

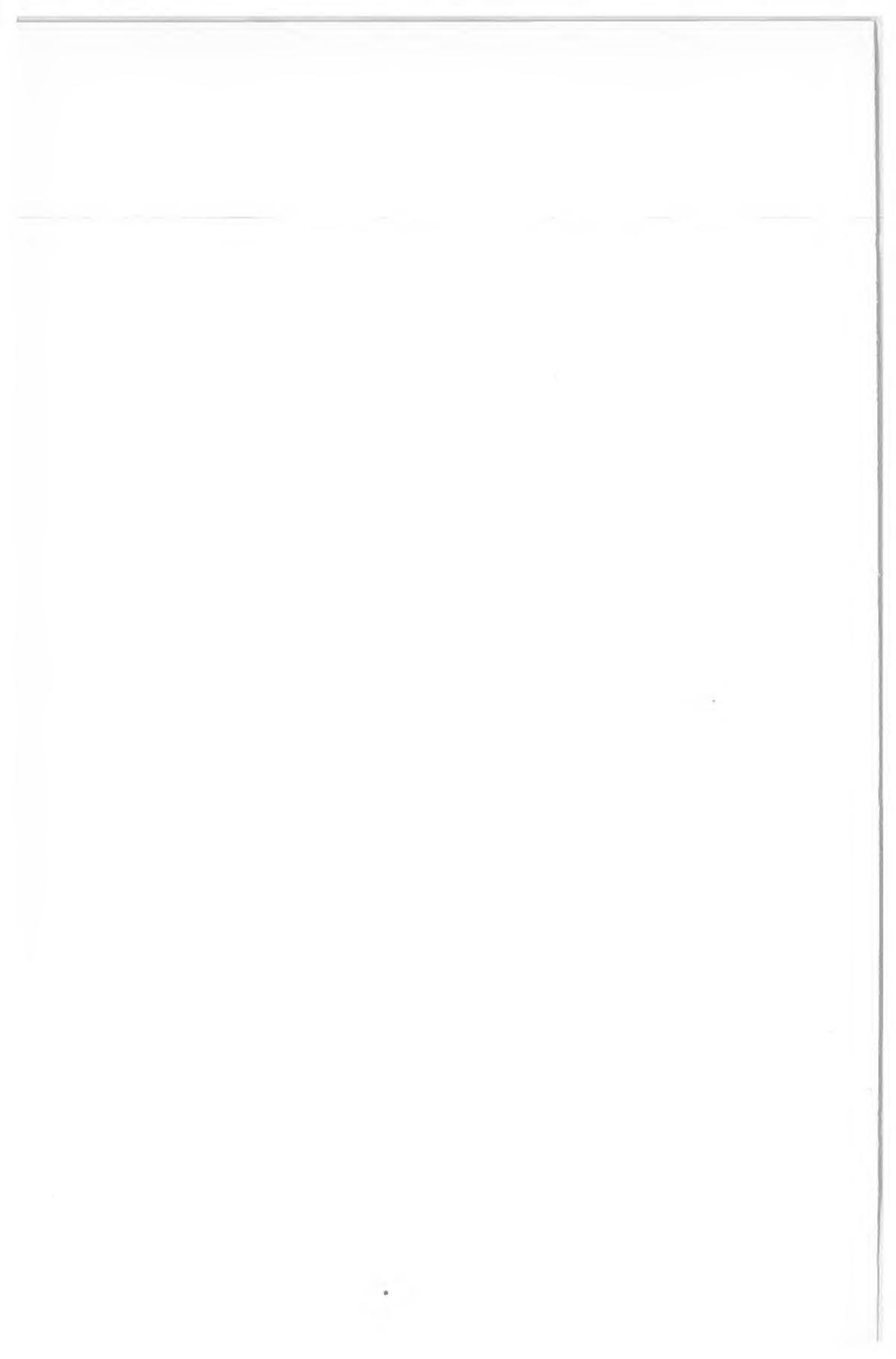
foreign trade

NOVEMBER 15, 1952



Why Britain Exports Foods (page 2)







foreign trade

VOL. 12

OTTAWA, NOVEMBER 15, 1952

NO. 307

| | |
|---------------------------------------------------------|----|
| WHY BRITAIN Exports Foods | 2 |
| ARGENTINA Sets Up Meat Institute | 4 |
| JAPAN Seeks Foreign Capital | 6 |
| COMMODITY NOTES | |
| Australia, Brazil | 8 |
| Colombia, Denmark, India, Jamaica | 9 |
| Norway, Scotland, South Africa, Spain, Sweden | 10 |
| IRISH TWEED Seeks Markets | 11 |
| U.S. FOREIGN TRADE in 1952 | 12 |
| COLOMBIA Develops Coal Resources | 14 |
| GENERAL NOTES | |
| Argentina, British East Africa, France | 17 |
| Ireland, Japan, Norway, Scotland | 18 |
| South Africa, United Kingdom | 19 |
| THE CAROLINAS as a Market | 20 |
| TRADE COMMISSIONERS on TOUR | 21 |
| TRADE and TARIFF REGULATIONS | 22 |
| FOREIGN TRADE SERVICE ABROAD | 24 |
| FOREIGN EXCHANGE RATES | 28 |

COVER . . . The man in the deerstalker cap (right) is the Customs Officer, testing a sample of Scotch whisky for specific gravity in a "spirit receiver." Every stage of manufacture is closely watched, to keep up the quality for export. Whisky ranks second only to sugar as a dollar earner in the "foods and beverages" class. See story on page 2).

Published weekly by the Foreign Trade Service,
 Department of Trade and Commerce,
 Under the authority of
 The Right Hon. C. D. HOWE, Minister, and
 WM. FREDERICK BULL, Deputy Minister.

Subscription: \$2.00 a year in Canada; \$3.50 abroad.
 Single copies: 10 cents each.

Please forward all subscriptions and orders to:
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United Kingdom

Food Exports Earn Dollars

Though Britain imports large quantities of foodstuffs, she also sells certain foods and beverages in dollar markets—and is encouraging their export.

LONDON—Most Canadians, when they think of the United Kingdom and its trade problems, mentally put foods and beverages into the “import” category, forgetting that they also play an important part in the U.K.’s export trade. In fact, they earn dollars for Britain.

Back in 1938, foods and beverages constituted almost 20 per cent by value of the United Kingdom’s exports to dollar countries. By 1951, though the proportion had fallen to slightly over 10 per cent, total value had risen from £10 million to £33 million.

Prewar, the leading food and beverage exports were (1938 figures):

| | |
|-------------------------------|---------------|
| Whisky | £10·5 million |
| Sugar | £ 2·6 “ |
| Unrefined Oils and Fats | £ 2·5 “ |
| Herrings | £ 2·4 “ |
| Soap | £ 1·2 “ |

By 1951, the picture had changed. The leaders were:

| | |
|------------------------------------------------|---------------|
| Sugar | £40·8 million |
| Whisky | £29·6 “ |
| Chocolate and Sugar Confections | £10·5 “ |
| Soap | £ 8·1 “ |
| Biscuits | £ 5·9 “ |
| Coffee (including extracts and essences) | £ 4·5 “ |

In '51, exports of 25 items or categories in this field exceeded a million pounds; even toothpaste exports touched £1·5 million.

Incentive Scheme

The Ministry of Food is actively encouraging greater exports of this type to dollar countries by an incentive scheme. This gives the exporter to dollar markets a larger share of available raw materials when this is possible. The incentives usually take the form of an extra allocation of rationed commodities pro-rated with the amount used in the articles exported. For example, for every ton of meat used in meat products sold to dollar areas, the manufacturer receives an allocation of 4 cwts. over and above his normal share. The amounts of sugar allocated under similar conditions may vary greatly, depending on the proportion of dollar return and the difficulty of penetrating dollar markets. The exporter of home-canned or frozen fruit receives one ton for every ton

used in exports; the exporter of pickles, sauces and table jellies receives two tons for every ton so used, and the exporter of cider four tons for every ton used in exports.

Whisky and gin are released to various markets on allocation. Agreed amounts of whisky may be released for the home market on the understanding that specified minimum quantities go to dollar areas. After the requirements of the dollar and the home markets are met, any surplus may be shipped to other areas. In gin, for every proof gallon of grain spirit used in dollar exports, three and a half proof gallons are allowed for other exports.

The export of meat products has sometimes been a matter of argument. The Ministry of Food has pointed out that the amount of meat used is not sufficient to affect the ration but does earn enough dollars to make the purchasing of greater quantities of foodstuffs from dollar areas easier.

The following table gives the detailed export incentives:

| Export Incentives | |
|-------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Commodity | Bonuses for dollar exports |
| Chocolate and sugar confectionery, chocolate couverture, cocoa products | For every ton of finished goods exported: 1 ton of sugar (where the exported goods contain 20 per cent or more sugar). $\frac{1}{2}$ ton of glucose or starch. $\frac{1}{3}$ ton of oils and fats (or manufacturing butter, syrup or treacle may be taken at the rate of $\frac{1}{3}$ ton for each ton of oils and fats). Dried fruit distributed pro-rata. |
| Biscuits and flour confectionery..... | For every ton of finished goods exported: 12 $\frac{1}{2}$ cwts. of sugar. 12 $\frac{1}{2}$ cwts. of fats. Special white flour and fats are made available for making goods to be exported to dollar areas. Dried fruit distributed pro-rata. |
| Cider | 4 tons of sugar for every ton used in exports. |
| Black currant vitamin syrups | 1 ton of sugar for every 100 cases of 12 bottles exported. |
| Gin | For every proof gallon of grain spirit used in dollar exports, 3 $\frac{1}{2}$ proof gallons are allowed for other exports. |
| Compounds (Drambuie, etc.) | 1.1 tons of sugar for every ton of sugar used in exports. |
| British wines | 3 tons of sugar and dried fruit for every ton of sugar and dried fruit used in exports. |
| Jam, marmalade, mincemeat, fruit curd | 2 tons of sugar for every ton of sugar used in exports. |
| Meat products | 4 cwts. of meat for every ton of meat used in exports. |
| Bacon and ham | 5 cwts. of bacon or ham for every ton exported. For use in any form for non-dollar exports but only in canned form for home market. |
| Bakers' prepared materials | 2 tons each of sugar and fats for every ton used in exports. |
| Sugar cake decorations | 1 cwt. of sugar for every £100 worth of finished goods exported. |
| Canned vegetable salad in mayonnaise | 2 tons each of soft oil, sugar and dried egg (or equivalent) for every ton used in export. |
| Fruit, canned or frozen in United Kingdom | 1 ton of sugar for every ton used in exports of home-canned fruit. |
| Fish paste | 1 ton of manufacturing butter and 1 ton of margarine for every ton used in exports of fish paste. Also 5 cwts. of canned salmon if used. |
| Potted shrimps | 1 ton each of butter and margarine for every ton used in exports. |
| Pickles and sauces, table jellies | 2 tons of sugar for every ton used in exports. |
| Candied peel and glacé fruits | 1 ton of sugar for every ton used in exports. |

Export Incentives—con.

| Commodity | Bonuses for dollar exports |
|------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Edible starch powders | 2 tons of corn flour for every ton of starch food powder exported in excess of 1951 exports. |
| Coffee, liquid essences, soluble powders | 1 ton of sugar for every 500 gallons exported. 1 ton of glucose for every ton of powder exported. |
| Dog biscuits | Special flour available for exports. |
| Whisky | Agreed quantities may be released for the home market, on the understanding that the agreed target for dollar markets is achieved. After meeting the requirements of the dollar and home markets, any surplus may be exported to other areas. |

Statistics prove that the incentives are effective. In the first quarter of 1952, these exports increased 8.6 per cent in value compared with the same period in 1951. Exports of such products to Canada alone went up by 20 per cent in the first eight months of this year compared with the same period in 1951.

—D. A. BRUCE MARSHALL

Commercial Secretary for Canada (Agriculture)

Argentina

National Meat Institute Set Up

BUENOS AIRES—Late in September, the Argentine Congress passed a bill creating the Instituto Nacional de Carnes (National Meat Institute) succeeding the Instituto Ganadero Argentino (Argentine Livestock Institute).

The Livestock Institute (I.G.A.) was created in late 1950 and comprised four separate entities: (1), the Junta Nacional de Carnes (Meat Board), which regulated the grading and classification of meat and prices; (2), the Corporación Argentina de Productores de Carne (C.A.P.), originally a producers' organization later nationalized; (3), the Municipal Abattoir of Buenos Aires, nationalized and known as the Frigorífico Nacional and (4), Liniers Market for cattle and hogs.

The new institute will be under the jurisdiction of the Ministry of Agriculture and directed by a board of seven, to be nominated by the Government and presided over by the Minister of Agriculture and Livestock. Of the six remaining directors, three will be from the Ministry of Agriculture, two from the Ministry of Foreign Trade, and one from the Ministry of Industry and Commerce. All directors must be Argentine citizens by birth and must have had no connection during the preceding five years with any of the industrial or commercial enterprises governed by the institute.

A special administrative committee will take charge of the existing industrial and trading entities such as C.A.P., Smithfield packing plant, etc., until they can be effectively transferred to the new institute. Similarly, until the future status of the Frigorifico Nacional and Liniers Market is decided upon, they will be administered by the special administrative committee. The institute will be financed by a levy of up to 3 per cent (at the beginning, probably 2.35 per cent) of the value of the sales of cattle, sheep and hogs both for the domestic and export markets. This levy will be their main source of revenue. Its predecessor was financed by a levy of 2½ per cent. Thirty per cent of the funds will be allocated for administrative expenses as budgeted for; 60 per cent to finance the industrial and commercial entities mentioned, and 10 per cent to defray expenses of research in livestock.

Functions of Institute

According to the message accompanying the bill, the new entity's functions will be those of "orientating, organizing, regulating, promoting and controlling production, industrial processing and sale of livestock for the domestic market and for export." Jurisdiction will include "investigating, regulating and controlling the working of the meat processing plants and the results obtained by them, with a view to permitting them a fair margin of profit." The institute will also be empowered "to search the premises or domiciles and to seize books, commercial papers, including correspondence, of persons or firms subject to the provisions of the proposed law and to enlist the aid of the police for such purpose."

Producers Protest

The Confederation of Rural Societies, claiming to represent 96 per cent of all rural organizations, asked President Perón for a hearing before the law setting up the new institute was promulgated on October 8. They considered that the new law does not solve the livestock problem and would mitigate against the principle of increasing production as laid down by the President. One objection was that the livestock policy would be implemented and administered by government officials to the exclusion of the producers who, up to now, had had at least a small voice in the matter. Another objection was that considerable funds would be transferred to the institute and handled exclusively by officials, without the participation of the producers.

In many respects the functions of the new institute resemble those of its predecessor. They do, however, give the Government even greater control over the production and marketing of livestock and meat, whether for domestic consumption or for export. They also imply continued control over the foreign packing plants and they will be expected to operate without resorting to subsidies.

—W. B. McCULLOUGH
Agricultural Secretary for Canada

Japan Seeks Foreign Capital

Faced with the urgent need to develop electric power, modernize and expand industrial plant, etc., the Japanese are making a bid to attract overseas investment.

TOKYO—Japan is seeking capital to undertake a number of important projects which form an integral part of its economic rehabilitation program. These projects cover a wide field and include hydro-electric power developments, irrigation schemes, railroad electrification, improvement of harbour facilities, modernization of the steel and coal industries, the procurement of airplanes, and road-building. The Finance Ministry estimates that the total cost of these projects—which are classified as essential—will reach US\$860 million.

World Bank Loan Sought

The International Bank of Reconstruction and Development, at the invitation of the Japanese Government, has sent a two-man economic mission to Japan. The mission will visit industrial, agricultural, and commercial centres during its six to eight weeks' stay. It intends to examine the country's general economy, investment requirements, trade and balance-of-payments problems. Technical investigations into specific development projects will come later. The Japanese hope that the International Bank will make available some of the capital required by private industries to finance the proposed undertakings.

What Industry Needs

The postwar shortage of capital has brought serious problems to Japanese industrial and trading firms. Domestic capital resources are far from adequate. This means that many industries still lack modern plant equipment and technical know-how. Any private foreign investment has mainly been in the form of new industrial techniques supplied on a royalty basis. Some foreign firms have invested jointly in Japanese industrial undertakings and, now that the foreign investment regulations have been modified, additional capital investment by private firms abroad is expected.

Japanese industry has achieved its noteworthy postwar recovery largely by using prewar facilities. The industrial rationalization program which forms a vital part of Japan's industrial rehabilitation is progressing very slowly in most industries. The need for additional power development has become increasingly clear; in fact, the shortage of electric power has caused a number of expensive work stoppages. This, combined



(Above) The great Yawata Iron and Steel Works, Yawata City, Fukuoka, Japan. Part of the money which Japan hopes to raise by foreign loans will be spent to modernize the steel and coal industries, speed up manufacturing, and replace old equipment.

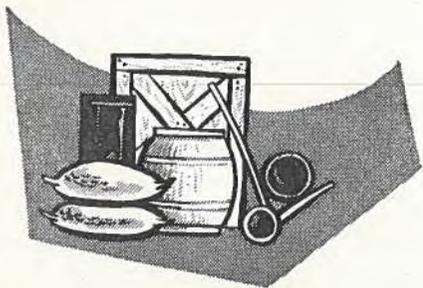
with obsolete equipment and manufacturing processes employed by many industries, has added to the price of export products—and these are already high because of costs of imported raw materials. Other factors have, of course, affected the volume of Japan's export trade during the present year but price has, in many cases, been important.

Exports to Southeast Asia

The Japanese Government has been studying ways and means to increase trade with Southeast Asia. It proposes to send purchasing missions to the countries in the area to buy rubber, zinc, iron ore, etc., and to invite these countries to send economic missions to Japan to examine its postwar industrial potential. Already a number of trade delegations from Southeast Asia have visited Japan. However, the authorities want to emphasize Japan's ability to provide capital goods and technical and other special assistance to Southeast Asian nations undertaking industrial development, irrigation, transportation, and other large-scale projects.

As part of the program to increase export trade, Japan will also endeavour to conclude new trade and payments agreements with the Philippines and Pakistan.

—J. C. BRITTON
Commercial Secretary for Canada



COMMODITY NOTES

AUSTRALIA

Oil—Work on the Anglo-Iranian Oil Company's new refinery at Kwinana near Fremantle, Western Australia, a three-year, £A40 million building program, was begun early in October. The refinery is expected to be in operation late in 1955 and will process three million tons a year of crude oil from the Middle East. It will be the largest oil refinery in Australia and is expected to provide 40 per cent of the country's oil requirements. Its products will be distributed through Commonwealth Oil Refineries Limited, in which the Anglo-Iranian Oil Company recently purchased the Commonwealth Government's interest—Melbourne, October 21.

Copper—Production of refined copper in Australia this year is expected to be at least 18 per cent higher than in 1951 because of the increased output at Mount Lyell, Tasmania. Mount Lyell should contribute about 10 thousand tons of the estimated total Australian output of 16 thousand tons. At the beginning of this year, the Mount Lyell Company had an accumulated stockpile of 20,400 tons of copper concentrates which it was unable to treat because inadequate shipping services could not deliver enough coke. However, increased supplies of coke have enabled the company to treat about half the concentrates in its stockpile, permitting the production of an additional 2,250 tons of refined copper for local use.

Recently, it was reported that a copper outcrop of major importance had been found in Central Australia and this lode is being developed—Melbourne, October 21.

BRAZIL

Crude Petroleum—Brazil produced 29,131,980 litres of crude petroleum, valued at Cr\$9,160,900, during the first three months of 1952, compared with 22,298,000 litres in the same period last year—Rio de Janeiro, October 25.

Iron Ore—New production records were set by the Companhia Vale do Rio Doce during August, with the production of 179,732 metric tons of iron ore and shipment of 168,540 tons. Since January 1st, the company has shipped 936,556 tons, compared with 811,566 tons in 1951 and 399,255 tons in 1950, valued at \$14,600,000, \$7,495,000 and \$3,040,000, respectively—Rio de Janeiro, October 25.

COLOMBIA

Coffee—The main coffee harvest season, from May to July, has yielded a large crop of good quality. New York prices for Colombian coffee continued firm and 51 cents a pound was being quoted at the end of July. Exports for the year ending June 30 amounted to 4.9 million sacks of 60 kilos each (an increase of 61 thousand sacks over the preceding period) which sold for approximately US\$375 million—Bogotá, October 14.

DENMARK

Butter, Bacon and Eggs—Negotiations between representatives of the British Ministry of Food and the Danish agricultural organizations have resulted in an agreement on export prices for butter, bacon and eggs to the United Kingdom during the year October 1, 1952-September 30, 1953. The price of butter was increased by 7½ per cent, from 5.98 to 6.42 kroner per kilo, this being the highest increase that may be effected within the scope of the existing long-term agreement. The price of bacon was decreased by about 8 per cent and was established at 481 kroner per 100 kilos. In both cases the quotas remain unchanged. The United Kingdom is entitled to and will probably take 75 per cent of the Danish export surplus of butter and 90 per cent of bacon. It was agreed to prolong the existing contract for eggs at unchanged prices—Oslo, October 21.

INDIA

Electrolytic Copper—India will produce electrolytic copper for the first time as a by-product of a process adopted for the proposed silver refinery at Calcutta. The need for a copper refinery to produce 5,000 tons of copper a year will be met when the silver refinery begins operations in 18 months' time. At present India produces 6,000 tons of refined copper, which would serve as raw material for the production of electrolytic copper—Bombay, October 15.

JAMAICA

Citrus Crop—The 1952-53 citrus crop in Jamaica, now about to begin, is estimated at 650 thousand boxes as compared with 581 thousand in 1951-52. Because of the recent abundant rains the fruit is expected to be larger and heavier than last year. The 1952-53 estimate for sweet oranges is 400 thousand boxes (341 thousand in 1951-52); for grapefruit, 220 thousand (204 thousand). A rise in local consumption is anticipated. England and New Zealand are the chief markets, with Bermuda taking small quantities—Kingston, October 18.

JAPAN

Titanium—The Japanese Government is setting up a three-year plan to raise the yearly output of titanium to 5,000 tons. The demand for titanium from machinery manufacturers has increased in recent months—Tokyo, October 15.

NORWAY

Steel Wire—The Norwegian ironworks, Christiania Spigerverk, in Oslo, have made the first shipment to Great Britain of a new steel wire intended for making particularly strong screws and bolts for airplanes and other vehicles. It is expected that this product will find a ready international market—Oslo, October 25.

SCOTLAND

Jet Engines—Production of Avon jet engines for the Canberra and Valiant bombers, and for an interceptor fighter, began at a new factory at East Kilbride, near Glasgow, last month. A well-known English firm is behind the project—London, October 3.

SOUTH AFRICA

Wool—The wool clip has earned about £41 million in foreign credits each year during the postwar period; has produced £246 million since the 1946-47 season. Although the return of £49 million in 1951-52 was little more than half of that in 1950-51, it was still the second highest on record. In earlier years the annual returns were: 1946-47, £14.7 million; 1947-48, £22.6 million; 1948-49, £30.9 million; 1949-50, £38.5 million. During the postwar years the average price of South African wool has been 16, 26, 33, 42, 95, and 48 pence—Cape Town, October 20.

Whale Oil—Carryover of 70 thousand tons of unsold whale oil from the 1951-52 season, a decline in price from £126 to £67.10s. a ton, and the higher earnings whalers can make as tankers carrying fuel oil are lowering the interest in the coming whaling season in Antarctica. Fourteen expeditions—possibly only eleven—will operate in place of the 19 last year. Reports indicate that expeditions will be limited to seven from Norway, three from the United Kingdom and one each from Russia, South Africa, Japan and Holland—Cape Town, October 12.

SPAIN

Olives—In the first half of 1952, a Spanish trade journal reports, about 810 thousand bushels of olives were exported, with a total value of \$17.8 million. The season closed at the end of September. Prices paid were \$18.00 per fanega (44 kilos) for Queen olives, \$25.00 for pitted and \$34.00 for olives stuffed with anchovies—Madrid, October 10.

SWEDEN

Fish—During the first half of 1952, the catch of fish was 13 per cent larger than for the same period in 1951 and 5 per cent more than in 1950. The export of fish for the same period increased to 34.7 million kilograms, compared with 30.7 in 1951 and 26.2 in 1950. Imports for the first six months were 13.7 million kilograms, as compared with 11.2 for 1951 and 7.8 for 1950—Stockholm, October 16.

Ireland

Tweed Industry Seeks Markets

DUBLIN—Since the war the sale of Irish tweeds in foreign markets has increased. There is, however, still room for improvement and Gaeltarra Eireann (Irish Rural Industries, operated under the Department of Lands) is seeking potential markets overseas.

Ancient Industry

The manufacture of hand woven tweeds is a long-established industry in the Republic of Ireland and though it has been modernized to some extent, much of the traditional structure still remains. Southwest Donegal is the principal tweed-producing area. Originally, the industry was carried on entirely in the homes of the weavers and, following the recommendation of the Gaeltacht Commission in 1926, the Government bought a number of looms for those carrying on the work in their homes and introduced a course of specialized training. By the early 1930's most of the workers had paid for their looms on the instalment system. The materials for weaving were provided by the Government.

Just before the war, it was decided to establish a spinning mill at Kilcar, Co. Donegal. But the machinery and materials could not be procured at that time and the mill was not opened until 1946. The Kilcar mill employs about 50 or 60 workers, and another 100 to 130 are employed in home weaving. Weaving at home is carried on as a sideline by small farmers and fishermen, and has been fostered by the Government to supplement an otherwise meagre existence.

U.S. and Britain Chief Buyers

Before World War II the chief markets for Irish tweeds were the United States and Great Britain. During the war England was the principal buyer. Exports to the United States increased again after 1945 but the trade with England declined because of a high purchase tax. This purchase tax has recently been removed, and it is hoped the English market will again improve.

Exports to Germany have increased lately, and orders have also been received from Belgium, Austria, Scandinavia, France, Netherlands and Malta. There is also a limited demand for Irish tweeds in such countries as Egypt and Finland.

—GEORGE SHERA

Office of the Commercial Secretary for Canada

United States

Foreign Trade in '52

Though exports from the U.S. have risen slightly from the July low, they remain below 1951 figures; the decline in imports continues serious.

WASHINGTON—During the early summer, some circles expressed their concern at the decline in United States exports. In July, exports fell to \$1,015·9 million, the lowest figure of the year—20 per cent below July 1951 and 24 per cent below the average for the first six months of 1952.

Some analysts felt that this downward trend was likely to continue during the remainder of 1952. They attributed it to the tighter restrictions placed on dollar imports by overseas countries, and the greater competition from non-dollar countries. The August figures, however, showed some improvement, with exports at \$1,072 million. Now the Bureau of the Census estimates that September exports will probably reach \$1,225 million, still 7 per cent below the average of \$1,324 million for the first six months of '52.

Largest decreases in exports in July were in textile fibres and manufactures (mainly cotton, which declined about 50 per cent) and in steel mill products, probably because of the strike.

Exports Decline

Total domestic and foreign exports for January-July 1952 totalled \$8,551·4 million, compared with \$8,996·6 million in the same period of 1951. Highest point so far this year was reached in May, when exports totalled \$1,466·2 million. In June, they declined to \$1,164·3 million, reflecting decreased exports to all areas. June also saw total exports to Western Europe fall from \$530·9 million to \$356·7 million, and total exports to the Latin American republics from \$325·8 million to \$270·8 million. In August, exports to Western Europe went up to \$318·1 million, compared with \$288·8 million in July. Exports to Latin America, however, went down further—from \$263·9 million in July to \$256·3 million in August.

One of the reasons advanced for this decline in exports—the sterling area's efforts to reach a balance and to stop the dollar drain—is but part of a fairly general effort in many countries to adjust trade imbalances. This is bound to affect the flow of trade from dollar to non-dollar countries, but it is not necessarily an unhealthy process.

Far more perturbing is the declining tendency in U.S. imports over the past seven months—from \$921·6 million in January to \$837 million in

July—9 per cent below the 1951 monthly average. General imports for the six months January-June 1952 totalled \$6,240·4 million, compared with \$6,912·3 million in the first six months of 1951.

In July, imports of rubber and tobacco alone dropped to \$62·9 million, from \$87·3 million in June. Some decline also took place in sawmill products, shingles, and chemical wood pulp—from \$107·1 million to \$96·5 million. On the other hand, unmanufactured cotton and jute imports rose by 15 per cent, and metal manufactures, principally copper, from \$152·9 million to \$162·5 million. Lead imports, however, declined.

In August, the decline was even more marked, with imports down to \$817 million. This seemed to stem partly from softer world commodity prices and even more from the intensified competition from U.S. domestic sources.

Imports from Western Europe increased slightly in June—to \$156·6 million, compared with \$147·1 million in May. In July, they reached only \$144·2 million. Imports from the Latin American republics showed a different trend: May, \$257·2 million; June, \$238·0 million; July, \$268·7 million, and August, \$278·5 million.

Outlook Favourable

Despite the obvious difficulties facing U.S. exporters in world markets, the immediate business outlook in this country continues reasonably bright. The sharp import restrictions in many overseas countries may result in correcting the balance of payments situation abroad, especially in the U.K., which, in turn, will tend in the long run to re-open certain export markets for hard currency goods. The key to continuing U.S. exports and perhaps to the present high rate of U.S. economic activity is the maintenance of a large U.S. import trade. U.S. Ambassador Draper (Paris), in a recent report to the President, highlighted this point when he said:

“To maintain our present volume of export trade and at the same time to be paid in full, we must greatly increase our imports from Europe and from other parts of the world.” The existing dollar gap, he pointed out, “threatens not only our own export trade but, if not reduced, may unfavourably affect the mutual defence effort as well.”

—JOHN H. ENGLISH

Office Commercial Secretary for Canada

TRANSPORTATION

The Transportation and Communications Division of the Department of Trade and Commerce will be glad to supply shippers and others interested with information on water, rail, air and road transport services to and from Canada.

The Division has compiled a list of the principal Canadian trade routes and of the steamship companies maintaining services on them. To obtain this list and any further help with international transportation problems, write to the Director, Transportation and Communications Division, Department of Trade and Commerce, Ottawa.

Colombia

Coal for the Export Market

With modern production methods and improved transportation, Colombia's vast coal fields could become an important dollar earner.

BOGOTA—Colombia may soon become a coal exporter. Geological studies have revealed large reserves of coal, some of which are near tidewater and therefore well situated for exploitation and export. Present output, although rising, is very limited and before export requirements in quality, price and quantity can be met, modern methods of production must be introduced and interior transport facilities improved. Plans are already afoot backed by government, business and banking groups. A new coal marketing body has been set up and arrangements have been made to improve rail and port facilities, to construct a beneficiation plant, and to introduce mechanized methods in the mines. Recent press notices indicate that a United States dollar loan has been negotiated with a foreign bank to finance purchases of equipment abroad.

Vast Reserves Untapped

Colombia's coal reserves, according to official statistics, may amount to 12 billion metric tons. However, at the Inter-American Steel Congress held at Bogotá in October, foreign experts expressed the opinion that this figure could be put as high as 40 billion metric tons. Much of this coal is of fair quality, that of the important Valle de Cauca region being of the bituminous type. The largest fields are found in the Departments of Cundinamarca and Boyaca centering on Bogotá in the Department of Antioquia near the industrial centre of Medellin, in the Valle of Cauca region facing the Pacific, and to a lesser extent in the Department of Magdalena fronting on the Atlantic. The last two areas are important from the export point of view because they are located near tidewater. Lesser fields are found in many other parts of the Republic.

Production Small

Although it has been known for years that Colombia is a coal-rich nation, relatively little has been done until recently, either in scientific research or in basic production, to exploit this valuable resource. Because the domestic market is physically and economically cut up into localized sections by three ranges of the Andes which traverse the country, production has been left to small, privately-owned companies which have enjoyed a local monopoly and have never been stimulated to large-scale

mechanized production. Output figures, therefore, are minute compared with those of the leading coal-producing nations. Nevertheless, production figures do indicate a decided growth in response to the demands of growing industrialization. Official figures for 1937 show that 421,965 metric tons were produced. Production rose to 940 thousand tons in 1949, the latest figures available. It is fair to assume that yearly tonnage is now well over the million mark. Over one-third of this is used as a domestic fuel for cooking. Another third is consumed by industry, including cement production, and the railways take about 220 thousand tons a year. Thirty thousand tons go into coke production each year.

Development Plans

The possibilities of exporting from 10 to 20 thousand tons of coal a month to selected markets, particularly from the Valle region, have been studied. It is realized that the success of such a venture depends on several factors—the quality of the coal, cost of production and f.o.b. price seaboard, ocean freight rates, and the margin of profit in competition with present suppliers. Indications are that the Valle product could be marketed in specified areas if substantial investments are made to improve production and transport facilities.

As a result, the Corporacion Carbonera Colombiana has been set up to handle selling and exporting, and to operate a proposed coal-washing plant at Cali. The washing plant will process Valle coal, reduce the ash content and bring the finished product up to competitive standards. The rail line from Cali to the Port of Buenaventura, owned by the Ferrocarril del Pacifico, will be improved and orders have been placed for rolling stock. Five diesel locomotives are being delivered during 1952. The Ministry of Public Works has already drawn up plans for coal-handling facilities at Buenaventura and estimates on costs have been received from United States and European firms. Plans are based on exports of 20 thousand tons a month.

Financing

Although it is planned to finance expenditures in Colombian currency locally, efforts have been made to secure foreign loans to cover external costs. Recent press reports indicate that the Bank of Paris and the Low Countries has extended a loan of US\$2 million and, presumably because of this, construction work will begin soon. Total capital expenditure is estimated at US\$3,350,000 for the preparation plant, rails and rolling stock, and improvement to port facilities. Revenue from exports will be in U.S. dollars and therefore it should be possible to finance both capital and interest payments on the foreign loan without too much strain on the country's dollar reserves.

Coal Fields Well Located

Because of internal transport difficulties not all Colombian coal fields can be included in the export picture. However, the fields at El Cerrejon and particularly in the Valle de Cauca region are promising.

The El Cerrejon area has reserves estimated at 50 million tons of high calorific value coal. The field is about 70 miles from the Port of Riohacha on the Atlantic. Unfortunately, this port can admit only vessels

of shallow draft and to fully exploit the field's possibilities adequate roads will have to be constructed to salt water. Also, the project may have to bear the cost of building harbour facilities at the small centre of Dibulla, some distance along the coast. Another drawback is the fact that the Atlantic region here is not a large consumer of coal. However, the rapidly growing Venezuelan port city of Maracaibo, 140 miles east of El Cerrejon, could become a market.

Of much more immediate importance and interest are the reserves in the Department of Valle de Cauca. The port improvements at Buenaventura and the expanded railway facilities of the Ferrocarril del Pacifico, will be of great consequence to these fields. The local market is a substantial and growing one, based primarily on the industries of the city of Cali. Local production is about 300 thousand tons a year and reserves are estimated at 406 million metric tons. The Valle coals are generally of high bituminous rank with low moisture content and high calorific value. It is claimed that the firm, high-volatile coals of the Golondimas area, when uniformly prepared, will compare with the high-volatile steam coals of Pittsburgh. The medium volatile coals of the central region around Rio Claro, after good preparation, should approach the standard of the famous Welsh steam coals preferred in the South American trade. The lower volatile coals from the Rio Timba region could be utilized as coking coal blends in Latin American steel plants. Coals of this type are in demand in the Far East.

Export Prospects

Ocean freight rates hold the key to potential export markets, and not only the length of haul but the possibilities of securing return cargoes must be considered. The following are potential markets:

- Southern South America, from which Colombia regularly imports wheat and wool; two-way cargoes are available.
- Central America and the Caribbean area.
- Uruguay and Brazil as far north as Rio de Janeiro.
- Japan.

Because the tonnage proposed for export is small, it is felt that any one of these markets could absorb all of the available Valle production and it is assumed that there will be no difficulty in finding ready openings.

The proposed development program has two major objectives—to provide an adequate fuel supply for Colombia's expanding industrial economy, and to make coal available for export. The increased business resulting from the export trade should facilitate improvements in mining practice and internal transportation, as well as promote better living conditions in the mining communities. The foreign exchange obtained should help finance the purchase of mechanized equipment which, in turn, would expand production and help to lower unit costs.

Therefore, the importance to the economy of the coal export business, particularly of the producing regions of the Valle de Cauca, cannot be overstressed. Besides providing a new source of foreign exchange for the nation, these exports should have a beneficial effect on many phases of Colombian industry.

—JOHN E. LANCASTER

Assistant Canadian Government Trade Commissioner



GENERAL NOTES

ARGENTINA

Liniers Market Prices—On October 8 the ceiling prices in Liniers Market, cattle and hogs, were removed. Cattle prices at once advanced about .20 pesos per kilo, liveweight, establishing new records for all grades. Deliveries since have been sharply higher.

Chiller quality steers weighing 517 kilograms (1,137 pounds) advanced from 1.53 to 1.78 pesos per kilo, liveweight (13¼ to 15¼ U.S. cents per pound). Light young steers for home consumption advanced from 1.79 to 1.88 pesos; heavy veal advanced from 1.80 to 2.00 pesos per kilo.

The removal of the ceiling at Liniers should allow prices to reach the higher levels of the interior and attract supplies to Liniers or direct to the packing plants. With continuing restrictions on the consumption of beef and by this measure, the Argentine Government hope to draw more supplies for export, principally to the United Kingdom. Representatives of both governments are currently discussing negotiations for a new contract in Buenos Aires—Buenos Aires, October 15.

BRITISH EAST AFRICA

New Coalfields—Exploitation of the coal deposits in Tanganyika will make British East Africa self-supporting in coal and eventually in oil and petrol. Exploratory work, begun in 1949 by the Colonial Development Corporation, has blocked out reserves of 54 million tons and indicated workable deposits in excess of 300 million tons. The initial output of 500 thousand tons of coal a year is earmarked for the East African Railways and industrial users. Up to 1½ million tons per year will be converted into petroleum products in the oil-from-coal plant to be built by the Corporation. Until the oil-from-coal plant is in operation, the surplus coal will be carried on a railway (now under construction) from the coalfield to the East Coast where it will be used in ship bunkers—Cape Town, October 21.

FRANCE

Surplus of Apples and Pears—Because of the heavy apple and pear crops this year, particularly of the variety used for cider, the French Government has taken several measures to handle the surplus. Arrangements have been made to allocate quantities to the Army and to dispose of some through consumer co-operatives.

As a measure of price support, the French Government takes over surplus wine, cider, beet sugar, etc., for distillation into industrial

alcohol. With the surplus of cider fruit particularly heavy this year, a quota of 550 thousand hectolitres of alcohol has been assigned to the distilleries. This will be far from sufficient and the Alcohol Commission has requested authority to buy up another 50 thousand hectolitres—Paris, October 24.

IRELAND

New National Loan—A new national loan for £ 20 million was floated on September 29, 1952, by the Minister for Finance for the Republic of Ireland and was over-subscribed on the closing day, October 3, 1952. The loan was offered at par and carries an interest rate of five per cent per annum. The principal of the loan will be repaid at par on September 15, 1972. This is the largest loan ever issued in the Republic at such an attractive rate of interest.

The proceeds of the loan will be used to finance the government program of social reconstruction, national development and remunerative enterprise. This includes the development of rural electrification, agriculture, housing, fuel production, air transport, etc.—Dublin, October 24.

JAPAN

Japan-U.S. Arbitration Agreement—An agreement between the Japan Commercial Arbitration Association and the American Arbitration Association has been approved. The agreement covers commercial arbitration in trade between Japan and the United States and is effective from September 16, 1952—Tokyo, October 10.

NORWAY

Export Duties Abolished—Export duties levied in Norway on wood-refining products are to be abolished, retroactive from July 1, 1952. These export duties from the time they were introduced on February 15, 1951, have brought in 261 million kroner. As a result of the great drop in prices early in the year and the subsequent failure of Norway's most important markets for these products, a number of Norwegian factories have been forced to close down temporarily or to reduce production. The production index in July dropped to 71·6 (1938 equals 100) as against 105·6 in July 1951, and the export tax returns dropped from 70 million kroner for the first quarter of 1952 to approximately 35 million in the second quarter—Oslo, October 15.

SCOTLAND

Power Barge for Venezuela—A massive, self-contained diesel-electric power barge is under construction in one of the shipyards at Port Glasgow. The barge is destined for oil drilling operations in the deepest waters of Lake Maracaibo, which has helped to make Venezuela one of the great oil centres of the world. It is the first of its type to be built in Scotland. The diesel generating installation will have a total of more than 4,000 brake horsepower. Present arrangements are for the barge, when she leaves the Clyde (probably in a few weeks) to be towed to Venezuela by a Dutch tug—London, October 25.

SOUTH AFRICA

Reserves Decline—The net current deficit of £27 million during the April-June quarter was partially offset by a net inflow of £19 million in investing funds, and the Union of South Africa's total gold and exchange holdings declined by £8 million. This net loss, added to the £9 million during the first quarter of the year has reduced gold and exchange holdings by £17 million in the first half of the year, or by a slightly larger figure than the decline of £16 million during the first six months of 1951—Cape Town, October 12.

UNITED KINGDOM

Electricity Costs Rising—The British Electricity Authority, which controls the supply and distribution of electricity in the United Kingdom, had a surplus of about £2.9 million in the financial year ending March 31, 1952. This compared with a surplus of £6.3 million in 1950-51. Advancing costs are causing anxiety. If they continue to rise, some increases in the retail price of current will be unavoidable—London, October 24.



Food and beverages from Canada are now on display in the Canadian Showroom at Rockefeller Center, New York, with the show continuing until the end of the year. Our photo shows only a few of the many products in the exhibit, ranging from canned hams to macaroni, cheddar cheese to canned lobster, etc.

United States

The Carolinas as a Market

Canadian food, fish and lumber producers might well investigate sales opportunities in these two states.

NEW ORLEANS—Between the Smoky Mountains and the Atlantic Ocean lie the rolling farmlands of North and South Carolina. In these two states live 6·1 million people, most of them engaged in agriculture. Maize is grown extensively in both; cotton, tobacco and peanuts are the main crops of North Carolina and oats, peanuts, peaches, sweet potatoes and tobacco of South Carolina.

In spite of their predominantly agricultural background, the Carolinas are known throughout the United States as leading suppliers of cigarettes, cotton textiles and furniture. The hills and valleys are dotted with many factory villages, one or two mills with a cluster of dwellings and the usual shops. These two states are reaching out aggressively for new industries and their per capita incomes, while low compared with some of the northern states, are increasing more rapidly than those of most areas in the United States.

This combination of industry and agriculture provides the key to the existing and potential market for Canadian products in the Carolinas.

Market Possibilities

Local farms cannot supply the full range of foodstuffs demanded by the industrial workers. Canadian seed potatoes are purchased regularly and a leading produce dealer reports that his company has been importing rutabagas from one supplier in Ontario for the past fifty years. Another firm distributes frozen fillets of fish from Canada, and a number of companies are interested in the possibility of importing canned luncheon meats. In fact, it would appear that this area offers a market for Canadian foodstuffs that have proved competitive elsewhere in the United States.

The furniture industry provides a sales opportunity for Canadian hardwoods, such as lumber, plywood or veneers. A number of responsible lumber wholesale distributors in the area are prepared to deal with Canadian suppliers, if prices are competitive. Many of these firms say—as do the furniture manufacturers—that the market for Canadian woods could be greatly extended if the rail rates from Canada were reduced.

Over 40 per cent of U.S. wooden household furniture is made in the Southern States. Most of this, as well as other types of furniture, comes from 373 furniture factories in North Carolina. Manufacturers are interested in the possibilities of using northern birch and maple as wood or veneers and are trying to obtain more favourable freight rates.

A useful guide to the types of furniture produced by each factory, with the names of the members of the firm and company address, is the *Directory of Southern Furniture Manufacturers*, supplied by the Southern Furniture Manufacturers Association, 209 South Main Street, High Point, North Carolina. The Association can also answer general questions about the industry.

For shipments from Canada, Charlotte, N.C., is the key inland distribution centre for the area. Charleston, South Carolina, is the principal port, although Wilmington and Morehead City in North Carolina are trying to step up their trade. These ports offer a useful alternative to shipment by rail, especially to those centres that are within economical trucking distance. Thus, certain Pacific Coast products such as canned fish and lumber are being brought into these ports—and this could also apply to shipments from British Columbia. Movement by water from points on the Canadian Atlantic Coast would depend on a regular shipping service which could call at these ports. At present no such service is available and shipments would probably have to be made by charter.

To sum up, the Carolinas offer a market for Canadian vegetables, apples, meats, fish, certain softwoods, and hardwoods. Interested Canadian firms may obtain the names of responsible distributors from the Consul of Canada and Trade Commissioner, 201 International Trade Mart, New Orleans, whose office serves this territory.

—G. A. NEWMAN

Consul of Canada and 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
Toronto—Nov. 24-29

Montreal—Dec. 1-6
Ottawa—Dec. 8-11

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

TRADE AND TARIFF REGULATIONS

BELGIUM

New Import Restrictions on Paper Items—The import into Belgium of certain manufactures of paper and cardboard from all countries has been made subject to import licences effective October 6, 1952, by virtue of an administrative decision of October 3.

The commodities involved are of little commercial interest to Canada. They include such articles as paper bags, printed matter, tissue paper, wallpaper and unspecified paper manufactures. All these items have been made subject to the dollar import restrictions which came into force in September 1951. However, their entry from non-dollar countries has not hitherto been restricted. It is therefore not expected that the new restrictions will have a noticeable effect on Canadian exports to Belgium—Brussels, October 17.

(Exporters may obtain information as to individual items affected by writing to the Foreign Tariffs Division, Department of Trade and Commerce, Ottawa.)

IRELAND

Imports of Sparkplugs—By an Order of the Government of the Republic of Ireland issued under the Control of Imports Acts, 1934 and 1937, a further quota and quota period extending from November 1, 1952 to April 30, 1953, has been announced covering imports of sparkplugs. The quantity allocated for this period is 5,000 articles, the same as that fixed for the previous six months—Dublin, October 21.

Import Customs Duties—Under the following orders, the Government of the Republic of Ireland has announced new and revised import customs duties as follows:

Under Emergency Imposition of Duties (No. 289) (Adhesive Gums) Order, 1952, an ad valorem duty of 37½ per cent full rate, 25 per cent preferential rate applicable to Canada and the U.K. only, has been placed on imports of adhesive preparations which are aqueous solutions of arabian type gums, when imported in containers of not more than 20 imperial gallons each.

Emergency Imposition of Duties (No. 290) (Malt Extract and Fish Liver Oil) Order 1952, increases the duty mentioned at Irish Tariff Reference 145/5 on malt extract, preparations of malt extract and fish liver oil from 50 per cent ad valorem full rate to 75 per cent ad valorem; and from 33½ per cent ad valorem preferential tariff to 50 per cent ad valorem.

These duties are effective September 19, 1952.

Emergency Imposition of Duties (No. 291) (Cotton Wool) Order 1952, extends, effective September 30, 1952, the scope of the import duty mentioned at Irish Tariff Reference No. 64/2 to include articles

of cotton wool and wadding made wholly or partly of cotton; the rate remains at 50 per cent ad valorem full rate, 33½ per cent ad valorem preferential rate.

Emergency Imposition of Duties (No. 292) (Brace Elastic) Order, 1952, extends, effective October 3, 1952, the scope of import tariff item No. 57/10 to include component parts (made of elastic) of braces which now become liable to 75 per cent ad valorem full rate; 50 per cent ad valorem preferential rate applicable to Canada or U.K. only.

A duty-free licensing provision is attached to each of the above orders—Dublin, October 20.

Package Duties—The Government of the Republic of Ireland, by Emergency Powers (No. 282 and 320) Orders, 1952, has ended the suspension of certain package duties on the following items, effective September 30, 1952: any medicinal preparation and surgical dressing; coffee, ground or roasted; certain disinfectants, etc.

The rate of package duty applicable to these goods is:

Full Rate: 2d. on first 2 lbs. (or 2 pints) or fraction thereof, and 1d. per lb. (or per pint) or fraction thereof, thereafter up to 7 lbs. (or 6 pints).

Preferential Rate (applicable to Canada and U.K. only): 1d. per lb. (or pint) or fraction thereof up to 7 lbs. (or 6 pints).

Certain exemptions from the payment of package duty are embodied in the existing legislation.

However, it should be noted that only the package duty is being revived. The import customs duties under Irish Tariff Reference No. 60 and 71/9, so far as they apply to coffee and disinfectants respectively, remain suspended—Dublin, October 21.

UNITED KINGDOM

Ferro-Alloy Trade to Private Channels—Effective January 1, 1953, private firms in the United Kingdom will be allowed to import, under licence, the following alloy metals: ferro-silicon, ferro-chrome, ferro-silico-chrome, silico-manganese, silico-spiegel, ferro-phosphorous, calcium silicide.

At present the British Iron and Steel Corporation Limited is the sole importer, buying in bulk and distributing to all United Kingdom users. Improved supplies have made this relaxation possible—London, October 30.

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, Denmark, 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.

Foreign Trade Service Abroad

† Indicates a change since previous publication.

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

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| Argentina Paraguay Uruguay | C. S. Bissett, Commercial Counsellor W. B. McCullough, Agricultural Secretary | Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES | <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, Commercial Secretary for Canada and Agricultural Secretary | 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 |
| Belgium Luxembourg | T. J. Monty, Commercial Secretary | Canadian Embassy, 35 rue de la Science, BRUSSELS | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 11-33-88 |
| Brazil | C. R. Gallow, Commercial Secretary | Canadian Embassy, Edificio Metropole, Av. Presidente Wilson 165, RIO DE JANEIRO | <i>Mail:</i> Caixa Postal 2164 <i>Cable:</i> CANADIAN <i>Tel.:</i> 42-4140 |
| Brazil | C. J. Van Tighem, Consul of Canada and Trade Commissioner | Canadian Consulate, Edificio Alois, Rua 7 de Abril 252, SAO PAULO | <i>Mail:</i> Caixa Postal 6034 <i>Cable:</i> CANADIAN <i>Tel.:</i> 36-6301 |
| Ceylon | Paul Sykes, Canadian Government Trade Commissioner | Galle Face Hotel, COLOMBO | <i>Mail:</i> P.O. Box 1006 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5876 |
| Chile | M. R. M. Dale, Commercial Secretary | Canadian Embassy, Bank of London and South America Building, SANTIAGO | <i>Mail:</i> Casilla 771 <i>Cable:</i> CANADIAN <i>Tel.:</i> 64189 |
| Colombia Ecuador | W. J. Millyard, Canadian Government Trade Commissioner | Calle 19, No. 6-39, BOGOTA | <i>Mail:</i> Apartado 1618 <i>Airmail:</i> Apartado Aero 3562 <i>Cable:</i> CANADIAN <i>Tel.:</i> 12-251 |
| Cuba | A. W. Evans, Commercial Secretary | Canadian Embassy, Avenida de las Misiones 17, HAVANA | <i>Mail:</i> Apartado 1945 <i>Cable:</i> CANADIAN <i>Tel.:</i> M-9839 |
| Dominican Republic Haiti, Puerto Rico | R. E. Gravel, Canadian Government Trade Commissioner | Edificio Copello 410, Calle El Conde, CIUDAD TRUJILLO | <i>Mail:</i> Apartado 451 <i>Cable:</i> CANADIAN <i>Tel.:</i> 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 | <i>Mail:</i> P.O. Box 1770 <i>Cable:</i> CANADIAN <i>Tel.:</i> 23110 |
| France Algeria, French Morocco, French West Africa, Tunisia | J. P. Manion, Commercial Counsellor for Canada | 3 rue Scribe, PARIS | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> OPEra 42-30 |
| Germany Federal Republic | B. A. Macdonald, Commercial Counsellor | Canadian Embassy, 22 Zitellmannstrasse, BONN | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Bonn 38927 |
| Germany | Wm. Van Vliet, Agricultural Secretary | | |

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

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| Philippines | F. H. Palmer, Consul General of Canada and Trade Commissioner | Tuason Building, 8-12 Escolta, MANILA | <i>Mail:</i> P.O. Box 1825 <i>Cable:</i> CANADIAN <i>Tel.:</i> 3-33-35 |
| Portugal Azores, Madeira | L. M. Cosgrave, Commercial Counsellor | Canadian Legation, Avenida de Praia da Vitoria, 48-1°D., LISBON | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 53117 |
| Singapore Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak, Thailand | D. S. Armstrong, Canadian Government Trade Commissioner | Room D-5, Union Building, SINGAPORE | <i>Mail:</i> P.O. Box 845 <i>Cable:</i> CANADIAN <i>Tel.:</i> 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 | <i>Mail:</i> P.O. Box 715 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 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 | <i>Mail:</i> P.O. Box 683 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 2-5134/5 |
| Spain Balearic Islands, Canary Islands, Gibraltar, Rio de Oro, Spanish Morocco, Tangier | E. H. Maguire, Canadian Government Trade Commissioner | 70 Avenida Jose Antonio, MADRID | <i>Mail:</i> Apartado 117 <i>Cable:</i> CANADIAN <i>Tel.:</i> 21-41-13 |
| Sweden Finland | Acting Commercial Secretary | Canadian Legation, Strandvagen, 7-C, STOCKHOLM | <i>Mail:</i> P.O. Box 14042 <i>Cable:</i> CANADIAN <i>Tel.:</i> 67-92-15 |
| Switzerland Austria, Czechoslovakia, Hungary | Yves Lamontagne, Commercial Counsellor | Canadian Legation, Thunstrasse 95, BERNE | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 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 | <i>Mail:</i> P.O. Box 125 <i>Cable:</i> CANADIAN <i>Tel.:</i> 4787 |
| United Kingdom (South of England, East Anglia, Scotland), Iceland, British West Africa (Gambia, Gold Coast, Nigeria, Sierra Leone) | R. P. Bower, Commercial Counsellor | Office of the High Commissioner for Canada, Canada House, Trafalgar Square, LONDON, S.W.1 | <i>Mail:</i> (City Address) <i>Cable:</i> SLEIGHING <i>Tel.:</i> Whitehall 8701 |
| United Kingdom | R. Campbell Smith, Commercial Secretary | | |
| United Kingdom | D. A. B. Marshall, Commercial Secretary (Agricultural) | | |
| United Kingdom | R. D. Roe, Commercial Secretary (Timber) | | <i>Cable:</i> TIMCOM |

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| United Kingdom (Midlands, North England, Wales) | M. J. Vechslor, Canadian Government Trade Commissioner | Martins Bank Building, Water Street, LIVERPOOL | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Central 0625 |
| United Kingdom (Northern Ireland) | Acting Canadian Government Trade Commissioner | 36 Victoria Square, BELFAST | <i>Mail:</i> (City Address) <i>Tel.:</i> 21867 |
| 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 | | |
| 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 | <i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM <i>Tel.:</i> 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 | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 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 | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 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 | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 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 | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 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 | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 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 | <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> SUTter 1-3039 |
| Venezuela Netherlands Antilles | J. A. Stiles, Consul of Canada and Trade Commissioner | Canadian Consulate General, Edificio Pan American, Puente Urapal, CARACAS | <i>Mail:</i> Apartado 3306 <i>Cable:</i> CANADIAN <i>Tel.:</i> 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.

Conversions 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 1.0309.

| Country | Unit | Type of Exchange | Canadian dollar equiv. Nov. 6 | Notes (See below) |
|-----------------------------------------------|--------------------------|----------------------------|-------------------------------|-------------------|
| Argentina | Peso | Preferential buying | .1293 | (1) |
| | | Basic buying | .1940 | |
| | | Preferential selling | .1940 | |
| | | Basic selling | .1293 | |
| | | Free | .0698 | |
| Austria | Schilling ..... | ..... | 0454 | |
| Australia | Pound ..... | ..... | 2.1735 | |
| Belgium-Luxembourg & Belgian Dependencies ... | Franc ..... | ..... | .0194 | |
| | | Boliviano | .0162 | tax 5% (1) |
| Bolivia | Boliviano | Differential | .00965 | tax 3% (2) |
| British West Indies (except Jamaica) | Dollar ..... | ..... | .5660 | |
| | | Cruzeiro | .0524 | tax 8% (2) |
| Brazil | Kyat ..... | ..... | .2038 | |
| Burma | Rupee ..... | ..... | .2038 | |
| Ceylon | Peso | Official | .0312 | (1) |
| | | Commercial | .01615 | |
| Chile | Peso | Free | .00782 | |
| | | Basic | .3880 | tax 3% (2) |
| | | Coffee Buying | .4275 | |
| Colombia | Colon | Official | .1731 | (3) |
| | | Free | .1443 | |
|  |  | ..... | .9700 | |
| Costa Rica | Peso ..... | ..... | .1914 | *Sept. 30 |
| Cuba | Koruna ..... | ..... | .1404 | tax 2% |
| Czechoslovakia | Krone ..... | ..... | .9700 | |
| Denmark | Peso ..... | ..... | .06466 | (4) |
| Dominican Republic | Sucre | Official | .05575 | |
| Ecuador | Peso | Free | 2.7854 | |
| Egypt | Pound ..... | ..... | 2.4476 | |
| Fiji | Markka ..... | ..... | .0042 | |
| Finland | Franc ..... | ..... | .00277 | |
| France | Franc ..... | ..... | .00555 | |
| French Africa | Franc ..... | ..... | .01526 | |
| French Pacific | D Mark ..... | ..... | .2310 | |
| Germany | Drachma ..... | ..... | .000065 | |
| Greece | Quetzal ..... | ..... | .9700 | |
| Guatemala | Gourde ..... | ..... | .1940 | |
| Haiti | Lempira ..... | ..... | .4850 | |
| Honduras | Dollar | Free | .1515 | *Sept. 29 |
| Hong Kong | Krona | Official | .05956 | |
| Iceland | Rupiah | Special buying | .04580 | |
| | | Special selling | .03722 | |
|  |  | ..... | .2038 | |
| | | Basic | .0851 | (5) |
| | | With Surcharge I | .0425 | |
| With Surcharge II | .0284 | | | |
| ..... | Dollar certificate | .00182 | *Oct. 15 | |

* Latest available quotation date.

| Country | Unit | Type of Exchange | Canadian dollar Equiv. Nov. 6 | Notes (See below) |
|-----------------------------|----------------|-------------------|-------------------------------|-------------------|
| Iran | Rial | Certificate I | -01193 | *Sept. 26 |
| | | Certificate II | -01186 | *Sept. 26 |
| Iraq | Dinar | | 2-7169 | |
| Ireland | Pound | | 2-7169 | |
| Israel | Pound | Basic | 2-7160 | |
| | | Special | 1-3580 | |
| | | Investment | -9700 | |
| Italy | Lira | | -00156 | |
| Jamaica | Pound | | 2-7169 | |
| Japan | Yen | | -00269 | |
| Lebanon | Pound | Free | -2719 | * |
| Luxembourg (See Belgium) | | | | |
| Mexico | Peso | | -1121 | |
| Netherlands | Guilder | | -2553 | |
| Netherlands Antilles | Guilder | | 5144 | |
| New Zealand | Pound | | 2-7169 | |
| Nicaragua | Cordoba | Effective buying | 1470 | (6) |
| | | Official selling | -1376 | |
| | | With Surcharge I | -1205 | |
| | | With Surcharge II | -0965 | |
| Norway | Krone | | -1358 | |
| Pakistan | Rupee | | -2932 | |
| Panama | Balboa | | -9700 | |
| Paraguay | Guarani | Basic | -06466 | (1) |
| | | With Surcharge I | -04619 | (7) |
| | | With Surcharge II | -03233 | |
| Peru | Sol | | -0627 | |
| Philippines | Peso | | -4850 | tax 17% (2) |
| Portugal | Escudo | | -0338 | |
| El Salvador | Colon | | -3880 | |
| Singapore & Malaya | Straits dollar | | -3170 | |
| South Africa (Union of) | Pound | | 2-7169 | |
| Spain & Dependencies | Peseta | Basic buying | -04429 | |
| | | Basic selling | -08645 | (1) |
| | | Free | -02446 | |
| Sweden | Krona | | -1875 | |
| Switzerland | Franc | | -2263 | |
| Syria | Pound | | -2707 | *Sept. 30 |
| Thailand | Baht | Official | -0776 | (1) |
| | | Free | -0551 | *Sept. 30 |
| Turkey | Lira | | -3464 | |
| United Kingdom | Pound | | -27169 | |
| United States | Dollar | | -9700 | |
| Uruguay | Peso | Official | -6386 | |
| | | Basic buying | -5449 | |
| | | Special buying | -4128 | (1) |
| | | Basic selling | -5105 | |
| | | Special selling | -3959 | |
| Venezuela | Bolivar | | -2896 | (8) |
| Yugoslavia | Dinar | | -00323 | |

* 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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