 700,000 metric tons of steel ingot and 500,000 metric tons of pig iron. The huge plant covering an area of 96 acres has nine electric furnaces (two in operation) for producing pig iron, and four Siemens-Martin furnaces (one in operation) for steel ingots, two rolling mills of 1,100 mm. and 800 mm., a seamless tube mill in operation for over

a year, and a wire and nail plant. In addition there is an oxygen and acetylene plant, an emergency power plant, a water plant, machine shops, special ore-handling docks, and 60 kilometers of railway.

The planned annual output of 550,000 metric tons of steel products will include 70,000 tons of structural profiles, 61,500 tons of rail, 86,150 tons of steel rods, 10,350 tons of plates, 8,800 tons of black wire, 2,150 tons of galvanized wire, 14,850 tons of galvanized barbed wire, 1,200 tons of nails and 295,000 tons of seamless steel pipe. In addition, an annual production of 50,000 metric tons of iron products, including 30,000

tons of cast iron pipe and 20,000 tons of other cast iron products, is expected. Up to the present the mill has turned out some \$10 million worth of seamless pipe, wire and pig iron. The major portion of the pipe and wire has been sold in the local market and most of the pig iron has been exported to Japan.

Effect on Imports

When the steel mill is in complete operation, the production will have a considerable effect on imports of steel products into Venezuela. This country imports about 95 per cent of its steel requirements and over the past three years the purchase abroad of 1.85 million tons of iron

and steel products has cost Venezuela \$130 million. It is estimated that the average price of the imported products was bolivars 740 per metric ton, whereas the Orinoco steel-mill cost, exclusive of labour, will be bolivars 565 per metric ton.

It remains for the industry to establish labour and administration costs at a level competitive with foreign steel, even though the local market will take a substantial part of the production. If this can be accomplished, the Orinoco steel mill may be in a position not only to compete with imported products and save foreign exchange, but it will also serve as a dollar-earning export industry. ●

COMMODITY NOTES

Aluminum

AUSTRALIA—Work is well advanced on the A£7 million expansion of Comalco Industries Pty. Ltd.'s aluminum reduction plant at Bell Bay, Tasmania. By early next year, output will reach 32,000 tons of aluminum a year, compared with 15,000 tons now. The Comalco group has installed a 100-foot-high storage silo for alumina near two new reduction bays which have 42 large cells or pots each.

When this first stage of the expansion program is complete, work will start on a further 16,000 tons capacity that will raise output to 48,000 tons by early 1964. Comalco and the Tasmanian Government are partners in the operation—Melbourne.

Chemicals

SWEDEN—Svenska Salpeterverken (SVV), producers of chemicals and fertilizers, is carrying out large expansion programs at its factories in Köping and Kvarntorp. Under a recently completed scheme, capacity for fertilizers was increased from 70,000 to 140,000 tons.

The 63 million kronor extensions at Köping include construction of an ammonia factory with 50,000 tons capacity a year. It will base production on the gasification of oil and when complete will replace the present factory which has an output of 10,000 tons. Nitric acid production will rise by 68,000 tons.

The company is also spending 42 million kronor in new plant at Kvarntorp. A methanol factory with a capacity of 30,000 tons is under construction, and

a 30,000 ton sulphuric acid factory and a 10,000 ton ammonium sulphate plant will follow later. Construction of gasification and oxygen plants has already made possible the use of heavy oil as raw material—Stockholm.

Copper

AUSTRALIA—Copper Refineries Pty. Ltd. has announced that, following the completion of a new A£3.5 million copper smelter at Mount Isa, the Townsville (Queensland) refinery will increase production from 40,000 tons of copper a year to 75,000 tons—Sydney.

SOUTH AFRICA—United States and British interests may decide to exploit a large deposit of low-grade copper at Phalaborwa, where vermiculite and phosphate are already being mined. Open-cast mining could yield 65,000 to 75,000 tons of copper a year, but it will require \$100 million to bring the mine into production by 1965—Johannesburg.

Fibreboard

FRANCE—Production in France's six fibreboard factories reached 130,946 tons in 1961, an increase of 17 per cent over 1960. Exports rose from 30,700 tons worth NF13.2 million in 1960 to 31,600 tons worth NF13.7 million last year. Imports averaged 37,000

tons a year valued at NF19.5 million. West Germany and Sweden are the leading suppliers; others include Finland, Belgium-Luxembourg, and Austria—Paris.

Iron Ore

SOUTH AFRICA—South Africa has recently signed two contracts with Japan, one worth \$45 million for four million tons of iron ore to be delivered over the next 10 years, the other for pig iron worth \$275 million for delivery beginning in mid-1964 and extending for ten years. The latter will call for an expenditure of \$15 million to increase capacity at the works of African Metals Corporation, the state-owned firm that is to supply the pig iron—Johannesburg.

Quartz

SOUTH AFRICA—A large British electrical company in South Africa will produce quartz crystals soon. Output will total 25,000 a year—Johannesburg.

Rock Drill Steel

INDIA—Sandvik Asia Limited, a subsidiary of the Swedish firm Sandvikens Jernverks Aktiebolag, manufacturers of tungsten carbide products, has opened a factory at Poona to produce rock drill steel. The firm also intends to make tungsten carbide tips before the end of the year. The initial output of tips will depend on tungsten carbide powder imported from Sweden, but the manufacture of powder in India is expected by 1963—New Delhi.

Silos

EL SALVADOR—The Central American Bank of Economic Integration recently approved a \$260,000 loan to Almacenadora Centroamericana to partially finance the building of wheat silos in the port of Acajutla. The silos will serve the two newly constructed flour mills in El Salvador. Terms for the eight-year loan include repayment in six-month instalments—Guatemala City.

Sugar

COLOMBIA—The recent passage of the Sugar Law in the United States will benefit Colombia immediately. This country has only recently become a sugar exporter and under the law is not entitled to a formal quota. However, it will receive a share of the temporarily suspended Cuban quota, 35,000 tons a year—Bogotá.

Telephone Systems

HONDURAS—The Oki Electric Industry of Japan has been successful in its tender for the installation of telephone systems in Honduras. The work will include a long-distance service between San Pedro Sula and Tegucigalpa and construction of a telephone exchange

in Tegucigalpa. Two United States firms were the only other bidders—Guatemala City.

Tractors

SOUTH AFRICA—A recent government report states there is scope for a tractor manufacturing industry in South Africa. At present 9,500 tractors are imported each year and local production based on 75 per cent South African content would save \$30 million a year in foreign exchange—Johannesburg.

Uranium

INDIA—India's Department of Atomic Energy is engaged in a number of projects to make the atomic energy program more self-sustaining. A uranium mill is to be set up at Jaduguda in Bihar at a cost of Rs.4 crores to process ore mined there. The latest annual report of the Department reveals that high radioactivity has been found at Chhinjra in the Parbati Valley in Kulu. The Department has also carried out a radiometric survey and surface field investigations in certain areas of the Himalayas and in the Punjab, Himachal Pradesh, Uttar Pradesh, Assam, Bihar, Gujarat, Kerala, Madras, Mysore, Maharashtra and Rajasthan. Search for radioactive coals in the Gara Hills district of Assam brought to light a coal seam about a mile long near the Ronju River.

In some parts of Andhra, the heavy mineral content in the sands appears to range between 30 and 40 per cent, with values as high as 60 per cent. In Madras, high radioactivity was recorded in an area off the Manavalakurichhi coast—New Delhi.

Veneer

FRANCE—Output from the 63 veneer factories in France last year totalled 49,430 tons. This industry is by far the largest exporter of the French woodworking industries, selling abroad 30,000 tons (60 per cent of production) to some sixty countries. France nevertheless bought 5,164 tons of veneer from abroad last year, mostly from Gabon (3,920 tons) and West Germany (434). French veneer consumption is expected to increase in the next few years but this will not prevent the export of half of France's veneer production—Paris.

Welding Machine

BRAZIL—Schlieker do Brasil-Industrial & Comercial Ltda., which produces special welding machines, has begun operations in São Paulo—São Paulo.

Zippers

COSTA RICA—A zipper factory capable of supplying all the Central American market recently opened in Costa Rica. The zippers will be manufactured under licence from a United States firm—Guatemala City.

Protesting Bills of Exchange

QUESTION	BAHRAIN	EGYPT (U.A.R.)	ERITREA	ETHIOPIA
1. Are bills of exchange common?	Yes.	Uncommon; depends on terms of payment set out in import licence.	Yes.	Yes.
2. What are the usual terms?	Sight to 30, 60, 90, 120, 180 days.	Usually 90 to 180 days.	Usually at sight but period may vary from 30 to 180 days, according to the agreement between the seller and the buyer.	Usually sight, sometimes 90 days.
3. What is the procedure when documents are attached?	Documents released only against acceptance, if they are not otherwise drawn.	On acceptance.	Depends on the instructions of the forwarding bank. Forwarding bank may stipulate that documents will be released against payment or acceptance of the bill.	Payment on arrival of bill most common. Some suppliers allow documents against acceptance. Exchange control regulations require payment on sight for exports of goods forms subject to prior deposit.
4. Is it usual to protest bills in the event of non-payment or non-acceptance?	Possible to protest either for non-payment or non-acceptance.	Yes. Bills normally protested within 24 hours of due date unless drawer instructs otherwise.	Yes. The instrument of protest is prima facie evidence for any action against the parties liable.	Bills can be protested for non-acceptance, non-payment, or both. It has not necessarily been customary to protest bills, because until now there has been no law of protest.
5. What is the benefit to be derived from protesting?	Prelude to taking legal action.	Establishes legal right to take legal action.	After protest, the holder will be able to satisfy his claim through attachment and sale of the drawee's property.	There is no concrete benefit (though it is advisable to protest) because a code of civil procedure has not yet been promulgated. One must open a civil case to obtain judgment, and this applies to execution of judgment office to execute judgment.
6. What psychological benefit is derived from protesting?	Involves some loss of reputation.	Names of protested drawees published; this impairs standing in the market and credit with banks.	Drawee's name is publicized in certain newspapers and, if he is a merchant, he may face a loss of reputation in the business community.	Protesting may have little effect until black-listed through public registry. Protests come into operation and protest proceedings acquire executory force.
7. What is the cost of protesting?	About \$7.00.	About \$2.50.	The cost of protest is Ethiopian dollars 3.30 per bill if the protest is carried out through the Ufficiale Giudiziario.	About \$2.00, plus 60 cent for revenue stamps.
8. How is the protest carried out?	Through the British Political Agency.	Protests handled by banks without services of lawyer at this stage.	Made at the request of the holder either through a notary public or through the Ufficiale Giudiziario (court bailiff).	By invoking Article 1 of the transitory provisions of the Commercial Code of 1960, which reads: "Where there is no registrar readily available protest shall be drawn in the presence of two witnesses by any person having capacity under Civil Code."

*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 make

ge* in the Middle East

IRAN	IRAQ	ISRAEL	KUWAIT	LEBANON
	Yes.	No; except for book importers buying from the United States (60 to 90 days).	Yes.	Yes.
letter-of-credit drafts payable at sight. Ninety to 120 days most common for drafts covering essential and semi-essential commodities; for heavy machinery, time may be extended to two-four years.	From sight up to 180 days.	The Treasury is reluctant to allow imports on credit, but allows 180-day terms for raw materials for processing and export.	The largest proportion of bills are drawn at sight, but it is not uncommon for bills to be drawn at 30, 60, 90 or 180 days.	Sight to 120 days; 90 days is most common. For some imports, such as agricultural or construction machinery, terms are 6, 12, or 18 months.
Documents are normally used against payment of sight bills or acceptance of term drafts.	Depends on instructions of the exporter. It is, however, normal for documents to be released against payment or acceptance.	Released only after payment.	Documents are released against payment or acceptance, unless otherwise instructed.	It is customary to release documents on payment of sight draft or acceptance of term draft.
Not protested for non-payment or non-acceptance, depending on drawer's instructions.	Bills may be protested after non-payment or non-acceptance.	Can be protested for either, though this is not customary. Protests must be made within 24 hours.	The introduction of Kuwait Law of Commerce in January 1961 provided for the protest of bills for non-payment and non-acceptance.	Protest is possible for non-payment or non-acceptance.
Enables the drawer to take legal action though it may take one to three years to force law. Little practical value but Central Bank of Iran recommends all bills contain proclause.	It is a legal requirement that a bill must be protested before litigation can commence.	Protesting retains the liability of all signatories including endorsers, though liability of maker not affected if bill not protested.	Prerequisite for further action in the courts.	It establishes the right to take legal action for recovery. Protest must be effected within 48 hours after dishonour.
Damages the reputation of the drawee and brings import business to a total standstill.	Affects commercial reputation.	Bank's advance warning that unpaid bill will be protested has some psychological effect. Banks asked to take this action only if experience justifies it. Protests where important customers concerned may mean resentment on their part.	Has an effect on the business reputation of the local firm.	Protests are circulated to all banks, and this exerts pressure on debtors. Waiving protest helps drawee recover prestige and reputation.
10 per cent of value of bill.	Cost varies from 45 cents to \$3.00.	From 35 cents to \$1.40 depending on value of protested bill, plus small charge for notification of other parties.	Each protest costs about \$1.05.	Canadian \$3.50.
Through a notary public issues protest deeds. If after three months the drawee may be taken to court if agreement not reached between parties.	Through a notary public.	By the bank at the office of a notary public.	Completion of a specified form and submission to a representative of the court.	Through a notary public.

ment (Drawee) to the creditor to whom the money is owed (Drawer).

Protesting Bills of Exchange in the Middle East

QUESTION	SAUDI ARABIA	SUDAN	SYRIA	TURKEY
1. Are bills of exchange common?	Yes.	Yes.	Yes.	Not general practice but not unusual.
2. What are the usual terms?	All terms from sight to 180 days or even longer periods.	All terms from sight to 180 days or even longer.	Most common are 90 to 180 days.	Normally sight, but some 90 days.
3. What is the procedure when documents are attached?	Released on payment or acceptance.	Documents released against payment of sight draft or acceptance of time draft.	Generally, documents are released on payment of sight draft or acceptance of term draft.	Documents released after payment of sight bill or acceptance of time drafts.
4. Is it usual to protest bills in the event of non-payment or non-acceptance?	It is not possible to note or protest bills of exchange.	Draft can be protested for non-acceptance or for non-payment. Protest must be made within two business days of maturity.	Usual for either non-acceptance or non-payment.	Protested for non-payment only and only if bank instructed to do so.
5. What is the benefit to be derived from protesting?		Establishes the legal right to take action against the drawee and all endorsers.	Protest is legal evidence of non-acceptance or non-payment.	Names of defaulters circulated to all banks, with resulting loss of prestige. Makes it difficult for firm to obtain credits or carry on business.
6. What psychological benefit is derived from protesting?		Transaction is officially placed on record in court books and the name of drawee is circulated among commercial banks.	Involves some loss of reputation.	Important and reliable firms tend to resent having to accept bills which provide for protesting. Waiving of protest reinstates firms with banks and market.
7. What is the cost of protesting?		Uniform charge: \$3.36.	Not less than Canadian \$10.50.	Negligible: \$1.50 to \$2.20 maximum.
8. How is the protest carried out?		Banks normally make application direct to the authorities; usually legal assistance is not required.	Through a notary public.	By a notary public acting through collecting bank.

Markets in Brief

HUNGARY

Area: 35,800 square miles.

Population: 9,977,870 (1960).

Climate: moderate.

Topography: chiefly plains.

Language: Hungarian; sales literature preferably in German, but acceptable in French or English.

Currency: forint; one forint=Can.\$0.089 (commercial payments only).

Weights and measures: metric system.

Capital: Budapest.

Chief ports: none; Canadian exports to Hungary can be routed through Northern European ports (Rotterdam, Hamburg) or Adriatic ports (Trieste, Rijeka).

Marketing centres: Budapest (population) 1,850,000.

Economy: the State owns all production and trading facilities and operates them through various ministries on the basis of general five-year and more detailed one-year plans. Foreign trade is the exclusive concern of some twenty foreign trade corporations under the supervision of the Ministry of Foreign Trade and the State Bank. The country has potential agricultural wealth, large bauxite resources, and growing secondary manufacturing.

Total Hungarian imports: 1961—U.S.\$1,024 million; 1960—U.S.\$976 million.

Chief imports: (per cent) 1961—raw and semi-fabricated materials 59.1; machinery and equipment 25.5; food 10; fertilizers, wood pulp and paper.

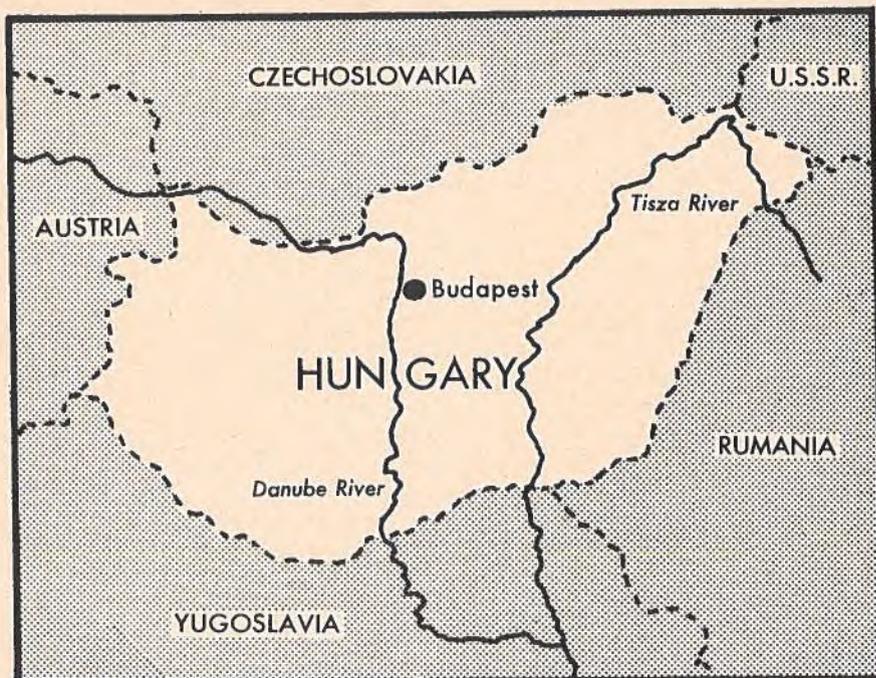
Chief suppliers: (per cent) 1960—U.S.S.R. 31, Czechoslovakia 11.5, East Germany 10.3, West Germany 5.7, Communist China 3.7, Austria 3.5, Britain 3.2, Italy 2.7.

Value of imports from Canada: 1961—\$564,475; 1960—\$931,363 (DBS statistics).

Chief imports from Canada: (Can.\$'000) 1961—asbestos 211.4, calfskins 138, textile rags 51.9, selenium 46.1, plastics and synthetic rubber 41.7, magnesium 26.7, cattle hides 17.4 (DBS statistics).

Total Hungarian exports: 1961—U.S.\$1,029 million; 1960—U.S.\$874 million.

Chief exports: bauxite and alumina, measuring instruments, steel wire, poultry, corn, textiles, chemicals.



Chief markets: (per cent) 1961—U.S.S.R. 29.3, East Germany 11.5, Czechoslovakia 10.7, West Germany 5.1, Communist China 4.6, Yugoslavia 4.7, Austria 3.6, Italy 2.4.

Value of Canadian purchases: 1961—Can.\$393,125; 1960—Can.\$337,545 (DBS statistics).

Chief Canadian purchases: (Can.\$'000) 1961—glass tableware, cut glass n.o.p. 117; fabrics, jute, unbleached 74.8; brooms and whisks 26.2; broom corn 26.1; handbags, wallets, purses 13.4 (DBS statistics).

Prices: quote in Canadian dollars, preferably c.i.f. Northern or Southern European ports.

Samples: non-commercial value, duty free; for those of commercial value a bond is required equal to value of sample, recoverable on re-export.

Visas: letter explaining purpose of journey and an exit visa required; registration compulsory within 24 hours of arrival.

Correspondence: English, French or German; airmail only, 15 cents per half ounce.

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

For detailed information on this market write to:

International Trade Relations Branch
Department of Trade and Commerce
Ottawa

or

Canadian Embassy
Commercial Division
Opernringhof, Opernring 1
Vienna 1, Austria

What's current in commodities?

Frozen Foods

Belgium—Most promising opportunity for Canadian frozen foods probably in bulk sales to Belgian firms for repacking. Frozen fish fillets lead Belgian imports; peas, beans and Brussels sprouts most popular frozen vegetables, strawberries the principal fruit.

H. T. F. PETTERSON, *Office of the Commercial Counsellor, Brussels.*

FROZEN foods are changing the pattern of consumer buying in Belgium and it is estimated that sales within the next five years will reach approximately Can.\$15 million*, and by the end of the decade Can.\$40 million. The first Belgian experiments with quick or deep freezing were undertaken some thirteen years ago by a firm of fish merchants at Ostend. Because of consumer resistance and the availability of fresh fish anywhere in this small country, the idea did not catch on until two or three years ago when the appearance of supermarkets and the growth of the chain store system gave it an assist. Ten years ago two other firms of fish merchants, one at Ostend and the other at Zeebrugge, also began to deep freeze fish. They confined themselves at first to storing frozen fish for eventual disposal to the trade, but recently they have begun preparing consumer packs for the two ice-cream firms that have just entered this field.

Frozen Fish

Today, a wide variety of frozen fish is available, including cod, haddock, whiting, bream and plaice. In addition, the consumer has a choice of shellfish such as shrimp, crayfish and scallops. The fish is retailed in one-half and one-pound packages, and also whole or gutted in packages varying from two to fifteen pounds.

*One Can.\$=46 Belgian francs.

The industry has a production capacity of 200 metric tons every 24 hours and a storage capacity of about 2,500 cubic metres at 0°C to -1°C, and 1,200 cubic metres at -25°C to -30°C. Freezing is normally done at temperatures of -30°C to -40°C, depending on the type of fish.

Round fish are filleted by machine. The machines currently in use can handle 25 pieces a minute, which corresponds to four tons an hour for large fish and two tons for smaller varieties. Flatfish are filleted by hand.

The frozen fish industry has not yet reached full capacity. Because landings are irregular, prices vary and are often high. This affects the still hesitant consumer market and the industry in turn is reluctant to undertake maximum production, although some circles feel that increased production would stimulate consumption. Despite the uncertainty, an increasing volume of frozen fish is being imported from neighbouring countries and the struggle for the consumer market is becoming more and more severe.

Fruits and Vegetables

An old established Belgian manufacturer of jams, canned fruits and vegetables was the first to become interested in frozen foods other than fish, and in a short time built a considerable trade. To reduce the cost of capital investment the company arranged joint freezing

operations with one of the large fish merchants in premises near Antwerp. The two operate a joint sales and publicity program although they are not otherwise linked financially or administratively. Export sales, particularly to Britain, have been encouraging.

These were until recently the only firms seriously engaged in this business, but a competitor in the production of frozen fruits and vegetables has now appeared. Meanwhile, international companies who are supplying the Belgian market from plants established elsewhere in Western Europe are intensifying the competition for all products—frozen fish, fruits, vegetables, and “ready-for-oven” dishes.

Food distribution facilities in Belgium are still widely dispersed through approximately 60,000 outlets (two or three years ago there were some 80,000). The present figure compares with 30,000 in the Netherlands for a slightly larger population and 120,000 in Britain with nearly six times the population. The large number of outlets in Belgium, though characteristic of the country, handicaps sales of quick-frozen foods.

Proprietors of the smaller outlets are unwilling and often unable to make the necessary capital investment in refrigeration equipment until there is more evidence of consumer demand. To encourage the use of their products, some of the more important suppliers of refrigerating cabinets are now placing units at the disposal of selected retailers under exceptionally advantageous terms. Belgium now has 4,000 retail outlets equipped with refrigerator cabinets, but this is a low figure compared with other European countries: Britain 80,000,

West Germany 30,000, Sweden 16,000, Netherlands 10,000, Norway 7,000, Denmark 6,000.

Imports

Table I shows that imports of frozen fruits and vegetables are growing, but it is a Benelux trade principally, and the Netherlands is the main supplier. Strawberries were the principal fruit imported during 1960-61; peas, beans and Brussels sprouts, in that order are the major vegetables. Imports of frozen fish fillets in 1961 increased 400 per cent, an indication of the mounting consumer interest in high-

quality ready-to-cook foods. The Netherlands and West Germany increased their sales to Belgium and the statistics point to the influence of international organizations in the frozen-foods field.

Exports

Table II shows exports of frozen foods during the last two years. Strawberries made up about 70 per cent of the frozen fruit sales, but countries of destination are not given in the official statistics. A favourable strawberry harvest accounted for most of the 1961 increase in these sales.

Domestic peas, beans and Brussels sprouts were also plentiful in 1961 and they were responsible for most of the increase in vegetable exports; Brussels sprouts represented about 41 per cent of the total and peas 35 per cent. Britain took a large part of the Brussels sprouts and all of the haricot beans.

In 1961, for the first time, Canada appears in the statistics as a buyer of Belgian Brussels sprouts—about Can.\$15,000 worth.

Although fish landings maintained the previous year's level, smaller quantities of frozen fish were exported, partly because of increasing demand at home.

Market Prospects

Since frozen-food sales in Belgium are likely to expand, there may be an interest in Canadian products in consumer packs if they are new or specialty items, although it should be kept in mind that the consumption of such foods will be restricted for the time being. Perhaps the most promising opportunity for Canadian frozen foods is in bulk sales to Belgian firms for repacking. Companies wishing to make offers should send details and prices to the Commercial Counselor, Canadian Embassy, Brussels. ●

TABLE I
FROZEN FOOD IMPORTS*

	1960	1961
	(Can.\$)	
Fruits	55,000	90,320
Of which:		
Netherlands	28,300	59,760
France	.....	22,380
Vegetables	131,900	213,500
Of which:		
Netherlands	112,380	191,180
Fish Fillets	145,940	553,520
Of which:		
West Germany	17,440	221,160
Netherlands	78,940	212,440
Britain	.....	55,160
Norway	32,040	.....
Other Fish	33,580	30,140
Of which:		
Netherlands	6,780	14,980

*Belgian statistics.

TABLE II
FROZEN FOOD EXPORTS*

	1960	1961
	(Can.\$)	
Fruits	63,640	95,240
Vegetables	673,160	753,660
Of which:		
Britain	569,580	701,780
Fish Fillets	236,680	256,660
Of which:		
France	198,220	193,040
West Germany	.....	22,500
Other Fish	234,880	137,300
Of which:		
Italy	96,460	61,500
Netherlands	18,660	21,240
France	69,440	15,660
Britain	.....	16,380

*Belgian statistics.

Seed Potatoes

Argentina—Local varieties now comprise over 70 per cent of total plantings, but Kennebec and White Rose should find a steady market. A new decree has abolished all import duties and surcharges on seed until the end of this year.

J. G. IRELAND, *Assistant Commercial Secretary, Buenos Aires.*

ARGENTINA in recent years has not been an important market for Canadian seed potatoes but opportunities for Canadian exporters do appear from time to time. A recent decree of the Argentine Government has freed seed-potato imports from all duties and surcharges, with no limitations on quantity, origin or packing. This action is of special interest and the following market study should prove helpful to Canadian suppliers.

Just before and during the early part of World War II, Argentina imported substantial quantities of Canadian seed potatoes. No Canadian seed came into the country

during the last three years of the war but our exports picked up again in the immediate postwar period and then dwindled again in recent years, as Table I (page 24) shows.

Although the trading policies of successive governments have affected the pattern of Argentina's seed potato imports, since the revolution of 1955 imports have remained entirely in the hands of private traders and the only obstacles have been customs duties, import surcharges and prior deposits. Of greater importance has been the dramatic change of recent years in the varieties planted. Around 1950, the Katahdin variety

TABLE I
CANADIAN EXPORTS OF CERTIFIED
SEED POTATOES TO ARGENTINA

	(bushels)	(dollars)
1945	112,502	262,498
1946	261,299	531,234
1947	1,283,398	2,452,708
1948	178,236	318,479
1949	54,975	80,100
1950	155,901	156,585
1951	.....	.....
1952	.....	.....
1953	452,326	984,731
1954	.....	.....
1955	226,289	185,897
	(cwt.)	
1956	.....	.....
1957	63,109	123,102
1958	10,568	39,165
1959	.....	.....
1960	.....	.....
1961	.....	.....
1962 (3 mos.)	1,966	4,439

Source: DBS.

accounted for about 80 per cent of total Argentine plantings and White Rose for most of the remainder. In the past twelve years the situation has changed to the extent that, according to the Argentine government agricultural research organization INTA (National Institute of Agricultural Technology), local varieties now comprise over 70 per cent of total plantings. The exact proportions are:

Purely local varieties	
Huinkul	70 per cent
Buena Vista	1 " "
Santa Rafaela	1 " "
Sierra Larga	1 " "
Imported varieties	
Kennebec	15 per cent
White Rose	9 " "
Katahdin	3 " "

According to INTA, the last three of these local varieties are showing promise and can be expected to increase in popularity, probably at the expense of the Huinkuls. INTA believes that there will be further changes in the relative popularity of varieties and that in about ten years' time plantings will probably stabilize as follows: all local varieties 71 per cent, imported



A typical scene on a Canadian seed potato farm, this one in the east. In the Argentine market, predictions are that the Kennebec variety will take over and hold 20 per cent of all imports, and White Rose about 9 per cent.

varieties, Kennebec 20 per cent, White Rose 9 per cent. Kennebec will apparently increase in popularity, White Rose will just maintain its position, and the use of Katahdin will decrease to the point of insignificance.

Climate Ensures Market

If these predictions prove correct and if succeeding Argentine governments follow a free-trade policy, Canadian exporters should find a steady market in Argentina for Kennebec and White Rose potatoes. Equilibrium in the popularity of these varieties would come about because of certain climatic and growing conditions peculiar to Argentina's potato-growing areas. The main one centers around Balcarce in southeastern Buenos Aires province, which produces seed for the important potato-growing industry in the province of Rosario and also for Uruguay; both those markets prefer Kennebec. In the Balcarce area, potatoes are harvested in March and the main crop of the Rosario-Uruguay areas is seeded in

July. This short delay between harvest and seeding is of considerable importance because of the sprouting problem in the mild, damp climate of Balcarce. Potatoes stored in the area would not normally sprout during the first four months, but if stored for the full eight to nine months, they would need to be sprouted as many as three or four times. Such weakened seed would be more susceptible to disease and could give lower yields. Imported seed from the Northern Hemisphere thus has an advantage over local seed in Argentina's most important potato-growing area, provided it can be shipped to arrive in time for planting—by mid-November at the latest in normal years.

The White Rose variety is also grown in the Balcarce area, but chiefly to serve as seed for the production of table potatoes in the fairly important potato-growing areas in the provinces of Cordoba, Mendoza and Tucuman. Most of the potatoes in these provinces are grown on irrigated land and White Rose is very popular.

Seed-potato imports into Argentina are free of quotas and import licensing of any kind. Before the recent decree, mentioned earlier, the duties and prior deposits on shipments from Canada and most other countries were as follows:

Customs duty: 3 per cent ad valorem

Ordinary import surcharge: 20 per cent of the c. & f. invoice value

Emergency import surcharge: 20 per cent of the c. & f. invoice value

Prior deposit: 100 per cent (importer must deposit with an authorized bank for maximum period of 180 days a sum equal to 100 per cent of the customs valuation)

Member countries of the Latin American Free Trade Area (LAFTA) have been exempt from all these import barriers but have

rarely in the past been able to offer sizable quantities of seed to this market. Official Argentine statistics show that total imports of seed potatoes in 1959 were valued at only U.S.\$473, and in 1960 at U.S.\$13,700, most of which came from Denmark.

Temporary Potato Shortage

For a number of years there has been a potato surplus in Argentina so that last year many growers switched to other crops. As a result, the country now suffers from a serious shortage of table potatoes, estimated at some 400,000 metric tons. Effective July 19 and until the end of 1962, imports of table stock from all sources and in unlimited

quantities are free from payment of customs duty, import surcharges and the prior deposit. Before this ruling, imports of table stock faced practically insurmountable barriers: a 3 per cent ad valorem duty, an ordinary import surcharge of 150 per cent, an emergency surcharge of 20 per cent, and a 100 per cent prior deposit. The present shortage is of course unusual; Argentina normally produces sufficient table stock to cover its entire needs.

Canadian firms wishing to enter this market for the first time are invited to contact the Commercial Division, Canadian Embassy, Bartolomé Mitre 478, Buenos Aires, which will be pleased to offer its full co-operation. ●

GENERAL NOTES

Australia

WORSTED YARN EXPORT DRIVE—Representatives of 31 Australian companies covering five sections of the worsted yarn industry are organizing an export promotion campaign aimed at the North American market. At present Australia enjoys a £96 million wool textile market in America and the objective of the export promotion group is to boost this figure. One of its first tasks will be to find answers to the common problem of the exporting companies. Test selling missions from each section of the industry will visit America, and later selected buyers will be invited to Australia for showings of wool products. Formation of the group follows recommendations by the wool textile survey mission to North America last year, organized and sponsored by the Department of Trade—Melbourne.

Colombia

INDUSTRIAL DEVELOPMENT—Three recent announcements by the Ministry of Development give some idea of the growth of industry here. The first laid down regulations governing the assembly of diesel engines in Colombia and established five stages, the last finishing in June 1967, during which the local content of the engines must gradually be increased.

The second announcement said that 15 foreign automobile companies have indicated an interest in erecting assembly plants and that two of them, one British and

one Spanish, are already developing their facilities. Others include Ford, Chrysler and General Motors of the United States, Barreiros and Pegaso of Spain, Citroen of France, Volkswagen and Mercedes of Germany, Alfa Romeo of Italy, Hillman of England, and Nisan and Toyota of Japan.

It was also announced that factories in the Departments of Valle, Antioquia and Atlantico are now able to supply the country's requirements of Scotch whisky. The firms import concentrated whisky and mix it with local alcohols—Bogotá.

Dominican Republic

DEVELOPMENT AGENCIES—The Council of State has set up an Industrial Development Corporation with an authorized capital of RD\$50 million to promote new industries and improve existing ones. In addition, the Government has begun a RD\$2 million program of loans to small farmers through the Banco Agrícola—Santo Domingo.

Ecuador

JOINS LAFTA—Ecuador has become a member of the executive committee of the Latin American Free Trade Association. Colombian and Ecuadorian delegations met in Bogotá to discuss the concessions that Ecuador will ask from and offer to LAFTA. Agreements were signed establishing a tariff-free frontier

zone and outlining plans to encourage transfrontier trade in agricultural and manufactured products. This is in line with the feelings in Colombia and Ecuador that as former members of Gran Colombia they have a close and intimate relationship, even within the framework of LAFTA—Bogotá.

Europe

EURATOM PROGRAM—The Council of Ministers of the European Atomic Community (EURATOM) has announced its second program of research and study for the five years beginning January 1, 1963. Costs will total the equivalent of \$425 million, compared with \$215 million during 1958-62. The personnel engaged in the work may total 3,200 by the end of 1967—Brussels.

NEW INVESTMENT—The High Authority of the European Coal and Steel Community reports that investment in plants last year totalled \$1,500 million, 30 per cent more than in 1960—Brussels.

Ghana

NEW FACTORIES—Under a recent agreement with the Czechoslovak Foreign Trade Corporation, Ghana will receive on credit one complete tannery factory. Estimated to cost £291,750, it will be erected at Akuse in Eastern Ghana. The agreement covers all stages of supply including planning and design, delivery of machinery and equipment, supervision of assembly, training of Ghanaian personnel, initial operation and supply of spare parts.

The Ghana Government has also signed agreements with the Yugoslav Manufacturing Corporation for delivery on credit of three plants to process pineapples, tomatoes and mangos. The pineapple plant will be able to produce 3,000 tons of juice and 3,000 tons of sliced pineapples a year—Accra.

TEMA INDUSTRIAL ZONE—Nine factories occupying 124 acres of land in the industrial area at Tema are in full production. Their products include aluminum roofing, sheets and pots; insecticides; suitcases; concrete products and paints. In addition, the Tema Development Corporation and 20 other companies are negotiating to begin production of cosmetics, flexible metallic tubes, rubber products, marble cuttings, mosaic products, soap, textiles and plastic shoes. Six oil companies have applied for permits to build oil storage tanks and a giant oil refinery is under construction by AGIP. Some 550 acres of land are being reserved for the Volta River Project aluminum smelter—Accra.

Greenland

MINING COMPANY—The Arctic Mining Company Limited was founded in January with a share capital

of 6.5 million kroner and is owned by the Nordic Mining Company (in which the Danish State has an interest) and the Northern Molybdenum Exploration Company (80 per cent American Metal Climax Inc. and 20 per cent North Field Mines Inc.). The company is to carry on research and extract metals (particularly molybdenum), coal, oil and other mineral deposits in East Greenland, with the exception of cryolite, uranium, thorium or other radioactive materials. It has now increased its share capital by 4.5 million kroner and will enlarge it to some 100 million if necessary.

The extraction of molybdenum in Greenland is expected to begin in 1966. It is considered possible to mine about 600,000 tons at between 12,000 and 20,000 kroner a ton in Mestersvig—Copenhagen.

Sweden

EXCHANGE RESERVES UP—Sweden's gold and foreign exchange reserves totalled Kr.3,931 million (\$763 million) at the end of March, an increase of 26 per cent compared with March 1961. During the first quarter reserves moved up by Kr.141 million, as against Kr.161 million in January/March 1961. The Riksbank reserves were up by Kr.118 million to Kr.3,436 million, and those of the commercial banks increased by 23 million to Kr.495 million—Stockholm.

Foreign Tariffs and Trade Regulations

Ceylon

INCREASE IN CUSTOMS DUTIES—Official Gazette No. 13,246, dated August 3, 1962, states that the further 20 per cent increase on most items in the Ceylon tariff, as reported in the August 25 issue of *Foreign Trade*, does not apply to those items previously raised by the July 26 Budget. The main items in this latter category were listed in the same issue of *Foreign Trade*.

Mozambique

ASSETS OF INDIAN SUBJECTS—The assets of most of the Indian subjects released from internment in Mozambique recently are no longer frozen, the Portuguese authorities have announced. These Indians are now permitted to settle their outstanding debts with firms inside and outside Portuguese East Africa.

South African and other firms to which these Indian subjects are indebted should submit claims immediately to: Ao Presidente, Comissao Coordenadora doz Assuntos, Relativos a Bens Pertencentes a Subditos da Uniao Indiana, C. P. 263, Lourenco Marques.

The Dutch Are Spending More

More money in Dutch pockets, an increasing population with more young people, a trend to city living—these developments are affecting sales of domestic and imported goods. They may spell opportunity for wide-awake Canadian firms.

J. R. CAUX, *Assistant Commercial Secretary, The Hague.*

THE Netherlands, like the other EEC countries, has seen during the last ten years a rapid expansion in all fields of economic activity. More goods and services are being produced than ever before and consumption has never been so high and so varied.

In 1960, Dutch consumption per capita, at \$620 a year, was less than half the per capita consumption in the United States, \$1,600. From 1950 to 1960, however, it increased by 2.3 per cent a year, compared with 1.7 per cent in Belgium, 2 per cent in Britain, and 1 per cent in the United States. This is still behind France 3.7 per cent, Italy 4 per cent, and Germany 6.1 per cent.

Evolution of Consumption

On the whole, the Dutchman has increased his consumption by 30 per cent over the last nine years (1953=100). He now spends 25 per cent of his disposable income on food products and other related commodities such as tobacco and alcoholic beverages, 11 per cent on clothing and footwear, and 15.7 per cent on services. The pattern of family consumption has also changed considerably in recent years. A little more money is spent on food products than in 1953 but the emphasis is mainly on the acquisition of durable goods with an increase of 68 per cent during the same period.

There are various reasons for the growth and change in Netherlands consumption. First, there is an increase in population—and it is a younger population. There are 1.5

million more people in Holland than in 1950, a rise of more than 13 per cent. The proportion of children and adolescents below the age of 19 went up from 36 per cent in 1947 to 40 per cent in 1957. This growing population and the change in its structure partly explain the increased demand for food, clothing and footwear. Indeed in 1960, food consumption was on the whole 24 per cent higher than in 1953 and Dutch families bought 55 per cent more clothing products and 57 per cent more footwear.

Second, there have been important changes in population movements. There are fewer Dutch emigrating than ten years ago. In 1952, 82,000 Dutch nationals established their residence outside the Netherlands as against only 48,000 in 1961. This can be explained by the higher salaries and generally improved living conditions in this country. More important still is the fact that the Netherlands is fast becoming an urban country. The Dutch tend more and more to settle in cities of more than 20,000 inhabitants and the number of workers engaged in agriculture has been halved in ten years. Industry has been growing. These two trends are related and affect the pattern of consumption. One example is food; milk products, vegetables and alimentary pastes are used less and are being replaced by canned foods and other dishes that take less time to prepare. Also significant is the considerable rise in the consumption of tobacco products (30 per cent) and alcoholic beverages (66

per cent) in a society becoming more urban and sophisticated.

A third cause is the steadily rising standard of living. The Netherlands national income went up from 15 billion guilders in 1950 to 35 billion in 1960; total wages jumped from 7.2 billion guilders in 1950 to 17.2 billion in 1960. (At the end of May 1962, the number of unemployed in the Netherlands had dropped to 21,000 and well over 82,000 jobs were available.) This change in individual purchasing power is inevitably reflected in consumption and explains the most important changes in the Dutch demand for certain products. For instance, a Netherlander eats less bread than in 1953 (82 kilos per capita against 96). This is also true of starchy foods, such as alimentary pastes and rice, and animal fats. Alternatively, sales of margarine (a substitute for butter and the more expensive vegetable oils) are approximately at the 1953 level, but sales of butter have more than doubled. Sales of meat and meat products have jumped from 1.1 billion to 1.6 billion guilders in six years. Purchases of household equipment and appliances have more than doubled (124 per cent) since 1953. The Netherlanders travel more, eat in restaurants more often, and spend more money on various forms of entertainment (128 million guilders in 1953 compared with 143 million in 1959). Coal and wood have been replaced by oil in household heating, movies by television, and so on. And this increase in consumption did not take place at the expense of general investment. In fact, the opposite happened. The share of personal consumption in the gross national product has been constantly decreasing—from 75 per cent in 1954 to 68 per cent in 1960. Consequently, it is the rise in the gross national product itself that

has facilitated increasing family consumption. This growth has also made possible a substantial increase in investment by industry and government—from 13.7 per cent of the national product in 1953 to 17.8 per cent in 1960.

In 1962, private consumption will be strongly stimulated by the expected net increase in salaries, by the adoption of a new salary scale for the civil service, and by the forecast increase in the old age pension. The reduction in taxes on invest-

ment income effective July 1, 1962, will also help to sustain demand. These factors will probably have a stimulating effect on Netherlands imports and it should be possible for Canadian exporters to benefit from this trend. ●

TRADE COMMISSIONERS ON TOUR



G. E. Blackstock



R. M. Dawson



C. R. Gallow



W. B. McCullough



K. F. Osmond

In Canada

G. E. BLACKSTOCK, Vice Consul and Assistant Trade Commissioner in New Orleans:

Ottawa—Sept. 4-11
Winnipeg—Sept. 13-14
Vancouver—Sept. 17-25

When he completes his tour, Mr. Blackstock will return to New Orleans.

R. M. DAWSON, Consul and Assistant Trade Commissioner in Manila, Philippines:

Winnipeg—Sept. 10-11
Toronto—Sept. 12-14
Montreal—Sept. 17-19
Ottawa—Sept. 20-Oct. 3

When he completes his tour, Mr. Dawson will be posted to Madrid, Spain, as Assistant Commercial Secretary.

C. R. GALLOW, Trade Commissioner in Johannesburg, South Africa:

Ottawa—Sept. 4-14
Quebec City—Sept. 17
Montreal, Granby—
Sept. 18-21
Hamilton—Sept. 24-25
London—Sept. 26
Windsor—Sept. 27
Sarnia—Sept. 28
Toronto—Oct. 1-6

When he completes his tour, Mr. Gallow will return to Johannesburg.

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

Ottawa—Sept. 20-21
Winnipeg—Sept. 24
Vancouver—Sept. 26-28

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

K. F. OSMOND, Commercial Counsellor in Accra, Ghana:

Toronto—Sept. 4-14
Montreal—Sept. 17-28

When he completes his tour, Mr. Osmond will return to Accra.

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 Industrial Development, Trade and Commerce, and in Fredericton at the Department of Industry and Development.

In Territory

R. W. BLAKE, Trade Commissioner in Kingston, Jamaica, will visit Nassau, Bahamas, September 16-21.

L. A. CAMPEAU, Commercial Counsellor in Beirut, Lebanon, will visit Baghdad, Iraq, in September.

F. B. CLARK, Commercial Counsellor in Mexico City, will visit Morelia, Michoacan and Guadalajara October 1-4.

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. Blake at Kingston, Mr. Campeau at Beirut, and Mr. Clark at Mexico City.

BUSINESSMAN'S BOOKSHELF

Canada 1962

Information Services Division, Dominion Bureau of Statistics. 315 pages. \$1.00.

WE were reminded, in reading this handbook, of the remark by our Trade Commissioner in São Paulo, that Canadians "have to sell their capabilities before they can sell their products"; our Paris Office wrote recently that many Europeans still think of Canada as an agricultural nation. *Canada 1962* is an exciting 'sales manual' that will make the job of selling our national capabilities abroad much easier. The exporter who has wished on occasion that he could give his client a more correct picture of Canada's developing society might well decide to take a few copies of *Canada 1962* with him on that next trip. There's small chance he'll be bored, either, if he decides to bone up on the material some evening at home. Format and layout are pleasant, the photographs interesting and informative.

The text treats of Canada the country, the community, the industrial state, the land of business, and the nation. Readers of *Foreign Trade* will find much to interest them, especially in two chapters—the one on Canada the industrial state, which gives a history of manufacturing and shows present output by industry; and the section on Canada the land of business, which reviews foreign and domestic trade, investment, income flows, etc. There's a 15-inch map insert fastened to the back cover; most foreigners, we have found, have a weakness for maps of Canada. Actually, you may not wish to wait for your next trip to give copies to your clients abroad; you may decide to get some off in the next mail.

Order prepaid from: The Queen's Printer, Government Printing Bureau, Ottawa, Canada.

The Spanish Market

Contimart AG. 63 pages. \$10.00 (mimeographed).

THE international marketing and research company has produced an up-to-date, comprehensive and compact report on the Spanish market. It is introduced by a brief yet concise review of Spain's economic history and then proceeds with a description of its resources, using maps. A demographic analysis includes movement and distribution, with special attention to marketing regions. The economy is thoroughly analyzed, showing trends up to 1960 and in some areas 1961.

Foreign trade is considered with attention to direction and liberalization of trade as well as the effects of tourism and investment location. A study of internal and social policies includes labour and tax structure. Consumer earnings and avenues of expenditure are well covered, as is distribution and methods of adver-

tising. The report concludes with a resumé of basic steps to follow when entering the Spanish market. For the busy executive who wishes to initiate or expand sales to Spain or merely become acquainted with the country, this high-meat low-fat content report should prove valuable.

Order from: Crawford's Advertising, 154 University Avenue, Toronto, Ontario.

Commonwealth Trade, 1960-61

Intelligence Branch, Commonwealth Economic Committee. 81 pages. \$1.25.

THIS publication presents an excellent account of the value, composition and direction of the foreign trade of Commonwealth countries. The spotlight here is on the rôle played by the Commonwealth in the rapid expansion of world trade in 1960, and more specifically on how this expansion was spread among the Commonwealth's main trading partners. About a quarter of Canada's total exports went to the countries of the Commonwealth in 1960, an increase of 5 per cent over the preceding five years.

In addition, trade developments between the Commonwealth and other major markets, the EEC, EFTA, Japan, Eastern Europe and Communist China are described with the aid of statistics. In the light of the current EEC-British negotiations, this study provides much of the background essential to an intelligent appraisal of the contemporary European economic situation.

One of the chief values of this survey is the clear picture it gives of Canada's and the Commonwealth's position in the trading world, a position often wrongly appraised. And, of course, its value as a quick reference manual covering Commonwealth trade statistics must not be overlooked.

Order from: The Queen's Printer, Government Printing Bureau, Ottawa, Canada.

Food Buyers Yearbook, 1962

Newman Books Ltd. 930 pages. £4/4/0.

THIS directory lists suppliers, importers and major bulk buyers of food in Britain. In addition, there is detailed information on British labelling and packaging requirements, food research, brand names, and overseas producers and up-to-date statistical data on world food production and prices.

The exporter should find this directory useful for making contacts in Britain. It covers all major British suppliers and associated firms, giving the address,

telephone number, sales manager, advertising manager, buyers, products, brands, distribution channels, and minimum order accepted.

Order from: Newman Books Ltd., 68 Wellbeck Street, London W. 1, England.

Meat

Intelligence Branch of the Commonwealth Economic Committee. 130 pages. \$1.55.

THIS review is one in the series published annually by the committee giving up-to-date summaries of production of, international trade in and consumption of selected commodities, with special attention to the countries of the Commonwealth. Complete figures (including prices), covering recent years up to 1960 (and in some cases 1961), are given for beef, live cattle, mutton and lamb, live sheep, bacon and ham, pork, live pigs, canned meat, offals and poultry meat.

The review also contains 42 pages of appendices which describe the various official measures affecting production, marketing and prices of meat in the main producing countries. In addition to covering the chief Commonwealth and foreign countries, the agricultural policies of the EEC members insofar as they affect meat are explained. The sources of beef and veal imports into the Six, which provide an important international market for meat, are shown in detail.

This analysis will be most useful to agriculturalists and government officials, especially those with an interest in the contemporary European situation.

Order from: The Queen's Printer, Government Printing Bureau, Ottawa, Ontario.

Vegetable Oils and Oilseeds

Intelligence Branch, Commonwealth Economic Committee. 232 pages. \$2.50.

CANADA sells abroad some \$100 million worth of oilseeds a year and the importance of oilseed exports has been steadily increasing in recent years. This publication reviews production and utilization of, trade in, and prices of the complete line of oilseeds and vegetable oils. Of particular importance to Canadians are those sections discussing flaxseed, rapeseed, mustard seed and soybeans, since these are the main oilseeds produced in this country.

In addition, interested readers will find the appendix on the European Economic Community most useful. This section analyzes the EEC's imports in 1960 and 1961 by types of oils and oilseeds, distinguishing between Commonwealth and non-Commonwealth sources, and also summarizes the Committee's provisional pro-

posals for the common policy in oils and fats announced in 1961.

Other appendices cover tariffs and trade regulations of leading importing countries, annual available supplies of vegetable oils in various countries (including the Soviet Union), and soap, margarine and cooking fat production. Altogether this is a valuable survey for those with an interest (or possible interest) in commercial oilseed production.

Order from: The Queen's Printer, Government Printing Bureau, Ottawa, Canada.

Iron and Steel and Alloying Metals

Commonwealth Economic Committee. 250 pages. \$2.40.

THIS review presents in convenient form up-to-date summaries of production and consumption of and international trade in iron and steel and alloying metals, with special emphasis on countries of the Commonwealth.

The Commonwealth share in world production of iron and steel has been well maintained since the war at about 10 per cent and these countries will participate in the expansion of world steelmaking capacity scheduled for the next few years. These are among the points made in this survey.

The extensive statistical data on world consumption and production of ores and metals should prove useful to many businessmen.

Order from: The Queen's Printer, Government Printing Bureau, Ottawa, Ontario.

Speak-Easy Pocket Language Cards

By Homer Price. 100 cards. U.S.\$1.98 plus 25 cents for postage and handling.

THESE cards provide travellers with an ingenious method of quick mastery of a few basic phrases of the following languages: French, Italian, Spanish, German, Russian, Greek and Japanese. On one side of each of these matchbook-sized cards is one or more key phrases phonetically pronounced—these phrases cover situations ranging from polite hellos to emergencies. The English counterpart is on the reverse side of the card.

Speak-Easy pocket language cards should be a simple and amusing way of learning basic phrases in a language before visiting a foreign country. Although the author suggests carrying the box of cards in one's pocket, it would certainly not be easy to find one card out of a hundred in an emergency. Despite this drawback, the Speak-Easy pocket language cards could be a thoughtful gift for a prospective traveller.

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

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, 700 Lancaster Bldg., 300 8th Avenue S. W.
Halifax—Consulate of Austria, 8 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 of the Bahamas, Room 707, Victory Bldg., 80 Richmond Street West.

BELGIUM

Ottawa—First Secretary, Belgian Embassy, 168 Laurier Avenue East.
Montreal—Consul General of Belgium, 913 Royal Bank of Canada 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.

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, 403 Royal Bank Bldg., 504 Main Street.

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, Embassy of Colombia, Suite 33, Roxborough Apts.
Montreal—Consul General of Colombia, 1500 Stanley Street.
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, 3885 Lacombe 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, 54 Range Road.
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, 4350 Decarie Boulevard.

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 and Trade Commissioner of Israel, 1555 McGregor Street.
Toronto—Consul of Israel for Economic Affairs, Suite 828, 159 Bay Street.

ITALY

Ottawa—Commercial Counsellor and Senior Trade Commissioner, Embassy of Italy, 172 MacLaren Street.
Montreal—Vice Consul and Trade Commissioner, 1595 McGregor Avenue.
Toronto—Italian Trade Commissioner, Suite 510, 100 University Avenue.
Vancouver—Italian Trade Commissioner, 640 Hastings Street West.

JAPAN

Ottawa—First Secretary (Commercial), Embassy of Japan, 75 Albert Street.
Montreal—Consulate General of Japan, Suite 2505, 1155 Dorchester Street West.
Toronto—Consulate of Japan, Imperial Life Tower, 4th Floor, 44 Victoria Street.
Vancouver—Consulate of Japan, 510 West Hastings Street.
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, Suite 1730, 1245 Sherbrooke Street West; Trade Commissioner of Mexico, Suite 1116, Windsor Hotel.
Quebec—Consulate of Mexico ad honorem, 2040 Terrasse Stuart, Sillery.
Toronto—Consulate of Mexico, Room 309, 20 Carlton Street.
Vancouver—Consulate of Mexico, Room 607, Burrard Bldg., 1030 W. Georgia Street.
Winnipeg—Consulate of Mexico ad honorem, 906-908 Confederation Bldg.

MONACO

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

NETHERLANDS

Ottawa—Commercial Secretary, Embassy of the Netherlands, 12 Marlborough Avenue.
Edmonton—Netherlands Consulate, Merit Bldg., 10008 106th Street.
Montreal—Netherlands Consulate General, Room 1736, Place Ville Marie.
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, Suite 615, United Kingdom Bldg., 409 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, 837 West Hastings Street.

PAKISTAN

Montreal—Trade Commissioner for Pakistan, Suite 608, 1230 McGregor Street.

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

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

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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.

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

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Ottawa—Commercial Attaché, Embassy of the United States, 100 Wellington Street.

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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.

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 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 .928343.

Foreign Exchange Rates

Country	Unit	Type of Exchange	Can. dollar equivalent August 27	Units per Canadian dollar	Notes (See below)
Argentina	Peso		.008583	116.51	
Austria	Schilling		.04174	23.96	
Australia	Pound		2.4144	.4142	
Bahamas	Pound		3.0180	.3313	
Belgium and Luxembourg	Franc		.02166	46.17	
Bermuda	Pound		3.0180	.3313	
Bolivia	Potosi	Free	\$	\$	
Brazil	Cruzeiro	Free	.002580	387.60	
		Special Category	†	†	
Britain	Pound		3.0180	.3313	
British Guiana	Dollar		.6287	1.59	
British Honduras	Dollar		.7545	1.32	
Burma	Kyat		.2262	4.42	
Ceylon	Rupee		.2264	4.42	
Chile	Escudo	Bank rate	1.0239	.9766	
		Free	.5910	1.69	
Colombia	Peso	Certificate	.1608	6.22	
Congo, Republic of	Franc		.02166	46.17	
Costa Rica	Colon		.1626	6.15	
Cuba	Peso		‡	#	
Czechoslovakia	Koruna		.1496	6.68	
Denmark	Krone		.1556	6.43	
Dominican Republic	Peso		1.0772	.9283	
Ecuador	Sucre	Official	.05984	16.71	
		Free	.04767	20.98	
El Salvador	Colon		.4309	2.32	
Fiji	Pound		2.7189	.3678	
Finland	Markka		.003368	297.09	
France, Monaco, etc.	New Franc		.2196	4.55	(1)
Franco-African Republics, etc.	Franc		.004396	227.48	(2)
French Pacific	Franc		.01209	82.71	(3)
Germany	D Mark		.2694	3.71	
Ghana	Pound		3.0180	.3313	
Greece	Drachma		.03590	27.85	
Guatemala	Quetzal		1.0772	.9283	
Haiti	Gourde		.2154	4.64	
Honduras	Lempira		.5386	1.86	
Hong Kong	Dollar	Free*	.1880	5.32	* Aug. 17
		Official	.1886	5.30	
Iceland	Krona	Official	.02505	39.92	(4)
India	Rupee		.2264	4.42	
Indonesia	Rupiah	Official	.02394	41.77	(4)
Iran	Rial		.01422	70.32	
Iraq	Dinar		3.0161	.3315	

#No quotation 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 August 27	Units per Canadian dollar	Notes (See below)
Ireland	Pound		3.0180	.3313	
Israel	Pound		.3591	2.78	
Italy	Lira		.001736	576.04	
Japan	Yen		.002992	334.22	
Lebanon	Pound	Free	.3535	2.83	
Mexico	Peso		.08618	11.60	
Morocco	Dirham		.2154	4.64	
Netherlands	Florin		.2988	3.35	
Netherlands Antilles	Florin		.5712	1.75	
New Zealand	Pound		2.9974	.3336	
Nicaragua	Cordoba	Effective buying	.1539	6.50	
		Official selling	.1529	6.54	
Nigeria	Pound		3.0180	.3313	
Norway	Krone		.1507	6.63	
Pakistan	Rupee		.2264	4.42	
Panama	Balboa		1.0772	.9283	
Paraguay	Guarani	Official	.008515	117.43	
Peru	Sol		.04016	24.90	
Philippines	Peso	Free	.2768	3.61	
Portugal & Colonies	Escudo		.03747	26.69	(5)
Republic of South Africa	Rand		1.5090	.6627	
Singapore and Malaya	Straits Dollar		.3519	2.84	
Spain and Dependencies	Peseta		.017953	55.70	
Sweden	Krona		.2094	4.77	
Switzerland	Franc		.2492	4.01	
Syria	Pound	Free	.3012	3.32	
Thailand	Baht	Free	.05068	19.73	(4)
Tunisia	Dinar		2.6068	.3836	
Turkey	Lira		.1167	8.57	(4)
United Arab Republic	Pound	Official	\$	\$	
United States	Dollar		1.0771875	.928343	
Uruguay	Peso	Free	.09824	10.18	
Venezuela	Bolivar	Free	.2370	4.22	
		Official	.3215	3.11	
West Indies	Dollar		.6287	1.59	(6)
	Pound		3.0180	.3313	(7)
Yugoslavia	Dinar	Official	.001436	696.38	

‡No quotation available.

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.

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