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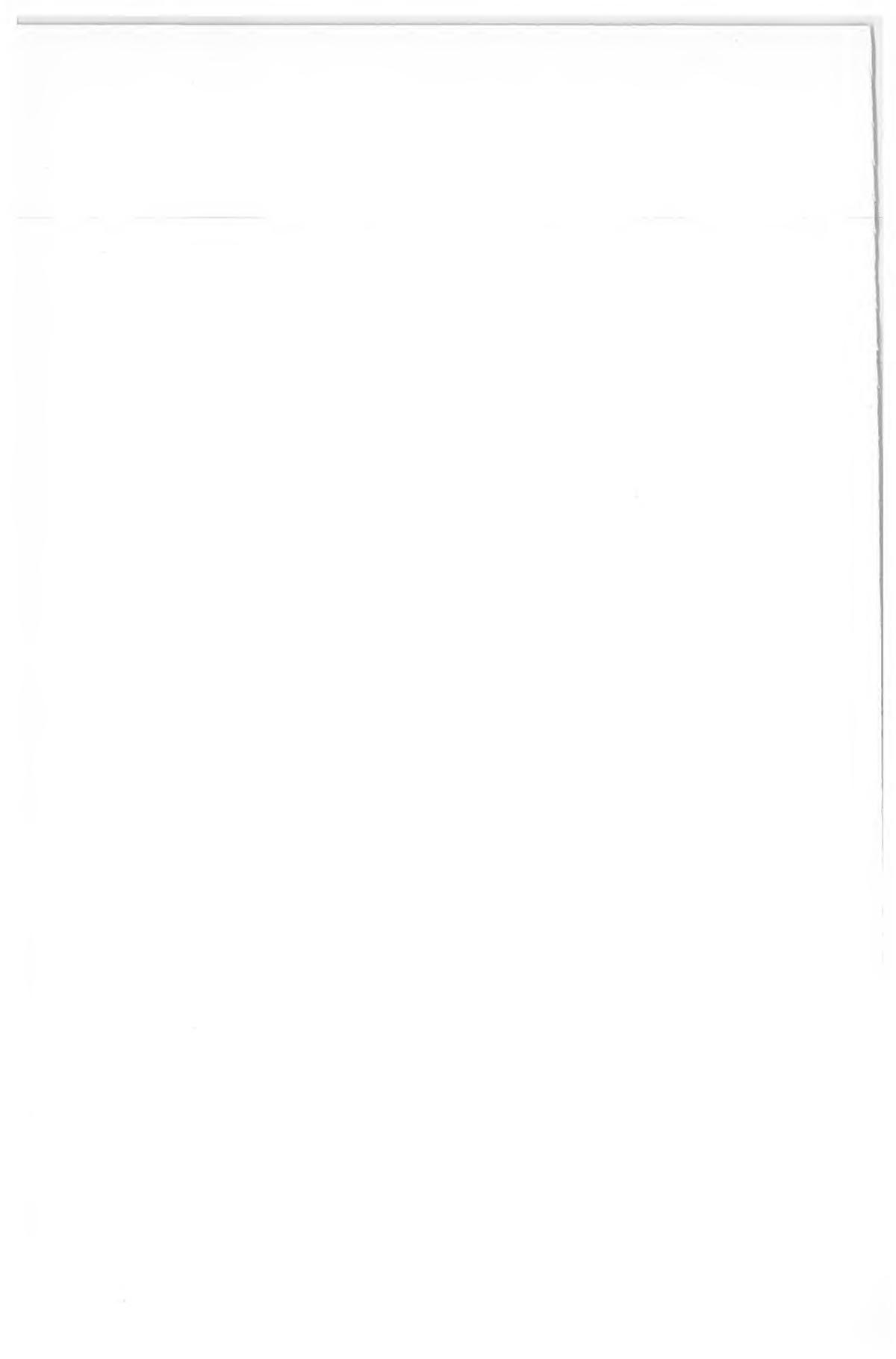


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New York Market for Canadians (page 2)





foreign trade

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COVER . . . New York skyline from the East River. This great city and the area around it offer Canadian exporters a rich market for consumer goods, and they should put more time and effort into cultivating it, our correspondent says (see page 2).
—Photo by Port of New York Authority

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United States

Canadians and the New York Market

Canadian exporters, says our correspondent, should put more time and effort into selling consumer goods, especially in the busy retail area around New York.

NEW YORK—The United States is, and has been for some years, Canada's number one market. In the first half of 1952, Canadian exports to the United States reached \$1,113 million—a gain of \$3 million over the first half of last year and 53·3 per cent of the total value of goods sold abroad. These figures are particularly encouraging, because total U.S. imports for the first six months of the year declined by more than \$600 million compared with the same period in 1951.

But that is only part of the story. Canada has been selling to her neighbour mainly raw materials and semi-manufactured goods. Fully manufactured consumer goods have not made much impression on the U.S. market. Why?

The answer is, I believe, that not enough Canadians have been out telling U.S. buyers, department stores, buying houses and commission agents that Canada makes the finest products in the world, and that the laid-down prices, if somewhat higher than those of competitors, are worth paying because of Canadian quality and good workmanship.

As an example, a few months ago I visited Rochester and called on all the important department stores. My discussions with the merchandise manager of each store revealed that none of them had yet had the pleasure of a single call from a salesman representing a Canadian manufacturer. Yet Rochester is just across the border from Canada and is one of the best cities in the U.S. in which to introduce Canadian merchandise.

The time has come, it seems to me, when export firms in Canada with quality goods to sell abroad should examine the U.S. market and spend a little time and money cultivating it. In some cases, of course, fairly high import duties must be surmounted. But, thanks to GATT and certain trade agreements of which Canada gets the benefit, the U.S. tariff is not the bugaboo it once was.

The U.S. attitude towards Canada and Canadian products has changed subtly in the last few years. Prominent American newspapers, weekly and monthly magazines have been featuring our industrial expansion, our favourable trade balances, our budget surpluses. Canada is becoming known as an important and reliable source of supply. And this marked change in attitude cannot help but improve the business relationship between the two countries. Canadian manufacturers and exporters, especially of consumer goods, should recognize this fact and capitalize on it.

To help them sell in the U.S. market, the Department of Trade and Commerce recently opened a permanent showroom in Rockefeller Center, New York, to display Canadian manufactured goods which should find a market in the United States—and especially in the New York area.

The exhibits are changed about every two months. Already they have featured women's and men's sportswear and sport equipment; handicrafts; textiles, women's suits and dresses and men's shoes; and Canadian wood and wood products. During October and November, the Showroom will display Canadian food products and beverages, including perishable foodstuffs such as frozen fish, fruits, and vegetables.

Canadian Showroom Gets Results

The Showroom has already proved its value. The exhibits have brought hundreds of inquiries, all of which are followed up, some with interesting and tangible results.

One Canadian manufacturer who showed men's boots and ski boots last December has done so well that he has opened a retail shoe store in New York, selling Canadian footwear only. Another Canadian exhibitor of sportswear has sold over \$100 thousand worth of clothing. A manufacturer of winter ski suits is shipping regularly to one of the exclusive stores on Fifth Avenue. There were sales of Canadian handicraft during the handicraft show and business initiated in this way should continue to grow.

The Canadian merchandise in the Showroom must all be returned to Canada when the display is dismantled. However, the samples are available for some weeks, and this gives American buyers an opportunity to examine them and get details on prices, etc. The prospective buyer can then communicate direct with the manufacturer and make his own arrangements.

The Rich N.Y. Market

The Showroom is situated in the heart of one of the richest markets in the United States—the Mid-Atlantic region, comprising the states of New York, Connecticut, Pennsylvania, and New Jersey. This region contains about 20·2 per cent of the total U.S. population (some 30,700,000 consumers) and represents 20·6 per cent of the total retail sales, or about \$29 billion a year.

In New York State alone, \$14·2 billion passes over the counters of the 240 thousand retail trade establishments. The leading products on which this money was spent in 1950 were:

Article	Value of Total Sales N.Y. State (\$'000)	Per cent of total U.S. sales
Canned goods and groceries	\$1,615,286	10·2
Automotive and parts	1,150,839	7·5
Meats, poultry and sea food	1,146,348	8·2
Fresh fruits and vegetables	370,686	11·9
Furniture	352,042	11·1
Beer, wine and liquor	340,175	12·3
Women's, misses and junior dresses	302,045	16·6
Men's ready made clothing	300,164	12·5
Rubber footwear	295,858	11·9
Dairy products	282,016	15·4
Women's, misses' suits and coats	226,122	14·1
Drugs and toiletries	219,000	...
Women's and girls' footwear...	198,689	11·6

Not only does New York rank first in domestic sales—much of the merchandise sold in other parts of the country is purchased from agents or through buying houses located in New York City. This is particularly true of the department stores. There are more than 400 so-called “buying houses” and “merchandise brokers” in New York which specialize in providing merchandise of all kinds, but particularly clothing, dresses, suits and other stylewear for the hundreds of department stores right across the country and as far west as California. Some 75 per cent of the goods sold in department stores throughout the United States are purchased, it is estimated, in New York through these buying houses. (The 47 large department stores in New York City itself have their own buyers.)

Port of New York

New York is the largest and wealthiest city in the United States, but it is also the greatest ocean port in the country. During the year 1951 the New York Port Authority handled 13,397,000 tons of general cargo—import and export—5 per cent more than in the previous year. This represented 30·8 per cent of the national total of general cargo handled by all ocean ports in the United States. Taking general and bulk cargoes together, the Port of New York handled 18·2 per cent of the national total, some 178 million tons, in 1951. Much of this consists of overseas shipments en route to or from Canada.

Overseas Buying Offices

A substantial part of the export business through the Port of New York results from the fact that there are 1,325 export merchants, commission houses, manufacturers’ agents and overseas buying offices in New York City. A large number of them are the purchasing offices of the large mining, railway and oil companies in South America which are responsible for buying all machinery and supplies.

In addition there are 23 foreign government purchasing missions located in New York (and some others in Washington). They arrange contracts for their individual governments, though in some cases purchases are confined to defence equipment for their armed services.

Exporters Should Use New York

Canadian manufacturers will therefore appreciate the importance of New York as an important outlet to other markets overseas. Yet it is only seldom that Canadian export managers visit New York to get in touch with these companies that are wholly engaged in overseas trade. Firms in Canada wishing to develop export business or to increase it should send their salesmen to make personal calls on some of these export houses and purchasing missions. In this way, they could establish export connections which might prove profitable in the long run.

—A. E. BRYAN

Deputy Consul General and Trade Commissioner

Ceylon

The Flour Market

Rice shortage is forcing the Ceylonese to use more flour, thus creating an export opportunity for flour-producing countries.

COLOMBO—Rice is the basis of the typical Ceylonese diet. Ninety per cent of the population at least eat it, if possible, two or three times a day in curry or similar forms—and prefer it to all other cereals. Before the war they could buy rice in quantity and at reasonable prices but wartime restrictions on production and transport cut off supplies and substitute foods had to be found. The principal one was flour and, outside of limited domestic supplies of rice, the country lived for some years on Australian flour, augmented by occasional shipments from Canada. After the war, rice imports from various sources, mainly Burma, were revived but supplies were insufficient and the trade in flour has continued. Flour imports have totalled over 150 thousand tons a year, largely from Australia, but on occasion from Canada and the United States as well. The figure for 1951 was 211 thousand tons.

Change in Diet

For most Ceylonese, the change from rice to flour as a daily food has not been easy. It has meant the invention of new dishes and methods of cooking, the improvisation of utensils and, to many people of simple traditional tastes, a drastic change in their way of life. However, the change-over has been under way so long that it can now be considered permanent, and new methods of preparing meals with flour as a basis may well be developed.

The Government is greatly concerned over the problem of providing its people with adequate supplies of basic foods. Ceylon, with its comparatively small and arable area and rapidly growing population of 7½ million, has not been able to feed itself for many years. Exports of tea, rubber and coconut products have paid for imports of rice, flour, sugar, vegetables and other food products not available from local sources.

Now, two main factors are pointing up the faults in such an economy:

- The widespread demand for rice throughout all the countries of Southern Asia.
- The falling-off in postwar rice production and exports, particularly in Burma and Indo-China.

Ceylon's difficult position as a buyer is accentuated by her membership in the sterling bloc and her consequent reluctance to purchase rice from dollar countries, except in emergencies.

Ceylon's annual imports of rice before the war were, on an average, 500 thousand tons, supplementing domestic production of some 50 thousand tons. Prewar flour imports were from 15 to 20 thousand tons. From 1946 to 1951 rice imports increased from 250 to almost 500 thousand tons and then declined to 395 thousand tons. The flour trade declined from 210 to 170 thousand tons and later recovered to the former figure. These figures indicate a general increase in demand for cereal foods based on increasing population and a very gradual increase in domestic production, and increasing difficulties in obtaining supplies of rice from abroad because of shortage or currency difficulties.

Ceylon should not be regarded as a permanent market for large quantities of flour. Rice will always be preferred and if ample stocks were available, the flour import trade would dwindle to a fraction of its present volume. World rice production is not promising, however, and Ceylon may continue to be a flour buyer for some time to come. This is particularly true if some flour purchases can be made in sterling—as from Australia— whereas some rice purchases have to be paid for in dollars, for instance, from the United States.

Outlook for Rice

Ceylon's prospects of returning to a rice diet lie in the distant future, as far as can be determined from reports on political and economic conditions in the principal rice-producing countries of Southern Asia and the Far East. Considerable efforts are being made, with international co-operation, to increase domestic output of rice and other basic foodstuffs but these have done little more than help keep pace with growing demand.



—Colombo Information Department.

Rice, here being transplanted, is the preferred food in Ceylon, but shortages in all the producing countries have forced the substitution of flour and created an export market in this country for flour producers.

An unfortunate aspect of the situation was revealed a short time ago when, in an attempt to increase flour consumption and conserve stocks of rice, the Government offered comparable quantities of flour free of charge to holders of rice coupons who were prepared to surrender them. The response to this generous and unusual offer was poor, making it apparent both that the Ceylonese prefer a rice diet to one based on flour, and that the general population is well enough off to pay for its rice when it can get it, and to use flour only when financial or other conditions make it necessary.

Government Is Buyer

Since the war the Government has had a monopoly over the purchase and distribution of rice, flour and some other basic foodstuffs, as part of its policy of ensuring food supplies and maintaining fair prices. Rice has been rationed and sold, under ration, at fixed prices. Certain grades, depending on the stock position, have been available on an off-ration basis at much higher prices. At the same time flour has been sold at fixed prices but it has not been rationed. Such controls are likely to continue for an indefinite time because of the Government's desire to keep living costs as low as possible.

The cost of implementing this government policy is a heavy drain on the treasury. It is estimated, for example, that food subsidies payable on rice and flour during the present year will amount to some Rs.265 million (Canadian \$55 million). This is a high figure in comparison with Ceylon's population and income but the practice is in line with the Government's traditional ideas of social welfare and improvement in living standards. The bulk of this will be paid in rice subsidies designed to maintain prices of standard rationed grades at (or about) Rs.0.25 per measure of about 2 lb., which compares with off-ration prices of Rs.0.85 to Rs.1.20. Flour costs Rs.0.23 per lb., is not rationed, and is generally available. The price is still supported and flour subsidies for 1952-53 are expected to amount to some Rs.33 million of the total subsidy figure.

Purchasing Policy

Ceylon has participated in the International Wheat Agreement since its inception and has valued this avenue of supply. The country has made several requests for lower prices and larger allocations. The former objective has not been attained but an increase in supply up to 127 thousand tons of flour was arranged for 1951. A later request for an additional increase was refused. Meanwhile, Ceylon has made purchases outside the agreement when it appeared economical to do so. Government buying policy dictates that all orders shall be based on price, consistent with the provision of standard quality.

The purchase of flour from Canada and some other countries has presented a problem which is not encountered in dealings with Australia—the determination of the grades required or preferred. One shipment of a very inferior type of Canadian flour was purchased some years ago and led to serious misunderstandings, even though the flour was precisely according to specifications. Subsequent purchases have called for higher qualities, generally milled from No. 3 and No. 4 wheat with specified gluten and ash content. Depending on the quality of Canadian wheat

available and the prices at which flour of various specifications can be sold, the Government is prepared to alter its basic specifications within reasonable limits.

There is no flour milling industry in Ceylon, because of the limited and uncertain demand, and it seems improbable that one will develop. However, wheat and other grains are milled in a number of small primitive establishments throughout the country. Wheat is not imported into Ceylon at present.

Bakeries in Ceylon consist of a few reasonably modern establishments of limited capacity, and a considerable number of others which are designed and operated on primitive lines. A large quantity of the flour imported into this country is not used for baking bread but is made up into other foodstuffs such as string hoppers (resembling macaroni), rotti (resembling pancakes), and a variety of other foods of peculiarly local types. These are cooked in many different ways, according to local tastes and the facilities available.

The baking trade has become more familiar with Australian flour than any other type and produces an acceptable loaf. Some bakers have had difficulty in baking good bread from Canadian flour because they did not know its strength and absorptive characteristics. Demonstrations of proper baking techniques with Canadian flour have tended to correct this situation. The baking qualities of Canadian flour, however well recognized, cannot be expected to have much influence on its consumption as compared with softer flour because only a proportion of the total consumed is used for baking bread, rolls, etc.

Packing and Shipping

Canadian flour is normally required in 140 lb. jute bags because these are cheaper than the smaller cotton bags and suffer minimum loss from breakage and careless handling. Canadian flour shipments are generally delivered in good condition and, in comparison with flour from other sources, enjoy a good reputation on this account.

Shipment is usually arranged by the Food Ministry which is accustomed to purchase in cargo lots for its own chartered vessels. It is believed that this practice has meant large savings, as compared with purchases in smaller quantities for shipment at liner freight rates. Such a policy involves difficulties for flour mills which cannot in general supply full cargoes of a special grade at short notice, but co-operation between millers provides a satisfactory answer to this problem.

Representative Important

Despite the fact that the Government maintains a monopoly of flour purchases, it has been found desirable for Canadian mills to make representation arrangements. These may at times involve little more than contacts with the Food Ministry, the supply of samples for testing purposes, and similar small matters of immediate practical value. Mills interested in this territory should, nevertheless, appoint and retain agency connections with local commercial firms not only for present purposes, but also to ensure future business when the Government returns the trade to normal channels.

—PAUL SYKES

Canadian Government Trade Commissioner

Ireland

The Dressed Meat Trade

Remarkable growth in the dressed meat trade, aided by a new refrigerating system, is proving of real benefit to the Irish economy.

DUBLIN—A new refrigeration system evolved by the Irish Fresh Meat Exporters' Committee, Dublin, will make possible an all-year-round export trade in meat, chiefly to the United Kingdom. It is expected that the 4,636 long tons of frozen meat shipped to the United Kingdom between January and July of this year will be replaced by almost double that amount of new chilled meat within the next six months. And nearly 10 thousand long tons may be marked before 1953.

By the new method the meat is chilled in refrigeration depots, taken to the dockside in huge insulated containers, and put into the ship's special refrigerators by means of insulated trolleys carried on a conveyor belt. Unloading is carried out in the same way, and handling of the meat reduced to a minimum. Already two experimental lots of chilled beef of 25 long tons each have gone to New York, where they graded well.

New Factories Built

A new refrigeration factory, Refrigerifico Ltd., is being built to process the heavier shipments and when completed will employ 400 people the year round. A Cork firm, Messrs. Lunham Bros., whose bacon factory was lately re-equipped as a chilled and canned meat plant, recently sent its first shipment of 250 chilled beef quarters to the United Kingdom under the improved chilling system. Two shipments are to go each Monday and Friday and the first shipment of frozen boxed beef cuts to the United States will leave in the near future. This factory is absorbing about 1,000 head of cattle a week.

Another new dressed meat factory, operated by Irish Meat Packers Ltd., has been established at Barnhall, Leixlip, Co. Kildare, and is sending chilled beef to the United States Air Force in the U.K. This factory also specializes in the canning and processing of by-products. At present about 120 workers are employed and that number may rise to 150, when output will be almost doubled. Between 400 and 500 cattle are slaughtered each week and this number will probably increase to 800 before the end of the year. Four large refrigeration rooms, a 100-ton store, and a modern offal-processing plant will shortly be added. A regular supply of cattle is ensured because the 165 acres around the factory will make it possible to keep a substantial reserve of stock on grass. Stewed steak and canned tongues will be among the products when the factory is working at full capacity.

All this indicates how the Republic of Ireland is gradually switching over from uneconomic "on the hoof" exports to the trade in dressed and processed meat. The change began about two years ago with experimental shipments of frozen or chilled meat to the United States. Since then, the trade has developed rapidly and markets have been found in the United Kingdom and on the Continent. In 1951, exports of dressed meat are said to have reached \$10·6 million and in the first seven months of this year, \$8·5 million. During the twelve months ending June 1952, frozen meat was shipped as follows:

Country	Quantity	Value
United States	\$6·6 million
Spain	4·5 million lb.	\$1·3 million
Western Germany	994 thousand lb.	\$352 thousand
Netherlands	768 thousand lb.	\$217 thousand
Sweden	548 thousand lb.	\$126 thousand
Canada	493 thousand lb.	\$188 thousand

In the past few years, the export of fresh and chilled meat to the United Kingdom has increased considerably. For the twelve months ending June 1952, exports of fresh and chilled beef to Great Britain reached 20·6 million lb. valued at about \$4·2 million. Frozen beef exports amounted to nearly 2 million lb. valued at \$765 thousand. Fresh and chilled lamb exports to the U.K. amounted to 2·5 million lb. (\$676 thousand); fresh and chilled mutton to 20 thousand lb. (\$5,500).

Fresh and chilled beef is now being consigned to the Continent. The following are the approximate figures for the period January to June, 1952:

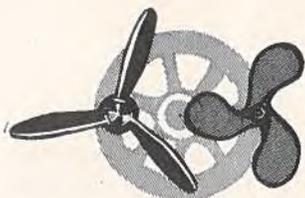
Country	Quantity (pounds)	Value
France	855,000	\$233,000
Netherlands	211,000	\$ 56,000
Italy	69,000	\$ 15,500
Switzerland	29,000	\$ 11,000

This growth in the processed meat trade has had a beneficial effect on employment in the Republic of Ireland. Additional labour is also needed for slaughtering, processing the offal, sausage-making, the production of leather, glandular extracts and blood and bonemeal. Existing plants in the Republic of Ireland, it is estimated, can handle 200 thousand cattle a year.

The expansion of the dressed meat trade reduces the cattle industry's dependence on the United Kingdom, because under the 1948 Anglo-Irish Trade Agreement the Republic is bound to send 90 per cent of her exports of live cattle to the United Kingdom. This agreement will probably be revised in the near future and officials are already conducting preliminary talks. A reduction of this quota would give Ireland a better trading position. Under the agreement, the United Kingdom was bound to accept imports of carcass beef at the rate of not more than 200 tons per week, with an annual limit of 4,000 tons. This situation is also likely to be reviewed because of the remarkable growth in the Republic's dressed meat trade.

—GEORGE SHERA

Acting Commercial Secretary for Canada



TRANSPORTATION NOTES

CANADA

New West African Service—Kerr Steamships Limited have inaugurated a new steamship service to Las Palmas/Tenerife, Freetown, Matadi, Loanda and Lobito in West Africa. On September 9 the M.S. *Thor I* sailed for Matadi.

This company, general agents for the Christensen Canadian South African Line, inaugurated experimental sailings to this range in 1950 but were unable to continue the service because of a lack of sufficient tonnage. New ships coming on berth for the Norwegian ship owners, Thor Dahls A/S, have made possible the transfer of the *Thor I* from the Pacific Islands Transport Line to the new West Africa service. Further sailings to West African ports will be scheduled.

INDIA

Build Seven Diesel Ships—Orders for seven diesel ships have been placed by Indian shipowners with Hindustan Shipyard Ltd. Five of 7,000 tons deadweight will be used for the coastal services of the Scindia Company. Two 8,000-tonners, fitted with radar, gyro-compass and echo-sounding equipment, will be run by the Eastern Shipping Corporation on its far eastern routes. The diesel propelling machinery has been ordered from the German engineering firm of M.A.N. These ships, on which work is expected to start next year, will be designed according to the Maierform method which provides for finer hull lines and lower fuel consumption. It is hoped to launch four ships by the end of 1953 and three in 1954. Arrangements have been made to send 25 senior marine engineers to the M.A.N. Works in Augsburg, Germany, for training in diesel engineering—Bombay, September 15.

IRELAND

New Ships—The first of three new colliers was delivered to an Irish shipping company recently, having been launched at Goole, Yorkshire. She is the *Irish Heather*, a diesel vessel of about 1,050 tons with a service speed of 11 knots.

Delivery of another ship of about 9,000 tons, with refrigerated space for transporting chilled and frozen beef to Europe, the United States and Canada, is expected late in 1953. Three ships are on order for 1954. One of these will be the company's first tanker and a five-year contract has been concluded with an oil company for trade between Irish, British and Continental ports.

When the present orders are completed, the shipping company will have a fleet of 18 ships totalling about 150 thousand tons—Dublin, September 24.

NORWAY

Merchant Fleet—On January 1, 1952, the Norwegian merchant fleet consisted of 2,169 ships totalling 5,787,000 gross tons, of which 343 vessels aggregating 2,839,000 tons were tankers. During the first half of the year there was a net increase of almost 250,000 tons, and by June 30 the total tonnage was about 6,000,000 tons. Another 2,600,000 tons is in course of construction or has been ordered for Norwegian account, including 627,000 tons from Norwegian yards—Oslo, September 10.

Freight Earnings—The net freight earnings of the merchant fleet in 1951 amounted to about 2,000 million kroner, and the estimate for 1952 is 2,400 million kroner. During the first quarter the net freight earnings totalled approximately 595 million kroner and reached approximately the original estimate, despite severe drop in freight rates during the first half of the year—Oslo, September 10.

PAKISTAN

New Diesel Locomotives in Service—Delivery has been completed on an order for 23 broad-gauge diesel electric locomotives placed by the Pakistan State Railways with the American Locomotive Company in 1950. These locomotives, which cost approximately \$6 million, are now serving on the North Western Railway in West Pakistan. The American Locomotive Company is training Pakistani officers and staff to operate and maintain the locomotives. Fifteen officers have already been trained in the United States. The North Western Railway workshop in West Pakistan will be equipped to undertake repair and maintenance—Karachi, September 17.

TURKEY

Highway Improvement—According to a press report on the Turco-Greek Agreement recently signed in Ankara, construction of a 730-metre bridge across the Maritza River between Feredjik on the Greek side and Ipsala on the Turkish side will be completed within a year. The location of the bridge will be on the old Ignatious road leading from Istanbul to Salonica and the work will be undertaken under the sponsorship of the Joint Greco-Turkish Flood Control and Irrigation Scheme and the Mutual Security Agency. The improvement of this river crossing, together with planned improvements on a stretch of road on the Greek side, will greatly facilitate motor travel between Salonica and Istanbul. It will also eliminate one of the worst sections of the present road between London and Aleppo, which forms part of the international road approved in Geneva on September 16, 1950, to link London and Calcutta—Istanbul, September 10.

South Africa

The Textile Industry

JOHANNESBURG—Over thirty factories are turning out textiles and textile products in South Africa, according to a report by the Board of Trade and Industries. This is a striking fact because, for the most part, the industry dates back only to 1946 and is a comparative newcomer in the nation's industrialization. Operations before 1946 were confined to the manufacture of blankets and, to a lesser extent, knitted articles.

This late development is generally believed to be the result of the depressed state of the world textile trade during the period between the two wars. From the beginning of the war the situation changed rapidly. Demand for piece goods, mainly for war purposes, plus the need to establish factories in relatively safe areas, suggested an idea. This was to use native labour to bring costs in line with those in countries with low-cost production, and to provide modest tariff protection. In this way, a profitable industry could be built up. However, with the exception of blankets and certain hosiery goods, tariff duties on textiles generally were low and it was the policy to use white labour. In the face of outside competition these two factors prevented any appreciable development.

Overseas Capital

At the time of the investigation by the Board of Trade in 1950, approximately £12·5 million had been invested in the thirty new factories established since 1945. Over half of this amount came from overseas. Certainly, the total investment today is appreciably more. Most of the larger factories are subsidiaries of or associated with long-established firms in England, France and Italy. Their machinery, mainly installed since the war, is on the whole modern and efficient.

Today only a fraction of South Africa's normal requirements of textiles is supplied by local production. Estimated output, based on standard machinery capacity and on the assumption that three shifts will be worked, shows that only a small proportion of the textiles required other than worsted spinning and weaving, and rayon knitting, can be manufactured.

Cottons

Eight factories were producing cotton textiles by the end of 1950, (not including blankets and kaffir sheeting). Of these, one is purely a spinning mill, four are fully integrated to spin, finish and weave, and three are weaving mills only. The range of cloths produced is limited to bleached and unbleached calicos, drills and twills, ducks and canvas, tire cord fabrics, towelling and surgical gauze. Therefore, the industry must expand considerably before it can even begin to supply an important part of the cotton fabrics required.

Taking into account the development plans of the companies in existence in 1950 and the new ones that have entered the field since, the weaving and spinning capacity of the Union's cotton industry is estimated to be capable of producing approximately one-third of the cloth requirements of 200 million yards a year.

Worsted

The Union has nine worsted plants, most of them opened in 1950. Three are solely commission firms. One is a spinning plant only, and one a weaving plant using high quality imported yarns. The other four are fully equipped to comb, spin, weave and finish. Most of them use modern equipment.

Production figures for worsteds are not available because most of the plants have been operating only a short time. However, calculations based on planned production show that the industry has the capacity to produce about 3½ million yards of worsted cloth and over four million pounds of handknitting and hosiery yarns a year. This potential production of worsted cloth, it is believed, will provide nearly three-quarters of the Union's present needs. Production of yarns will satisfy the bulk of the demand for a year or so.

Woollens

Today, only one factory is solely concerned with the production of woollen and woollen mixture cloths. Two worsted mills have recently added woollen sections. No statistics of output or plant equipment are available but it is clear that the capacity to produce is only a small fraction of the yearly demand, placed at over nine million yards of cloth.

Rayon Spinning and Weaving

Rayon yarn is not produced in the Union although, on the basis of the yarn equivalent of the rayon goods imported, the establishment of a spinning plant is being seriously considered. On the weaving side, there is only one factory with an output of about 1 per cent of the country's requirements.

Hosiery

The hosiery market in South Africa is small and the industry does not specialize like those in most other countries. Its several divisions include full-fashioned hosiery, seamless hosiery, socks and stockings (other than full-fashioned and seamless outerwear), underwear, gloves and knitted fabric. The underwear section is the best developed and produces the great bulk of the country's requirements, particularly in the cheaper lines. With the exception of full-fashioned hosiery, the other sections of the industry are mainly connected with garment factories.

A plant to produce full-fashioned nylon hosiery has been in operation since 1950; its output is from stockings imported in the gray. It has recently completed another factory which uses imported nylon yarn. In the near future both plants will be producing an appreciable but still minor proportion of the Union's requirements of nylon stockings which is put at about 450 thousand dozen pairs a year.

Before the war South Africa was one of India's important outlets for jute and jute products. However, the Indian embargo forced the development of a local industry. There are now two factories which produce all the wool packs required in the country, as well as a proportion of the grain bags. Additional supplies of grain bags, sugar, fruit and vegetable bags, valued at over £6 million a year, are still imported. The return of normal trading with India would ruin the local industry, it is believed, unless tariff protection was provided.

Carpets

The Union's one carpet factory was established in 1948 and has confined its production to Axminster and Wilton type carpets which constitute the bulk of the demand. Production covers a considerable part of the country's requirements. Only one shift is operated at present. Two shifts will be introduced if competition from overseas suppliers makes such a step necessary.

Other Fabrics, Felts

Of the five concerns producing elastic and braid, four have been in operation for only two years. Estimated value of total output at today's prices is £120 thousand, or about one-quarter of the Union's annual requirements. Further development is under way in this industry.

Four manufacturers are producing sufficient quantities of felt to meet the demand except in certain specialty lines. One produces only wool felts and one only needle felts. The other two produce both. All four factories are not normally in full operation because their capacity is too great for the local market and the inadequate export market.

Dyeing and Finishing

Apart from laundries and dry cleaners who do a certain amount of dyeing and finishing, there is only one firm which specializes in this work in South Africa, although several companies are being planned. The Board of Trade believes the opportunities for them are good.

—BLAIR BIRKETT

Canadian Government Trade Commissioner

Data for Exporters

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

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

Philippines

The Sugar Story

The sugar industry is rallying from its wartime low. The U.S. is still the only foreign customer, but next year the Philippines may be able to supply other export markets.

MANILA—The Philippine sugar industry is gradually approaching its prewar output of over one million short tons a year and regaining its position as one of the country's leading industries. During the war, 26 out of the 42 mills were completely destroyed and 13 severely damaged and it has taken time for the industry to recover. Today 28 sugar mills are in operation and their production for the crop year ending September 30, 1952, is estimated at 1.1 million short tons.

Just before the war, production averaged 1,120,311 short tons per year. During the war, practically all activity ceased. For the 1945-46 crop year production amounted to 12,913 short tons; by the 1948-49 season, it had reached 729,537 short tons. In 1949-50, output dropped to 650,459 short tons; went up to 897,116 short tons in the 1950-51 crop year.

Domestic Consumption

The domestic market absorbs only a small proportion of the total production of sugar in the Philippines, and the larger part is exported. Before the war consumption averaged 162,067 short tons; in 1940 it reached 198,450 short tons. Not until the 1947-48 crop year were sufficient quantities again produced to meet the local demand and leave some for export. It is estimated that domestic requirements average over 200 thousand short tons a year.

For the present crop year, the quota for domestic consumption has been raised from 230 thousand to 279,505 short tons. As a result, the price of domestic sugar is lower than the price of export sugar for the first time since the war. The Sugar Quota Administration, in an effort to keep the price of domestic sugar below that of export sugar, has set the domestic quota for the 1952-53 crop year at 300 thousand short tons, which should be more than enough to meet local requirements.

Principal Markets

The United States has always been the principal market for Philippine sugar and before the war took about 1,008,875 short tons a year. Following the war and under the terms of the Philippine Trade Act of 1946, the United States provided a duty-free import quota of 952 thousand short tons of Philippine sugar. The Philippines were not to export sugar to any other foreign country until this quota was filled. Exports to the U.S. were resumed during the 1947-48 crop year but have not yet reached the



Bringing sugar cane to the mill for processing.

established quota. In fact, only during the last two crop years have exports to the United States come anywhere near the quota. For the 1950-51 crop year, they totalled approximately 700 thousand short tons. For the present crop year, exports have reached 755,618 short tons and by September 30, 1952 (the close of the year), they may touch 775 thousand short tons—still 177 thousand short tons below the export quota. Earlier this year the Philippines were about to offer 40 thousand tons for export to various markets in the Far East, but the Government decided against it.

Record Crop Forecast

According to a recent crop survey by the Philippine Sugar Administration, barring damage by typhoons or drought, the production of sugar by the regular planters for the 1952-53 crop year should reach about 1.3 million short tons. In addition, production by emergency planters may come close to 66,500 short tons.

If the estimates prove correct, it will be the first time since liberation that the sugar output of the Philippines has exceeded both domestic and export requirements. After providing the 300 thousand short tons for local needs and the 952 thousand short tons for export to the United States, there should be 75 thousand short tons over, which may be exported to other countries. In fact, the industry is looking forward to the time when it will have supplies available for such potential markets as Japan, Pakistan, India, China and Burma.

—W. D. WALLACE

Acting Consul General and Trade Commissioner



COMMODITY NOTES

AUSTRALIA

Uranium—Two new discoveries of uranium have been made in Australia, one in the Northern Territory and the other in South Australia. The Northern Territory find is about 190 miles south of Darwin. The ore occurs in lode form more than 200 ft. in length, and gives excellent geiger counter readings. In South Australia two American geologists have found a promising radio-active mineral field about 380 miles north of Adelaide—Sydney, September 4.

BRAZIL

Automobiles—An average of 2,500 cars per month have been entering the country through the port of Rio de Janeiro from December, 1951, to July, 1952. The bulk of these car imports are European, predominately English—Rio de Janeiro, September 10.

COLOMBIA

Auto Parts—The first modern plant for the manufacture of auto parts is being constructed in Medellin, Colombia's second city. These parts will be made for only certain makes, such as Ford, Chevrolet, Fargo and International. They will include bearings, axles, magnetos and spark plugs. Machinery to manufacture batteries has also been ordered. The owner claims to have 800 tons of steel on hand, enough for the first months of production. Furthermore he has bought up 60 old tramcars which he is going to have melted down. If this venture is successful, plans are to enlarge the plant and make automobiles—Bogotá, Sept. 10.

DENMARK

Bacon—Negotiations were concluded on August 27 between the British Ministry of Food and Danish Export Slaughteries Sales Association on a new Anglo-Danish bacon contract to replace the four-year agreement which terminated September 27, 1952. The new contract, which will be operative until October 2, 1954, obliges the U.K. to accept a minimum of 90 per cent of Denmark's bacon export surplus. During the first year of the contract the f.o.b. price will be 252/6 per cwt. (112 lb.), or about Can.\$30.50 per 100 lbs. In the second year the price may be increased or reduced to a maximum of 10 per cent by mutual agreement of the contracting parties.

The new price represents a drop of nearly 4 per cent below the former bacon price of 262/5 per cwt. for the first 110 thousand metric tons shipped. If account is taken of supplies delivered beyond this amount at 300/- per cwt., the average price for exports under the old contract was 275/- per cwt. (over 33 cents Canadian per lb.) or about 8 per cent higher than the new contract price. However, the 1951-52 agreement price was about 17 per cent higher than the previous year's and Danish agricultural circles apparently had not expected to maintain this level.

A fresh aspect of the new agreement is the reservation by the Ministry of Food of the right to delegate its duties to private trade, although it has guaranteed fulfilment of the contract—The Hague, September 15.

GREECE

Galvanized Steel Sheets—Two plants were scheduled to begin, for the first time in Greece, production of galvanized steel sheets. Their annual production is expected to reach 12 thousand metric tons, taking care of local requirements of galvanized sheets which previously were covered by imports. One of these two plants is the Sheet Steel and Tinplate Company Limited of Greece, and the other one is a new plant, "Pyrogalvanistiria", both located in the Athens area—Athens, September 10.

ISRAEL

Shoe Soles—Because of the leather shortage, accentuated by the curtailment of sole leather imports through lack of foreign exchange, the Hamegaper rubber goods factory in Haifa is to manufacture 160 thousand pairs of shoes. It will use the process of a United States firm for the soles which will be of three layers, rubber, sponge and cork. This will mean substantial savings in foreign currency as the cost of the soles will constitute about 12 per cent of the total cost of the shoes. Leather soles normally account for 40-50 per cent. Also, all waste rubber can be reprocessed—Athens, September 5.

JAPAN

Fruit—Bumper fruit crops in 1952 have been forecast by the Ministry of Agriculture and Forestry. Grapes and chestnuts are expected to be 20 per cent above the 1951 crop and apples and oranges 50 per cent. The increased yield is attributed to favourable weather and to the fact that the area under fruit cultivation has been increased by 20 per cent over the previous year—Tokyo, September 3.

TURKEY

Cereals—Following a decision of the Council of Ministers, the Ministry of Commerce and Economy has issued a communique setting the following prices for sales to the Soil Products Office: wheat, 30 kurus a kilo; rye, 21 kurus; white barley, 19 kurus; oats, 19 kurus. All prices represent increases of between one and two kurus a kilo. In the case of wheat, last year's price being 28·8 kurus to the farmer, this year's price for wheat represents U.S.\$2.92 per bushel of 60 lb.—Istanbul, September 3.

Netherlands Antilles: Potential Markets

CARACAS—The Netherlands Antilles comprise two groups of three small islands in the Caribbean Sea. The first, known as the "ABC" group, is situated some 40 miles off the Venezuelan coast and consists of Aruba (population 40,000), Bonaire (5,000), and Curaçao (100,000). The second group, located some 600 miles to the northeast, has a total population of only 4,000 and is of little commercial importance.

Curaçao and Aruba became economic assets because over 25 years ago, they were selected as refinery sites for part of the Venezuelan oil production nearby. Today tankers transport over 500 thousand barrels of crude a day to the deep-water harbours of Curaçao and Aruba for refining and reshipment to oil markets throughout the world. No oil is produced in the Netherlands Antilles but the increasing refining capacity developed to handle the rising Venezuelan oil production has brought prosperity to these islands, particularly during the last few years.

Agriculture is almost non-existent in the "ABC" islands because of the barren and rocky soil and shortage of water. There are few local industries, and accordingly the population of 160 thousand must depend almost entirely upon imports for most consumer goods and practically all foodstuffs. On the whole, the standard of living is high.

Curaçao and Aruba have ample hard currency as a result of exports of refined petroleum products to dollar countries. The tourist trade and transfer shipping tolls add to the dollar income, which is sufficient for the islands to operate without import restrictions. All this makes competition among foreign suppliers for a share of the market extremely keen and sight draft selling terms have become the usual practice. The United States, Great Britain and The Netherlands, respectively, are the dominant suppliers.

Canada's Share

During each of the past five years, the Netherlands Antilles has purchased approximately two million dollars worth of merchandise from Canada. The principal commodities bought were wheat flour, evaporated milk, rubber tires, canned salmon and sardines, lumber, newsprint, pharmaceutical products, canned meats and pickled pork. Automobile accessories, builders' hardware, codfish, liquor and paper products were also in demand.

On the other hand, Canada has been importing more than \$9 million worth of refined petroleum products from the Netherlands Antilles, leaving an unfavourable trade balance of almost \$7 million a year.

This trade gap might be lessened by a greater sales effort. Apart from crude oil transactions, total imports into the Netherlands Antilles are averaging \$85 million a year, of which Canadian firms are obtaining only about 2.5 per cent. Passengers from cruise ships and crews from freighters come ashore to do some shopping there because low import duties and government control of profits permit attractive retail prices. Shoes, shirts, purses, suits, dresses, yard goods, drugs, cosmetics and perfumes are favourite purchases by visiting shoppers.

Merchants order their requirements through local commission agents who require quality products from their principals at a price competitive with American and European quotations. Because industry is confined to petroleum refining and light mining operations, industrial machinery and equipment is not in great demand.

Personal Visits

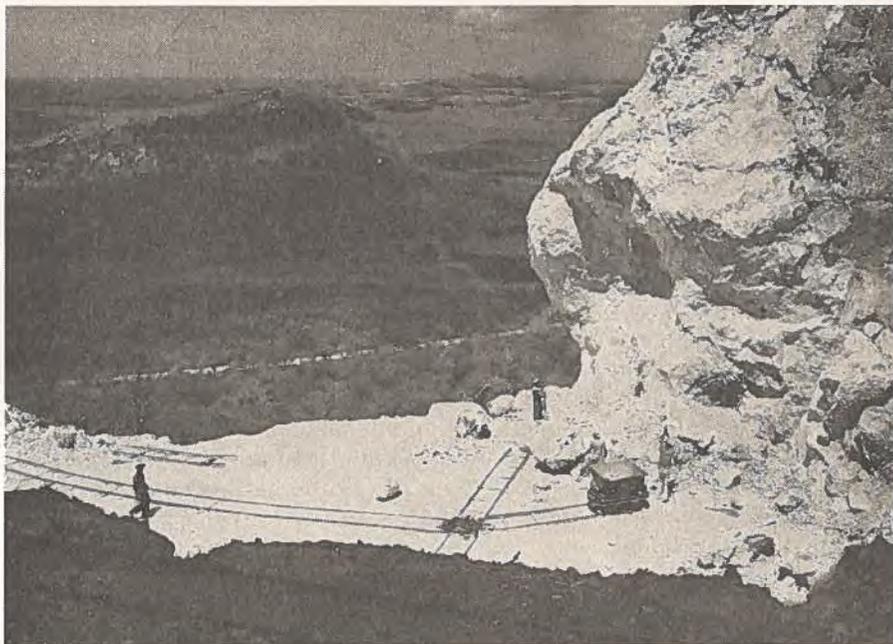
An occasional trip to this territory by exporters would assist in increasing purchases from Canada. There are no complications to business and co-operation with the appointed representative by attending to small initial orders will result in a regular and satisfactory volume of business.

There are good air and sea services between North America and Curaçao and travellers frequently stop off en route to Latin American countries. A stay of even one or two days could result in profitable business because local importers appreciate personal contacts. Curaçao and Aruba now tend to be commercially independent and most exporters appoint a separate agent for each island. Orders are solicited on a commission basis for direct import by individual purchasers, as there are few wholesalers. Practically all merchants and traders speak English and they show their appreciation of a business trip with a warm display of hospitality.

For those who cannot cultivate this market personally, the Canadian Government Trade Commissioner in Caracas, whose territory includes the Netherlands Antilles, can supply, upon request market information and a list of suitable agents.

—F. B. CLARK

*Vice-Consul of Canada and
Assistant Trade Commissioner*



—Netherlands West Indies Tourist Committee.

Phosphate of lime is one of the Curaçao's main exports, following oil products. This quarry is on the top of Table Mountain.

Stockpiling in the U.S.

WASHINGTON—The United States diverted or withdrew from stockpile during the first six months of this year substantial quantities of cobalt, copper, fluorspar, nickel, tungsten and zinc, according to the Munitions Board Report on Stockpiling just published. These materials—total value \$149 million—were diverted because of the continued scarcity of certain strategic materials.

However, the rate of diversion declined sharply towards the end of the period, indicating that such commodities as copper and zinc are becoming more readily available through normal commercial channels. Withdrawals from the stockpile are governed by Presidential Order. From January to June 1952, withdrawals totalled \$51 million, compared with approximately \$40 million during the preceding six months. Despite these diversions and withdrawals, strategic materials to the value of \$480 million were added to the stockpile, compared with \$357 million during the six months' period ending December 31, 1951.

During the first six months of 1952, \$607 million was obligated for materials against new contracts. At the same time, however, contracts to the value of \$282 million were cancelled. The resulting net obligations of \$325 million for materials were some \$246 million less than the \$571 million obligated during the last half of 1951. The Munitions Board Report states that obligations will continue to decrease because 29 out of 74 stockpile items have been completely or almost completely procured.

Deliveries Improving

Deliveries of certain materials which represent about two-thirds of the materials on the active procurement list exceed expectations during the period, but metals and minerals as a group were unsatisfactory mainly because of heavy demands for defence and essential civilian uses. Increasing deliveries towards the close of the period indicated a general easing of the supply picture for tungsten, lead, zinc, antimony and cadmium. Further improvement of deliveries to stockpile are expected during the rest of 1952.

Stockpile procurement and the administration of strategic and critical materials for the stockpile are the responsibility of the General Services Administration centralized through the Emergency Procurement Service. Procurement is carried out in accordance with directives issued by the Munitions Board setting forth materials and the amounts to be purchased.

Public Law 520 of the 79th Congress made available a total of \$5 billion for stockpile procurement and maintenance by Congress up to the end of June 1952. At that time the stockpile inventory of strategic and critical materials was valued at \$3.6 billion on the basis of current prices. Under existing contracts an additional \$1.9 billion worth of materials was scheduled for future delivery. The total of \$5.5 billion worth of materials on hand and on order compares with total stockpile objectives valued at \$7.7 billion on the basis of present market prices.

—JOHN H. ENGLISH

Commercial Counsellor for Canada



GENERAL NOTES

BELGIAN CONGO

Plan Synthetic Petroleum Industry—A Belgian group, including the well-known Union Chimique Belge, the Union Miniere du Haut-Katanga, the Geomines and the Comite Special du Katanga, is planning to start an important synthetic petroleum industry in the Congo. It would supply petrol to the Air Defence of Central Africa and to mining industries of strategical importance. The newly-discovered coal mines of Lukuga, near Albertville, would be used. A yearly production of over 100 thousand tons of products such as petrol, kerosene, and asphalt is estimated—Leopoldville, September 5.

CHILE

Fish Flour and Fish Oil Project—Chilean authorities are considering the proposal of a German corporation to establish a factory which would produce 3,000 tons of fish flour and 800 to 900 tons of fish oil annually. The new industry would have a capital equivalent of Ch.\$16 million in cash and the value of imported machinery. A number of factories are already producing these commodities, but their total production of about 5,000 tons is not sufficient for domestic consumption—Santiago, July 16.

FRANCE

Foreign Trade Tax—A general levy of 4 per cent on all import or export transactions has been instituted. The proceeds of this tax will be used to pay for retirement pensions for French agricultural labourers—Paris, September 21.

IRELAND

Wallboard from Peat Moss—Irish peat moss may become a valuable raw material for the production of a fibre insulating board which would provide a cheap substitute for imported soft wallboard, and for which there should be a natural export market. This is the view of Swedish technicians who will come to Ireland to examine the suitability of Irish peat moss for production of this unique fibre insulating board, at present in great demand in Sweden both for home and export markets.

If the requisite long-fibred peat moss is found and industrialists and builders are sufficiently interested, plans will be made for a factory requiring an initial capital of about £150 thousand. The machinery is constructed in Germany and Sweden, and the production cost of the peat fibre slab in Sweden at present is around 10d. a sq. yd.

Peat moss grows rapidly and the supply of raw material would be practically endless. The finished product would be invaluable in the building industry and the export possibilities could also be good—Dublin, September 8.

ITALY

Trade Balance—The Central Institute of Statistics announced that in the first seven months of 1952 Italian imports reached 865·6 billion lire, an increase of 9·5 per cent as compared with the same period in 1951. Exports amounted to 509·9 billion, a decrease of 12·4 per cent. During this period the excess of imports over exports was 355·7 billion, an increase of 70·9 per cent as compared with that in the first seven months of the previous year—Rome, September 20.

JAMAICA

Gas Works to Close—The Kingston municipal authority has decided to close down, at the end of 1952, the city's (coal) gas works which have been in operation since 1877 and are now obsolete and unremunerative. As a street illuminant, gas has long since been superseded by electricity. In recent years both electricity and propane have come more and more into favour with householders who can afford them for cooking, a cleaner, and a more convenient fuel than wood or kerosene. Canadian gas stoves used to be on this market, the municipal authority being the chief importer—Kingston, September 20.

JAPAN

Increase Fertilizer Output—Tentative plans drafted by the Agriculture and Forestry Ministry fix the production of chemical fertilizers at 2,359,190 metric tons in the period August 1, 1952-July 31, 1953. This is an increase of 122,044 tons over the previous year. Chemical fertilizer exports have been set at 200 thousand tons over the next twelve months—Tokyo, September 10.

PHILIPPINES

New Export Control Law—The President of the Philippines issued an executive order on August 20 implementing the new Export Control Law, approved August 14, 1952. The new order re-establishes the same rules and regulations of the old Export Control Law governing export and re-export of critical and strategic materials until December 31, 1954. The commodities are classified under three categories. Under Class A the following are banned from export: arms, ammunition, strategic metals, rubber, machinery, oils and gas, some medicines and other materials vital to Philippine security. Under Class B are listed goods that can be exported without the necessity of an export licence, provided the export control committee is informed of the quantity, nature and destination of the export. In this class are wine, sugar, lumber and agricultural products. Under Class C are listed such items as fruits, fish, abaca, copra, and coconut products, products that can be exported if duly approved by the export control committee—Manila, September 15.

TRADE AND TARIFF REGULATIONS

BERMUDA

Ham Imports Allowed—The Bermuda Supplies Commission announced on September 17 that imports of smoked regular and picnic hams will be allowed from dollar sources when present stocks are depleted.

CEYLON

Import Duties Raised—The Government of Ceylon announced in the official Gazette of September 19 the imposition of an import duty, in addition to the import duty already payable, of ten per cent of the duty. The effect of the ordinance is to enlarge by some 120 items the schedule of goods now subject to a surtax of 10 per cent of the duty. The commodities affected by the tariff amendment include:

Beer, ale and porter and all other malt liquors, gin; rum; liqueurs and cordials; and other sweetened and mixed spirits; denatured spirits; wines; cider; malt and hops; manufactured tobacco;

Unspecified aromatic chemicals and synthetic essential oils; natural essential oils; linseed oil; tallow and wax; varnishes; dyes and dyestuffs including hair dye; perfumery, cosmetics and toilet preparations and unspecified toilet requisites;

Canvas and other boots and shoes; artificial leather cloth; leather harness and saddlery; oil cloth and floor covering;

Unspecified cables, cordage, rope and twine; haberdashery and millinery; hosiery; carpets and floor rugs of wool and worsted or mixed material; broadstuffs of natural silk and unspecified silk manufactures; unspecified woollen and worsted manufactures;

Unspecified furniture and parts; unspecified manufactures of wood and timber;

Iron and steel safes; unspecified manufactures of iron and steel; refrigerators, domestic and others; brass bathroom fittings; cutlery;

Motor cars and station wagons and engines and chassis thereof; accumulators, batteries and parts for motor vehicles; dry battery cells;

Letter paper with printed or embossed headings, printed or embossed envelopes; pictures and prints; playing cards; unspecified paper and cardboard manufactures;

Gramophones, phonographs and radiograms, parts and accessories and records therefor; unspecified musical instruments; golf and tennis balls; unspecified glass and manufactures; incandescent mantles; earthenware; unspecified manufactures of stone and stoneware;

Explosives; brooms; all kinds of brushes; firearms, including air rifles, guns and pistols; live dogs and horses—Colombo, September 20.

DOMINICAN REPUBLIC

Import Permits for Fertilizers—Imports of fertilizers of all kinds into the Dominican Republic are strictly prohibited except under permit. The permit is issued to the importer by the Department of State for Agriculture, Cattle and Colonization only after the fertilizer has passed laboratory tests in that Department—Havana, September 18.

ICELAND

Import Controls Tightened—Iceland has temporarily tightened its restrictions on imports from countries with which it has not concluded commodity exchange agreements, including Canada, according to an announcement made on August 28. The new restrictions are stated to be necessary because of a disappointingly low catch of herring, on which Iceland's foreign exchange earnings greatly depend, and by the country's inability to dispose of large quantities of frozen fish packed for the European market. Iceland is therefore attempting to purchase as many goods as possible in "clearing countries" in exchange for frozen fish.

Iceland's import and exchange control system includes a "free list" of goods exempt from import licence and a "conditional free list" of articles which may be imported freely with the proceeds for exports of certain fisheries products. All other goods require import licences. However, whether or not a licence is required, no goods may be imported unless the necessary foreign exchange has been allocated in advance.

In order to facilitate the redirection of trade towards "clearing countries", it has been decided to reduce to the utmost imports of goods subject to licence. Further, the release of foreign exchange has been temporarily restricted for a number of goods on the "free list", including such items of interest to Canada as oatmeal, barrel staves and tractors. The "conditional free list" remains unchanged but importers are urged to make their purchases in the "clearing" rather than any other countries. No change in the structure of the system has taken place.

Because imports from Canada were severely restricted before as a result of Iceland's dollar shortage, it is not expected that the new measure will greatly affect Canadian exports. However, if Iceland can obtain adequate supplies of traditional Canadian items from countries with which it has negotiated bilateral agreements, imports of these articles from Canada might be reduced temporarily—London, September 18.

SOUTH AFRICA

Import Quotas for '53—The Minister of Economic Affairs has announced that preliminary allocations for import permits in 1953 are to be generally on the same level as those for 1952.

The preliminary allocation for consumer goods is to be 30 per cent of 1948 imports.

However, insofar as the requirements of secondary industries for the balance of this year and for next year are concerned, the Minister stated it was doubtful whether it would be possible to fully meet the raw materials demand of all industries unless there is a considerable decline in overseas prices. The more essential industries will receive priority and every effort will be made to supply their full requirements.

The Minister also announced that importers of machinery will be permitted to convert their quota for new machinery into a quota for

imports of spare parts at the ratio of £2 for £1, that is, £1 for machinery can be converted into £2 for the import of spare parts—Johannesburg, September 20.

UNITED STATES

Import Controls on Cheese, Dairy Products—The United States Department of Agriculture today announced details of the import controls program on cheese and dairy products for the four-month period beginning November 1.

Controls are being removed on several varieties of European cheese and quotas are being increased on certain other European cheese.

The current annual quotas of 40 million pounds for casein, 8·5 million pounds for cheddar cheese, and 3 million pounds for Blue Mold cheese remained unchanged. However, 15 per cent additional imports will be permitted for each of these products, and the additional 15 per cent of the annual quota will be included in the new authorizations for the coming four-month period which are now to be transmitted to eligible importers. The distribution which is now being made for this second quota period totals 19·33 million pounds for casein as compared with 13·33 million pounds distributed during the first period; 4·1 million pounds for cheddar cheese as compared with 2·8 million pounds during the first period; 1·45 million pounds for Blue Mold cheese as compared with one million pounds; and a proportionate increase for varieties containing or processed in whole or in part from cheddar, Blue Mold, Edam and Gouda. New authorizations are being transmitted to eligible importers who have already furnished their import history to the Department of Agriculture. Imports may be made against such authorizations immediately upon receipt or against balances remaining on initial authorizations.

The Department also announced that import prohibitions currently in effect on butter, butter oil, flaxseed, linseed oil, malted milk and compounds or mixtures of or substitutes for milk and cream, non-fat dried milk solids, peanuts, peanut oil, and rice are continued without change.

The Department stated further that before deciding on the new quotas, careful consideration was given to the need for adding new commodities to the control lists, particularly dried whole milk and dried buttermilk. Although it has been determined that no new commodities will be placed under import control at this time, the Secretary of Agriculture will continue to review the situation affecting products covered by Section 104, and will make further revisions as they become necessary—Washington, September 23.

WESTERN GERMANY

Additional Dollar Imports—Western Germany published an order dated July 31, 1952, covering a revised list of goods which may be imported from the dollar area under the dollar export scheme. This scheme, which was originally announced on March 27, 1952, is designed to promote German exports to the dollar markets by permitting the use of 40 per cent of gross dollar export and related earnings for

the importation of certain goods from the dollar area. The revised list enlarges the number of commodities which may be imported under this scheme.

The new order, it is stated, is intended to simplify the administrative procedure for the export bonus scheme by providing for the granting of import approval by the Foreign Trade Banks, without reference to the authorities, on a substantial group of commodities. Nevertheless, the majority of articles under the scheme are still subject to Government approval.

Among the items added to the list, the following may be of interest to Canada. An asterisk placed against an item means that it remains subject to official approval: raw bristles and hair; industrial tallow*; asbestos in pieces, fibres and scrap*; nickel and uranium ores*; zinc slag*; certain chemicals; certain synthetic resins; crude synthetic rubber*; hides and skins*; rags for the manufacture of polishing material; domestic electric washing machines*; parts and accessories of motor cars and tractors*; and certain industrial fish oils, also refined*.

Exporters may obtain information about individual goods on the revised list from the Foreign Tariffs Division, Department of Trade and Commerce, Ottawa—Bonn, September 19.

A notice regarding the West German dollar export bonus system appeared in Foreign Trade of May 17, 1952, page 618—Editor.



TRADE COMMISSIONERS ON TOUR

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

F. W. Fraser, formerly Commercial Counsellor for Canada in Melbourne, will complete his Canadian tour in Montreal and vicinity from Oct. 6-16.

Mr. Fraser will become Commercial Counsellor in Stockholm at the end of the year.

Businessmen may get in touch with this officer through the Board of Trade office in Montreal.

Foreign Trade Service Abroad

† Indicates a change since previous publication.

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

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
Argentina Paraguay, Uruguay	C. S. Bissett, Commercial Counsellor W. B. McCullough, Agricultural Secretary	Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 33-8237 <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 33-8237
Australia (Capital Territory, New South Wales, Queensland, Northern Territory) Dependencies	C. M. Croft, Commercial Counsellor for Canada	City Mutual Life Building, 60 Hunter Street, SYDNEY	<i>Mail:</i> P.O. Box 3952 G.P.O. <i>Cable:</i> CANADIAN <i>Tel.:</i> BW 9351
Australia (Victoria, South Australia, Western Australia, Tasmania)	R. W. Blake, Acting Commercial Secretary for Canada	83 William Street, MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> MU 4716
Australia	R. W. Blake, Agricultural Secretary for Canada	83 William Street, MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> MU 4716
Belgian Congo Angola, French Equatorial Africa	W. Gibson-Smith, Canadian Government Trade Commissioner	Forescom Building, LEOPOLDVILLE	<i>Mail:</i> Boite Postale 373 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2706
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United States Delaware, Maryland, Virginia, West Virginia	J. H. English, Commercial Counsellor	Canadian Embassy, 1746 Massachusetts Ave., N.W., WASHINGTON, 6, D.C.	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> DEcatur 1011
United States	Dr. W. C. Hopper, Agricultural Counsellor	Canadian Embassy, 1746 Massachusetts Ave., N.W., WASHINGTON, 6, D.C.	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> DEcatur 1011
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United States	M. B. Bursey, Consul of Canada and Trade Commissioner (Fisheries)	Canadian Consulate General, 620 Fifth Ave., NEW YORK CITY	<i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM <i>Tel.:</i> JUDson 6-2400
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Venezuela Colombia	Vice-Consul of Canada and Acting Agricultural Trade Commissioner	Canadian Consulate General, Edificio Pan American, Puente Urapal, CARACAS	<i>Mail:</i> Apartado 3306 <i>Cable:</i> CANADIAN <i>Tel.:</i> 55818



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