

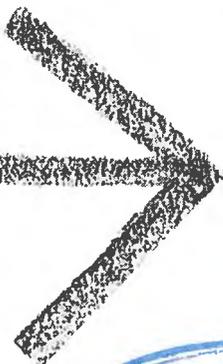
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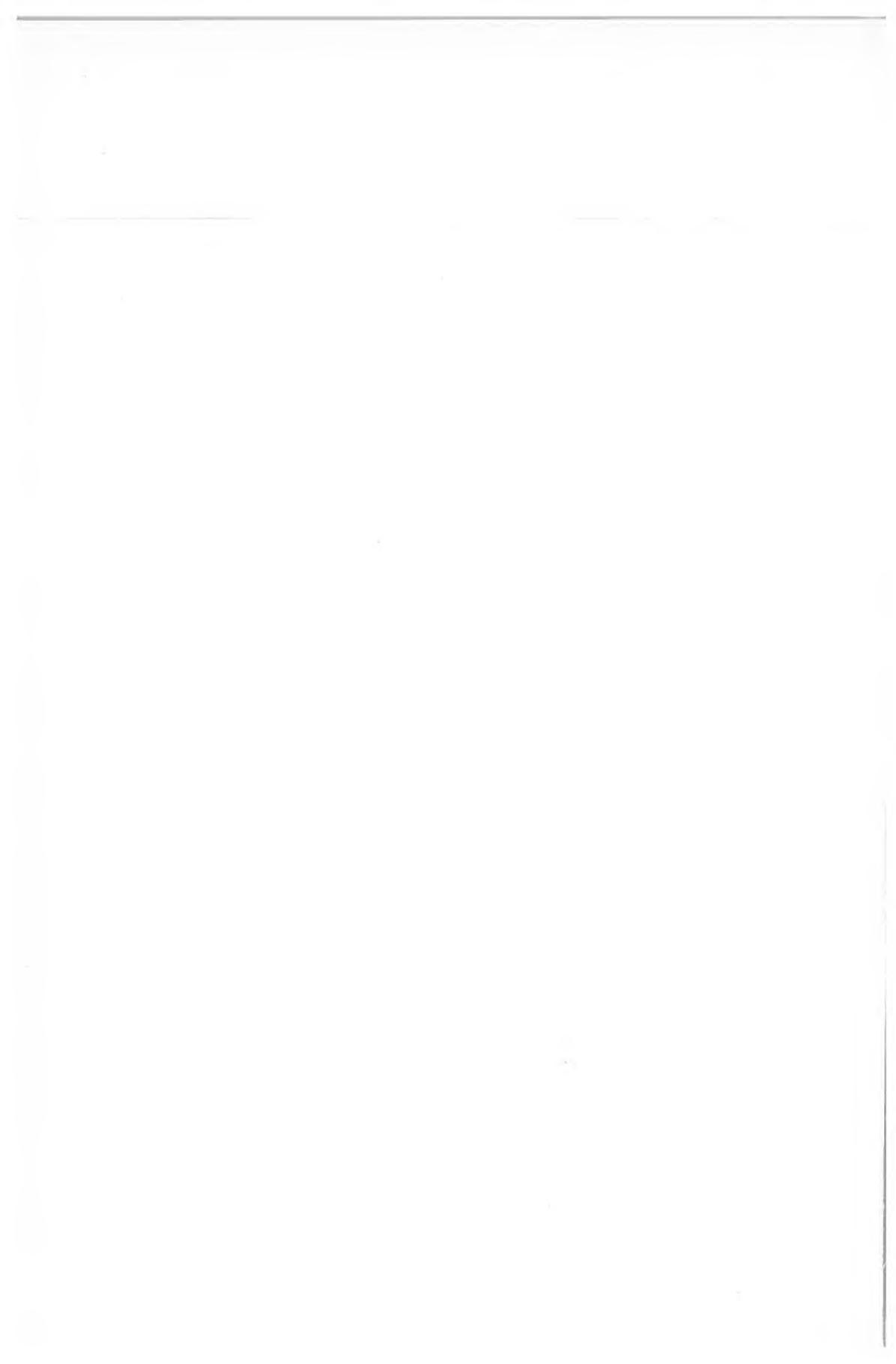
# trade

DECEMBER 20, 1952



Season's Greetings  
to all our readers  
from the  
Department of  
Trade and Commerce  
at home and abroad







# foreign trade

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OTTAWA, DECEMBER 20, 1952

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COVER . . . The stamps on our cover—one from each of the 39 countries in which Canadian Government Trade Commissioners are stationed—bring our readers greetings from the men whose reports we publish week by week. Don't overlook the Canadian stamp in the lower right-hand corner; we at home office join in saying Merry Christmas and a Happy New Year.

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# The Swedish Retail Market

*Imported goods, especially canned foods, sell well in Swedish stores. Canadian exporters might increase sales there, despite current restrictions on dollar imports.*

**S**TOCKHOLM—The retail market in Sweden is as complex and competitive as it is in Canada. Sweden still relies heavily on foreign countries to supply her consumer goods, but domestic manufacturers (some of them under foreign control) are producing an ever-increasing range.

The industrialization of Sweden and the consequent shift in population from country to city has increased the demand for imported goods. Trade has grown with the steadily increasing standard of living. Today Sweden has a highly organized retail business, with a greater variety of goods than one finds in most European countries. Imports of finished consumer goods are relatively large, measured by European standards, particularly in the grocery and dry goods lines. The increasing restrictions on dollar imports have favoured non-dollar suppliers.

Bulk goods have gradually disappeared from grocery shelves and nearly all foods today are ready-packaged. Self-service grocery stores are still a novelty in Sweden but they are rapidly increasing.

## The Co-operative Movement

The co-operative movement plays an important role in Sweden. Co-operatives carry on 14 per cent of the retail and 10 per cent of the wholesale business and sell both to members and non-members. The huge Co-operative Association, backing its 8,149 stores, manufactures or imports most of the commodities sold through the co-ops. The association owns factories which make many kinds of goods. The table illustrates the extent of the Co-operative Association's manufacturing activity by showing its share of the total Swedish production in certain lines:

Product	Co-op percentage
Household margarine .....	30
Edible oil .....	90
Wheat flour .....	22
Oatmeal .....	23
Macaroni .....	29
Rubber products (total rubber used) .....	15
Work clothes .....	20
Electric bulbs .....	50
Nitrogen fertilizers .....	30
Wood-fibre sheets .....	10

To compete with this mammoth enterprise, private stores have had to organize themselves to a great extent, co-ordinate their purchases, and put up their own factories. One organization, owned by 11 thousand private retailers, manufactures, imports and distributes for its 11 thousand owners, yet it does not have as large an annual turnover as the Co-operative Association.

There are several large chains. The Ahlen & Holm Company operates a chain of 5 & 10 cent stores, most of which also have a separate self-service food market. Ahlen & Holm also have the largest mail-order house in Sweden and the combined turnover for 1951 was 105 million krone. Nordiska Kompaniet is another large company with general department stores and food chain stores. The big chains do 8 per cent of all retail business.

In studying Swedish retail statistics, it is important to keep in mind the steady increase in prices which has taken place. From December 1950 to December 1951, the cost of living went up by 19.3 per cent. (Most wages and salaries are tied to the cost-of-living index.) In 1952, living expenses continued to rise. The recent fall in prices of certain imported raw materials—such as wool, rubber and lead—has now slowed down the price rise. Clothing has actually become cheaper but that is mostly because of over-production forcing store owners and wholesalers to cut their profits on clothing and leather goods. Food prices are still rising, however, and house-owners have recently been allowed to increase rents by 7 to 9 per cent.

### **Competition**

It is generally easier to sell imported goods on the Swedish market than to sell a locally manufactured product. Import restrictions have limited purchases from abroad to first-class goods, and thus the fact that a commodity is imported is in itself a recommendation. This is even more true about goods imported from dollar countries. Advertising of imported consumer goods is usually unnecessary. Store owners, particularly in the grocery line, give imported goods top place in their show windows, secure in the knowledge that they will attract customers. A large specialty food house is currently featuring Canadian canned lobster.

The grocery business is probably the foremost purchaser of consumer goods from dollar countries. Canned fruits, vegetables, sea food, salad dressing, flavouring and spices with U.S. brand names are found in many stores. They have been imported through barter or triangle deals. All the popular American cigarettes seem to be in unlimited supply and sell for almost the same price as Swedish brands. One example of imported goods is Kellogg's Corn Flakes. They are packed at Kellogg's factory in England and, in spite of high transportation costs, can compete favourably with domestic brands.

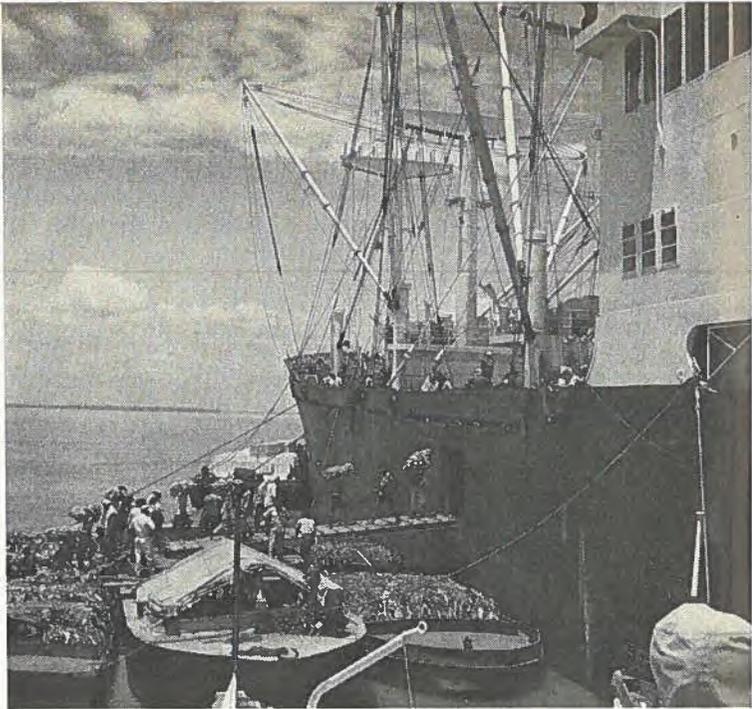
Sweden's decreasing export income has already brought a stricter import policy but some consumer goods from the dollar area are still entering.

It seems obvious that Canadian canned goods should be able to find a market in Sweden on the same terms as U.S. brands. Certain automobile accessories, tobacco, new drugs, toys, etc., things for which the Swedish Government will seldom issue import licences for dollars, might have a chance of entering the Swedish market through private compensation arrangements which Swedish importers sometimes make. Canadian businessmen might find it worthwhile to investigate this possibility.

## Ecuador's

## Export

## Record



—Grace Line Photo

*Bananas, Ecuador's leading export this year, are loaded aboard the "Santa Isabel" at Guayaquil.*

**B**OGOTA—Ecuador is heading for a record year in foreign trade, with exports exceeding imports by an estimated \$16.5 million. This marks a distinct improvement over 1951 when the unfavourable trade balance was over \$6 million. Credit for the 1952 record goes mainly to good crops coupled with high prices abroad for the country's principal exports—coffee, cacao, bananas and rice. Lower imports because of heavy inventory carryovers from the previous year and declining prices in many lines of consumer goods also helped. For the first time, bananas have become the leading export and it is expected that shipments for the year will exceed 16 million stems.

With fewer than a dozen items on the prohibited list, foreign merchandise finds a ready market, although a high (44 per cent) premium must be paid for foreign exchange for goods officially listed as non-essential.

Recently the Central Bank of Ecuador issued the following trade estimate for the year:

	Millions of U.S. dollars
<b>Exports</b>	
Bananas .....	\$21
Coffee .....	20
Cacao .....	17
Rice .....	8
Panama hats .....	2
Miscellaneous .....	11
<b>Total</b> .....	<b>\$79</b>
<b>Imports</b>	
Merchandise and raw materials .....	57
Invisibles .....	5.5
	<b>\$62.5</b>
<b>Surplus of exports</b> .....	<b>\$16.5</b>

This prosperous foreign trade was reflected in the internal finances of the country and sucres (1 sucre=approx. .06 cents) in circulation in the third quarter passed the one billion mark for the first time in the country's history. Reserves of foreign currency on September 30 stood at \$32 million, compared with \$26 million a year earlier. Yet businessmen in general appear to have an attitude of caution engendered by political causes. The present regime has only been in power a few months and its fiscal and monetary policies are not clear. The banks are extremely cautious about giving credit and domestic collections are still slow.

### **Diversification of Crops**

Until 1922, Ecuador's foreign trade depended almost entirely on one agricultural product, cacao, which represented 85 per cent of its exports. Then pest destroyed the plantations, reducing production by two-thirds. Thanks to improved methods of combating pest and higher prices brought about by World War II, cacao has made a substantial comeback. The volume is still below the pre-1922 level but because of the upsurge in prices the returns are many times higher.

The tragedy of cacao in the 1920's and 1930's, however, served to focus attention on alternative crops and accounted for the greater cultivation of coffee, rice and bananas. Today the country's economy is more diversified and also much healthier. The destruction by pest of many banana plantations in Central America, plus high prices, has served to stimulate production in Ecuador and bring it to record heights.

### **Some Problems**

The happy situation in cacao, rice, coffee and bananas should not obscure certain less favourable aspects of the economy. The market for "Panama" hats (Ecuador is their home, they are not made in Panama) has declined so drastically that it has brought disaster to those sections of the country dependent on their production. In recent years oil production (almost all the petroleum is in the British-owned fields on the southern coast) has not kept pace with increased consumption and some gasoline now has to be imported. Before 1949 it was all produced locally.

Another negative element is the increasing erosion in the wheat-growing highlands. This, combined with an increasing population, has meant not only the import of flour for the lowlands but also the import of wheat for the highlands.

### **New Industries Developing**

Textile manufacturing is the leading industry and is located in the highlands within a reasonable radius of Quito. However, there are signs of industrial activity in other directions. In June a flour mill using the latest British machinery was inaugurated at Guayaquil, with a capacity of over 100 tons a day. In Riobamba, the fifth city of Ecuador, a new ceramic plant is being built and before long a large hydro-electric plant and the country's second cement plant will be constructed there.

In Guayaquil, Ecuador's principal port, a plan to move the docks from the present waterfront on the turbulent Guayas River to the quiet estuary of the Pacific two miles on the other side of the city has already

reached the blueprint stage. There is also an ambitious plan to bridge the river to connect the city with the terminal of the Quito railroad, in the town of Duran on the other side.

Both these projects call for the expenditure of some millions of dollars which the national treasury cannot provide. Hopes have been expressed that the International Bank for Reconstruction and Development may come forth with an adequate loan. However, Ecuador's record in international finance is not a good one. Of the total foreign loans outstanding of \$29.4 million, \$12.5 million represents the remainder of a railway building debt to the United Kingdom on which no payments have been made since 1929. Many Ecuadorean financiers feel that the country's chances of receiving foreign aid would be enhanced if the Government undertook a program of orderly foreign debt retirement.

### **Prospects Good**

Provided that there is no blight to the crops and world prices are maintained at approximately their present levels, 1953 should be even a better year. As the Previsora National Bank of Credit, the Republic's largest commercial bank, reported at the end of September: "We think that the status reached by the international economic position of Ecuador is one of the most favourable in South America. Although the country is small and the volume of its trade is correspondingly of small size, specifically our economy is sound, well diversified in its sources, strongly backed by substantial exchange reserves, and last but not least, it has shown a remarkable elasticity to change from one type of cultivation to another in a brief period, when local reasons have enforced such changes or when international markets closed their doors to some of our exports".

—WILEY J. MILLYARD

*Canadian Government Trade Commissioner*

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### **SOUVENIRS FOR THE CORONATION**

Regulations governing the making and selling of Coronation souvenirs which use royal emblems and photographs were recently issued by the Department of the Secretary of State. They permit the use of the Royal Arms, the Royal Cypher, the Crown, the Royal Standard, and approved royal photographs, in souvenirs of a permanent nature. Articles of this description, generally, could be manufactured, advertised and distributed in 1952, but their retail sale is permitted only from January 1, 1953; calendars and diaries, however, may be sold now; candy and confectionery boxes bearing photographs of the Queen or the Duke of Edinburgh may be sold from January 1, 1953, to August 31, 1953.

The use of photographs of members of the Royal Family other than of the Queen and the Duke of Edinburgh is not permitted. Approved photographs of the Queen and the Duke of Edinburgh may be reproduced in souvenirs of a permanent type and in calendars, greeting cards, souvenir pictures and similar articles, but not in ashtrays, tea trays or similar wares. The users of photographs must themselves settle the question of copyright.

## United States

### How the Farmers Are Faring

*With a net income of \$15 billion in '51, U.S. farmers are buying goods and services that help to raise living standards. Here is data on most prosperous areas, as a guide to exporters.*

**W**ASHINGTON—Agriculture plays an important role in the economy of the United States and United States farmers and their families constitute an important market for many kinds of commodities.

The gross farm income in 1951 was about \$37.5 billion. Expenses for the production of agricultural commodities amounted to \$22.5 billion, leaving a net income of about \$15 billion. It is estimated that for 1952 the net farm income will about equal that of 1951. However, these incomes vary considerably from one area of the country to another and these differences are reflected in the standards of living for farm families.

The last few decades have seen great changes in rural living. The proportion of farm dwellings in the United States lighted by electricity increased from 13 per cent in 1930 to 79 per cent in 1950. In 1950, 93 per cent of the farms had radios and 3 per cent had television sets. The proportion of farm dwellings with running water rose from 10 per cent in 1920 to 42 per cent in 1950. The number of farm telephones is increasing rapidly as a result of loans provided by the Federal Government. In 1950, about 63 per cent of the farmers had automobiles and 64 per cent of the farms were served by all-weather roads.

#### Farm Assets

Liquid financial assets of United States farmers on January 1, 1952, amounted to \$20.5 billion, the highest figure ever reached. This total was divided as follows: currency, \$3.7 billion; demand deposits, \$7.6 billion; time deposits, \$3.9 billion; United States Savings Bonds, \$5.3 billion. Demand deposits increased about 7 per cent during the year 1951 and currency and time deposits owned by farmers increased 3 per cent and 2 per cent respectively. The value of United States Savings Bonds held by farmers was about the same on January 1, 1952, as it was one year earlier. Farmers' financial assets also include \$2.4 billion invested in co-operatives.

The value of United States farmers' physical assets on January 1, 1952, was: real estate, \$94.6 billion; livestock, \$19.6 billion; machinery and motor vehicles, \$15.3 billion; household furnishings and equipment, \$7.7 billion; crops stored on and off farms, \$8.8 billion. The total assets of American agriculture amounted to \$169.9 billion on January 1, 1952.

Farmers, of course, purchase a wide variety of production and consumer goods, among them lumber and other construction materials. In 1949, the purchase of materials for construction and repair of farm houses

and service buildings involved the expenditure of many millions of dollars. During that year, 94 thousand new farm homes were built and 914 thousand were improved. During the same year, a total of 877 thousand new farm service buildings—barns, poultry and hog houses, granaries, corn cribs, machine sheds, garages, etc.—were constructed, 337 thousand were remodelled, and 1,239,000 repaired.

### Farm Population and Production

Of the 150,700,000 people in the United States in 1950, 61,800,000—or about 40 per cent—were classified as rural people.\* Of these, 23,300,000 lived on farms and the other 38,500,000 lived in rural areas but not on farms.

There were 5,770,000 farm families in the United States in 1950 with 9,268,000 children under 18 years of age. The average number of children per farm family was 1.6, compared with 1.1 in urban families.

If one index of increasing farm prosperity is the increase in the number of farm operators who own their land, then United States farmers are becoming more prosperous. In 1930, the percentage of farms operated by owners was 57.6; in 1950, 73.3.

Tractors are rapidly replacing horses and mules on United States farms. In 1930, there were 19,124,000 horses and mules and 920 thousand tractors. In 1951, the number of horses and mules had fallen to 7,067,000 and tractors had increased to 3,940,000. In the same 21-year period, milking machines increased from 100 thousand to 655 thousand, grain combines from 61 thousand to 810 thousand, and corn pickers from 50 thousand to 522 thousand.

The significant improvements in the production of agricultural commodities have meant higher incomes for farm operators and higher levels of living for farm families.

One significant measure of the relative prosperity of farmers in different areas is the standard of living of farmers and their families in these areas.

The fifteen states with the highest indexes of farm level of living in 1950 were:

Iowa .....	178	Nebraska .....	157
Connecticut .....	175	Illinois .....	156
New Jersey .....	172	Washington .....	154
California .....	170	Kansas .....	152
Rhode Island .....	166	New Hampshire .....	151
New York .....	160	Oregon .....	150
Massachusetts .....	158	Vermont .....	150
Delaware .....	158		

The fifteen states with the lowest indexes of farm level of living were:

Mississippi .....	57	Kentucky .....	86
Alabama .....	64	West Virginia .....	87
Arkansas .....	68	Virginia .....	99
South Carolina .....	76	Oklahoma .....	105
Tennessee .....	78	Florida .....	105
Georgia .....	80	Missouri .....	114
North Carolina .....	80	Texas .....	127
Louisiana .....	82		

The indexes for other states fall within the range of 130 to 149.

\* The United States population can also be divided as follows: In open country, 35 per cent; in incorporated towns under 2,500, 6 per cent; in towns of 2,500 to 10,000, 9 per cent; in centres of population of more than 10,000, 50 per cent.

The items on which these farm-operator family level of living indexes were based are:

- Percentage of farms with electricity.
- Percentage of farms with telephones.
- Percentage of farms with automobiles.
- Average value of products sold or traded in the year preceding the census (adjusted for changes in purchasing power of the farmer's dollar).

It is an interesting fact that the areas which ranked the highest in farm-operator family level of living in 1950 were, in the main, largely those with the higher level of living in 1945. Conversely, those areas where farmers had the lowest level of living in 1950 were nearly all those with the lowest ranking in 1945. These facts indicate that the areas in which farmers, in 1950, had the highest incomes and were better served by electricity, telephones and automobiles had not profited solely from abnormal postwar conditions. A combination of good land, suitable climate, lower marketing costs and better management have been responsible for greater prosperity over a long period of time for the farmers in the better areas.

As the indexes for the various states were the average for the state as a whole, there were, of course, districts within states where farmers had a much higher level of living than those in other districts of the same state.

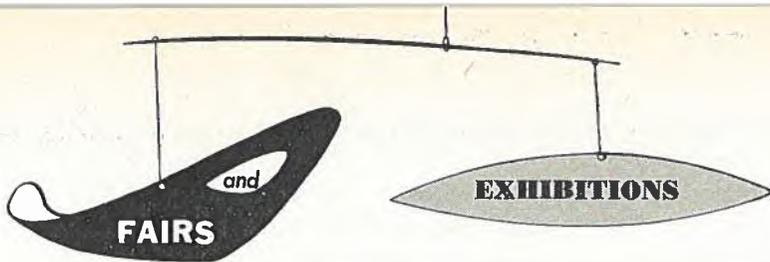
#### **Changes in Basic Social Customs**

With the changes in farm production caused by greater use of science—including machines, fertilizer, improved insecticides, seeds and breeds—and with rising living standards, have come many basic social changes. One of the most important is the increased reliance of farmers upon organized activities. These include the co-operatives, crop insurance, group hospitalization, crop and livestock associations, and other farmers' organizations. Agricultural programs designed to keep farmers informed about recent research findings are being carried out through farmers' committees. All this reliance upon organized activities has brought about a decline in traditional mutual-aid practices such as exchange of farm work among neighbours during rush seasons, the rebuilding of barns which have been destroyed, and sometimes the planting and harvesting of crops.

There has been a gradual decline in the importance of small local trading centres and an increased reliance on larger trading centres. The dependence of rural families on farm machinery and the mechanical household conveniences makes it necessary for them to keep in touch with the larger centres because it is there that they usually buy their farm and household equipment and have it serviced. Moreover, the larger trading centres have the hospital, the motion picture theatre, the consolidated high schools, the local representatives of agricultural and public health agencies, the farmers' co-operatives and other services and activities which have become essential to modern rural living.

Rural isolation is generally declining as roads are improved, electric lines lengthened, and as the general reliance on technology increases.

—W. C. HOPPER  
*Agricultural Counsellor for Canada*



## The Showroom in '53

The latest designs in Canadian boats and furniture will lead off the 1953 displays in the Canadian Showroom, Rockefeller Center, New York. Opening on or about January 7, the show—one in a series featuring Canadian products and manufactures—will be on view until the end of February.

Planning this exhibit presented something of a problem because of the limited space in the Showroom and the difficulty of getting large objects through medium-sized doors. Only smaller boats, in the 11½ to 14 foot class, will be shown; anything larger would mean removing the plate glass windows. (Canadian boat manufacturers are, however, building boats in all the standard sizes.)

Constructed of longitudinal cedar strip, moulded plywood, aluminum and fibreglas, the outboard boats featured in the exhibit are suitable for motors up to 25 h.p. They are fitted with luxury accessories and trim. Large photographs of the various types of yachts made by a well-known Maritime firm (builders of the famous *Bluenose*) will form an attractive background for this part of the exhibit.

Canada has over 200 plants producing small watercraft—row-boats, canoes, sailboats, motor boats, etc.—and, according to the latest figures, annual production reaches a value of more than \$6 million. During the first nine months of 1952, exports to the United States of boats, canoes and parts (including gasoline launches and yachts) brought in \$649 thousand.

A cross section of Canadian household and commercial furniture will share the Showroom with the watercraft. Many of the component parts which go into the construction of this furniture will also be featured.

The Canadian furniture industry is producing a wide range of household, office, school, theatre and auditorium furniture. Our factories are also turning out fine church furniture which has been well received in the United States market. Purely Canadian designs have been developed and recognized by the Design in Industry branch of the National Gallery.

The furniture industry in this country has almost tripled since the war and the gross value of its products has gone up by about five times. Figures for 1950 show some 1,207 firms, with a production totalling over \$172 million and employing over 27 thousand

people. Approximately 40 per cent of the plants are in Ontario, chiefly in the southwest, 31 per cent are in Quebec, 27 per cent in the western provinces, and 2 per cent in the Maritimes.

Generally speaking, Canada sells to other countries principally office, school, and theatre furniture and specialty items, and the industry is keenly interested in expanding its export trade. Products of distinctly Canadian design are popular in the U.S. market.

### **Machinery at Liege**

Machines, machinery and manufactured goods for mines, metallurgy, mechanical and electrical engineering will be featured in five specialized exhibitions at the 5th Liege International Fair April 25-May 10, 1953. The themes of these collective displays, supplementing the exhibits in the regular 20 industrial groups, will be:

- Coal-getting in mines by mechanical means and by explosives.
- Equipment and products of iron-smelting industries.
- Power engines.
- Food industry equipment.
- Electronics in industry.

Exhibitors are given the choice of showing their products in one of the 20 industrial groups or in one of the five specialized exhibitions. Details can be obtained from the Counsellor of the Belgian Embassy in Canada.

### **C.I.T.F.**

The Canadian International Trade Fair has "come of age". It has been accepted by the International Fair Union which requires of its members five or more years of continuous and successful operation.

Bulk of the early space bookings for the 1953 CITF are from Canadian exhibitors—78,840 square feet. United Kingdom exhibitors come second with 26,280 square feet. Space sold so far totals 105,680 square feet, compared with 20,320 at this time last year.

Special efforts are being made to attract more Canadian and U.S. business visitors to the Fair this year. May we remind you of the dates—June 1-12, 1953.

### **Earls Court Goes Agricultural**

Once a year over 11½ acres of Earls Court "goes agricultural", that is when the Exhibition Hall there houses the Smithfield and Agricultural Machinery Show. This year nearly 1,500 animals—cattle, sheep and pigs—were brought from all parts of the country to make the livestock side of the Show fully representative of the best to be found in Britain.

The livestock were in suitable company, for with them at the Show was ranged a vast display of agricultural machinery. Over 350 manufacturers displayed the very latest in agricultural and horticultural tractors, farm implements and machinery.

## Netherlands



### The Handicraft Industry Organizes

**T**HE HAGUE—The Netherlands depressed handicraft industry is gradually showing new life. Its marked decline, which began with World War II, was first checked by the establishment of the Netherlands Central Federation for Artercrafts in 1948. About 500 artercraft producers, some employing as many as 25 workers, are now registered with the Central Federation, but only 25 of these are actively engaged in export. Pottery, handwoven textiles, woodenware and stained glass are the main crafts.

Inability to keep pace with modern requirements and a lack of capital are the principal difficulties faced by the handicraft industry here. Many artisans lack a sound commercial sense and, although their products have good sales possibilities, they do not know how to tackle the selling job. Selling principles—quality control, careful pricing, packaging, advertising and firm deliveries—particularly important in export markets, are often ignored. Lack of capital and of credit hampers both the artisan's production and sales. Seasonal fluctuation in sales, particularly of items popular with tourists, and the long hours required to produce some artercrafts, involve substantial outlays for materials and labour which cannot be immediately recovered.

In other countries, such as Switzerland, Denmark and Norway, the problems of capital shortage and lack of business skill have been solved by forming co-operative handicraft organizations. These associations

provide experts to handle the commercial and financial aspects of the industry and, in some cases, work out loans or advance payments to assist the artisan. The Netherlands, characteristically a country of individualists, has only recently accepted the principle of co-operative organization of the handicraft industry.

### Central Organization

Four years ago, a group of prominent Netherlands businessmen took the lead in establishing a Central Federation for Artcrafts (CFFA). The new organization has a twofold purpose. Culturally, it aims to preserve the artistic skills which Dutch craftsmen have developed through the centuries. Economically, its objective is to develop a thriving handicraft industry which will provide gainful employment for more members of a constantly growing population.

The CFFA is collecting complete data on the industry. Although the work is far from finished, the Federation reports that it has some 500 members producing pottery, handwoven textiles, woodenware, metalware and stained glass.

Regional organizations have been set up in the provinces of North Brabant, Friesland, North Holland, Gelderland, Limburg and Overijssel. Artisans living in these six provinces normally join the provincial organizations, after screening by an advisory committee which considers the craftsman's technical competence and business reliability. At present the regional bodies function primarily as voluntary trade associations. However, the introduction of stricter regulations governing the members of the provincial groups is being considered.

The CFFA and its regional organizations operate on a non-profit basis. Revenues come from an annual government subsidy of 30 thousand guilders, membership fees payable to the regional organizations and varying from 20 to 50 guilders, and incidental income from the sale of advertising space in the Federation's publications, etc.

### Functions of the Federation

The CFFA has three principal functions:

- To place Dutch artcrafts on a sound economic basis by increasing technical efficiency and promoting domestic and foreign sales. The Federation inspects all items sold and places its stamp of approval on them. Although prices are set by individual producers, the CFFA frequently advises on the best prices to charge.
- To provide guidance in technical matters through instruction courses and contact with professional designers, architects and interior decorators. In addition, a central artcraft library is being assembled and a commission of five experts set up to examine and criticize articles produced by the Federation's members.
- To advertise the work of its members through a bimonthly magazine *Ambacht*, circulating exhibitions, and participation in international trade fairs and shows. Special publications are issued from time to time.

A permanent exhibition, administered by the secretariat, has been established in the Prinsenhof Museum at Delft. Tourists are encouraged to visit it and to purchase the items shown. Total sales of products exhibited amounted to approximately 12 thousand guilders in 1951.

Good export markets are all-important because the domestic market cannot absorb present production. The CFFA has organized a sound export program, although only 25 of its 500 members are at present selling abroad, and hopes to gradually increase exports. The Federation acts as an export selling agency and controls quality and price. Its agents visit foreign countries, prepare market surveys, arrange for distributing agents, organize advertising and generally promote export sales. The CFFA was represented at the 1951 and 1952 Canadian International Trade Fairs and has established agencies in Canada.

Prospects for the Netherlands handicraft industry are good. The formation of a central organization through which Netherlands artisans can co-operatively solve the problems facing their industry should bring good results.

—W. G. PYBUS

*Assistant Commercial Secretary for Canada*

## **The Marshall Plan Reports**

*Out of a total expenditure of some \$13,365 million under the Marshall Plan in a little over four years, about \$1,381 million was spent on purchases in Canada.*

**W**ASHINGTON—From the start of the Marshall Plan in April 1948 up to June 30, 1952, procurement authorizations to the value of \$13,365.4 million were issued by the Economic Co-operation Administration in Washington and its successor, the Mutual Security Agency. Of this large total, procurement within the United States amounted to \$8,158.1 million; in Canada, \$1,381.2 million; in Latin America, \$896.8 million; in participating countries, (OECC), \$544.8 million, and in others, \$725.7 million.

### **Shipments from Canada**

In actual practice, authorizations to purchase were, in some instances, substantially greater than the value of shipments which went forward. This is partly because of natural wastage in fulfilling orders and partly because of delayed shipments in long-term contracts. Against total procurement authorizations during the whole period of \$13,365.4 million, paid shipments totalled \$12,272.4 million. Paid shipments from Canada reached \$1,331.5 million, against authorizations of \$1,381.2 million. Most of this expenditure for Canadian commodities took place in the early stages of the Marshall Plan and consequently assumed great importance in Canadian balance of payments problems.

Authorizations for procurement in Canada amounted to over 11 per cent of the commodity total and included the following commodities:

Food products and fertilizers .....	\$602.3 million
Bread grains .....	490.5 "
Coarse grains .....	7.5 "
Fats and oils .....	10.4 "
Meat .....	66.2 "
Dairy products .....	10.0 "
Feeds and fodder .....	2.8 "
Fertilizers .....	4.0 "
Fruits .....	0.3 "
Fish .....	9.2 "
Seeds .....	0.8 "
Miscellaneous grains .....	0.5 "
Fuel .....	\$ 0.1 "
Raw materials and semi-finished products .....	\$718.6 "
Non-ferrous metals .....	444.8 "
Iron and steel .....	31.8 "
Chemicals .....	9.6 "
Metallic ores .....	47.8 "
Pulp and paper .....	85.6 "
Lumber .....	59.8 "
Basic textiles .....	3.0 "
Non-metallic minerals .....	32.3 "
Hides, skins, leather .....	3.8 "
Fibres .....	0.1 "
Machinery and vehicles .....	\$ 40.7 "
Machinery and equipment .....	32.9 "
Motor vehicles .....	1.4 "
Other transportation equipment .....	6.4 "
Miscellaneous industrial .....	\$ 19.5 "

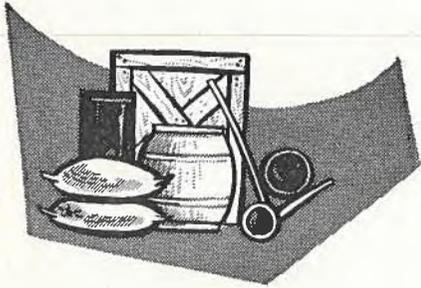
#### Future Policy

The Mutual Security program appropriation for the year ending June 30, 1953, totals \$6,447,730,750, of which military aid represents \$4,598,424,500, economic aid, \$1,805,288,500, and technical assistance the remainder.

It is possible that funds for foreign aid may be reduced in the fiscal year beginning July 1, 1953. However, without continuing American aid, a difficult European situation could develop unless prompt steps were taken to make the United States market more ready to receive European exports. The alternative to this might well be a reduction in U.S. exports—a development which many in this country fear if Congress fails to resist an almost inevitable pressure to increase tariffs, if it fails to enact the Customs Simplification Bill, renew the Reciprocal Trade Agreements Act, or remove the tariff restrictions imposed in recent years.

It is impossible to forecast accurately what line the new Congress will take. It is certain, however, that tariff revisions will be stressed and the extension of the Trade Agreements Act in its present form may prove difficult. Most analysts nevertheless feel that, although there is a good deal of danger in the situation and many problems ahead, the long-term outlook is not hopeless. There is undoubtedly a growing appreciation amongst those who count of the importance of a healthy international trade. Even a highly protectionist organization—the National Association of Manufacturers—has recently issued a manifesto on the need for freer import as well as export trade.

—JOHN H. ENGLISH  
Commercial Counsellor for Canada



## COMMODITY NOTES

### AUSTRALIA

**Charcoal Iron**—The only completely integrated sawmilling, wood-distillation charcoal iron plant in the world, at Wundowie, 41 miles east of Perth, has achieved substantial production during the past few years. Controlled by a board of management, the industry is owned by the West Australian Government. Most of the 14 thousand tons of pig iron produced each year is used in Western Australia. Increased production at the works has eliminated the iron shortage in Western Australia and built up a reserve against the possibility of having to shut the furnace down for relining. Annual production of other products at Wundowie includes acetic acid, 400 tons; wood tar, 1,200; and methanol, 300 tons—Melbourne, November 14.

### COLOMBIA

**Kraft Paper**—Colombia's first kraft paper plant went into production in Cali, third city of the Republic, on December 1. Initially it will produce 40 tons a day and eventually, 120 tons. Installed at a reported cost of \$8 million, the plant will supply kraft for its associated company, Carton Colombia S.A., located nearby, which has been manufacturing cardboard boxes for seven years but has had to rely on imported kraft up to now—Bogotá, December 5.

### CUBA

**Farm Machinery**—Financed by an initial appropriation of \$1,200,000 just authorized, the Cuban Government will shortly receive 150 tractors, 150 ploughs of various types, 72 24-disc harrows, 72 ditchers, 72 furrow openers, 144 hillers, 72 fertilizer sowers, 72  $\frac{3}{4}$ -ton trailers, 72 bean and corn planters, 50 rice planters, 64 corn pickers. The Government proposes to distribute this equipment, with that already in possession of the Department of Agriculture (tractors, water well sinkers, etc.), and place it at the disposal of farmers at a nominal servicing fee, plus a small replacement charge.

Supplementing this program, some 1,000 young farmers are already being trained in the use of mechanized equipment. The launching of this mechanization program, which the Government hopes to get under way early in 1953, is expected not only to assist

farmers to work their lands at a moderate cost, but eventually to result in increased purchases of mechanized equipment by the farmers themselves—Havana, December 2.

#### **GREECE**

**Rice**—According to the latest estimates of the Greek Ministry of Agriculture, this year's rice production has materially increased, largely because of favourable weather conditions. The crop is now estimated at 75 thousand metric tons of unshelled rice, as compared with 56 thousand in 1951. This more than covers local requirements and the Greek Government has approved, for the first time, the export of 10 thousand tons. In the meantime, rice has been included as an export item in trade agreements with Finland and Austria. Prices have also dropped considerably—Athens, November 25.

#### **GUATEMALA**

**Coffee**—During the coffee year 1951-52 (ending with the last day of September) 1,299,447 quintals valued at \$70,046,000 were exported, as against 1,073,186 quintals at \$58,309,300 during the previous coffee year. During 1951-52, Guatemala ranked fifth among coffee-exporting nations—Guatemala City, December 3.

#### **JAPAN**

**Steel**—Steel production objectives for the fiscal year 1953-54 have been tentatively fixed by the Japanese Ministry of International Trade and Industry. They call for the output of 4,470,000 tons of pig iron, 7,000,000 tons of steel ingot, and 4,600,000 tons of ordinary steel products—Tokyo, November 29.

#### **NETHERLANDS**

**Eggs, Poultry**—Egg and poultry exports from the Netherlands in 1951 were valued at 250 million guilders (nearly \$65 million Can.) and the 1952 rate of exports has been considerably higher. Egg products are currently averaging 30 million eggs per week, 70 to 80 per cent of which are destined for Germany. Home consumption amounts to about 100 per head, as compared with 250 in Germany and 400 in the United States. Poultry exports are largely to Germany, which is at present taking 125 metric tons a week. Other markets are Switzerland and Italy—The Hague, November 25.

#### **SCOTLAND**

**Steel**—The improved output of steel in Scotland, while still below capacity, is encouraging to local consumers. The raw material position is being generally maintained, with home scrap deliveries keeping up their recent improvement, pig iron production expanding, and prospects for more ship-breaking scrap favourable. Deliveries of billets, slabs and sheet bars from overseas have been on the upgrade. The export demand for heavy steel products is good and for sheets, especially galvanized sheets, strong. Only in certain Empire and Commonwealth markets is there any outlet for rerolled bars, because of the keen competition from European and Japanese markets—London, November 30.

## Ireland

### The Cotton Industry Expands

**D**UBLIN—A new factory for producing cotton yarn was recently opened at Youghal, County Cork, Republic of Ireland. This is the sixth of a group of textile factories which between them produce a wide range of manufactures, using wool, nylon, silk, art silk, rayon—and now cotton.

The new factory, which cost £250 thousand, covers an area of 40 thousand square feet and has an annual capacity of 900 thousand lb. The most up-to-date American and British machinery has been installed. The fact that Youghal had no textile industry on a factory scale before 1946 is an advantage, because there are no out-of-date methods from which to break away. Labour is trained in the most modern and efficient way.

#### Formerly Imported

Before this factory was established, all the finer combed cotton yarns had to be imported. None were produced in the Republic. Imports of cotton yarn for 1951 were valued at £2 million, and for the six months January to June, 1952, nearly two million pounds of cotton yarn, valued at £648,038, were imported. Some £592,381 worth of it came from the United Kingdom.

Raw cotton for yarn is imported chiefly from the United States. Out of a total of 12,139 cwt. (£225,729) of raw cotton and cotton linters imported during the six months January to June, 1952, 10,565 cwt., valued at £195,342, was bought from the U.S.

About half of the output of the new factory will go to Sunbeam Wolsey Ltd. in Cork and the rest to other Irish firms. The type of fine cotton yarn produced is suitable for hosiery, linings and garments, and it is possible that the new factory will supply all the home market needs.

Back in 1934, the Government decided to assist the cotton industry. That year 1½ million square yards of woven cotton cloth were produced, which represented less than 5 per cent of home market needs. By 1939, production had risen to 15 million square yards—about 30 per cent of requirements. Production of woven cotton cloths now meets about 40 per cent of Irish market needs. There is still scope for development in the weaving end of the industry; the greatest deficiency is the absence of textile printing facilities. Annual imports of printed cotton piece goods average about 10 million square yards.

Expansion in the cotton industry has been given further incentive by restricting the import of cotton yarn. The import quota for the period August 29, 1952, to November 30, 1952, was set at 750 thousand pounds weight. Import of certain woven piece goods containing more than 60 per cent by weight of cotton is also prohibited.

—GEORGE SHERA

*Office of the Commercial Secretary for Canada*



## GENERAL NOTES

### BRAZIL

**Reinstatement of Barter Trade**—Senor Coriolano de Gois, head of the Bank of Brazil's Import-Export Department, admitted to members of the São Paulo Commercial Association that CEXIM is contemplating the reinstatement of barter trade. He emphasized, however, that if the system were reinstated it would be operated differently. Proposed barter negotiations, he stated, would be permitted only after the most rigorous scrutiny of each case and the only merchandise permitted in exchange would be that destined for the production sector. CEXIM is also preoccupied, he said, with the problem of controlling import and export prices in order to avoid an evasion of exchange. To solve this problem a Price Section is already being formed and price lists have been requested from the Brazilian Trade Bureau in New York and from other countries to solve the question of the sale prices of merchandise imported for resale in Brazil—São Paulo, November 16.

### GUATEMALA

**Agricultural Mechanization**—The representative of one of the largest farm equipment manufacturers in the U.S. has announced that a group of agricultural technicians, assured of the eventual financial support of a number of New York and Washington banks, will visit Guatemala to make an agricultural survey. Should conditions warrant it, \$20 million will be invested in a scheme to mechanize agriculture more fully—Guatemala City, November 27.

### JAPAN

**Export Restrictions Lifted**—The Japanese Government removed on October 18 the restrictions in force since March 1952 limiting exports of steel and textiles to the sterling area. Limitations on textile exports to Hong Kong and Singapore are still in effect—Tokyo, November 5.

### NETHERLANDS

**Butter Transported in Glass Wool**—Shipments of butter from Sweden to France are being made in a 300-ton coaster fitted with insulated walls of glass wool. The butter barrels are also surrounded by carbonic acid "snow". This method is said to provide cheap and effective

refrigeration. On the first voyage, the temperature in the ship's holds was reported to be 20°C. below zero. On arrival it had risen only two degrees—The Hague, November 22.

**Tomato Preservation**—After 15 years of research a Dutch horticulturist has developed a method of preserving fresh tomatoes which is said to have great possibilities for the Dutch export trade. Tomatoes treated experimentally by this process were reported to be in excellent condition after six weeks. Sixty per cent of those tested were suited for export and another 25 per cent for domestic markets.

Dutch tomato exporters often face import restrictions in other countries because their tomatoes ripen at the same time as the home crop. They have long sought a preservation process to delay marketing beyond the peak period—The Hague, November 15.

## PERU

**New Piping Plant**—Latest project of Peru's expanding manufacturing industry is the formation of a company, with a capital of 10 million soles (\$625 thousand), for the erection of a plant to produce black and galvanized piping—Lima, November 17.

## SOUTH AFRICA

**Bagasse Becomes Important**—The bagasse residue of Natal's sugar industry is becoming an increasingly important source of material for domestic industries. The South African Board Mills Company is completing another plant to convert bagasse into wood pulp, and a second £8-million development by new capital interests will use bagasse as the basis for building board—Cape Town, November 4.

## UNITED KINGDOM

**Council to Stimulate Production**—A new British Productivity Council has been set up to take over the work of the British division of the Anglo-American Council on Productivity, which has been closed down. The principal object of the new Council is to "engage the active interest of industry in the pursuit of higher productivity and to give it all possible help in its independent activities". Funds for the Council's work will be subscribed by the leading industrial, trade and labour organizations, supplemented by government grants—London, December 5.

## UNITED STATES

**Deep Sea Fishery Prospects**—Marine scientists carrying on investigations here have stated that there are more and larger fish at depths beyond the reach of commercial trawlers. Three experimental cruises have revealed plentiful supplies of perch, much larger than those usually landed, at depths of one-third of a mile. An edible red crab with a spread of two feet has been discovered and quantities are said to be sufficient for commercial canning—Boston, November 20.

## Hong Kong and the U.S. Dollar

**HONG KONG**—In the five months since July 1952, the price of the United States dollar in Hong Kong's open money market has declined six per cent—from HK\$6.48 to HK\$6.06 today.

Stated in terms of the official rate of exchange between the two currencies, (HK\$5.78=US\$1.00), the open market premium on American funds has dropped from 70 cents Hong Kong per U.S. dollar to 28 cents.

Because financing through the Colony's open money market is basic to nearly all trade between Hong Kong and the dollar area, the actual premium on U.S. funds at any given moment is of vital significance. Canadian businessmen will therefore be interested to learn the reasons for the decline.

Generally speaking, the quoted value of the U.S. dollar in the free market at any time is the result of the inter-relation of supply and demand for such funds, represented by a number of variables. Among these are:

- Level of trade activity between Hong Kong and the hard currency area, (but fundamentally with the United States).
- The flow of remittances from Chinese residents of the dollar area to their relatives still in China.
- The amount of confidence in sterling felt by businessmen in Southeast Asia.
- Activity in the buying and selling of fine gold in the free gold market of nearby Macau and in Hong Kong's related "commercial gold" market.
- Opinion on the international situation held by residents of Southeast Asia, as this encourages or discourages them in hoarding gold or investing in a currency considered stronger than any in their area.

Both the supply of and the demand for U.S. dollars, as represented by trade between Hong Kong and the United States, has been cut in half since 1950, because of the American embargo on trade with Communist China. In addition, the U.S. Foreign Assets Control Regulations have curtailed the use of U.S. dollars for other than trade purposes—for example, remittances. No estimate of the net reduction in remittances can be given, but the following summary of Hong Kong's trade with the United States indicates the reduced turnover of U.S. funds because of decreased business:

	1950	1951 (HK\$ million)	10 mos. 1952
Hong Kong exports to U.S. ....	308·7	162·5	104·1
Hong Kong imports from U.S. ....	655·3	373·5	184·2
Hong Kong total trade with U.S. ....	964·0	536·0	288·3

There is no doubt that sterling has strengthened in world financial markets during the past few months, as a result of growing evidence of the determined efforts of the United Kingdom and her sterling bloc associates to correct the basic unbalance of trade and redress their internal economies. In corollary, therefore, the U.S. dollar in Hong Kong has weakened.

—T. R. G. FLETCHER

*Canadian Government Trade Commissioner*

# TRADE AND TARIFF REGULATIONS

## BRITISH GUIANA

**Magazine and Book Import Quotas**—The Controller of Supplies and Prices, British Guiana, notified quota holders on November 25 that 1953 quotas have now been established for import of magazines and books from Canada and the United States. Applications for licences will be received immediately.

## GUATEMALA

**New Port Tax**—To provide funds for constructing a wharf and port facilities Guatemalan authorities will collect, by decree No. 931, a port tax of 6 per cent on all imports and exports except gasoline and lubricants. The 6 per cent will be levied only on the amount of the duty, surcharges and stamps paid by the importer or exporter for the clearance of goods. The tax will be effective from November 29 but does not apply to goods already in the Customs, en route, or paid for by letters of credit before November 29, 1952.

## IRELAND

**Import Controls**—By twelve Orders of the Government of the Republic of Ireland, issued under the Control of Imports Acts 1934 and 1937, further quotas and quota periods have been announced as follows:

*Certain boots and shoes (other than rubber):* 20,000 pairs; quota unchanged from previous similar period.

*Rubber-proofed clothing:* 1,000 articles; amount unchanged from previous quota.

*Certain completely or substantially assembled motor car chassis with bodies or body shells attached:* 64 articles, compared with 120 articles for previous 12 months' quota.

*Completely or substantially assembled motor vehicle chassis without body or body shell attached:* 50 articles, as against 60 articles for previous similar period.

*Certain completely or substantially assembled road vehicle bodies or road vehicle body shells imported otherwise than attached to chassis:* 50 articles, as against 60 articles for previous similar period.

*Certain motor car body parts:* 10 articles; quota unchanged from previous period.

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

*Brushes, brooms and mops (domestic or household):* 12,000 articles; amount unchanged from previous quota.

*Brushes (for human use):* 12,000 articles, as against a similar amount for previous period.

*Brushes, brooms and mops:* 12,000 articles; quota unchanged from previous period.

*Certain hats, caps, hoods and shapes (costing less than 21/- each):* 25,000 articles; amount unchanged from previous quota.

*Certain metal screws:* 25,000 gross. Of this amount, 24,000 gross must be of Canadian or United Kingdom manufacture. Amount unchanged from previous quota.

In all of the above cases, the quota period extends from January 1, 1953, to June 30, 1953.

*Certain completely or substantially assembled mechanically propelled vehicles:* 24 articles, as against 40 articles for previous six months' period. The quota period fixed in this case extends from January 1, 1953, to December 31, 1953—Dublin, December 3.

## UNITED KINGDOM

**Zinc Import Trading Freed**—Free trading in zinc will start on the London Metal Exchange on January 2nd. The import licensing arrangements which will govern transactions have been announced by the Board of Trade.

For the import of zinc or spelter unwrought, in ingots, blocks, bars, slabs and cakes, but not including alloys of zinc, members of the Metal Exchange who participate in the Bank of England Exchange Control Scheme will be granted open individual licences valid for import from any source.

Consumers who wish to import regularly substantial quantities of zinc otherwise than through the Exchange will be granted open individual licences valid for appropriate sources of supply. Applicants must state the quantities they expect to import in the ensuing twelve months and the main sources from which they expect to buy. Such open licences will be granted on condition that returns showing full details of both value and source of imports are made to the Board of Trade at monthly intervals.

Other United Kingdom traders wishing to import zinc must apply for a licence for each transaction—London, December 4.

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## 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 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 1.029.

Country	Unit	Type of Exchange	Canadian dollar equiv. Dec. 11	Notes (See below)
Argentina .....	Peso .....	Preferential buying .....	.1295	
		Basic buying .....	.1943	(1)
		Preferential selling .....	.1943	
		Basic selling .....	.1295	
		Free .....	.0699	
Austria .....	Schilling .....	.....	.0455	
Australia .....	Pound .....	.....	2.1790	
Belgium-Luxembourg & Belgian Dependencies ...	Franc .....	.....	.0194	
		.....	.01619	tax 5% (1)
Bolivia .....	Boliviano .....	Official .....	.00967	tax 3% (2)
		Differential .....	.5674	
British West Indies	Dollar .....	.....	2.7237	(3)
	Pound .....	.....	.6809	(4)
Brazil .....	Dollar .....	Brit. Honduras .....	.0525	tax 8% (2)
Burma .....	Cruzeiro .....	.....	.2043	
Burma .....	Kyat .....	.....	.2043	
Ceylon .....	Rupee .....	.....	.0313	(1)
Chile .....	Peso .....	Official .....	.01618	
		Commercial .....	.00796	
		Free .....	.3886	tax 3% (2)
Colombia .....	Peso .....	Basic .....	.4267	
		Coffee Buying .....	.1734	(5)
Costa Rica .....	Colon .....	Official .....	.1454	*Oct. 31
		Free .....	.9716	tax 2%
Cuba .....	Peso .....	.....	.0194	
Czechoslovakia ..	Koruna .....	.....	.1407	
Denmark .....	Krone .....	.....	.9716	
Dominican Republic .....	Peso .....	.....	.06476	(6)
		.....	.05584	
Ecuador .....	Sucre .....	Official .....	2.7893	
Egypt .....	Pound .....	Free .....	2.4538	
Fiji .....	Pound .....	.....	.00422	
Finland .....	Markka .....	.....	.00273	
France .....	Franc .....	.....	.00555	
French Africa .....	Franc .....	.....	.01523	
French Pacific .....	Franc .....	.....	.2313	
Germany .....	D Mark .....	.....	.000065	
Greece .....	Drachma .....	.....	.9716	
Guatemala .....	Quetzal .....	.....	.1943	
Haiti .....	Gourde .....	.....	.4858	
Honduras .....	Lempira .....	.....	.1563	*Oct. 27
Hong Kong .....	Dollar .....	Free .....	.05966	
Iceland .....	Krona .....	Official .....	.04588	
		Special buying .....	.03728	
		Special selling .....	.2043	
India .....	Rupee .....	.....	.08522	
Indonesia .....	Rupiah .....	Basic .....	.04261	(7)
		With Surcharge I .....	.02841	
		With Surcharge II .....	.00185	*Nov. 17
		Dollar certificate .....		

\* Latest available quotation date.

Country	Unit	Type of Exchange	Canadian dollar equiv. Dec. 11	Notes (See below)
Iran	Rial	Certificate I	-011246	*Oct. 31
		Certificate II	-011149	*Oct. 31
Iraq	Dinar		2-7237	
Ireland	Pound		2-7237	
Israel	Pound	Basic	2-7204	
		Special	1-3602	
		Investment	-9716	
Italy	Lira		-00156	
Japan	Yen		-0027	
Lebanon	Pound	Free	-2721	*
Mexico	Peso		-1123	
Netherlands	Guilder		-2557	
Netherlands Antilles	Guilder		-5152	
New Zealand	Pound		2-7237	
Nicaragua	Cordoba	Effective buying	-1472	(8)
		Official selling	-1373	
		With Surcharge I	-1207	
		With Surcharge II	-0967	
Norway	Krone		-1360	
Pakistan	Rupee		-2937	
Panama	Balboa		-9716	
Paraguay	Guarani	Basic	-06476	(1)
		With Surcharge I	-04626	(9)
		With Surcharge II	-03238	
Peru	Sol	Certificate	-0626	
Philippines	Peso		-4858	tax 17% (2)
Portugal	Escudo		-03386	
El Salvador	Colon		-3886	
Singapore & Malaya	Straits dollar		-3178	
South Africa (Union of)	Pound		2-7237	
Spain & Dependencies	Peseta	Basic buying	-04436	
		Basic selling	-08659	(1)
		Basic commercial selling	-05915	
		Free	-02450	
Sweden	Krona		-1878	
Switzerland	Franc		-2267	
Syria	Pound		-2716	*Nov. 17
Thailand	Baht	Official	-0777	(1)
		Free	-05757	*Oct. 31
Turkey	Lira		-3470	
United Kingdom	Pound		2-7237	
United States	Dollar		-9716	
Uruguay	Peso	Official	-6396	
		Basic buying	-5458	
		Special buying	-4134	(1)
		Basic selling	-5113	
		Special selling	-3965	
Venezuela	Bolivar		-2900	(10)
Yugoslavia	Dinar		-00324	

\* Latest available quotation date.

† Since the "Basic selling" rate is for State purchases only, we are now also quoting the "Basic commercial selling" rate.

#### NOTES

1. Additional rates are in effect for specified goods.
2. Tax affects selling (import) rates only.
3. Barbados, Trinidad, Tobago, Leeward and Windward Is., Brit. Guiana.
4. Bahamas, Bermuda, Jamaica.
5. Costa Rica: Official rate applies to all Costa Rican exports.
6. Ecuador: Exchange surcharges of 33 per cent and 44 per cent apply to imports of less essential and luxury items respectively.
7. 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.
8. Nicaragua: Effective buying rate applies to all Nicaraguan exports.
9. Paraguay: Basic rate applies to all Paraguayan exports.
10. 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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