foreign trade

NOVEMBER 1, 1952

Business in the United States ...a Detroit report

What's Happening Down There?

Some of our readers may wonder why "Foreign Trade" publishes reports written by Canadian Trade Commissioners in the United States.

Hundreds of general magazines, trade journals, newspapers, booklets—painting in detail every aspect of the American business scene—come pouring across the border. In printing reports from the United States, these readers may think, "Foreign Trade" is working in an already overcrowded field.

The reports which we publish are written by Canadian officials who look at things through Canadian eyes—and with Canadian readers in mind. From the mass of material at their command and from their own observations, they select what will be of interest and value to businessmen back home. This material they tailor into a succinct, readable report.

One Montreal subscriber asked the question: "Why doesn't 'Foreign Trade' sometimes tell us how things are going in various regions of the United States? I'd like to see the picture occasionally from the angle of New Orleans, say, or Boston."

In planning the new FT system of reporting from the eight U.S. offices of the Trade Commissioner Service, we remembered this comment too. Every two months (sometimes less) we plan to publish a "business conditions" report from one of these offices. The writer will review briefly trends in the U.S. since the last report appeared; will then go on to discuss business in his particular territory. The report from Detroit, for example, appearing in this issue, naturally features the automotive industry.

Early in January we hope to publish a report headed New Orleans; in February, Los Angeles. And so, as the year goes on, "Foreign Trade" will draw for you the complete picture of what's happening down there.

—The Editor.

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COVER . . . These half-finished cars are moving down the body assembly lines in a Detroit automobile plant. For a report on the booming automotive industry, and on how it and other sectors of U.S. business are recovering from the mid-year steel strike, see page 2.

—Photo by Automobile Manufacturers' Association

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How Is Business Going?

. . . a report on trade and business trends across the border, as our Detroit office sees and interprets them.

DETROIT—In the past three months, United States business has been making a rapid recovery from the set-back it suffered during the steel strike. By mid-September, the steel mills were operating at better than rated capacity, and industrial output in general rose more than 10 per cent from July to August. The index of industrial production in September stood at 223, compared with the 1935-39 average of 100. Federal Reserve Bank reports and other authoritative sources reveal that most firms are at or approaching full production. In the months ahead, production and business generally should be well maintained by the efforts that will be made to recover the losses incurred during the steel strike, by further plant expansion, and by the seasonal upsurge in consumer buying.

Defence Spending

Defence expenditures in 1953 will total \$6·3 billion under earlier plans but will not produce the stimulus to business that was expected. This is partly because of the steel strike and the necessary cutting back of deliveries, and also because the big military demands for soft goods are tapering off.

Moreover, it has been discovered that, great though the defence expenditures may be, industrial techniques and output have so advanced that the entire defence program represents less than 15 per cent of the national output. Normal civilian business, therefore, still absorbs the major portion of total production and the Chicago Purchasing Agents' Association reported in August the largest backlog of unfilled orders in all lines since March 1951.

Business sentiment, thanks to these generally favourable conditions, is more cheerful than for many months. At the same time, it is affected temporarily by the national and state elections. It is also constantly overshadowed by the Korean War and the uncertain international scene, and by rising costs with accompanying fears of further inflation.

Personal income totals, which had been rising steadily throughout the year, dropped in July as a reflection of the lay-offs caused by the steel strike. In August, however, they more than recovered. Higher wage rates in many industries are expected to mean a stronger consumer demand than in the closing months of last year.

Industrial employment (i.e., excluding agriculture) has reached an all-time high of almost 47 million and average hourly earnings of factory workers stand at $1.66.

Sales and Prices

Retail sales have followed the upward trend usual in the autumn. Department store sales rose seasonally in August and September. Prices declined slightly during the year, reducing the total value for the first three quarters as compared with 1951, but the volume has been larger. Textiles have enjoyed better business and heavy inventories have been moving.

A recent statement from the Office of Price Stabilization, Washington, revealed that only some 43 per cent of the goods and services included in the average family budget are now under full price control. Ceilings have been entirely removed or suspended on 42 per cent of the budget items, with the other 15 per cent under partial control.

OPS also reported that the 42 per cent not under control included all fruits and vegetables, fresh and frozen fish, sugar, ice, eyeglasses and hospital charges. Controls have been suspended on home furnishings, practically all shoes, television sets, table model radios, cigars and hosiery. These suspended items are selling below ceiling prices, but OPS is prepared to re-establish controls if prices show a tendency to rise above reasonable levels.

Meat

Corn-belt farmers are taking a fairly optimistic view of beef market prospects. Drought in some range and pasture areas, and the lifting of the embargo on Mexican cattle imports, has increased the supply of feeder cattle. At the moment, feeder cattle prices are about $6.00 per hundred pounds below 1951. Prices on choice finished cattle are only $2.00-$3.00 down at the slaughterhouses. With large supplies of hay and grains and a good corn crop, it is expected that a larger number of animals than usual will move this autumn into midwest feeder lots, where they will be fed for from three to twelve months before proceeding to the packinghouses.

Although the supply of beef is expected to be good, high levels of employment and income will probably maintain consumer demand and keep prices at reasonably profitable levels, especially as the supply of pork is expected to be reduced at least until the middle of 1953.

Banking and Construction

Bank savings accounts have risen steadily during the year, a fact that has probably reduced sales, although saving has been offset somewhat by increased instalment buying.

Bank lending usually hits a peak in the autumn months and this year is no exception. In the industrial field, producers of food, liquor, tobacco, textiles, apparel, leather, metals and metal products are the heaviest bank borrowers, reflecting both seasonal gains and, in textiles and leather, a welcome recovery in demand.

Residential building increased slightly in the whole country as compared with 1951, but was considerably lower in many parts of the

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northern Midwest. In Detroit, for example, it was down 31 per cent and in Grand Rapids 59 per cent. In Indianapolis, on the other hand, residential construction was up 35 per cent, a reflection of the large volume of defence work in that area. It is expected that home building, especially in the $15,000-and-over class, will be stimulated by the suspension of credit controls at mid-September.

Automotive Highlights

Michigan industry and business are, of course, based upon the automotive industry, the complex ramifications of which determine prosperity and employment for millions of people throughout the northern Midwest and, indeed, in many other places far removed.

At the turn of the year, shortages of materials and the demands of the defence program produced uncertainty and forced adjustments that threw some 130 thousand out of employment—and there were gloomy predictions that this total would reach 200 thousand or more by June. Federal, state and civic authorities joined industry leaders to form committees to study the problem and discover means of restoring production and employment. Detroit and other Michigan centres were declared "distressed areas", and plans were made to divert large defence orders to Michigan to relieve the situation.

By March, the materials position had improved, essential metals were re-allocated by the National Production Administration, and car and truck production ceilings were raised. By September, the Detroit newspapers reported that "a critical manpower shortage was fast developing". Almost overnight, booming civilian and defence production had absorbed all available labour. A recent survey of the automotive industry revealed the need for an additional 20 to 30 thousand skilled, semi-skilled, and even unskilled workers. Total Michigan employment is expected soon to exceed even the 1943 peak of 2·4 million.

1952 Production and Sales

Passenger car production in the first nine months of 1952 totalled 3,038,966 units, as compared with 4,285,032 in the same period of 1951. Truck output in the same period was 843,134 units, compared with 1,126,708 in the first nine months of 1951. The reduced output in 1952 was partly the result of lowered NPA production schedules, but was mainly due to the shut-downs and interruptions caused by the mid-year steel strike. However, the industry is beginning to introduce overtime and second-shift operations to step up output during the remainder of the year, in anticipation of NPA production cut-backs for the first quarter of 1953. It is rumoured that, depending upon conditions, the cut-back may amount to 40 per cent. At present, only shortage of manpower is preventing record rates of production.

New car sales rose sharply in September, dealer stocks are 150 thousand units below normal, and the retail market is strong, with the prospect of becoming even stronger under the stimulus of powerful advertising and promotional drives.

New passenger car registrations in the United States for the first eight months of 1952 totalled 2,695,997 vehicles, compared with 3,639,341 in the same period of 1951. New truck registrations in the first eight months totalled 528,852, against 687,642 in the same months of 1951.

Automotive replacement parts are in good supply and domestic and export demands have improved in recent months.

Large-scale production of tanks, aircraft engines, and other military equipment by the automotive industry will soon be possible, as tooling-up operations near completion. The danger of obsolescence and the uncertainties of the international situation will probably be important factors in determining whether these plants will actually embark upon large-scale tank production or be kept at a stand-by level. These uncertainties are not expected to have the same influence upon the output of jet engines and other aircraft components.

Ohio Highlights

Business is good in Ohio, although the usual indices show an overall decline in the first nine months of 1952 as compared with last year. Home building and electric power were exceptions. Construction generally was seven per cent under the 1951 levels, which had witnessed multi-million dollar expansions in the steel industry. Steel production in the Cleveland area at the end of the third quarter was reduced by the eight-week strike to just over three million tons, or 14 per cent below production for the first nine months of 1951. However, the lost tonnage is being recovered as the new productive facilities added last year have made possible a 15 per cent increase in steelmaking capacity.

The machine tool, rubber, and other important manufacturing industries of the state are at peak levels of production to meet the strong civilian and defence demands. It was announced recently that the Atomic Energy Commission had chosen a large rubber manufacturing company in Akron to operate a new billion dollar plant, employing some 4,000 people, to produce isotope U-235.

—B.C. Butler
Consul of Canada and Trade Commissioner

PACKING NOTES

Last month, the United Nations International Children's Emergency Fund shipped some 1,610,000 pounds of dried skim milk powder from Canada to Brazil. Formerly, such shipments were dispatched in 200-pound barrels, with a total weight of 225 pounds. This time the milk powder went into 200-pound fibre drums, with tin bottoms and fibre tops—gross weight, 217 pounds. The result: a saving in rail and ocean charges on the 8,050 drums —and on the price of the containers.

TOUR OF TERRITORY

W. J. Millyard, Canadian Government Trade Commissioner in Bogotá, Colombia, will tour Ecuador from November 2-18. Businessmen interested in this country should write Mr. Millyard as soon as possible.

Burma

The New Central Bank

BOMBAY—Legislation which came into force on July 1, 1952, has changed the Burmese monetary system and has invested the Union Bank of Burma with functions appropriate to a central bank. Among the changes in the monetary system introduced by this Act were:

- Abolition of the 100 per cent sterling backing previously required for the issue of currency.
- Termination of the fixed statutory value in terms of sterling of the present Burmese standard unit of monetary value (the kyat, previously the Burma rupee).
- Transfer of the power to issue currency from the Burma Currency Board in London to the Union Bank in Rangoon.
- Placing the currency on a decimal basis. Annas and pies have been eliminated and the fractional part of the "kyat" is called "pya"; 100 "pya" equal one "kyat".

The new Act requires the Union Bank to maintain an international reserve equal to not less than 25 per cent of the currency in circulation and the demand deposit liabilities. The reserve is no longer restricted to sterling but can be in short-term assets in any foreign currency or gold. The termination of the statutory value of the Burmese monetary unit in terms of sterling aims at ending *only* the fixity of the relationship, not the rate itself. There is no intention at present to change the parity of the kyat in relation to sterling. One kyat equals one shilling and sixpence sterling, or about twenty cents Canadian. The Act gives authority for determining the future parity of the kyat jointly to the Government and the Union Bank, with recognition of Burma's responsibilities as a member of the International Monetary Fund.

The new Act gives the Union Bank much wider functions in the banking field—responsibilities consistent with its new position as a central bank. For the first time, the Union Bank is in a position to influence directly the cost and availability of credit and to enforce banking practices throughout the country. The provisions in the Act prescribing the compulsory maintenance of reserves by the commercial banks and the ranges within which they may be varied places in its hands an important instrument of credit control. Further, the Union Bank is entrusted with the power to license and inspect all banks and to see that the activities of the banking system do not run counter to the national interest.

The Union Bank is empowered to engage in open-market operations in securities and commercial bills and to be a lender in the last resort to the commercial banks. It is also permitted to have a financial interest in agricultural and other banks which may be set up by Parliament, so that it may develop a close relationship with such institutions.

—BRUCE I. RANKIN
Commercial Secretary for Canada

South Africa

Industrial Progress Continues

Secondary industry has become the most important single productive factor in the Union's economy, though mining and agriculture continue prosperous.

JOHANNESBURG—The gradual and largely uninterrupted growth of industry in South Africa was recently highlighted in a table of production indexes published by the Standard Bank of South Africa. Power and transport, secondary industry, and building—closely associated activities—have made the most substantial increases, particularly since 1948, the year when import control was introduced. The figures, however, show progress nearly all along the line.

Index of Production

Base 1934-38 Average=1,000

	1939	1948	1949	1950	1951
Farming					
Agricultural	1,278	1,596	1,266	1,566	1,512
Pastoral	1,128	1,319	1,378	1,462	1,430
Minerals					
Precious	927	982	1,011	1,078	1,106
Industrial	1,031	1,790	1,979	2,101	2,274
Power and Transportation	1,292	1,910	2,078	2,252	2,423
Secondary Industry	1,093	2,253	2,567	2,761	2,892
Building	1,076	1,496	1,725	1,751	1,937
General Index	1,130	1,761	1,881	2,040	2,133

Manufacturing

In recent years, secondary industry has become the most important single productive factor in the Union's economy. The expanding needs of the country continue to provide a stable market for its products. Value of production is now about £1,000 M a year—a great increase over even five years ago.

Compared with 1951, almost all types of industry are finding selling conditions more competitive. This is particularly true of consumer goods where, in certain lines, production no longer falls behind demand. For instance, manufacturers of clothing and footwear are experiencing rather slack times because of stocks held by merchants and limited buying. Capital goods manufacturers and those supplying the mines, the engineering trade, the motor industry, and the electrical and paint trades are enjoying fairly steady activity.

Raw materials for industry, an important factor in the nation's economy, are causing some anxiety because the increase in overseas prices has stepped up the amount of foreign exchange needed to pay for such materials to a formidable sum. Use of more local raw materials is being strenuously promoted, as is the expansion of industrial exports. Statistics given in a report by the Department of Commerce and Industries show that during 1949 (latest figures available) only 39 per cent of all the raw materials used in South African factories was imported. This compares with 48 per cent in 1938. The Union in 1949 spent more than 3½ times the foreign exchange on imported raw materials that it did in 1938 The volume increase, however, was only 67 per cent, but the volume increase in the use of local materials was 143 per cent. During this period of industrial development, total consumption of raw materials more than doubled.

Because available resources of materials, power, transport, and capital are already overtaxed, the declared policy of the Government is to give existing industrial undertakings first claim on such resources. Until their demands have been adequately met, any application for the establishment of new industries will be strictly scrutinized. In other words, further industrial development will be undertaken with caution.

Gold and Diamonds

Gold output for the first half of 1952 was 5,824,318 fine ounces with a value (at the rate of £12.8.3 an ounce) of £72,294,348. This represents an increase of 129,495 ounces, worth £1,607,359, over that for the first six months of 1951. Adding to this year's value of production £2,220,950 worth sold at premium prices, the total is £74,515,298—or £39,562 less than the figure for the first half of 1951, during which period actual output was less in value but sales at premium prices were higher.

These sheep and goats in a hilly section of Cape Province are finding the grazing poor, because of the long drought. However, timely rains have now improved the livestock situation generally.

Diamond production, as measured by the value of exports from the Union, reached £13·2 million in the first five months of 1952, compared with £10·9 million over the similar period for 1951. For 1951 as a whole, diamond exports were valued at £25,211,484, over half of which represents the trade in gems. Industrial diamonds traded far exceeded gems in quantity, the comparative weights for 1951 being 4,483,279 and 116,819 carats respectively.

In June the South African diamond market welcomed the marketing agreement between the Diamond Corporation and Williamsons (Canadian) Diamonds. The dispute between these two organizations had a very disturbing effect on the orderly production and sale of diamonds in world markets.

Other Minerals

Sales of other minerals—particularly asbestos, manganese, chrome and coal—showed substantial increases.

Uranium is to be produced in South Africa some time this autumn, through a process which extracts it from gold mine residues. The plant, the first of several to be established on the Witwatersrand and in the Free State, is the result of negotiations with British and American representatives in 1950. The uranium will be marketed through the South African Atomic Energy Board at agreed prices. The gold mines in time will derive considerable profit from uranium production because, though its concentration in gold-bearing ore is low, extraction is relatively cheap because the greater part of the cost is borne by the gold content.

Agriculture and Livestock

In the agricultural field, drought was followed in July by timely rains. This moisture improved the outlook for winter grain and preservation of stock, sales of which had been heavy because of poor grazing conditions.

The all-important maize harvest for 1951-52 is put at 18 million bags, nearly 11 million bags short of the previous season's crop. Sizable imports from the United States are relieving this situation somewhat. Wheat production is reported as satisfactory. Imports in 1950 amounted to about 3·2 million bags of 200 lb.; in 1951, this went down to 1·7 million, and for the first five months of this year totalled 508 thousand bags. Last year's poor output of sugar—532,505 tons—is not expected to improve much in the 1952-53 season. Recent estimates are about 563 thousand tons, well below the 1950-51 record of 685,798 tons.

Reports from the deciduous fruit-growing areas are satisfactory; the coming season's crops promise to be large if the weather remains favourable. Exports for the 1951-52 season amounted to 35,901 tons—slightly below the previous year. Supplies of citrus fruits are ample and exports for the current year remain ahead of those for 1951-52. The crop is expected to be as good as, if not better than, last year's. Up to July 9 some 1,184,301 cases of 70 lb. each had been exported.

Tobacco production (Orinoco variety) for the current season is estimated at 14 million lb., compared with 2 million lb. last season. The development of this more popular type of tobacco is expected to improve the export prospects for the Union's surplus tobacco crop.

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Despite the drought in many parts of the country before July, cattle and sheep continue in fairly good condition, with losses about normal for the season. Slaughterings have been much heavier this year. As a result, there are good surpluses of beef and mutton on the market but warnings of a serious shortage to come.

Wool Sold at Union Ports

	July 1, 1950-May 3, 1951	July 1, 1951-May 3, 1952
Net weight (lb.)	227,000,000	244,700,000
Market value (£)	91,000,000	49,000,000
Average price (pence per lb.)....	95.90	48.20

The Union's balance of payments position clearly reflects the deterioration caused by the lower price for wool.

Last season, farmers in the Orange Free State reaped more wheat than ever before—some 3·1 million bags. This has led them to hope that, with improved varieties and better knowledge of fertilizer requirements, the Union's crop may equal the four million odd bags required to end the chronic wheat shortage.

—Blair Birkett
Canadian Government Trade Commissioner

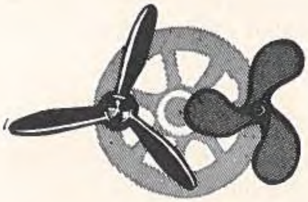
TRADE COMMISSIONERS ON TOUR

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.

C. S. Bissett, Commercial Counsellor for Canada in Buenos Aires, will begin a tour of Canada in Vancouver on November 19. His itinerary follows:

Vancouver—Nov. 19-22	Montreal—Dec. 1-6
Toronto—Nov. 24-29	Ottawa—Dec. 8-11

Businessmen may get in touch with Mr. Bissett through the Board of Trade in Montreal and Toronto, and the Department of Trade and Commerce in Ottawa (No. 1 Temporary Bldg.) and Vancouver (355 Burrard St.).



TRANSPORTATION NOTES

AUSTRALIA

Harbour Improvements—A large scheme of dredging and land reclamation at Newcastle, near Sydney, which will provide deeper water for shipping, has been approved by the New South Wales Cabinet. Newcastle is the biggest steel port in Australia and the scheme, spread over 40 years, provides for the reclaiming of some 6,000 acres of islands in the Hunter River and the dredging of the north and south arms of the river. It is estimated that the land reclaimed could be sold for about £5½ million, or £1 million more than the total cost of the proposed works.

A £4 million harbour development scheme is also in hand in Geelong, Victoria. Some of this work will be necessary to meet the shipping requirements of the new £8 million oil refinery which is being built at Geelong and which is due to be completed in 1954—*The Shipping World,* London, October 4.

BELGIUM

Diesel Locomotives—As a result of the expanding use of diesel electric locomotives, especially in North America, a Belgian company, "A.F.B.", ("Societe Angol-Franco-Belge de la Croyere, Seneffe et Godarville S.A.", of La Croyere) has begun to make these locomotives, looking to their eventual use on European railways.

The first diesel electric locomotive built in Belgium and presented for inspection last summer weighs 85 tons and has a 12-cylinder diesel motor producing 1,200 h.p. It has been estimated that it saves 50 to 60 per cent on upkeep and repairs, and from 50 to 75 per cent on fuel—Brussels, October 4.

CHILE

Railway Locomotives Imported—The Foreign Trade Council has authorized the import of ten locomotives of the Montana type from Japan, to cost US$1,315,000. Of this amount US$65,750 is payable during the current year; the remainder will be spread over the period 1953 to 1957. This is the first important deal arranged with Japan since the war—Santiago, October 4.

IRELAND

Airlines Record—Aer Lingus (Irish Airlines), for the months of June, July and August, 1952, broke all previous records for the number of passengers carried. In fact, the August figure of 55,500 marked an increase of 20 per cent over last year. The company's new services to Cardiff and Edinburgh carried 2,200 passengers since their inauguration early this summer.

Freight traffic is also increasing rapidly. In the twelve months ended March 31, 1952, 3,418 tons of goods were carried. This represented almost one-third of the 11,910 tons carried in the fifteen years of the company's existence—Dublin, October 16.

MOZAMBIQUE

Beira Sets Record—Beira port and railways are setting up a new tonnage record every few months with almost monotonous regularity.

In September, the June record was broken when the port handled a gross total of 254,801 tons. September was an exceptionally heavy month for shipping arrivals. The month began with 16 ships in port, including coasters, and 67 ships arrived during the month. On October 1 there were 13 ships in port; altogether 70 ships were cleared during September.

Port tonnage figures for the first nine months of this year are: landed 984,713 tons; shipped 967,087 tons; gross total 1,951,800 tons. This is 225,708 tons above the figure for the corresponding period last year. In the last four months the port has dealt with 992,801 tons.

Six new Garrett locomotives will arrive next month and two more are awaiting shipment in Europe. These will complete Beira Railways' present orders for locomotives and will leave the railways well supplied with tractive power and trucks—Johannesburg, October 16.

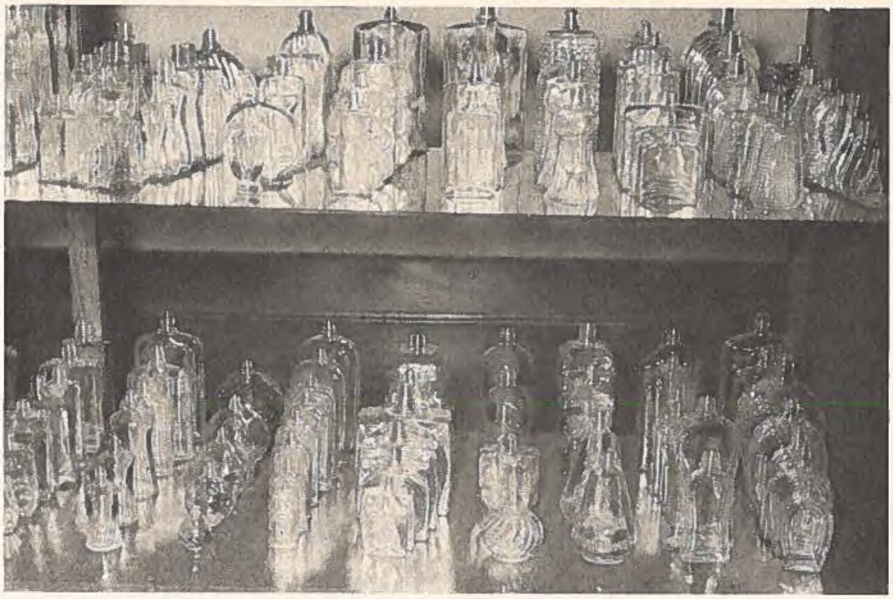
PAKISTAN

Road Transport—The nationalization of road transport is progressing in West Pakistan. Three provinces have already begun nationalization programs and have established transport boards to operate them. It is estimated that during 1951 the nationalized services in the Provinces of Punjab, North West Frontier, and Sind in East Pakistan carried nearly 40 million passengers and covered 20 million miles.

This nationalization program, it is claimed, will be of great importance to the automobile industry in Pakistan. The provincial governments have prepared schemes to improve existing and establish new repair and maintenance workshops for the transport services. The Central Government has also drawn up a scheme for setting up a central mechanical workshop and a regional training centre for motor drivers and mechanics. Technical assistance is being provided by the International Labour Organization—Karachi, September 23.

SCOTLAND

Launchings Are Lower—Scottish launchings for the first eight months of 1952 amounted to 292,385 tons gross, a reduction of 52 thousand tons compared with the output in the same period of 1951. The Clyde's total is 46 ships of 245,613 tons, against 51 ships of 285,804 tons in 1951. The east of Scotland figures are 19 ships of 46,772 tons, against 28 ships of 58,679 tons for the 1951 period—London, October 10.



Brazil Makes Glass

RIO DE JANEIRO—Brazil's glass industry has been profitable for most of the firms engaged in it. Flat glass, mouldedware and crystal are made. The industry is centered largely in São Paulo where approximately 55 per cent of production takes place, followed by the Federal District with some 25 per cent. The balance is spread over the country, with the States of Rio de Janeiro, Rio Grande do Sul and Bahia contributing most. One firm produces all the flat glass, with headquarters in Rio and a branch factory in São Paulo. The moulded glass industry, catering to industrial and domestic users, has four large manufacturers accounting for 90 per cent of production and several smaller firms supplying the remainder.

Unfortunately the only figures available are rather old but they indicate that in 1948 the industry employed more than 12,500 persons, and in 1950 investment totalled the equivalent of $30 million. The larger companies, of course, tend to reduce costs by introducing automatic machinery wherever possible. The principal obstacles to a more rapid and extensive expansion have been the lack of automatic machinery because it requires a heavy investment, of skilled labour, and of raw materials, especially soda ash.

For a few years before the war, Brazil's annual consumption of flat glass was running between eight and nine thousand tons. It has steadily increased and last year was close to 32,000 tons. Because of the difficulties of insuring imports of glass under wartime conditions and of providing the exchange to finance them, the Government set out to encourage the development of a domestic industry. The first factory was opened in 1943. Since that time, with the exception of the years 1947 and 1948, the trend in flat glass imports has been downward, from some 8,500 tons to less than 3,500 tons last year. Domestic production has risen during the same period from about 1,500 tons in 1943 to 28,500 tons in 1951. However, the expansion of the local industry has not been sufficient to satisfy all domestic requirements and import licences are available periodically, particularly for special types of glass not manufactured locally. Generally, the permissible sources of supply are based on the currencies available.

There has also been expansion in the mouldedware industry which produces flasks, bottles, containers, tableware, crystalware, etc., for industrial and domestic use. Imports of these items were down last year compared with previous years, an example being the drop in imports of tableware from 4,520 tons in 1947 to 202 tons in 1951. Bottle production is largely in the hands of two companies, one with a capacity of 210 million units.

—C. R. GALLOW
Commercial Secretary for Canada

The Congo Has Its Problems

LEOPOLDVILLE—The first six months of 1952 found the economy of the Belgian Congo still healthy, but future prospects less favourable than a year ago. One major problem was the slump in the prices of palm and palm kernel oil; any further fall would make the situation critical.

This points up the fact that the great international markets where raw materials are sold are the real nerve centres of this colony. Fluctuations in commodity prices make themselves felt immediately and, because the Congo lives on its exports of agricultural products and raw materials, the effect is magnified. Moreover, a considerable part of the Colony's earnings is transmitted to Belgium instead of being spent or invested on the spot.

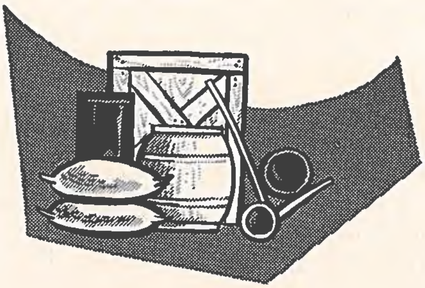
To improve this situation, the colony is trying to increase, or in some lines to create, a domestic market. The rise in public buying in 1951 did help to step up local production of consumer goods.

The expansion of industry, however, is hampered at present by a shortage of labour. The rapid evolution of the Congo has heightened the need for technically and professionally trained workers, and for greater mechanization. In several centres a lack of power is also a limiting factor.

New techniques are coming to the fore both in the mining industry and in agriculture. In the copper, tin and gold mines, for example, the surface only has been worked. Now the lodes must be followed underground—and this means a different type of mining. In agriculture too changes are in the wind and a large number of experts are studying and introducing mechanized farming and greater use of fertilizers.

The Government's ten-year plan, which is just entering a particularly active phase, is rapidly modifying the whole economic structure. At the moment, the Congo is expanding rapidly, producing more goods and earning greater revenue. Nevertheless, this period must be regarded as one of the most critical in its evolution.

—L. A. CAMPEAU
Acting Canadian Government Trade Commissioner



COMMODITY NOTES

AUSTRALIA

Coal—Arrangements have been made to ship 30 thousand tons of coal from Queensland to Pakistan. Australia now has a surplus of steaming coal available for export, although gas coal is still in short supply and some is still being imported. Pakistan is considered a substantial market for general purpose and powerhouse coal—Sydney, September 20.

BRAZIL

Coffee—Exports of the 1952-53 coffee crop are increasing steadily. The Coffee Economy Division recently announced that from the beginning of the crop year, July 1st, until September 12th, 3,357,930 bags were shipped. Santos set a new record between September 1st and 12th by shipping 763,384 bags valued at over $30 million—São Paulo, October 2.

COLOMBIA

Rubber—Production of rubber in Colombia is being helped by the fight against the disease which has affected Hevea-type natural rubber. Recently a new species of rubber tree resistant to the rubber leaf disease has been discovered growing in the Amazon River region of Colombia. Seeds from these trees are being distributed and some trees transplanted from the jungle to more suitable agricultural regions—Bogotá, September 18.

DENMARK

Malting Barley—So far this year, Denmark has contracted to deliver to foreign buyers 205,000 m. tons of malting barley, valued at 130 million kr. Most of this barley will go to Germany against payment in dollars. Italy and Belgium are also major purchasers—The Hague, October 10.

INDIA

Pepper—According to the final report for 1952-53, a fall of a little over 15 per cent in the production of black pepper has been forecast. The annual average figure for the whole of the Travancore-Cochin State, where most of the crop is grown, is 15 thousand tons. Complete failure of the rains during the early part of the monsoon this year has resulted in widespread damage to standing crops over the whole of South India—New Delhi, September 20.

JAPAN

Silk—Export contracts for silk fabrics totalled 6,280,230 linear yards in August. This was the highest monthly total in 1952 and twice the monthly average for 1951. Silk fabric shipments in August and September are forecast at over 3½ million yards. The silk fabric industry will probably recover from the low levels which have prevailed for the past year—Tokyo, October 22.

NORWAY

Timber—During the lumber season which closed on June 30th, Norway had a record production of 8·18 million cubic metres, or 17 per cent over the original program and 1·63 million cubic metres more than in the previous season. Exports of pitprops and mining timber will thus probably total 140-150 thousand cubic metres, as against the 50 thousand cubic metres planned. Exports of other timber will probably reach 350 thousand cubic metres as compared with the 275 thousand cubic metres originally estimated. In July, unusually large shipments of pitprops went to the United Kingdom—Oslo, October 7.

TASMANIA

Zinc—An expansion project costing £A4 million is planned by the Electrolytic Zinc Co. of Australasia Ltd. at Risdon, about four miles from Hobart, Tasmania. Existing plant at Risdon will be enlarged and will then extend over about 60 acres. In addition to the production of about 80 thousand tons of zinc annually, the plant will produce more than 100 thousand tons of sulphuric acid a year and 50 thousand tons of sulphate of ammonia. These items will assist in Australia's food production, while the locally produced sulphate of ammonia will take the place of expensive imported brimstone— Melbourne, September 25.

UNITED STATES

Natural Gas—The U.S. Bureau of Mines reported on September 30th that marketed natural gas production in the United States has tripled in the 14-year period 1936-1950—from two trillion to over six trillion cubic feet.

Texas was by far the greatest producer, with 3·1 trillion cubic feet in 1950, compared with 734 billion cubic feet in 1936. Other large producers in 1950 were Louisiana, with 832 billion cubic feet; California with 558 billion cubic feet, and Oklahoma with 482 billion cubic feet. Increasing use of long distance transmission lines, says the report, is responsible for much of the expansion—Washington, October 20.

FAIRS and EXHIBITIONS

For Doctors Only

Each year the medical profession is offered a unique opportunity to see the latest developments in pharmaceutical research, ethical medical products, surgical instruments, hospital equipment and many other items at the London Medical Exhibition. This year's show takes place from November 17-21 in the New Hall of the Royal Horticultural Society, Greycoat Street, London, S.W.1. It is open every day from 11.30 a.m. to 6.30 p.m.

The public is not admitted but members of the profession from overseas are made especially welcome.

Market Gardens—and Amsterdam

Designed to show how over a million people in the Amsterdam area are supplied with fruit and vegetables each day, "Amato", the September horticultural fair, reported a successful four-day run. Some 500 market gardeners, 200 wholesalers and 1,500 retailers organized the fair, now in its second year, and over 400 food production and distribution firms exhibited. Fruits, vegetables, grading, packing and storage facilities, handling and processing methods and machinery, and a variety of hand tools and machinery were displayed.

The Fair is held at the horticultural market on the western outskirts of Amsterdam—the largest market of its kind in Europe, occupying 62 acres and with cheap and rapid transport through a network of waterways and roads. Turnover of fruits and vegetables each year is about 177,000 m. tons, with a value of close to $13 million.

Munich Hand-Mades

Hand-made articles, including clothing, textiles, furniture, etc., made up 68 per cent of the exhibits at the Fourth German Manual Products Fair held in Munich this past summer. Other exhibits came from firms supplying equipment, such as woodworking and metalworking machinery.

Companies from all over the world participated and those from Spain, Italy, France, England and Austria are said to have been among the most successful. The fifth fair will be held in the spring of 1953; definite dates have not yet been announced.

Coming Events . . .

- Frankfurt International Spring Fair, February 22-26, 1953—for full information write Messe-und Ausstellungsgesellschaft M.B.H., Frankfurt am Main, Germany.
- Cologne International Spring Fair, February 22-March 12, 1953—includes Domestic Appliance and Hardware Fair, February 22-24; Textile and Clothing Fair, March 8-10; Foreign Country Groups, March 8-12. Write Messe-und Ausstellungsgesellschaft, M.B.H., Messeplatz, Kolm-Deutz, Germany, for details.

British Radio Show

The best attendance since 1949 was chalked up during the ten-day run of the National Radio Show at Earls Court, London. The final figure on closing day, September 6, was 289,899, an increase of 57,147 over last year. Overseas visitors totalled 2,114; last year, 1,818.

Feature attractions for the public were the Radio Show Studio (1,000 seats) where visitors could watch BBC rehearsals and performances; demonstrations of underwater television, a television telephone and BBC sound effects; two "see yourself televised" sideshows; and two "hear your own recorded voice" demonstrations. The show included displays of electronic devices, and the biggest exhibit yet by the Royal Navy, Army and RAF.

Next year's Radio Show, with new and improved features, is already being planned for the beginning of September.

The "Canada" stand at the International Machine Tool Exhibition, Olympia, London, September 17-October 4, played up next year's Trade Fair at Toronto and attracted much attention.

GENERAL NOTES

AUSTRALIA

Ductile Iron—It is reported that ductile iron, which is made from pig iron, will shortly be manufactured in Australia. The International Nickel Company of America has granted licences to some Australian manufacturers to produce the metal. A German technician who conducted research work into the iron when technical director of the Skoda works was brought to Australia by the Government to advise local industry—Melbourne, September 19.

BAHAMAS

Tourist Season—The summer tourist season in the Bahamas closed last August. It was the best so far, with a total of 3,841 stopover visitors and 3,344 transients, compared with 3,083 and 1,007 respectively in the corresponding period of 1951. A satisfactory winter season is expected and arrangements have been made for several large luxury liners to call at Nassau. A vigorous tourist advertising campaign is being carried on.

Legislation has been passed to permit the building in Nassau of two new hotels, one with 300 and the other with 200 bedrooms. Re-opening of the large recreation centre in Grand Bahamas which was closed some time ago because of financial difficulties will be pushed—Kingston, September 29.

CUBA

Insemination Centre—Cuba inaugurated its first artificial insemination centre in a provincial agricultural station near Havana. A second one will soon be opened in the important Sancti Spiritus dairy area situated about the middle of the Island—Havana, September 22.

INDIA

Investigation of Talcs—Some Indian talcs conform to the standards of high-grade talcs and are suitable for steatite insulators, and others can be used for various ceramic purposes. This is the finding of a detailed investigation of domestic talcs undertaken in the laboratories of the Central Glass and Ceramic Research Institute, Calcutta. Talc deposits in India are fairly extensive, Rajputana being the principal source, followed by Madhya Pradesh, Bihar, Madras and Central India. Talc has not yet been utilized in the Indian ceramic industries to any appreciable extent—New Delhi, September 15.

JAMAICA

Development of Industry—The British Government's Colonial Development and Welfare Corporation, which was set up in 1948, has decided to make available on loan to the Jamaica Government's recently established Industrial Development Corporation up to £500 million, to enable the latter to finance approved local enterprises. It is hoped also that Colonial Development and Welfare will help the local Government's Agricultural Development Corporation to some extent in future—Kingston, September 29.

KENYA

Oil Refinery Planned—Kenya is to have a £40-million oil refinery, to be erected near Mombasa where the Government is to take over more than 2,200 acres of land. Builders will be the Shell Company. The reason for the refinery, according to a government statement, is that it is "essential to the security and well-being of Kenya". Dictates of the Commonwealth's world-wide defence plan, with special emphasis on the Indian Ocean and the Middle East, are understood to be behind this move—Johannesburg, September 20.

SPAIN

Hydro-Electric Power—During the past twelve years, Spain has doubled her hydraulic storage capacity. From 1940 to April 30, 1952, 36 new dams have been built with a storage capacity of 3,164 million cubic metres and a total hydro-electric power of 1,114 million kwh. Present storage capacity is estimated at 7,099 million cubic metres, as against 3,395 million cubic metres for the total number of storage dams in Spain in 1940—Madrid, September 16.

UNITED KINGDOM

Balance of Payments—It is officially estimated that the United Kingdom's balance of payments on current account for the first six months of 1952 showed a surplus of £24 million. This compares with a deficit of £71 million for the first half of 1951 and £465 million for the whole of 1951. Mutual Security Aid from the United States is excluded from these figures—London, October 14.

September Exports—United Kingdom exports in September were valued at £186·2 million—about 10 per cent less than in September 1951. There was, however, a recovery in sales to North America. The value of exports to Canada was £10·9 million, in comparison with £8·5 million in September 1951. Shipments to the United States also rose—from £9·6 million in September 1951 to £11·9 million last month.

Imports into the U.K. in September were again lower at £238·4 million, a fall of 29 per cent as compared with September of last year. The excess of imports over total exports was £43·7 million in September, compared with £118·9 million in September 1951—London, October 14.

United States

The Market for Hardwoods

Canadian dealers in birch and hard maple should investigate the southern U.S. market.

NEW ORLEANS—One of the assurances of a strong continuing Canada-U.S. trade lies in that country's gradual depletion of natural resources which Canada still has in comparative abundance.

This is already evident in the United States market for Canadian hardwoods. The U.S. reached its peak hardwoods production in 1909-1910, when some 10,613 million board feet were milled. By 1932, only 1,405 million board feet were being produced, and by 1949, production had only gone up to 6,678 million board feet. Yet the population had increased from 91·9 million in 1910 to 154·3 million in 1951, with a corresponding growth in housing and other developments.

Quantitatively, the U.S. production of hardwoods has thus not kept pace with the country's potential market. Qualitatively too there has been a gradual deterioration. All this spells opportunity for exporters.

Southern Hardwoods Depleted

The Michigan area and the southeastern states produce major quantities of hardwood—and Michigan is the most important source of birch and maple.

A survey of southern hardwoods conducted by the United States Forest Service in 1932-1935 and again in 1945 indicated a decrease of about 14 per cent in hardwood sawlog growing stock during the interval. A more recent check, made in the State of Mississippi in 1946-1948, confirmed that the reduction in higher-grade hardwoods was continuing. Over the 14-year-period (1932-35 to 1946-48) hardwood sawlog volume had gone down 20 per cent. Two thirds of the hardwood saw timber was reported to be in grade 3 logs—i.e., small logs which yield less than 40 per cent of their volume in No. 1 common and better grades of lumber and logs, and whose usefulness is limited to ties and timber. Conditions may be worse in Mississippi than in certain other states, but the sample report has significance because three of the four major forests of the lower South extend into Mississippi. Conditions in that state may therefore be taken as indicating, to a certain degree, those in southern forests.

The problem that confronts the Canadian shipper of higher-grade hardwoods such as birch and maple, therefore, is not so much competition from domestic sources as from imported supplies and substitute materials.

The tariff on imported Canadian hardwoods is, as might be expected, a comparatively light one of $1.50 per thousand board feet. The governing factor in competition is thus the initial mill cost and freight rates.

The 1947 United States census showed that the furniture trade in that year used some 1,504,977 M feet of hardwoods, 70·4 per cent of which went into wooden house furniture. About 7 per cent was used in partitions and fixtures.

In the South, with its supply of oak, red gum, tupelo and yellow poplar, a high-grade furniture industry has flourished for many years. North Carolina in 1951, for example, had some 409 factories giving employment to 32 thousand people. In addition, furniture factories and woodworking mills are found in every southern state.

These factories and mills are familiar with birch and maple through supplies obtained from the Michigan area. Consequently, there has been little difficulty in introducing Canadian birch and maple.

Freight Costs

The following is a sample of freight rates on Canadian birch or maple shipped from the arbitrarily selected point of Peterborough, Ontario, to some of the principal southern distribution centres. The rates cover birch and maple lumber, veneers, flooring, shingles, etc.

Peterborough, Ontario
to
(per 100 lb.)

Ft. Worth	Memphis	Atlanta	New Orleans
$1.50	$1.02½	$1.02½	$1.15½

These rates are, of course, merely representative and a Canadian shipper should check with his freight agent.

Trade Requirements

Hardwoods are usually imported from Canada by lumber wholesalers who sell in carlots to the various mills. These firms report that they usually require yellow birch and hard maple in selects and better and in thickness of 4/4, 5/4, 6/4, and 8/4, with small amounts of 10/4, 12/4, and 16/4. The main demand, however, is for 4/4 and 5/5. The lumber is usually sold rough, random widths and lengths with a minimum of 35 per cent 14′ and 16′ lengths required and good average widths.

In most cases, the wood must be kiln-dried to 6-8 per cent. The original shipper furnishes this service if he has dry kilns, and custom kiln-drying companies do it where milling-in-transit applies.

Some shipments into the southern states have consisted of clear hard maple dimension. This material is shipped rough, green and in specified quantities of listed sizes.

Canadian yellow birch and hard maple are used generally for millwork and in banks, hospitals, schools and certain industrial plants. Terms of trade vary, but lumber wholesalers usually quote their customers 2 per cent ten days, ADF, net thirty days.

Canadian firms do not seem to be making any unified effort to publicize the quality of Canadian hardwoods in U.S. lumber trade publications, nor are they taking any general steps to direct attention to Canadian supplies. Yet even a modest effort, without regard to firm or brand, would redound to the benefit of Canadian shippers.

Meanwhile, any interested Canadian firms should write the Consul of Canada and Trade Commissioner, 201 International Trade Mart, New Orleans 12, Louisiana, who is in touch with reliable importing wholesalers.

—G. A. Newman
Consul of Canada and Trade Commissioner

TRADE AND TARIFF REGULATIONS

SOUTH AFRCA

Dollar Import Quotas Reduced—In *Foreign Trade* of October 4, 1952 (page 26), it was reported that the preliminary allocation for imports of consumer goods into South Africa in 1953 would be 30 per cent of 1948 imports.

It has now been learned unofficially that the preliminary allocation will be issued on the basis of 20 per cent in general permits (i.e., valid for imports from all sources) and 80 per cent in restricted permits (i.e., valid for imports from soft currency countries). This is less than the former split which has been, since the present licensing system was adopted in 1951, 25 per cent in general permits to 75 per cent in restricted permits.

TANGANYIKA

Dollar Import Licences Reviewed—To assess Tanganyika's outstanding liability in respect of hard currency goods ordered in 1952, the Trade and Economic Division announced today that all licences to import North American goods issued before November 1, 1952, will be cancelled on November 30, 1952, unless they have been previously surrendered and their validity extended.

Canadian exporters should be sure before making shipment that the Tanganyikan importer is in possession of a valid licence—Johannesburg, October 10.

UNITED KINGDOM

Dollar Imports of Tool Handles Invited—In a Notice to Importers, dated October 15, the Board of Trade invites applications for licences to import from Canada and the United States, during the period up to June 30, 1953, hardwood tool handles of the following types:

Ash handles: Rake and hoe, hay fork, manure fork, Irish shovel, American shovel, ash stem, ash "D", and scythe snaths;

Hickory handles: Axe, adze claw hammer, railroad pick.

The notice explains that applicants who imported handles in the past from Canada and the United States and who are tool manufacturers should state the quantity and value of each type imported during the year ended June 30, 1952, and retained for their own use. Applicants who have not imported tool handles from Canada and the United States since the war should state whether manufacturers have placed orders with them, giving details, while those who are also tool manufacturers should state what proportion of the quantity applied for is required for their own use.

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	*Mail:* (City Address) *Cable:* Canadian *Tel.:* 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	*Mail:* P.O. Box 3952 G.P.O. *Cable:* Canadian *Tel.:* BW 9351
Australia (Victoria, South Australia, Western Australia, Tasmania)	R. W. Blake, Commercial Secretary for Canada and Agricultural Secretary	83 William Street, Melbourne	*Mail:* (City Address) *Cable:* Canadian *Tel.:* MU 4716
Belgian Congo Angola, French Equatorial Africa	W. Gibson-Smith, Canadian Government Trade Commissioner	Forescom Building, Leopoldville	*Mail:* Boîte Postale 373 *Cable:* Canadian *Tel.:* 2706
Belgium Luxembourg	T. J. Monty, Commercial Secretary	Canadian Embassy, 35 rue de la Science, Brussels	*Mail:* (City Address) *Cable:* Canadian *Tel.:* 11-33-88
Brazil	C. R. Gallow, Commercial Secretary	Canadian Embassy, Edificio Metropole, Av. Presidente Wilson 165, Rio de Janeiro	*Mail:* Caixa Postal 2164 *Cable:* Canadian *Tel.:* 42-4140
Brazil	C. J. Van Tighem, Consul of Canada and Trade Commissioner	Canadian Consulate, Edificio Alois, Rua 7 de Abril 252, Sao Paulo	*Mail:* Caixa Postal 6034 *Cable:* Canadian *Tel.:* 36-6301
Ceylon	Paul Sykes, Canadian Government Trade Commissioner	Galle Face Hotel, Colombo	*Mail:* P.O. Box 1006 *Cable:* Canadian *Tel.:* 5876
Chile	M. R. M. Dale, Commercial Secretary	Canadian Embassy, Bank of London and South America Building, Santiago	*Mail:* Casilla 771 *Cable:* Canadian *Tel.:* 64189
Colombia Ecuador	W. J. Millyard, Canadian Government Trade Commissioner	Calle 19, No. 6-39, Bogota	*Mail:* Apartado 1618 *Airmail:* Apartado Aero 3562 *Cable:* Canadian *Tel.:* 12-251
Cuba	A. W. Evans, Commercial Secretary	Canadian Embassy, Avenida de las Misiones 17, Havana	*Mail:* Apartado 1945 *Cable:* Canadian *Tel.:* M-9839
Dominican Republic Haiti, Puerto Rico	R. E. Gravel, Canadian Government Trade Commissioner	Edificio Copello 410, Calle El Conde Ciudad Trujillo	*Mail:* Apartado 451 *Cable:* Canadian *Tel:* 5318
Egypt Aden, Sudan, Cyprus, Ethiopia, Hashemite Kingdom of the Jordan, Saudi Arabia	Acting Canadian Government Trade Commissioner	Osiris Building, Sharia Walda, Kasr-el-Doubara, Cairo	*Mail:* P.O. Box 1770 *Cable:* Canadian *Tel.:* 23110
France Algeria, French Morocco, French West Africa, Tunisia	J. P. Manion, Commercial Counsellor for Canada	3 rue Scribe, Paris	*Mail:* (City Address) *Cable:* Canadian *Tel.:* OPEra 42-30
Germany Federal Republic	B. A. Macdonald, Commercial Counsellor	Canadian Embassy, 22 Zitelmannstrasse, Bonn	*Mail:* (City Address) *Cable:* Canadian *Tel.:* Bonn 38927
Germany	Wm. Van Vliet, Agricultural Secretary		

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES OFFICE TELEPHONE
Greece Israel, Turkey	H. W. Richardson, Commercial Secretary	Canadian Embassy, 31 Vassilissis Sophias Ave., ATHENS	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 72-853
Guatemala Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	J. C. Depocas, Canadian Government Trade Commissioner	28, 5a Avenida Sud, GUATEMALA CITY	*Mail:* P.O. Box 400 *Cable:* CANADIAN *Tel.:* 5590
Hong Kong China, Indo-China, Macau, Taiwan	T. R. G. Fletcher, Canadian Government Trade Commissioner	Hong Kong and Shanghai Banking Corporation Bldg., HONG KONG	*Mail:* P.O. Box 126 *Cable:* CANADIAN *Tel.:* 28336
India	Richard Grew, Commercial Counsellor	Office of the High Commissioner for Canada, 4 Aurangzeb Road, NEW DELHI	*Mail:* P.O. Box 11 *Cable:* CANADIAN *Tel.:* 40191
India Burma	B. I. Rankin, Commercial Secretary for Canada	Gresham Assurance House, Mint Road, BOMBAY	*Mail:* P.O. Box 886 *Cable:* CANADIAN *Tel.:* 20672
Ireland	Acting Commercial Secretary for Canada	66 Upper O'Connell St., DUBLIN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 44251
Italy Libya, Malta, Yugoslavia	S. G. MacDonald, Commercial Counsellor	Canadian Embassy, Via Saverio Mercadante 15, ROME	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 80-842
Italy	C. F. Wilson, Agricultural Counsellor		
Italy	M. S. Strong, Commercial Secretary (Fisheries)		
Jamaica Bahamas, British Honduras	M. B. Palmer, Canadian Government Trade Commissioner	Canadian Bank of Commerce Chambers, KINGSTON	*Mail:* P.O. Box 225 *Cable:* CANADIAN *Tel.:* 2858
Jamaica	E. M. Gosse, Canadian Trade Commissioner (Fisheries)		
Japan Korea	J. C. Britton, Commercial Secretary	Canadian Embassy, TOKYO	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 48-4116
Lebanon Iraq, Syria	G. F. G. Hughes, Canadian Government Trade Commissioner	BEIRUT	*Mail:* Boite Postale 2300
Mexico	M. T. Stewart, Commercial Secretary	Canadian Embassy, Edificio Internacional, Paseo de la Reforma, MEXICO, D.F.	*Mail:* Apartado 126-Bis *Cable:* CANADIAN *Tel.:* 36-27-90
Netherlands	J. A. Langley, Commercial Counsellor	Canadian Embassy, Sophialaan 1-A, THE HAGUE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 18-51-06
Netherlands Belgium, Denmark, Luxembourg	Acting Agricultural Secretary		
New Zealand Fiji, Western Samoa	P. V. McLane, Commercial Counsellor	Office of the High Commissioner for Canada, Government Life Insurance Bldg., WELLINGTON	*Mail:* P.O. Box 1660 *Cable:* CANADIAN *Tel.:* 70-644
Norway Denmark, Greenland	J. L. Mutter, Commercial Secretary	Canadian Legation, Fridtjof Nansens Plass 5, OSLO	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 33-30-80
Pakistan Afghanistan, Iran	A. P. Bissonnet, Commercial Secretary	Office of the High Commissioner for Canada, Hotel Metropole, Victoria Rd., KARACHI	*Mail:* P.O. Box 531 *Cable:* CANADIAN *Tel.:* 5826

Territory	Officer	City Address	Mail and Cables Office Telephone
Peru Bolivia	H. J. Horne, Acting Commercial Secretary	Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin, LIMA	*Mail:* Casilla 1212 *Cable:* CANADIAN *Tel.:* 39150
Philippines	F. H. Palmer, Consul General of Canada and Trade Commissioner	Tuason Building, 8-12 Escolta, MANILA	*Mail:* P.O. Box 1825 *Cable:* CANADIAN *Tel.:* 3-33-35
Portugal Azores, Madeira	L. M. Cosgrave, Commercial Counsellor	Canadian Legation, Avenida da Praia da Vitoria, 48—1°D., LISBON	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 53117
Singapore Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak, Thailand	D. S. Armstrong, Canadian Government Trade Commissioner	Room D-5, Union Building, SINGAPORE	*Mail:* P.O. Box 845 *Cable:* CANADIAN *Tel.:* 7739
South Africa (Natal, Transvaal) Southern Rhodesia, Northern Rhodesia, Nyasaland, Mozambique Kenya, Tanganyika, Uganda, Zanzibar	C. B. Birkett, Canadian Government Trade Commissioner	Mutual Building, Harrison Street, JOHANNESBURG	*Mail:* P.O. Box 715 *Cable:* CANTRACOM *Tel.:* 33-2628
South Africa (Cape Province, Orange Free State), Southwest Africa, Mauritius, Madagascar	K. F. Noble, Canadian Government Trade Commissioner	Grand Parade Centre Bldg., Adderley Street, CAPE TOWN	*Mail:* P.O. Box 683 *Cable:* CANTRACOM *Tel.:* 2-5134/5
Spain Balearic Islands, Canary Islands, Gibraltar, Rio de Oro, Spanish Morocco, Tangiers	E. H. Maguire, Canadian Government Trade Commissioner	70 Avenida Jose Antonio, MADRID	*Mail:* Apartado 117 *Cable:* CANADIAN *Tel.:* 21-41-13
Sweden Finland	Acting Commercial Secretary	Canadian Legation, Strandvagen, 7-C, STOCKHOLM	*Mail:* P.O. Box 14042 *Cable:* CANADIAN *Tel.:* 67-92-15
Switzerland Austria, Czechoslovakia, Hungary	Yves Lamontagne, Commercial Counsellor	Canadian Legation, Thunstrasse 95, BERNE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 4-59-17
Trinidad Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, French West Indies	T. G. Major, Canadian Government Trade Commissioner	Colonial Building, 72 South Quay, PORT-OF-SPAIN	*Mail:* P.O. Box 125 *Cable:* CANADIAN *Tel.:* 4787
United Kingdom (South of England, East Anglia, Scotland), Iceland, British West Africa (Gambia, GoldCoast, Nigeria, Sierra Leone)	R. P. Bower, Commercial Counsellor R. Campbell Smith, Commercial Secretary	Office of the High Commissioner for Canada, Canada House, Trafalgar Square, LONDON, S.W.1	*Mail:* (City Address) *Cable:* SLEIGHING *Tel.:* Whitehall 8701
United Kingdom	D. A. B. Marshall, Commercial Secretary (Agricultural)		
United Kingdom	R. D. Roe, Commercial Secretary (Timber)		*Cable:* TIMCOM

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES OFFICE TELEPHONE
United Kingdom (Midlands, North England, Wales)	M. J. Vechsler, Canadian Government Trade Commissioner	Martins Bank Building, Water Street, LIVERPOOL	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Central 0625
United Kingdom (Northern Ireland)	Acting Canadian Government Trade Commissioner	36 Victoria Square, BELFAST	*Mail:* (City Address) *Tel.:* 21867
United States Delaware, Maryland, Virginia, West Virginia	J. H. English, Commercial Counsellor	Canadian Embassy, 1746 Massachusetts Ave., N.W., WASHINGTON, 6, D.C.	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* DEcatur 1011
United States	Dr. W. C. Hopper, Agricultural Counsellor		
United States (Connecticut, New Jersey, Pennsylvania, eastern New York State), Bermuda	A. E. Bryan, Deputy Consul General of Canada and Trade Commissioner	Canadian Consulate General, 620 Fifth Ave., NEW YORK CITY	*Mail:* (City Address) *Cable:* CANTRACOM *Tel.:* JUdson 6-2400
United States	M. B. Bursey, Consul of Canada and Trade Commissioner (Fisheries)		
United States (Massachusetts, Maine, Rhode Island, Vermont, New Hampshire)	G. S. Patterson, Consul General of Canada	Canadian Consulate General, 532 Little Building, 80 Boylston Street, BOSTON 16	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* HAncock 6-4320
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri)	D. S. Cole, Consul General of Canada	Canadian Consulate General, Chicago Daily News Bldg., 400 West Madison Street, CHICAGO 6	*Mail* :(City Address) *Cable:* CANADIAN *Tel.:* STate 2-7312
United States (Michigan, Ohio, western New York State)	B. C. Butler, Consul of Canada and Trade Commissioner	Canadian Consulate, 1035 Penobscot Building, DETROIT, 26	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* WOodward 5-2811
United States (City of Los Angeles, Southern California, Arizona)	V. E. Duclos, Canadian Government Trade Commissioner	510 West Sixth Street, LOS ANGELES 14	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* VAndike 7114
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	G. A. Newman, Consul of Canada and Trade Commissioner	Canadian Consulate, 201 International Trade Mart, NEW ORLEANS	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* RAymond 2136
United States (Northern California, Montana, Oregon, Idaho, Washington, Wyoming, Nevada, Utah, Colorado, New Mexico), Hawaii	Acting Consul General of Canada	Canadian Consulate General, 3rd Floor, Kohl Building, 400 Montgomery Street, SAN FRANCISCO 4	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* SUtter 1-3039
Venezuela Netherlands Antilles	J. A. Stiles, Consul of Canada and Trade Commissioner	Canadian Consulate General, Edificio Pan American, Puente Urapal, CARACAS	*Mail:* Apartado 3306 *Cable:* CANADIAN *Tel.:* 55818
Venezuela Colombia	Vice-Consul of Canada and Acting Agricultural Trade Commissioner		

Foreign Exchange Rates

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

Conversion into Canadian dollars 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 equivalents multiply by 1·0366.

Country	*Unit*	*Type of Exchange*	*Canadian dollar Equiv. Oct. 23*	*Notes (See below)*
Argentina	Peso	Preferential buying	·1286	
		Basic buying	·1929	(1)
		Preferential selling	·1929	
		Basic selling	·1286	
		Free	·0694	
Austria	Schilling		·0452	
Australia	Pound		2·1605	
Belgium-Luxembourg & Belgian Dependencies	Franc		·0193	
Bolivia	Boliviano	Official	·0161	tax 5% (1)
		Differential	·0096	tax 3% (2)
British West Indies (except Jamaica)	Dollar		·5626	
Brazil	Cruzeiro		·0521	tax 8% (2)
Burma	Kyat		·2025	
Ceylon	Rupee		·2026	
Chile	Peso	Official	·0311	(1)
		Commercial	·0161	
		Free	·00766	
Colombia	Peso	Basic	3859	tax 3% (2)
		Coffee Buying	·4252	
Costa Rica	Colon	Official	·1722	(3)
		Free	·1446	*Aug. 29
Cuba	Peso		·9647	tax 2%
Czechoslovakia	Koruna		·0193	
Denmark	Krone		·1397	
Dominican Republic	Peso		·9647	
Ecuador	Sucre	Official	·0643	(4)
		Free	·0556	
Egypt	Pound		2·7702	
Fiji	Pound		2·4330	
Finland	Markka		·0042	
France	Franc		·00276	
French Africa	Franc		·00554	
French Pacific Ter.	Franc		·01522	
Germany	D Mark		·2297	
Greece	Drachma		·000064	
Guatemala	Quetzal		·9647	
Haiti	Gourde		·1929	
Honduras	Lempira		·4823	
Hong Kong	Dollar	Free	·1512	*Sept. 8
Iceland	Krone	Official	·0592	
		Special buying	·0456	
		Special selling	·0370	
India	Rupee		·2026	
Indonesia	Rupiah	Basic	·0846	
		With Surcharge I	·0423	(5)
		With Surcharge II	·0282	
		Dollar certificate	·0018	*Sept. 15

* Latest available quotation date.

Country	*Unit*	*Type of Exchange*	*Canadian dollar Equiv. Oct. 23*	*Notes (See below)*
Iran	Rial	Certificate I	·01265	*Aug. 29
		Certificate II	·01233	*Aug. 29
Iraq	Dinar		2·7006	
Ireland	Pound		2·7006	
Israel	Pound	Basic	2·7011	
		Special	1·3506	
		Investment	·9647	
Italy	Lira		·00155	
Jamaica	Pound		2·7006	
Japan	Yen		·00268	
Lebanon	Pound	Free	·2701	*Aug. 29
Luxembourg (See Belgium)				
Mexico	Peso		·1115	
Netherlands	Guilder		·2539	
Netherlands Antilles	Guilder		·5115	
New Zealand	Pound		2·7006	
Nicaragua	Cordoba	Effective buying	·1462	(6)
		Official selling	·1368	
		With Surcharge I	·1198	
		With Surcharge II	·0960	
Norway	Krone		·1351	
Pakistan	Rupee		·2916	
Panama	Balboa		·9647	
Paraguay	Guarani	Basic	·0643	(1)
		With Surcharge I	·0460	(7)
		With Surcharge II	·0322	
Peru	Sol		·0618	
Philippines	Peso		·4823	tax 17% (2)
Portugal	Escudo		·0336	
El Salvador	Colon		·3859	
Singapore & Malaya	Straits dollar		·3151	
South Africa (Union of)	Pound		2·7006	
Spain & Dependencies	Peseta	Basic buying	·0441	
		Basic selling	·0860	(1)
		Free	·0243	
Sweden	Krona		·1865	
Switzerland	Franc		·2248	
Syria	Pound		·2710	*Sept. 11
Thailand	Baht	Official	·0772	(1)
		Free	·0540	*Aug. 29
Turkey	Lira		·3445	
United Kingdom	Pound		2·7006	
United States	Dollar		·9647	
Uruguay	Peso	Official	·6351	
		Basic buying	·5420	
		Special buying	·4105	(1)
		Basic selling	·5077	
		Special selling	·3938	
Venezuela	Bolivar		·2880	(8)
Yugoslavia	Dinar		·0032	

* Latest available quotation date.

NOTES

1. Additional rates are in effect for specified goods.
2. Tax affects selling (import) rates only.
3. Costa Rica: Official rate applies to all Costa Rican exports.
4. Ecuador: Exchange surcharges of 33 per cent and 44 per cent apply to imports of less essential and luxury items respectively.
5. Indonesia: Effective rate for all Indonesian exports to dollar area is basic rate plus 70 per cent of dollar certificate rate. Cost of imports is increased by full amount of dollar certificate rate.
6. Nicaragua: Effective buying rate applies to all Nicaraguan exports.
7. Paraguay: Basic rate applies to all Paraguayan exports.
8. Venezuela: There are special rates for exports of petroleum, cocoa and coffee.

For additional explanatory note see *Foreign Trade* of October 11.

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