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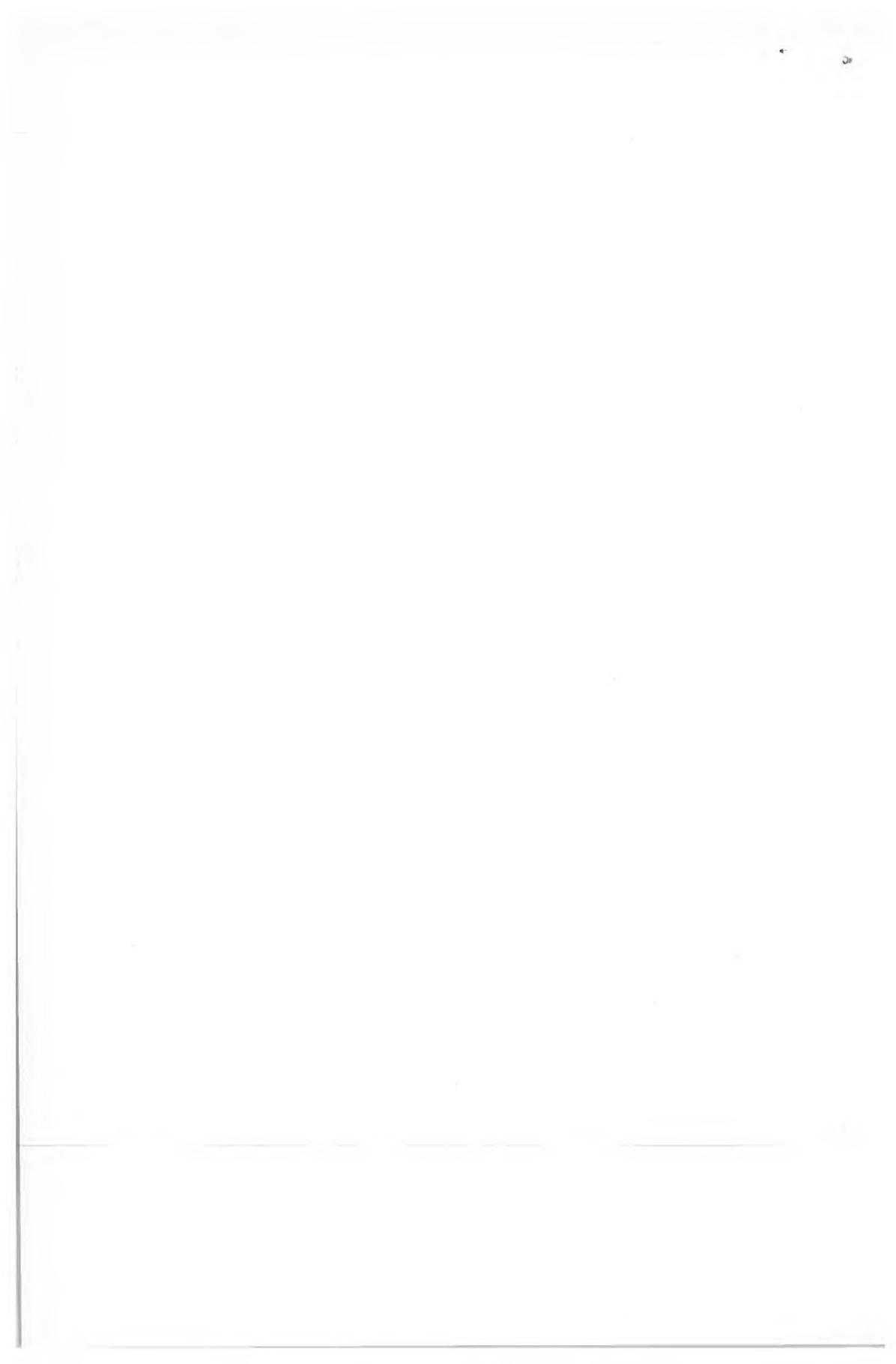
# trade



NOVEMBER 29, 1952



The Belgian Steel Industry (page 2)





# foreign trade

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**COVER . . .** Blast furnace in one of the large Belgian steel plants. More efficient operation has helped to reduce the number of blast furnaces in operation, yet increase production. For a story on the iron and steel industry of Belgium-Luxembourg, and its two-way trade with Canada, see page 2.

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# The Belgian Steel Industry

*Canada carries on a two-way trade with Belgium in iron and steel and its products; has a direct interest in the progress of this industry.*

**B**RUSSELS—The Belgian economy depends so greatly on foreign trade largely because the country lacks raw materials for its industries. The metallurgical industry, for instance, must obtain most of its iron ores from France. The textile industry too must draw on foreign sources for its raw materials.

The United States exports some four to five per cent of its production; Belgium must export 33½ per cent. This means that, like Canada, Belgium must find markets for its products.

Thanks mainly to substantial coal deposits—and a coal production ranging from 27 to 30 million tons a year—the Belgian iron and steel industry has continued to develop in spite of the fact that it now imports most of its ores. In fact, it is one of the leaders in Belgium's foreign trade.

Technically, no startling new process has been developed since before the First War. However, more efficient operation has reduced the number of blast furnaces yet increased production. This, and the recovery of by-products, has helped Belgium maintain its place in the international market for metallurgical products. Before the war she was the fifth producer of iron and steel products (surpassing Japan) and she still retains this place.

## Raw Materials

In 1951, Belgium imported 8·8 million tons of iron ore as against 6·3 million in 1950. This illustrates how the Korean war stimulated the iron and steel industry.

Coal, produced locally at higher cost than in neighbouring countries, plus ore (which must be imported) and labour costs (higher than in the Netherlands or Germany) condition the prices of the Belgo-Luxembourg metallurgical industry.

Apart from iron ore, Belgium has to import substantial quantities of coke and scrap, as the following figures indicate:

### Imports of Ores, Coke and Scrap

Period	Ores	Coke	Scrap
1950: January-June .....	2,608	1,450	191
June-December .....	3,020	1,657	171
1951: January-June .....	3,808	2,275	131
June-December .....	4,019	2,371	120
1952: January-June .....	4,108	2,379	95

(Increased use of coke means less use of scrap—which has become increasingly scarce—and greater use of ores.)

France and Luxembourg supply over 80 per cent of the ores Belgium uses. Sweden supplied 15 per cent of Belgian needs in 1951, largely in high-grade ores with 63 per cent iron content.

The following table of monthly averages shows how the output of iron and steel and its products has steadily increased:

**Belgian Metallurgical Production**  
(monthly averages)

Period	Pig Iron		Steel		Metallurgical Products	
	1,000 tons	Index	1,000 tons	Index	1,000 tons	Index
1936-38 .....	261	...	253	...	...	...
1948 .....	329	...	320	...	...	...
1949 .....	312	120	315	125	138	125
1950 .....	307	118	305	121	131	118
1951 .....	404	155	417	165	156	141
1952						
1st quarter .....	429	165	445	177	150	137
2nd quarter .....	400	...	412	...	144	...

(Note: Index—1936-38=100.)

In 1951 Belgium produced a total of 4.8 million tons of pig iron, compared with 3.7 million in 1950, and just over 5 million tons of steel, compared with 3.7 million in 1950. This makes her one of the world's major steel producers.

The capacity of the 50 blast furnaces in operation in 1951 (35 in June 1950) totalled 14,280 tons a day. Production reached near capacity, especially towards the end of the year. This permitted a 15 per cent increase in deliveries in 1951 over 1950 in the home market and of 30 per cent over 1950 for export.

**Exports and Imports**

Most of the pig iron produced is absorbed by Belgium's steel mills, and the rolling mills take the majority of steel for conversion into rolling mill products. Roughly 69 per cent of the latter are exported and in 1951 BLEU (the Belgo-Luxembourg Economic Union) sold some 4.5 million tons abroad. Exports of iron and steel products from Belgium amounted to \$314 million (Canadian dollars) in 1950. This jumped to \$734 million in 1951 and for the first six months of 1952 reached \$436 million, bidding fair to surpass the \$800 million mark this year.

The main products making up this impressive total were merchant steel and sections, bars, sheets and plates, billets, blooms, wire, rods, rails, sleepers, footplates, etc.

**Trade with Canada**

Canada buys rather substantial quantities of Belgian iron and steel products. In fact, they represented about two-thirds of the total import trade with Belgium in the first six months of 1952. (Note, however, the discrepancies between Belgian and Canadian figures on this trade.)

**Canadian Imports from BLEU**

	1950	1951	(1st 6 months) 1952
Iron and steel			
Canadian statistics .....	\$ 6,398,832	\$21,482,524	\$12,572,212
Belgian statistics .....	5,625,820	19,342,920	9,653,760
Total Imports			
Canadian statistics .....	22,794,903	39,095,024	18,019,756

(Trade figures include Luxembourg.)

The following table, (Canadian statistics) gives the principal types of iron and steel products imported into Canada from BLEU over the last three years.

## Canadian imports of iron and its products from BLEU

Product	(Value in Canadian \$1,000)		
	1950	1951	(1st 6 months) 1952
Total .....	6,399	21,482	12,572
Angles, beams, n.o.p. ....	579	3,566	4,266
Angles, beams, 35 lbs. or over ....	848	4,394	2,628
Sheets, 5c per lb. or over .....	269	3,493	1,433
Skelp, 14 ins. or less, for pipe ....	1,889	1,709	1,126
Bars, billets, hot-rolled, 4 cwts. and over .....	22	2,723	1,782
Casing, gas water or oil well ....	25	1,062	....
Sheets, 080 in. or less, n.o.p. ....	71	964	3
Rods, not over 375 in., for wire .....	132	359	262
Sheets over 080 in. thick, n.o.p....	515	178	....
Shapes, 35 lbs. per yard or over..	41	438	169
Bars, billets, hot rolled n.o.p.....	364	187	....
Guns not made in Canada .....	238	146	3

By contrast, does Belgium provide a market for Canadian iron and steel products?

The following table shows the total trade between Belgium and Canada, (Canadian statistics), and the trade in iron and its products. It should be noted that, though iron and steel and its products constitute the principal category of imports, (more than 50 per cent in 1951 and 70 per cent in the first six months of 1952) grain and foodstuffs still constitute the greatest portion. Canada exported to Belgium in 1950 \$1,461,704 worth of iron and its products. At the same time, \$9,173,302 worth of non-ferrous metals were shipped for use by Belgian industry.

### Canada's Trade with BLEU

	(Value in Canadian \$1,000)		
	1950	1951	(1st 6 months) 1952
Total Canadian imports .....	22,795	39,095	18,020
Canadian imports of iron and its products	6,399	21,482	12,572
Total Canadian exports .....	66,350	94,457	40,809
Canadian exports of iron and its products	1,462	4,769	7,027

Apart from autos, freight and passenger, and parts, and agricultural and other machinery (not electric)—which constitute the major portion of Canadian exports under the iron and its products category—Canada sells the following products to Belgium: special steels (the major portion); iron and steel bars; sheet iron and steel, etc., to the extent of \$600 thousand in 1950, \$750 thousand in 1951, and \$790 thousand for the first six months of 1952. These figures check with Belgian statistics.

Belgium is one of the world's main producers of non-ferrous metals. At one time she was the world's principal zinc producer, (270 thousand tons in 1951). Rich ore deposits in the Belgian Congo yield copper (in 1951 some 150 thousand tons), and lead (75 thousand tons). Because Belgium is a small consumer of these metals, most of the production is exported. Apart from copper, zinc and lead, exports include tin (10 thousand tons), cobalt (1,800 tons), aluminum (1,900 tons), antimony (2,250 tons), cadmium (800 tons), and silver (260 tons). Large quantities of ores are nevertheless imported from other sources to supplement those from the Congo.

—THEO. J. MONTY  
*Commercial Secretary for Canada*



## Chester H. Payne

1884-1952

**L**AST Saturday the Department of Trade and Commerce received word of the death of a man who had made a unique and substantial contribution to the evolution and growth of what is today the Foreign Trade Service. Chester H. Payne, for twelve years the Director of the Commercial Intelligence Service, for eight years secretary of the Department, and Deputy Minister of National War Services from 1943 until he retired in 1948, died in Ottawa on November 22 after a brief illness.

Mr. Payne first came to the Department in 1908 as a young man of 24, with a McGill degree and brief but valuable experience as a member of the Parliamentary Press Gallery. Appointed private secretary to the Rt. Hon. Sir Richard Cartwright, then Minister of Trade and Commerce, he found himself assuming varied tasks. In addition to his secretarial duties he edited the weekly *Commercial Intelligence Journal*, and he assisted the Deputy Minister in corresponding with and directing the work of the small corps of Trade Commissioners. He thus developed an attachment to the Trade Commissioner Service that grew stronger as the years went by.

### **Broadening His Experience**

When Sir George Foster took over as Minister in 1911, he retained Mr. Payne as his private secretary. In the next few years, the young man had many opportunities of broadening his experience. He accompanied Sir George to the Allied Economic Conference in Paris in 1916 and to the Peace Conference there in 1919. In fact, during the war years his chief regarded him as "indispensable in his civil capacity". Thus, although

he had for years been active in the Governor General's Foot Guards, he was not permitted to join the C.E.F. overseas until early in 1918. In 1920, he acted as secretary to the Canadian delegation to the first League of Nations Assembly in Geneva.

Made secretary of the Commercial Intelligence Service in 1921, Mr. Payne at once took over much of the administrative work. In addition, he continued to supervise the publication of the *Journal* and became responsible for dealing with all trade inquiries and for the "publication of all special pamphlets and reports". He also was made secretary of the Canada-West Indies Conferences of 1920 and 1925—and thus became familiar with trade problems in still another area.

### **Rounding Out a Career**

The next promotion came in 1927—Director of the Commercial Intelligence Service, at a time when it was expanding rapidly. From 1932 until 1940, he transferred to the position of secretary of the Department but he returned shortly after war broke out to the Director's chair.

To round out a distinguished career as a civil servant, in 1943 he was called to act as Deputy Minister of the new Department of National War Services. (During this time, he was made a member of the Imperial Service Order, an honour which he valued highly.) He remained in that post until 1948, when the work of the Department was completed. Then, with forty years of service behind him, he retired to private life.

### **The Man Himself**

Chester Payne's outstanding characteristic was his never-failing interest in people. Many of the Trade Commissioners remember gratefully his advice in times of difficulty, his help with their problems, and his satisfaction in their progress. Retirement did not dim this interest. He often called at the offices to chat with his former colleagues and to meet newcomers to the Service which he did so much to build up, and in which he took such an intense pride.

In his youth, one of his favourite recreations was rowing and he became a life member of the Ottawa Rowing Club. In 1911 he was coxswain of the Ottawa rowing crew that competed at Henley and which won the first heat but was defeated in the second. A year earlier this same crew had won the National Rowing Association championship at the Washington, D.C., regatta. Mr. Payne also enjoyed curling with his friends on the Rideau Curling Club rinks and his hours on the Royal Ottawa golf course.

He is survived by his wife, Rita Josephine, to whom the Department extends its most sincere sympathy.

## Canada

### Agricultural Machinery for the U.S.

*Canadian-made combines, tractors, ploughs, etc., are selling well in the United States—a market once considered difficult to capture.*

**W**ASHINGTON—Canadian manufacturers of farm machinery and equipment are demonstrating that they can compete successfully for sales in the United States. This points the way to a potential expansion of exports in a category (machinery) and in a market once considered beyond the reach of Canadian industry.

In 1951, Canada's exports of agricultural equipment and machinery to the United States reached the impressive total of some \$83·5 million, compared with about \$23·5 million in 1947 and only \$2·5 million in 1940. To illustrate the relative importance of this trade, in 1951 only two countries other than the United States—the United Kingdom and Belgium-Luxembourg—bought goods from Canada, of all types, exceeding in value our sales to the U.S. of agricultural machinery and equipment alone. In 1940, exports to 20 countries exceeded such sales to the U.S.

#### Sales Rise

This rapid growth in exports of agricultural machinery and equipment considerably outpaces the increase in expenditures on farm implements and machinery in the United States over the same period. Thus in 1940 the dollar value of Canadian exports amounted to only 4/10th of one per cent of the total U.S. expenditures in this category. By 1947 this had risen to 1·25 per cent, and in 1951 to 2·63 per cent.\*\*

The table below gives some indication of the development of the U.S. demand for agricultural machinery and equipment.

**Principal machines on U.S. farms and expenditures on farm equipment and machinery (machines on farms, Jan. 1st)**

	1930	1940	1947	1951	1952
			(thousands)		
Tractors .....	920	1,545	2,735	3,940	4,170
Trucks .....	900	1,047	1,700	2,310	2,410
Grain combines .....	61	225	465	810	887
Field corn pickers .....	50	120	236	522	588
*Expenditures on farm equipment (\$million) .....	....	701	2,181	3,484	....

\* Does not include expenditures on automobiles.

\*\* No allowance made for effect of exchange rates.

What types of machines are most in demand today? A glance at the next table shows that reaper-threshers (combines) headed the list in 1951, with a value of \$35 million. Drills and sowers came second (\$11.5 million) and farm tractors came third, to a value of almost \$7.5 million. In 1947, official Canadian export statistics showed no sales of farm tractors to the U.S. and only \$7 million worth of combines.

#### Exports Canadian Farm Machinery to U.S.—1951

(DBS figures)

	Can. dollars
Reaper threshers (combines) .....	35,234,177
Drills and sowers .....	11,498,174
Tractors, farm .....	7,412,789
Parts of farm implements n.o.p. ....	5,596,453
Ploughs, disc and parts .....	5,102,844
Ploughs and parts n.o.p. ....	3,809,917
Farm implements n.o.p. ....	2,594,790
Cultivators .....	2,228,699
Harvesters and binders .....	2,177,693
Farm implement attachments .....	1,789,623
Milking machines and parts .....	1,426,405
Mowing machines and reapers .....	1,421,370
Hay rakes .....	1,364,277
Harrows, disc and parts .....	1,089,639
Threshing machine separators .....	269,246
Harrows and parts n.o.p. ....	218,906
Planters .....	9,496

Future prospects in this market seem very bright. Although the numbers of farms and of farm workers in the United States are declining steadily, numbers of the principal farm machines and the amounts spent each year on agricultural machinery and equipment are going up. The very large increases of the postwar years may not continue indefinitely, especially in things like tractors, which may be approaching the saturation point. On the other hand, continued demand seems assured for slightly more specialized machines, such as grain combines, and for new machines recently developed or being developed. If the Canadian manufacturers can continue to win an increasing share of this growing market, it will not only improve the structure and balance of Canada's international payments, but also enhance her reputation as an industrial nation.

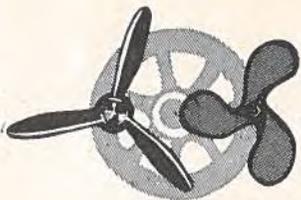
—W. F. HILLHOUSE

*Assistant Agricultural Secretary for Canada*

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#### VISIT TO CALCUTTA

Richard Grew, Commercial Counsellor for Canada in New Delhi, will visit Calcutta for one week, beginning December 14. Businessmen with interests in this city should write Mr. Grew at New Delhi as soon as possible.



## TRANSPORTATION NOTES

### AUSTRALIA

**Aorangi Ends Service**—The 17,941 ton liner *Aorangi* will end her service between Vancouver and Sydney when she completes her voyage to Sydney on May 25, 1953. This service has been subsidized by the Canadian, Australian and New Zealand Governments but the ship is now too old to continue it—Sydney, October 18.

### BELGIUM

**New Air Freight Service**—A weekly air service, for cargo only, between Brussels and Johannesburg via Leopoldville began on October 31. A similar service between Leopoldville and Stanleyville was inaugurated on November 2. For passenger traffic, eight services a week connect Belgium with the Congo; five of these fly to Leopoldville and three to Stanleyville—Brussels, November 5.

### BRAZIL

**Foreign Shipping**—The permission granted to foreign shipping firms to transport general foodstuffs between Brazilian ports has been extended to December 31, 1952—Rio de Janeiro, November 3.

**Freight Surtax Suspended**—The River Plate and Brazil conferences in New York have decided to cancel, suspend or reduce the surtax on three Brazilian ports. The surtax of 10 per cent on Recife-bound freight, temporarily suspended in October last year, has been cancelled, and the 15 per cent surtax on goods shipped to Santos suspended. The 25 per cent surtax on the port of Rio de Janeiro was reduced to 15 per cent, but the 25 per cent tax on freight rates to Porto Alegre remains in effect.

The United Kingdom-Brazil conference lines have also decided to suspend the surtax of 15 per cent on Santos-bound freight and to reduce the tax on Rio de Janeiro to 15 per cent. Their 15 per cent surtax on goods to Porto Alegre will remain in effect. These changes were made at the request of the Brazilian authorities, who assert that the harbour congestion which necessitated the charges has ended—Rio de Janeiro, October 29.

### CHILE

**KLM Starts Weekly Service**—The Netherland Airlines (KLM) has established a regular weekly service between Amsterdam and Santiago and the first aircraft arrived on November 8. The route is via Northwest Africa, Brazil and Buenos Aires—Santiago, November 10.

## IRELAND

**Service to U.S.**—A new passenger service between Ireland and the United States has recently been started by the Holland-America Line. The Limerick Steamship Co. Ltd. will act as agents. The flagship *Nieuw Amsterdam* recently called at Cobh to inaugurate the new service, and the liners *Maasdam* and *Ryndam* are also scheduled for this route—Dublin, November 12.

## PAKISTAN

**Diesels Ordered**—The Government of Pakistan has ordered 19 broad-gauge diesel electric locomotives from the United States for the North Western Railway.

Nine of the locomotives are for main line passenger services and are being manufactured by the American Locomotive Company, Schenectady, New York. They will probably be delivered by April 1953. The General Electric Company of New York is manufacturing 10 shunting locomotives which they expect to deliver to Pakistan by July 1953—Karachi, October 15.

## SINGAPORE

**Salvage Begun on Drydock**—Continuing the repair of war damage in the port of Singapore, a British salvage firm has begun work in the harbour to raise a huge floating drydock sunk by aerial bombing during the last war with a Japanese cruiser in it. The floating drydock was the largest in the world and was capable of handling ships up to 50 thousand tons. Because of its huge size and the large amount of mud which has accumulated inside it, it will be refloated in two sections.

## SOUTH AFRICA

**Textiles**—During the first five months of the year, imports of textiles, yarns, fibres and apparel amounted to £36 million, or £21 million less than the £57 million imported in the same five months of 1951. The decline, which was not unexpected, proved smaller than was forecast. Almost all the made-up textiles and apparel were affected, but the continuing import of yarns and fibres for domestic processing suggests an increasingly active domestic industry—Cape Town, October 1.

## AIRLINE TRAFFIC

**New Peaks Reached**—World airline traffic reached new peaks during the midsummer months of this year, according to the totals of inter-line transactions for July and August put through the IATA Clearing House at London for settlement. Turnover in the Clearing House for July and August was higher than for any other month in the 5½ years of its operation—and approximately 40 per cent higher than for corresponding months in 1951. IATA attributes the greater part of this record total to increased inter-line passenger traffic, which represents 80 per cent of IATA clearances and the remainder to inter-line cargo and other current revenue transactions.

## Australia

### Buying for the Future

*Canadian exporters of heavy machinery and equipment may be able to supply goods which Australia is purchasing to carry out long-term developments, under a new \$50 million loan.*

**S**YDNEY—Several weeks ago, the International Bank for Reconstruction and Development granted Australia a second loan of \$50 million to enable her to buy specified essential equipment in North America.

Licences for importing goods coming within the scope of the loan are now being issued by Collectors and Sub-Collectors of Customs. These licences must first be authorized by the Central Import Licensing Branch of the Department of Trade and Customs in Sydney. They are issued only for essential equipment, within certain approved categories, not available from the dollar area.

Canadian manufacturers of the specified classes of goods which are required under the International Bank for Reconstruction and Development Loan should renew their contacts in Australia, giving up-to-date information on prices, delivery dates, etc.

In general, the \$50 million will be spent on machines and equipment needed to carry out certain "programs" approved by the International Bank. These programs cover the following:

1. *Agriculture and Land Settlement*

Equipment needed in this category includes wheel-type tractors, crawler tractors, earth-moving equipment, ploughs, cultivating implements, harvesters, pick-up hay balers, side delivery hay rakes, and forage harvesters.

2. *Coal Mining*

Equipment which can be licensed includes earth-moving and excavation equipment for open-cut mines, coal transporting equipment for underground mines; coal cutting and loading equipment, and ancillary equipment for coal washing and gasification.

3. *Iron and Steel*

This category includes components for iron and steel furnaces and rolling mills, locomotives, cranes, instruments and other associated equipment, designs and technical equipment.

4. *Electric Power*

Equipment which may be licensed includes plant, materials and equipment for power plants, sub-stations and distribution systems; tractors and earth-moving equipment for hydro-electric works.

5. *Railways*

Under this heading, licences may be issued for diesel electric locomotives and other rolling stock and component parts; machine tools for railway workshops, rail maintenance machines and similar equipment; equipment for the construction of new tracks.

6. *Road Transport*

The loan provides for licences for industrial tractors, earth-moving equipment, graders, spreaders, heavy road transport vehicles and components for the assembly of heavy road transport vehicles.

7. *Non-Ferrous Metals and Industrial Minerals*

Equipment that may be licensed includes tractors and earth-moving equipment, mining equipment, and plant and equipment for concentrating, smelting and refining of lead, zinc, silver, tin, copper, aluminium, tungsten and other metals.

8. *Industrial Development*

The type of equipment to be licensed under this heading will fit into sub-programs agreed to by the Bank for the development and expansion of the following industries: heavy chemicals, including fertilizers; coal gas; petroleum refining; fabrication of non-ferrous metals; manufacture and assembly of crawler tractors and earth-moving equipment; food processing; engineering; paper and paperboard making; cement.

The Licensing Instruction stresses that the following goods will not be licensed under the loan:

- Replacement parts (other than initial spares).
- Goods which are not being shipped direct to Australia from Canada or the United States.
- Goods for which the Australian importer is not making direct payment to Canada or the United States.
- Goods for re-export.

**Making Application**

Applications for licences under the Loan are to be made in the usual way to the Import Licensing Branch, accompanied by full details of the equipment and particulars about its intended use. The normal method of payment of freight or insurance will probably be followed, but if the prospective importer knows that freight and/or insurance will be payable in Australia, the licence will be endorsed accordingly.

The Licensing Instruction emphasizes that licences will be authorized only when it is the intention to place a firm order with the overseas supplier without delay. The equipment licensed must be shipped to Australia on or before March 31, 1954.

—C. M. CROFT  
*Commercial Counsellor for Canada*



## GENERAL NOTES

### SOUTH AFRICA

**Import Control to Continue**—Tightening of import control during 1953 was forecast by the Prime Minister of South Africa in a speech before the Fifth Annual Congress of the Association of Chambers of Commerce of South Africa. Other speakers stressed that heavy expenditures on re-armament, railway equipment, power equipment, and other capital needs will require an extra amount of exchange which exports cannot entirely provide. Cuts in imports may therefore be necessary if the serious drain on exchange reserves is to be halted—Johannesburg, November 13.

### UNITED KINGDOM

**October Exports Increase**—United Kingdom exports in October were valued at £218.5 million, £32 million more than in September. Although seasonal factors may be partly responsible, the daily rate of exports in October was nearly 10 per cent above the third-quarter level. Exports to the United States rose from an average of £11.4 million in the third quarter to £14.4 million in October, and exports to Canada went up from £11.8 million to £14.2 million—London, November 13.

### YUGOSLAVIA

**Imports Prohibited**—Because of the drought this past summer, a heavy burden has been placed upon the Yugoslav economy. The probable decline in the national income caused by the drought has been unofficially placed between 310 and 440 million dollars. To meet this situation, several measures have been taken to ensure supplies for the population and to relieve the strain on the Yugoslav balance of payments. These measures, intended to stabilize the economy over the next six months, are: prohibition of exports of agricultural products, including wheat, rye, corn, oats and barley and their products, and feeding stuffs of all kinds; encouragement of exports of manufactured articles; prohibition, effective from October 1, 1952, to April 1, 1953, of imports of goods of a non-essential character.

The list of prohibited imports includes some items of interest to Canadian exporters—small trucks, buses, automobiles, agricultural implements, and machinery, petrol lamps, carbide lamps, metal office articles, and portable stoves. Information on prohibited commodities may be obtained from the Foreign Tariffs Division, Department of Trade and Commerce—Rome, October 29.

## Finland Discharges a Debt

*Unity, industry and self sacrifice made it possible for the Finns to finish paying war reparations to Russia—to a total of U.S. \$300 million—late in September.*

**S**TOCKHOLM—September 19, 1952, was a date that the Finns will long remember. On that day, this nation of four million people completed payment of reparations to the Soviet Union. There were no general celebrations, but individual citizens felt quiet satisfaction in an arduous job well done.

When, in 1944, Finland faced the task of producing for Russia as war reparations goods worth US\$300 million, some thought the country would collapse under the burden. After two costly winter wars with Russia, her industry was smashed, her manpower depleted by heavy war casualties, and her traditional customers and friends involved in the Second World War. In addition, there was the problem of resettling 13 per cent of the total population, people evacuated from the Karelian peninsula which was ceded to Russia.

The reparations were calculated on the basis of 1938 world market prices. Thus machinery produced in Finland at 1949 material and labour costs was delivered to Russia as reparations at comparative 1938 prices. Because of this, the reparations may well have cost Finland nearly US\$570 million.

### How Problem Was Met

In 1945, reparation deliveries represented 61 per cent of all Finland's exports. In December of that year, Russia agreed to extend the delivery period to September 19, 1952. The next year, Finland's foreign trade began to pick up and she received loans from Sweden and the United States. Though the reparations deliveries were larger than in 1945, they represented only 28 per cent of 1946 total exports. Here again the difference in the price calculation shows up. In 1947, reparations increased even further but they represented only 19 per cent of total exports.

Some relief came in 1948, when Russia agreed to cancel 50 per cent of the total population, people evacuated from the Karelian peninsula deliveries then dropped to 17 per cent of total exports. In 1949, 1950 and 1951 reparations deliveries were respectively 16, 9 and 6 per cent of total exports.

A clause in the original contract fixed a penalty of 5 per cent interest per month for every complete month's delay in scheduled deliveries. Throughout the eight years, a total penalty of \$4.4 million was incurred under this clause. However, for early delivery of certain other items,



—Finnish National Travel Office.

*(Above) Bringing in the lumber harvest across one of Finland's frozen lakes. Finland carries on a large trade both with Eastern and Western Europe, and wood and wood products hold a leading place among exports.*

Russia deducted \$3.6 million dollars of this amount. Penalties on 1952 deliveries totalling \$185 thousand were waived by the Soviet at the ceremony marking the completion of reparations.

Many of the delays arose from labour trouble, resulting from Finland's terrific inflation. The cost-of-living index at the beginning of 1952 was 1,109, on a base of 1938=100.

#### **Unifying Factor**

The load has been heavy, but that is not the whole story. All Finns are proud and independent, whatever their language (it is a bilingual country) or political affiliation. War reparations have helped to unify the country and lessen the relative importance of individual differences. The loss of the farming area of the Karelian peninsula, and the need for finding employment and living space for the half million who chose to remain within the Finnish borders, was a serious problem. Large, economic-sized farms had to be divided and took on a resemblance to the French Canadian farms along the St. Lawrence River. Industrialization was necessary on a scale which, without the artificial market provided by Russian reparations, would have been impossible.

#### **Trade Prospects**

Hard on the heels of the conclusion of reparations has come a five-year trade agreement with Russia, covering many of the items figuring formerly as reparations. In the first seven months of 1952, Finland's exports to Russia constituted about 15 per cent of total exports and imports from Russia about 10 per cent of total imports. Chief among Finnish exports to Russia are complete factories which are erected on Russian soil. Chief among her imports from Russia are rye grain, petrol and fertilizer.

Finland enjoys a rather unique position in world commerce by virtue of the large amount of trade she carries on with both the eastern and the western worlds. Her biggest trading partner is the United Kingdom but new markets are opening up in the Soviet Union which, given a stable world, can become very profitable. A brief statistical summary of Finland's trade for the first seven months of 1952 is shown below:

**Finnish Foreign Trade**

**January-July 1952**

(in millions of dollars)

Area	Imports	Per cent of		Exports	Per cent of	
		total	total		total	total
Eastern Europe .....	85.8	17		69.5	18	
Western Europe .....	345.7	67		242.2	62	
America .....	67.9	13		59.8	15	
Remainder .....	13.7	3		17.9	5	
<b>Total .....</b>	<b>513.1</b>	<b>100</b>		<b>389.4</b>	<b>100</b>	

—KENNETH G. RAMSAY

*Acting Commercial Secretary for Canada*



**TRADE COMMISSIONERS ON TOUR**

**T**O 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, began a tour of Canada in Vancouver on November 19. His itinerary follows:

Montreal—Dec. 1-6

Ottawa—Dec. 8-11

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

## Hong Kong's Footwear Industry

*Canvas and rubber footwear made in the Colony is finding a market in the West to offset lagging sales in other areas.*

**H**ONG KONG—During the first eight months of 1952, Hong Kong's 26 canvas and rubber footwear factories encountered slack times. Unless there is a substantial improvement in the last quarter, exports will fall far short of the 1951 totals. Sales to Canada, however, increased spectacularly over last year and local manufacturers and exporters are keenly interested in expanding their sales to that market.

The majority of these footwear factories are small; only nine employ more than 150 workers and only four of them have more than 300. The Hong Kong Government reports 3,538 persons employed in the industry during the third quarter of this year, compared with 5,100 during the same period in 1951—further evidence of the loss of sales.

With the exception of the office staffs and plant foremen, who are paid by the month, the daily piecework system is general. An industrious employee can earn up to HK\$7.00\* a day, but this is exceptional; the average wage ranges from HK\$3.00 to HK\$5.00. Monthly paid employees earn from HK\$125 to \$300, depending on their position, and, in addition, sometimes receive food and lodging in houses maintained by the factory. These wage rates are considered high in relation to the prewar and immediate postwar period.

### Prices and Types

The three larger factories which I visited each has a capacity of up to 30 thousand pairs of footwear a day, but at present none is producing more than 10 thousand pairs. They all turn out a wide range of styles and types of footwear, from heavy wellington boots to the lightest of rubber sandals. Slippers, sandals and sport shoes of canvas with rubber soles are most popular locally but wellington boots, farm boots, canvas oxfords and basketball boots are the types usually exported. The footwear sold here in Hong Kong is not of a high standard; the export product is generally made to the buyer's specifications and this ensures better quality. Typical export prices per pair, adult size, f.o.b. Hong Kong, packed 240 pairs to the wooden case are: wellington boots, HK\$9.70; farm boots, HK\$8.30; canvas oxfords, HK\$3.25; and basketball boots, HK\$6.20.

### The Export Picture

In 1951 China was the chief export market, with the United Kingdom a close second. French Indo-China, British Africa, Belgium and the

\* One Hong Kong dollar=approx. 15 cents Canadian.

British West Indies were other important outlets. Exports to Canada were small—only 628 dozen pairs of canvas footwear valued at HK\$28,900. The table below lists the chief countries to which the Colony exported during 1951:

#### Canvas and Rubber Footwear Exports, 1951

Country	HK dollars (000's omitted)		Total
	Rubber footwear	Canvas footwear with rubber soles	
China .....	7	12,199	12,206
United Kingdom .....	5,920	6,002	11,922
French Indo-China .....	165	2,227	2,392
Africa (Br.) .....	385	445	830
Belgium .....	191	569	760
West Indies (Br.) .....	74	542	616
Australia .....	198	359	557
Macao .....	2	363	365
Malaya (Br.) .....	134	125	259
North Borneo (Br.) .....	12	228	240
Canada .....	....	29	29
Other countries .....	331	1,032	1,363
<b>Total .....</b>	<b>7,419</b>	<b>24,120</b>	<b>31,539</b>

Source: Hong Kong Department of Commerce and Industry.

During the first eight months of 1952, the picture changed considerably. All shipments to China ceased and the United Kingdom absorbed three-quarters of the exports. Belgium was the second most important market. Canada came third, with imports of 6,331 dozen pairs of rubber footwear and 1,173 dozen pairs of canvas footwear with rubber soles, to a total value of HK\$412,295. The chief countries to which the Colony exported up to August 31, 1952, are:

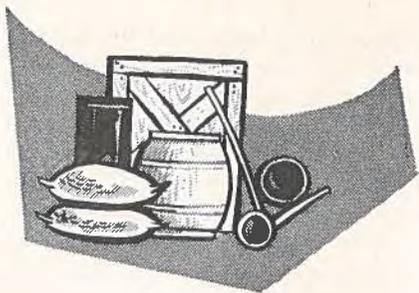
#### Exports of Canvas and Rubber Footwear January 1-August 31, 1952

Country	HK dollars (000's omitted)		Total
	Rubber footwear	Canvas footwear with rubber soles	
United Kingdom .....	1,358	6,696	8,054
Belgium .....	227	757	984
Canada .....	351	61	412
Africa (Br.) .....	84	154	238
Macao .....	36	186	222
Thailand .....	59	156	215
France .....	72	95	167
Central America .....	78	59	137
North Borneo (Br.) .....	129	....	129
Malaya (Br.) .....	33	76	109
Burma .....	85	24	109
Other countries .....	599	1,028	1,627
<b>Total .....</b>	<b>3,111</b>	<b>9,292</b>	<b>12,403</b>

Because the United Kingdom and other parts of the British Colonial Empire are the chief outlets for Hong Kong's production, the industry pays close attention to the Empire content of its product to ensure its getting the British preferential tariff. Thus, British Malaya supplies the raw rubber and the United Kingdom the textiles used. Some of the chemicals used in mixing the raw rubber and for gumming are not from Empire countries, but on balance, well over half the content of the finished product is brought within the Empire. The footwear thus qualifies under the British preferential tariff regulations. Exports to Canada, by contrast, face duties under Canada's most favoured nation tariff.

—M. B. BLACKWOOD

*Assistant Canadian Government Trade Commissioner*



## COMMODITY NOTES

### BRAZIL

**Saws**—A factory producing all types of saws has been installed at Jundiá in the State of São Paulo. The plant will use special steel imported from Sweden and the initial output will be 72 thousand units a year, to be increased within a short time. The firm is owned by a local company associated with a Belgian group—São Paulo, October 28.

**Cotton**—The 1951-52 São Paulo cotton crop classified by September 15 totalled 1,557,417 bales or 295,242,796 kilos. Only 9.53 per cent of this year's crop was classified as type 5 or better, in comparison with 27.03 per cent in 1951—São Paulo, October 28.

### CHILE

**Copper**—The Central Bank reports that, up to October 17, a total of 180 thousand tons of copper has been sold at US\$0.35½ per pound. Eighty per cent of this has been shipped to the United States—Santiago, October 20.

### CUBA

**Rice**—The latest development in Cuba's growing rice industry is the planting, by combined Texan and Cuban interests, in the western province of Pinar del Rio of 10 thousand out of a proposed total of 26 thousand acres. Seed used is the highest-quality Texan variety and a yield of approximately 3,400 pounds to the acre is expected. This is another step towards self-sufficiency in rice, of which the country consumes between 550 and 600 million pounds a year but produces only some 175 million pounds. Canadian manufacturers of agricultural equipment, principally those producing rice combines, should benefit from this development—Havana, November 3.

### FINLAND

**Furs**—There are at present about 2,000 fur farms in Finland. Output in 1951 comprised the following: silver fox, 15,000 skins; platinum fox, 500 skins; blue fox, 10,000; standard mink, 65,000; other mink, 3,000.

Furs exported in 1951 were valued at a million dollars. Principal customers were the United States, the United Kingdom, Switzerland, France, Italy and Sweden—Stockholm, October 25.

## GERMANY

**Scrap Iron**—The German Ministry of Economics has issued the following statement: "The daily newspapers have contained over the past few days reports regarding an increasing export of scrap metal. These reports might create a wrong conception as to the actual future development of scrap exports. The Ministry of Economics wishes to advise, therefore, that as a result of the large export movement of scrap iron in September, the obligations arising from trade agreements have now been largely met, and only small quantities of scrap remain to be exported under these arrangements during the next few months. It is expected that higher imports will be necessary in 1953 to cover the demands of the German steel mills. Pig iron is already being used in large quantities in order to compensate for reduced availabilities of scrap iron."—Bonn, October 31.

## NEW ZEALAND

**Tires**—New Zealand's tire production during the last twelve months has been affected by larger imports. The July output totalled 12 thousand car tires, compared with 32 thousand in July 1951. Output of trucks and bus tires also fell by over 50 per cent in the same period.

Imports of tires totalled 454 thousand in 1948 but dropped to 97 thousand in the following year, when local output expanded. By 1951 imports at 76 thousand were the lowest since 1943, and domestic production totalled 517 thousand. Since then, imports have increased substantially to an annual rate of 192 thousand in the first four months of this year—Wellington, October 23.

## SOUTH AFRICA

**Shipping Services**—Declining freight tonnages on the North American-South African routes have resulted in shipping lines under the United States flag decommissioning vessels of the American reserve fleet. Despite lesser tonnages offering and lower freight rates, the entrance of new Swedish services from the east and west coasts, a new British-Japanese service from the west coast, and a French service from the Gulf of Mexico will increase the seven present competitors to eleven—Cape Town, October 7.

## UNITED KINGDOM

**Ships**—Steamships and motorships under construction in the United Kingdom at the end of September amounted to 343 ships of 2,062,482 tons gross, which is a decrease of 13,759 tons as compared with the previous quarter. The comparatively low figures of tonnage commenced and completed reflect the steel position. Lloyd's Register reports that material now being worked or on stocks total 1,534,025 tons, 211,267 tons less than a year ago.

Of the total tonnage being built in this country, 31.3 per cent is for registration abroad or for sale. Outside the United Kingdom, ships under construction at the end of September totalled 864 vessels of 3,802,391 tons gross, an increase of 264,449 tons as compared with the second quarter of the year—London, October 22.

## Report on Jamaica



**K**INGSTON—A softening in prices, particularly in textile lines and to a lesser degree in hardware, has spurred the merchants on to reduce inventories through special sales. They are selling off higher-priced luxury lines, with the result that what ordinarily would be seasonal Christmas shopping is going on now.

Otherwise, the past few months have witnessed continued activity and rising prices. Rehabilitation grants and loans have largely been exhausted. Food crops have recovered rapidly from the August 1951 hurricane, though the effect on the Island's economy will be felt for some time. Domestic collections continue to be slow but foreign bills are receiving good attention.

The Government, it is said, intends to increase its assistance to the tomato industry by promising to purchase five million pounds at minimum guaranteed prices of 1½d. a pound for processing fruit and 2d. a pound for export.

Under the Oils and Fats Agreement, Jamaica may now purchase copra from Trinidad instead of the more expensive coconut oil previously bought. This, it is hoped, will mean lower retail prices for soap, margarine, etc., made in Jamaica.

### Sugar Story

The surplus profits of £300 thousand on Canadian sugar sales, recently returned to Jamaica by the Ministry of Food, has been divided in the proportion of eight-ninths to the Sugar Industry Rehabilitation Fund and one-ninth to the Sugar Industry Labour Welfare Fund. This division has caused considerable discontent among the cane farmers and the trade unions, who are endeavouring to establish a claim to a larger share of the funds.

The 1952 sugar crop was two thousand tons less than the previous one—some 265,872 long tons. After reserves for local consumption, the

exportable surplus was 198,372 tons. The production of rum amounted to 2,786,158 gallons, an increase from 2,148,549 gallons in the previous year. Some four million gallons of molasses also were produced from the last cane crop.

### **Fruit Crop Good**

The banana industry seems to have recovered from the hurricane and exports during September amounted to almost 700 thousand stems. The new pineapple canning factory will go into production shortly and an expert with Hawaiian experience has been engaged to produce a pack acceptable to and competitive in the North American market. During the off season, the factory will can tuna fish.

Harvesting of the citrus crop has begun, with an estimated total production of 650 thousand boxes, an increase of about 69 thousand boxes over last year's output.

### **Future Plans**

FAO is making available to the Caribbean area the services of an agricultural economist to assist in the formulation, development and co-ordination of agricultural projects, to study Caribbean markets and facilities, and to make recommendations for the expansion of sales.

Since the increase in the controlled prices for beef last February, consumer resistance has resulted in a surplus of livestock in farmers' hands. Efforts are being made to find export markets in neighbouring colonies.

Labour conditions have continued generally satisfactory, with little dislocation in industry or agriculture.

Three representatives of the Canadian National Millers Association visited Jamaica in October. They discussed with the trade and interested individuals ways and means to protect the market for Canadian flour, which has caused some concern.

The report that Canadian and British interests are proposing to establish a paint factory in Jamaica has aroused considerable interest.

—M. B. PALMER

*Canadian Government Trade Commissioner*

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## **WEST INDIES HANDBOOK**

The 1952 edition of *The Year Book of the West Indies and Countries of the Caribbean*, published by Thomas Skinner of Canada Limited (price, \$7.50), has just appeared. Of primary interest to businessmen who trade with the West Indies, Central America, Venezuela and Colombia, it contains editorial material and lists of traders provided by the governments of the countries represented. Statistical data and a list of Canadian firms trading in these areas are included.

# TRADE AND TARIFF REGULATIONS

## BERMUDA

**Diabetic Foodstuffs Imports Permitted**—The Bermuda Supplies Commission announced on October 30 that consideration will be given to imports from dollar sources of all types of foodstuffs especially made for diabetics.

## IRELAND

**Import Controls**—By five quota orders, issued under the Control of Imports Acts 1934 and 1937, the Government of the Republic of Ireland has announced additional quotas and quota periods as follows:

*Certain electric filament lamps (100/250 volts 1/1,500 watts):* 50,000 articles, compared with a similar quantity for the previous six months. The above quota extends from December 1, 1952, to May 31, 1953.

*Certain woven cotton piece goods:* 1,345,000 sq. yd., compared with 1,630,000 sq. yd. for the previous six months.

*Certain woven cotton piece goods:* 50,000 sq. yd., compared with a similar quantity for the previous six months.

*Certain woven cotton piece goods:* 800,000 sq. yd., compared with 1,000,000 for the previous six months' quota.

The period fixed in all of the above cases extends from December 1, 1952, to May 31, 1953.

*Single yarns of cotton:* 750,000 pounds weight, compared with a similar quantity for the previous three months' period. This quota period extends from December 1, 1952, to February 28, 1953—Dublin, November 6.

## PAKISTAN

**Open General Licence Cancelled**—The Office of the High Commissioner for Pakistan, Ottawa, has received cabled advice that Open General Licence No. XIV, dated August 11, 1952, has been cancelled.

This O.G.L. had admitted the following goods from dollar countries, including Canada, without specific licence: tools and workshop equipment; camphor; gas in cylinders; unspecified chemicals; most types of machinery and millwork, and parts and accessories thereof; fluorspar; feldspar; bleaching earths and magnesia compositions.

The effect is that all commercial imports from Canada into Pakistan are now subject to specific licence.

*(Details will be published when received—Editor.)*

## SOUTH AFRICA

**Marking of Silver Plated Articles**—The Union of South Africa prohibits imports into or manufacture in the Union of goods marked E.P.B.M., whether in capital or small letters and without any form of intervening punctuation marks, unless such goods conform to the minimum standard, according to a government notice effective November 14, 1952.

The minimum standard is that, (a) the article shall be made of the alloy known as Britannia metal containing not less than 87 per cent tin and not more than 2 per cent lead, and (b) the article shall be covered by chemical or electrolytic means with a deposit of silver—Johannesburg, November 17.

**Imports of Hay and Straw Packing**—The Union of South Africa is strictly enforcing the provision of Government Notice No. 284, dated March 3, 1939. This notice requires that hay or straw imported into the Union as packing material must be accompanied by an official certificate from the country of origin, or must remain in a bonded warehouse at port of entry for four months.

Canadian exporters who use hay or straw as packing material for goods shipped to the Union of South Africa, should take these regulations into consideration to avoid delays in delivery.

## SWITZERLAND

**Antibiotics Subject to Import Permits**—Imports into Switzerland of all antibiotics, whether in the raw state or in any pharmaceutical form, have been made subject to import permits effective October 31, 1952, by virtue of a Federal Order published on November 4. Granting of such permits may be subject to the condition that the importer pledges himself to maintain a permanent reserve of antibiotics. Thus, it appears the measure is intended to assure a supply of these products in Switzerland rather than to restrict imports.

The present order replaces one which came into force on June 1, 1951, and required import permits for a few specified antibiotics, including penicillin and streptomycin. Therefore, it merely enlarges the list by making the restriction applicable to all antibiotics. It also revises the procedure regarding the maintenance of reserves of these products by Swiss importers—Berne, November 7.

## UNITED STATES

**Tariff Classification for Dowels and Rounds**—The following ruling by the United States Bureau of Customs appears in the Federal Register of November 4, 1952:

“The Bureau by its letter to the collector of customs at New York, dated October 27, 1952, ruled that dowels, rough dowels, and rough rounds are properly classifiable as wood, unmanufactured, not specially provided for, under paragraph 405, Tariff Act of 1930.

“This decision will be effective as to such or similar merchandise entered for consumption or withdrawn from warehouse for consumption after the expiration of 90 days after the date of publication of an abstract thereof in a forthcoming issue of the weekly Treasury Decisions.”

*(Note: The item of “wood, unmanufactured, not specially provided for” under tariff paragraph 405 carries a rate of 10 per cent ad valorem.)*

# 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
<b>Argentina</b> 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
<b>Australia</b> (Capital Territory, New South Wales, Queensland, Northern Territory) Dependencies Australia (Victoria, South Australia, Western Australia, Tasmania)	C. M. Croft, Commercial Counsellor for Canada  R. W. Blake, Commercial Secretary for Canada and Agricultural Secretary	City Mutual Life Building, 60 Hunter Street, SYDNEY  83 William Street, MELBOURNE	<i>Mail:</i> P.O. Box 3952 G.P.O. <i>Cable:</i> CANADIAN <i>Tel.:</i> BW 9351  <i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> MU 4716
<b>Belgian Congo</b> 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
<b>Belgium</b> 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
<b>Brazil</b>	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
<b>Ceylon</b>	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
<b>Chile</b>	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
<b>Colombia</b> 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
<b>Cuba</b>	A. W. Evans, Commercial Secretary	Canadian Embassy, †Edificio Ambar-Motor, 16 Avenida de Menocal, HAVANA	<i>Mail:</i> Apartado 1945 <i>Cable:</i> CANADIAN <i>Tel.:</i> U0-9457
<b>Dominican Republic</b> 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
<b>Egypt</b> 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
<b>France</b> 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
<b>Germany</b> Federal Republic	B. A. Macdonald, Commercial Counsellor	Canadian Embassy, 22 Zitelmannstrasse, BONN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Bonn 38927
Germany	Wm. Van Vliet, Agricultural Secretary		

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
<b>Greece</b> Israel, Turkey	H. W. Richardson, Commercial Secretary	Canadian Embassy, 31 Vassilissis Sophias Ave., ATHENS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 72-853
<b>Guatemala</b> 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
<b>Hong Kong</b> 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> 28386
<b>India</b>	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
<b>Ireland</b>	†T. G. Major, Commercial Secretary for Canada	66 Upper O'Connell St., DUBLIN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 44251
<b>Italy</b> Libya, Malta, Yugoslavia	S. G. MacDonald, Commercial Counsellor	Canadian Embassy, Via Saverio Mercadante 15, ROME	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 80-842
Italy	C. F. Wilson, Agricultural Counsellor		
Italy	M. S. Strong, Commercial Secretary (Fisheries)		
<b>Jamaica</b> Bahamas, British Honduras	M. B. Palmer, Canadian Government Trade Commissioner	Canadian Bank of Commerce Chambers, KINGSTON	<i>Mail:</i> P.O. Box 225 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2858
Jamaica	E. M. Gosse, Canadian Trade Commissioner (Fisheries)		
<b>Japan</b> Korea	J. C. Britton, Commercial Secretary	Canadian Embassy TOKYO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 48-4116
<b>Lebanon</b> Iraq, Syria	G. F. G. Hughes, Canadian Government Trade Commissioner	BEIRUT	<i>Mail:</i> Boite Postale 2300
<b>Mexico</b>	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
<b>Netherlands</b>	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		
<b>New Zealand</b> Fiji, Western Samoa	†L. S. Glass Commercial Secretary,	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
<b>Norway</b> 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> 33-80-80
<b>Pakistan</b> 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

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
<b>Peru</b> Bolivia	H. J. Horne, Acting Commercial Secretary	Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin, LIMA	<i>Mail:</i> Casilla 1212 <i>Cable:</i> CANADIAN † <i>Tel.:</i> 71950
<b>Philippines</b>	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
<b>Portugal</b> 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
<b>Singapore</b> 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
<b>South Africa</b> (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., Alderley Street, CAPE TOWN	<i>Mail:</i> P.O. Box 683 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 2-5134/5
<b>Spain</b> 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
<b>Sweden</b> 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
<b>Switzerland</b> 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
<b>Trinidad</b> Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, French West Indies	†Acting 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
<b>United Kingdom</b> (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

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	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Central 0625
United Kingdom (Northern Ireland)	†T. G. Major, 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. Burse, 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> SState 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 Trade Service Abroad

*This list shows the countries included in the territories of Canadian Trade Commissioner offices abroad and the post responsible for the promotion of Canadian trade in each.*

Country	Post Responsible
Aden .....	Cairo
Afghanistan .....	Karachi
Alaska .....	San Francisco
Algeria .....	Paris
Angola .....	Leopoldville
Argentina .....	Buenos Aires
Australia .....	Sydney and Melbourne
Austria .....	Berne
Azores .....	Lisbon
Bahamas .....	Kingston
Bahrein .....	Cairo
Balearic Islands .....	Madrid
Barbados .....	Port-of-Spain
Belgian Congo .....	Leopoldville
Belgium .....	Brussels
Bermuda .....	New York
Bolivia .....	Lima
Brazil .....	Rio de Janeiro and São Paulo
British Cameroons .....	London
British Guiana .....	Port-of-Spain
British Honduras .....	Kingston
British Togoland .....	London
Brunei .....	Singapore
Burma .....	Bombay
Canal Zone, Panama .....	Guatemala
Canary Islands .....	Madrid
Cape Verde Islands .....	Lisbon
Cayman Islands .....	Kingston
Ceylon .....	Colombo
Chile .....	Santiago
China .....	Hong Kong
Colombia .....	Bogotá
Costa Rica .....	Guatemala
Cuba .....	Havana
Curaçao .....	Caracas
Cyprus .....	Cairo
Czechoslovakia .....	Berne
Denmark .....	Oslo
Dominican Republic .....	Ciudad Trujillo
Dutch Guiana .....	Port-of-Spain
Ecuador .....	Bogotá
Egypt .....	Cairo
England .....	London and Liverpool
Eritrea .....	Cairo
Ethiopia .....	Cairo
Falkland Islands .....	Buenos Aires
Fiji .....	Wellington
Finland .....	Stockholm
Formosa .....	(See Taiwan)
France .....	Paris
French North and West Africa.	Paris

Country	Post Responsible
French Equatorial Africa.....	Leopoldville
French Guiana .....	Port-of-Spain
French West Indies .....	Port-of-Spain
Gambia .....	London
Germany .....	Bonn
Gibraltar .....	Madrid
Goa .....	Bombay
Gold Coast .....	London
Greece .....	Athens
Greenland .....	Oslo
Guatemala .....	Guatemala
Guiana (British, Dutch, French)	Port-of-Spain
Haiti .....	Ciudad Trujillo
Hawaii .....	San Francisco
Honduras .....	Guatemala
Hong Kong .....	Hong Kong
Iceland .....	London
India .....	New Delhi and Bombay
Indo-China .....	Hong Kong
Indonesia .....	Singapore
Iran .....	Karachi
Iraq .....	Beirut
Ireland, Republic of .....	Dublin
Ireland, Northern .....	Belfast
Israel .....	Athens
Italy .....	Rome
Jamaica .....	Kingston
Japan .....	Tokyo
Jordan .....	Cairo
Kenya .....	Johannesburg
Korea .....	Tokyo
Kuwait .....	Cairo
Lebanon .....	Beirut
Leeward Islands .....	Port-of Spain
Liberia .....	New York
Libya .....	Rome
Liechtenstein .....	Berne
Luxembourg .....	Brussels
Macao .....	Hong Kong
Madagascar .....	Cape Town
Madeira .....	Lisbon
Malaya .....	Singapore
Malta .....	Rome
Mauritius .....	Cape Town
Mexico .....	Mexico
Morocco, French .....	Paris
Morocco, Spanish .....	Madrid
Mozambique .....	Johannesburg
Netherlands .....	The Hague
Netherlands Antilles .....	Caracas
Netherlands Guiana .....	Port-of-Spain
New Guinea .....	Sydney
New Zealand .....	Wellington
Nicaragua .....	Guatemala
Nigeria .....	London
North Borneo .....	Singapore
Northern Ireland .....	Belfast

Country	Post Responsible
Northern Rhodesia .....	Johannesburg
Norway .....	Oslo
Nyasaland .....	Johannesburg
Oman .....	Cairo
Pakistan .....	Karachi
Panama .....	Guatemala
Paraguay .....	Buenos Aires
Persia .....	(See Iran)
Peru .....	Lima
Philippines .....	Manila
Portugal .....	Lisbon
Portuguese East Africa .....	Johannesburg
Portuguese Guinea .....	Lisbon
Puerto Rico .....	Ciudad Trujillo
Qatar .....	Cairo
Rio Muni .....	Madrid
Rio de Oro .....	Madrid
El Salvador .....	Guatemala
Sarawak .....	Singapore
Saudi Arabia .....	Cairo
Scotland .....	London
Siam .....	(See Thailand)
Sierra Leone .....	London
Singapore .....	Singapore
Somaliland .....	Cairo
South Africa, Union of .....	Johannesburg and Cape Town
South-West Africa .....	Cape Town
Southern Rhodesia .....	Johannesburg
Spain .....	Madrid
Sudan .....	Cairo
Surinam .....	(See Netherlands Guiana)
Sweden .....	Stockholm
Switzerland .....	Berne
Syria .....	Beirut
Taiwan .....	Hong Kong
Tanganyika .....	Johannesburg
Tangier .....	Madrid
Thailand .....	Singapore
Tobago .....	Port-of-Spain
Trieste .....	Rome
Trinidad .....	Port-of-Spain
Tunisia .....	Paris
Turks and Caicos Islands .....	Kingston
Turkey .....	Athens
Uganda .....	Johannesburg
United States .....	Boston, Chicago, Detroit, Los Angeles, New Orleans, New York, San Francisco, Washington
United Kingdom .....	London and Liverpool
Uruguay .....	Buenos Aires
Venezuela .....	Caracas
Wales .....	Liverpool
Western Samoa .....	Wellington
Windward Islands .....	Port-of-Spain
Yemen .....	Cairo
Yugoslavia .....	Rome
Zanzibar .....	Johannesburg

# 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 1.0207.

Country	Unit	Type of Exchange	Canadian dollar equiv. Nov. 20	Notes (See below)
Argentina .....	Peso .....	Preferential buying .....	.1306	(1)
		Basic buying .....	.1959	
		Preferential selling .....	.1959	
		Basic selling .....	.1306	
		Free .....	.0705	
Austria .....	Schilling .....	.....	.0459	
Australia .....	Pound .....	.....	2.1950	
Belgium-Luxembourg & Belgian Dependencies ...	Franc .....	.....	.0196	
Bolivia .....	Boliviano .....	Official .....	.0163	tax 5% (1)
		Differential .....	.00975	tax 3% (2)
British West Indies (except Jamaica) .....	Dollar .....	.....	.5716	
Brazil .....	Cruzeiro .....	.....	.0529	tax 8% (2)
Burma .....	Kyat .....	.....	.2058	
Ceylon .....	Rupee .....	.....	.2058	
Chile .....	Peso .....	Official .....	.03155	(1)
		Commercial .....	.01631	
		Free .....	.00794	
Colombia .....	Peso .....	Basic .....	.3919	tax 3% (2)
		Coffee Buying .....	.4303	
Costa Rica .....	Colon .....	Official .....	.1749	(3)
		Free .....	.1443	
Cuba .....	Peso .....	.....	.9797	*Sept. 30 tax 2%
Czechoslovakia ...	Koruna .....	.....	.0196	
Denmark .....	Krone .....	.....	.1418	
Dominican Republic .....	Peso .....	.....	.9797	
Ecuador .....	Sucre .....	Official .....	.0653	(4)
		Free .....	.0564	
Egypt .....	Pound .....	.....	2.8132	
Fiji .....	Pound .....	.....	2.4718	
Finland .....	Markka .....	.....	.00426	
France .....	Franc .....	.....	.00280	
French Africa ...	Franc .....	.....	.00560	
French Pacific ...	Franc .....	.....	.01539	
Germany .....	D Mark .....	.....	.2333	
Greece .....	Drachma .....	.....	.000065	
Guatemala .....	Quetzal .....	.....	.9797	
Haiti .....	Gourde .....	.....	.1959	
Honduras .....	Lempira .....	.....	.4898	
Hong Kong .....	Dollar .....	Free .....	.1515	*Sept. 29
Iceland .....	Krona .....	Official .....	.06016	(5)
		Special buying .....	.04626	
		Special selling .....	.03759	
		.....	.2058	
India .....	Rupee .....	.....	.08594	
Indonesia .....	Rupiah .....	Basic .....	.04297	(5)
		With Surcharge I .....	.02865	
		With Surcharge II .....	.02865	
		Dollar certificate .....	.00182	

\* Latest available quotation date.

Country	Unit	Type of Exchange	Canadian dollar Equiv. Nov. 20	Notes (See below)
Iran	Rial	Certificate I	·01193	*Sept. 26
		Certificate II	·01186	*Sept. 26
Iraq	Dinar		2·7437	
Ireland	Pound		2·7437	
Israel	Pound	Basic	2·7431	
		Special	1·3716	
		Investment	·9797	
Italy	Lira		·00157	
Jamaica	Pound		2·7437	
Japan	Yen		·00272	
Lebanon	Pound	Free	·2758	*
Luxembourg (See Belgium)				
Mexico	Peso		·1133	
Netherlands	Guilder		·2578	
Netherlands Antilles	Guilder		·5195	
New Zealand	Pound		2·7437	
Nicaragua	Cordoba	Effective buying	·1484	(6)
		Official selling	·1390	
		With Surcharge I	·1217	
		With Surcharge II	·0975	
Norway	Krone		·1372	
Pakistan	Rupee		·2961	
Panama	Balboa		·9797	
Paraguay	Guarani	Basic	·06531	(1)
		With Surcharge I	·04665	(7)
		With Surcharge II	·03266	
Peru	Sol		·06325	
Philippines	Peso		·4898	tax 17% (2)
Portugal	Escudo		·0341	
El Salvador	Colon		·3919	
Singapore & Malaya	Straits dollar		·3201	
South Africa (Union of)	Pound		2·7437	
Spain & Dependencies	Peseta	Basic buying	·0447	
		Basic selling	·0873	(1)
		Free	·0247	
Sweden	Krona		·1894	
Switzerland	Franc		·2287	
Syria	Pound		·2707	*Sept. 30
Thailand	Baht	Official	·0784	(1)
		Free	·0551	*Sept. 30
Turkey	Lira		·3499	
United Kingdom	Pound		2·7437	
United States	Dollar		·9797	
Uruguay	Peso	Official	·6450	
		Basic buying	·5504	
		Special buying	·4169	(1)
		Basic selling	·5156	
		Special selling	·3999	
Venezuela	Bolivar		·2924	(8)
Yugoslavia	Dinar		·00326	

\* 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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