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Mid-November will see Canadians take over in Philadelphia's Penn Centre, where a "Canada Week", crammed with special events, will focus attention on our Solo Trade Fair there and on the wide variety of goods our manufacturers will offer.

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Fifth in our series of articles on how association with LAFTA affects the trade of member countries covers Brazil. Here assessment is difficult because the trading picture is distorted by the foreign exchange situation and by other influences.

Obtaining British Approval for Electrical Appliances 10

This article from our London office appears at a strategic time. Last week the Canadian Standards Association announced that its laboratories will now carry out testing of appliances to standards of the British Electrical Approvals Board. The writer explains what these standards are and why they are important.

Los Angeles Calls for a Fresh Approach 15

Sprawled over an enormous area, Los Angeles creates some problems for the business visitor because of its very size. Here our Trade Commissioner in L.A. pinpoints these problems and how they affect the approach to customers.

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Paper manufacturers might widen their market in these two West Indian islands, despite the long-standing trade ties with Britain and competition from the U.S.

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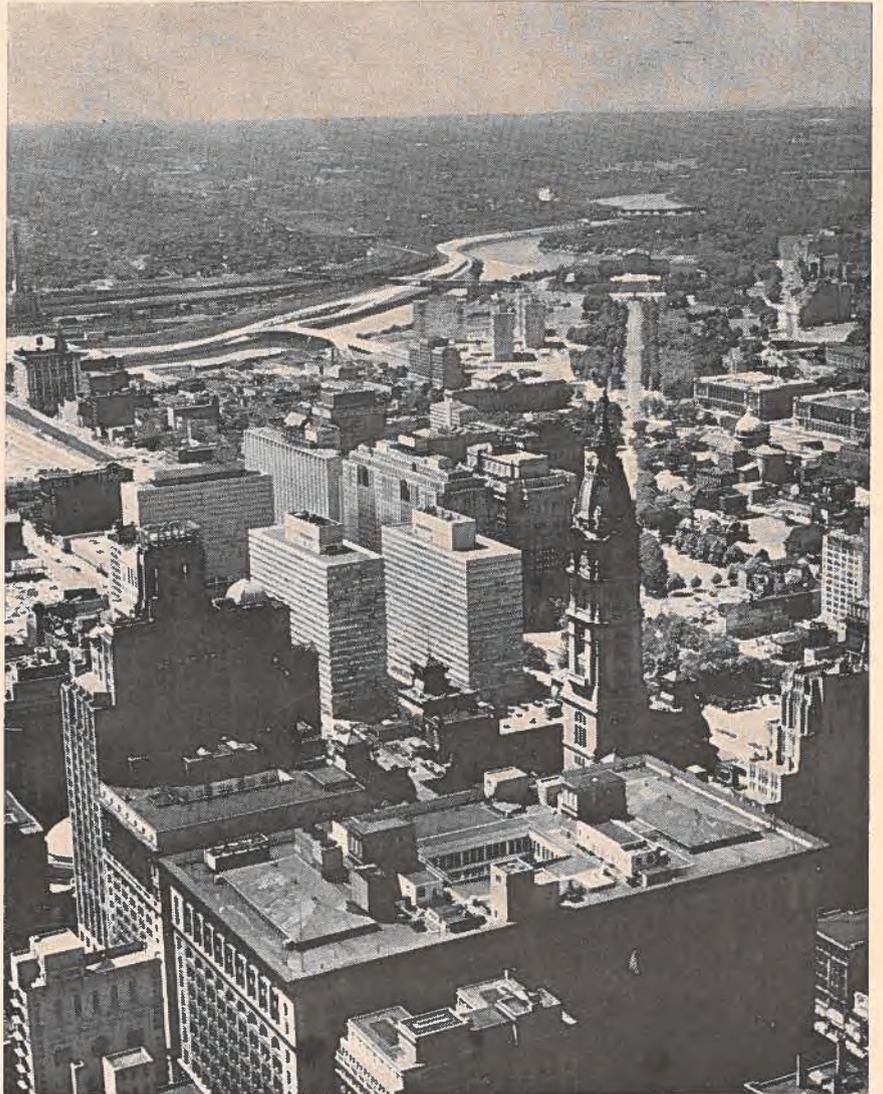
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COMING—MEXICO'S DYNAMIC CHEMICAL INDUSTRY, OCTOBER 5 ISSUE

Canada Mounts an Invasion

Commando force of businessmen, augmented by Navy and Air Force units, aim at occupation of Philadelphia and establishment of trade beachhead in November.



—Photo by Greater Philadelphia Magazine.

From the tower of Philadelphia's old City Hall, the statue of William Penn looks down on the group of new buildings that make up Penn Center. Here the Canadian Solo Trade Fair will open a one-week stand in the Sheraton Hotel on November 11.

ROYD E. BEAMISH,
Director, Trade Publicity Branch.

A CANADIAN task force, augmented by the Royal Canadian Navy and the Royal Canadian Air Force, will launch a combined operation next November against the biggest commercial stronghold in the United States.

While the Navy and the Air Force provide diversionary action, a commando force of 200 Canadian businessmen will make a frontal assault

on Philadelphia and the six-state, \$31-billion retail market gathered under its economic suzerainty. The campaign has been planned down to its minutest detail and the commander of the invading forces is confident that a sizable beachhead will be established during a week of brisk skirmishing and steadily enlarged after that. Even at this early stage in the planning, one

thing is certain: the Canadian Ensign will be flying in Penn Center by November 11.

That is the opening date of the Canadian Solo Trade Fair, which will be held from November 11 to 16, under the auspices of the Department of Trade and Commerce, in the 30,000-square-foot Exhibit Hall of the Sheraton Hotel. There, under the benign smile of William Penn, who looks down on the trade fair location from his vantage point atop the ancient City Hall, Canada will make its first concerted drive for markets in the area that has been described as the greatest concentration of population and business in the United States. More people live within a 100-mile radius of Philadelphia than in all of Canada and they enjoy a per capita personal income 14 per cent higher than the U.S. average.

Consumer goods of every description, from foods to kitchenware to clothing to furniture, musical instruments, jewellery, hardware and sporting goods will be represented at the fair. Open to the trade from 10 a.m. until noon each day beginning Tuesday, November 12, and to the public from noon until 10 p.m., the trade fair is expected to attract more than 50,000 Philadelphians, plus buyers from other parts of Pennsylvania, Delaware, Maryland, Virginia, West Virginia and the southern counties of New Jersey, all of which lie naturally in the Philadelphia trading area.

"Canada Week" Events

Public interest in the event is expected to be heightened by a number of special events that will focus attention on Canada and things Canadian. Mayor James Tate will issue a proclamation next month naming the week of November 11-16 "Canada Week." Five destroyer escorts of the Royal Canadian Navy will sail up the Delaware River on the Friday before the fair and anchor in the Navy Yard. Ships' crews will take part in a number of events ashore dur-

The Philadelphia Market Beckons

MANY Canadian industrialists would question the wisdom of an American exporter who regarded Ontario and Quebec as one and the same market. Yet there are Canadian exporters who believe that by having an agent in New York, they will get coverage in Philadelphia because it is less than 100 miles from New York. They fail to realize that Philadelphia is the focal point of the Delaware Valley trading area, which is quite distinct from the New York/Northern New Jersey complex. An estimated 25 million people live within the lucrative market area which Philadelphia commands and yet little Canadian merchandise is to be found in the department stores or shops.

Admittedly, part of the reason for this is the preponderance of primary products among exports from Canada. In 1962, for instance, shipments of iron ore from the Lower St. Lawrence ports to Philadelphia were valued at U.S.\$53 million, and cargoes of lumber and shingles from Vancouver to Philadelphia at U.S.\$8.3 million. However, the main reason for the absence of Canadian consumer goods in the area is the failure to appreciate its potential or to treat it as a market quite separate from New York, with its own trade patterns, tastes and customs.

Canadian Visitors Book Orders

Since the Second Export Trade Promotion Conference in Ottawa last April, a number of Canadian manufacturers have visited Philadelphia as part of a follow-up program. In almost every instance, they have booked trial orders. Foodstuffs, soaps, women's sportswear and furniture are among the products that have found acceptance. In other instances, the Canadians learned what was wrong with their designs or packaging, and returned home to make the changes needed to satisfy tastes here. Chances are that they will book some orders later in the year. In the 27 months that the Consulate has been operating, we have still to find a Canadian businessman who thought his visit was a waste of time or money!

Some Canadians have sold directly to Philadelphia stores, and intend from now on to make periodic trips to call personally on their customers,

just as they do at home. Others have signed agreements with Philadelphia manufacturers' representatives who in the future will act on their behalf. Incidentally, the Consulate has compiled a detailed list of manufacturers' agents in the territory and the kinds of products they want to handle. As a result, we have no difficulty in arranging for Canadian exporters to meet likely candidates to undertake representing them. One thing that both agents and customers insist on having is quotations c.i.f. Philadelphia (duty included) in U.S. funds. This not only serves to establish the competitive position of the product but when a shipment is made, it is the seller and not the buyer who arranges for payment of duties and there is no extra paperwork at the receiving end. The practice obviously removes a possible impediment to the sale of Canadian products in this country.

Overcome Tariffs and Distance

We at the Philadelphia office have come to see that there is a wide range of Canadian consumer goods that do not face an impossible tariff barrier, and which can be laid down here at prices that compare favourably with those of domestic or other foreign suppliers. Truck and air transport provide rapid delivery service from Canadian industrial centers, and many Canadian manufacturers are closer to the Philadelphia market than their competitors in the Midwest or Southern States. For far too long, too many of our industrialists have suffered from an inferiority complex whenever the U.S. market was suggested.

For a Canadian manufacturer to send us price lists and catalogues sometimes proves useful. More often than not, however, neither agents nor buyers have time to look at literature from a company they have never heard of. On the other hand, people in Philadelphia are usually courteous and they will see and listen to Canadian salesmen. From the Consulate, we can arrange appointments for interviews, but it is up to those who want to sell here to come with their samples and order-books. We are convinced they'll be glad they made the trip!

—W. J. MILLYARD, *Consul and Trade Commissioner, Philadelphia.*

ing the week and, in addition, open house will be held aboard ship at convenient times to give Philadelphians an opportunity to experience RCN housekeeping and hospitality.

The band of the Royal Canadian Air Force, one of Canada's best military music groups, will get the week off to a rousing start with a public concert in the ballroom of Philadelphia's Trade and Convention Center on Sunday afternoon, November 10. RCAF pipers and highland dancers will add to the gaiety of the occasion.

The fact that the trade fair is opening on November 11 has provided the Department with a special opportunity to mark Canada Week by participating in an important civic ceremonial. That Monday, known as Armistice Day in Canada and Veterans' Day in the United States, is celebrated in both countries with appropriate ceremonies in honor of their war dead. In Philadelphia, the memorial service is conducted at the Tomb of the Unknown Soldier. A Royal Canadian Navy guard of 100 and the RCAF band will parade with American servicemen and war veterans on the occasion and our band will provide appropriate music during the service.

An interesting facet of this solemn military ceremony lies in the fact that Philadelphia's Unknown Soldier was a soldier in the Revolutionary War. His tomb provides an appropriate setting for the joint service, embracing as it will the colonies which remained with the Empire 187 years ago and those which fought for and won their independence—both now so closely linked as wartime comrades in arms and the world's greatest trading partners in peace.

One of the features of Philadelphia's Penn Center is an outdoor skating rink, located below street level but visible from the street (where passersby may watch comfortably by looking over or through an open grille railing) and from the picture windows of restaurants that flank it on three sides at the

level of the rink itself. Here, twice daily (12.30 to 1.00 and 5.30 to 6.00), Paulette Doan and Kenneth Ormsby, Canadian holders of the North American dance pairs championship, will perform. Between each of their dance numbers, 12-year-old Linda Carbonetto will present a display of free and school figure skating. Linda is the daughter of B. Carbonetto, Canadian Vice Consul in Detroit, and figure skating experts are predicting a championship career for her.

The figure skaters will be performing at times calculated to attract maximum public attention. During the noon hour, thousands of office workers in the Penn Center skyscrapers will be passing the rink on the way to, or returning from, lunch. At 5.30, the same workers and thousands of others en route to the commuter train terminal close by will be equally ready to pause for diversion. As banners all around the rink will be heralding the trade fair taking place just a few steps away, many of the spectators are expected to follow Barnum's First Law ("Catch their attention and the herd instinct will bring 'em through the turnstiles.") and visit the trade fair before resuming their interrupted journeys.

Presentation of a miniature Christmas tree to the Mayor of Philadelphia also promises to put Canada in the news on press, radio and TV. The tree will be only three feet high, planted firmly in a large tub, but it will serve as a symbol of the 60-foot Canadian spruce that will be delivered by the Canadian Government early in December. The full-sized tree will be erected in the City Hall's famous courtyard, which is always a decorative showpiece in the Christmas season. Identified by suitable plaques, decorated by the city and illuminated with floodlights, Canada's gift will be seen by the thousands who pass through the courtyard every day, as well as by the myriads who visit City Hall each December especially to see the new season's decorations.

The official opening of the Canadian Trade Fair will be held at 4 p.m. on November 11, with the Canadian exhibitors, their buyer guests and officials of the Department taking part. Specially invited guests will include the Canadian Ambassador to Washington, C. S. A. Ritchie; Governor L. W. Scranton of Pennsylvania; Mayor Tate, and senior staff officers of the Canadian Navy and Air Force. A reception will be held in the Sheraton ballroom at 5, and an hour later the exhibits will be open to the general public.

What Philadelphians Will See

A feature of the fair will be a demonstration kitchen, equipped with the latest Canadian-made kitchen appliances and staffed by a dietitian and her staff, who will demonstrate the preparation of specifically Canadian dishes. One dish each day, either prepared from indigenous Canadian food specialties or to distinctively Canadian recipes, will also be featured on the luncheon menus of major Philadelphia hotels and restaurants. For the benefit of Philadelphian housewives, some of the same dishes and recipes will be described and demonstrated on TV shows aimed at housewife audiences.

Consumer goods on display will be grouped according to product classification. Largest section of the exhibition space will be devoted to displays of Canadian furniture, including hi-fi record players and home organs.

The hotel's Hall of Flags, directly across the main corridor from the Exhibit Hall, will present a graphic display of Canada's holiday travel attractions. Adjoining it will be a theatrette, where carefully selected motion pictures on Canada will be presented at fixed hours each afternoon and evening.

A special trade fair booklet, describing the exhibiting firms and their products, is now on the press and will be mailed in October to 7,000 businessmen in the Philadelphia area.

In addition to advertising and publicity in all media serving Philadelphia, the trade fair will receive special promotion in a full-colour supplement that will be published November 10 in the *Sunday Bulletin* and the *Sunday Inquirer*. Many companies which are not participating in the fair, but which are interested in doing business in the Philadelphia area, have contracted for advertising space in the supplement—some using full colour. Deadline for receipt of advertising material is October 7 and space can be reserved by wiring Frank Hamilton, chief, Editorial and Art Services Division, Trade Publicity Branch, Department of Trade and Commerce, Ottawa. Because of the special nature of this project, the Department has been able to obtain rates well below those normally charged for the 2,000,000 circulation represented by the two Sunday papers.

In addition to the fair itself, with its attendant publicity and advertising, other Canadian attractions will be on display throughout the city. The Philadelphia Museum of Fine Arts will house a photographic collection depicting the finest examples of contemporary Canadian architecture and an art display of historical Canadian paintings collected by the Confederation Life Association.

The Provident & Tradesmen's Bank, one of the largest in Philadelphia, will devote a display window in its head office building to an exhibition of Eskimo art and many other institutions, retail stores and restaurants will be stressing the "Canada Week" theme. The Boy Scouts of Canada are taking advantage of this specially proclaimed week to visit Philadelphia and present Boy Scouts headquarters there with a wood carving in return for the generous gesture of the Philadelphia Scouts who earlier this year presented Canadian headquarters with an exact replica of the famous statue of a Boy Scout created in Philadelphia by Canadian architectural and artistic genius, Dr. Tait McKenzie. ●



Switzerland Increases Hydro Power

SWITZERLAND'S recently completed Grande Dixence Dam is now the highest in the world, towering over the Boulder and the Grand Coulee Dams in the U.S., the Volta in Ghana, the Kariba in Rhodesia, and the Dneiprostoi in Russia. However, the value of this "modern engineering wonder" to the Swiss economy is more significant, because this highly industrialized country depends almost solely on waterpower for electrical energy; it has no resources of coal or other thermal elements.

The Grande Dixence, in one of the lateral valleys of the Rhone River system, lies almost within the shadow of the Matterhorn. The various sites of the dam are all well over 6,000 feet above sea level. Preliminary work, including the laying of roads to these sites, began in 1951 and in August 1953 construction on the dam itself started. All work on the project will be finished by 1965.

Over a period of eight years, concrete has been poured continuously at an average rate of 265,000 cubic feet a day by an accurate, powerful mechanical installation. In all, over one million metric tons of Portland cement were required. By 1961, the dam had grown to its full dimensions of 932 feet high, 2,297 feet long at the top (some 200 feet higher and 1,000 feet longer than the great Boulder Dam), and 651 feet thick at the base, with a cubic content of 212 million cubic feet. Its sheer weight, rather than the customary principle of the arch, guarantees its safety. The

structure has created a 3½-mile-long artificial lake engulfing the old Dixence dam built in 1934 and covering the upper part of the Val des Dix. Its capacity is almost 14,126 million cubic feet of water.

Because the water from the glaciers in the immediate area is insufficient, engineers on the Dixence project have sought other sources to fill this tremendous reservoir. Consequently, a network of approximately 60 miles of tunnels is under construction to bring the water flowing from some of the largest glaciers in the country into the lake. In turn, the water is fed to two hydroelectric power stations that provide 1,600 million kwh. a year, or approximately 7 per cent of Switzerland's total production of hydroelectric energy, an output that increases considerably Swiss exports of electricity. The Grande Dixence provides a high quota of winter power (1,400 million kwh.), thereby reducing substantially imports of electricity during the winter.

Grande Dixence S.A. is a collective venture comprising Bernische Kraftwerke AG., Berne, Nordostschweizerische Kraftwerke AG., Baden, the Canton of Basle-Town and the S.A. l'Energie de l'Ouest Suisse, Lausanne. These companies have financed the construction of the dam by loans and by borrowing from the Swiss Old Age and Dependents Insurance scheme and the National Accident Insurance Fund. The total cost is estimated at 1,600 million Swiss francs, or roughly \$400 million.

—E. L. SHITTICK, *Office of the Commercial Counsellor, Berne.*

LAFTA Membership and Brazil's Trade

Effect of LAFTA concessions on Brazilian exports and imports last year was difficult to assess because other factors influenced trade. Canada's major shipments to Brazil consist of products demand for which cannot be met by the LAFTA countries.

WILLIAM JONES, *Commercial Counsellor, Rio de Janeiro.*

A CURSORY examination of 1962 figures of Brazilian trade with the other members of LAFTA, when compared with similar figures for the previous four years, gives the impression that the first year of operation of the LAFTA Agreement was disastrous to Brazil's trade balance with the other members. This impression would be false.

Brazil's trade with LAFTA countries in 1962 showed a deficit of \$53 million, though in 1961 it showed a surplus of \$50 million—a setback of \$103 million over a two-year period and a major contribution to the over-all trade deficit of \$261 million. Economists and political analysts in Brazil attribute this reversal to a number of factors and many of the conclusions which they reach reflect the political or economic complexion of the analyst. Even those who are critical of Brazil's participation in LAFTA are, however, compelled to admit that Brazilian foreign exchange policy in 1962 compared with 1961 played no small part in this development. It is generally agreed that revaluations of the cruzeiro did not keep pace with the internal inflation last year.

This fact is pointed up by the over-all decline in Brazilian exports to LAFTA members of approximately \$20 million in 1962 compared with 1961—i.e., from \$95.2

million to \$75.8 million. It is clear that with the improved access of Brazilian products to these markets as a result of concessions made by other members, Brazil's exports to these countries would have increased if other factors had not predominated.

The large increase in imports from LAFTA countries (from \$45.2 million in 1961 to \$128.6 million in 1962) points up further the fact that the LAFTA concessions made by Brazil can only have been partly responsible for the change in the trade balances with other members. One might expect a 20 per cent or even a 50 per cent increase in Brazil's imports from its LAFTA partners during the first year as a result of its concessions, but an increase of over 180 per cent must clearly have been due to other factors. Table I shows the U.S. dollar value of Brazil's trade with LAFTA members and with its other main trading areas.

Brazilian Concessions

Brazil was, in value terms, probably the largest contributor to concessions made among the LAFTA members. This is understandable because it is the largest country of the nine, with approximately 45 per cent of the LAFTA area's population. It also has the largest industrial production. Table II shows the number of concessions made by

each member of the LAFTA area and the percentage of those concessions in relation to the total. Only Ecuador exceeded Brazil in the number of concessions made and trade with Ecuador is, relatively speaking, not an important factor within the area. It is interesting to note that although the members of LAFTA are predominantly agricultural and mining countries, the concessions on imports of industrial products make up approximately 44.4 per cent of the total, as Table III reveals. This reflects Brazil's desire to encourage internal industrial development and to find greater markets for its growing industries.

A study of these concessions shows that about 1,800 products (or 23.8 per cent of the concessions) are now totally exempt from customs duties, and some 505 (or 6.7 per cent) are still subject to duties in excess of 60 per cent. The remainder of these concessions is such as to encourage trade in these products between the participants, rather than with trade partners outside the LAFTA grouping. Although comparable published statistics for 1962 are meagre, it would seem that primary products are moving in response to the margin of preference accorded them.

Perhaps as important initially as the tariff concessions on many products are the concessions made among the member countries on the reduction of bureaucratic and ex-

change impediments to trade. In the Brazilian National List these concessions include, in many instances, the elimination of the customs clearance tax of 5 per cent, the port improvement tax of 1 per cent and the payment of consular fees. Another important concession was

the elimination of the 80 per cent prior-deposit requirement.

Commodity Trade with LAFTA

Brazil's imports from its LAFTA partners during 1962 reflect its position as the industrial leader of the area. Imports from Argentina

consisted mainly of wheat, refined copper, apples and raw zinc, and other leading Brazilian imports from the area during the period were garlic, cereal, malt, canary seed, pears, saltpetre, unhusked barley, colophony and raw lead.

But even considering the upsurge in imports, trade with the area is still not an important factor in Brazil's economy. This can perhaps be measured by comparing it with trade with Communist countries in terms of percentage. In 1961 Brazil's LAFTA exports represented 6.8 per cent of the total and in 1962, 6.2 per cent; the Communist Bloc figures were 5.7 per cent and 6.2 per cent respectively. Similarly, imports from LAFTA were 3.1 per

TABLE I
BRAZIL'S FOREIGN TRADE, 1958-1962

Markets	EXPORTS				
	(f.o.b.)				
	1958	1959	1960	1961	1962
	(thousands of U.S. dollars)				
United States	534,402	592,141	563,659	562,773	484,791
European Common Market	217,777	253,255	248,745	313,390	289,508
European Free Trade Association	169,118	176,576	173,998	177,839	164,051
Communist countries	48,455	58,411	79,335	79,689	75,624
LAFTA					
Argentina	107,006	42,880	56,392	67,436	48,464
Chile	11,971	9,836	11,551	8,768	9,350
Colombia	92	211	253	1,149	157
Ecuador	36	32	41	74	28
Mexico	82	98	189	219	304
Paraguay	1,260	842	995	593	2,131
Peru	178	195	371	1,241	1,244
Uruguay	22,467	21,011	16,597	15,726	14,130
LAFTA totals	143,092	75,105	86,389	95,206	75,808
Japan	24,509	30,751	30,763	42,611	29,071
Other markets	105,632	95,730	85,883	131,462	95,331
Over-all totals	1,242,985	1,281,969	1,268,772	1,402,970	1,214,184

Suppliers	IMPORTS				
	(c.i.f.)				
	1958	1959	1960	1961	1962
	(thousands of U.S. dollars)				
United States	482,692	461,287	443,124	514,714	457,051
European Common Market	234,466	258,652	293,916	262,103	301,976
European Free Trade Association	159,676	171,213	182,456	185,330	156,402
Communist countries	29,226	50,410	83,563	74,729	77,765
LAFTA					
Argentina	88,089	104,537	94,868	29,816	85,547
Chile	6,142	8,672	8,586	7,622	15,569
Colombia	34	30	38	239	44
Ecuador	1	.....	2	7	3
Mexico	1,492	687	1,344	1,644	10,353
Paraguay	29	77	429	611	957
Peru	1,668	1,544	2,540	3,679	13,507
Uruguay	9,108	1,443	526	1,557	2,630
LAFTA totals	106,563	116,990	108,333	45,175	128,610
Japan	33,274	26,801	37,930	79,354	60,199
Other markets	306,984	289,120	312,816	298,688	293,044
Over-all totals	1,352,881	1,374,473	1,462,138	1,460,093	1,457,047

Source: Brazilian Finance Ministry.

TABLE II
LAFTA TARIFF CONCESSIONS BY COUNTRIES

National Lists	No.	Per cent of total
Argentina	1,067	14.1
Brazil	1,243	16.4
Chile	853	11.3
Colombia	613	8.1
Ecuador	1,701	22.5
Mexico	606	8.0
Paraguay	577	7.6
Peru	298	4.0
Uruguay	607	8.0
TOTAL	7,565	100.0

Source: *Conjuntura Economica*—April 1963.

TABLE III
LAFTA TARIFF CONCESSIONS BY COMMODITY GROUPINGS

	No.	Per cent of total
Live animals and animal products	383	5.1
Vegetable products	649	8.6
Fats, oils and waxes	256	3.4
Food products, beverages and alcoholic beverages	385	5.1
Mineral products	424	5.6
Chemical products	1,731	22.9
Lumber, charcoal and lumber manufacture, cork, etc.	3,099	4.1
Textiles	202	2.6
Common metals	764	10.1
Machinery and appliances, electrical material	1,428	18.9

Source: *Brazilian Business*—May 1963.

cent in 1961 and 8.7 per cent in 1962, and from the Communist Bloc 5.1 per cent and 5.3 per cent respectively—despite the fact that proximity and language seemingly would favour trade with the LAFTA group.

Brazil's major trade partner in the area is Argentina—a trade which fluctuates widely from year to year. Its main import is wheat and the Argentine supply depends to a large extent on the size of the crop. One of Brazil's main exports to Argentina is Paraná pine and sales largely depend upon the extent of new construction in Argentina. The recent political uncertainties have affected Argentine purchases of this lumber. The development lately of an Argentine petroleum industry and associated natural gas production should in future years prove to be an increasingly important source of one of Brazil's major imports.

Transportation Studied

The most important impediment to development of LAFTA trade is transportation. At least 90 per cent of the goods traded will be seaborne because overland routes are not well established. Recognizing this, representatives of the shipping firms of the member countries met in July and founded the Associação Latino Americano de Armadores (Latin American Association of Shipbuilders) for the purpose of increasing and improving the shipping facilities available to the members. The association will have its headquarters in Valparaiso, Chile.

Policy Developments

The Brazilians are more than ever conscious of the potential of the semi-protected market that the Latin American Free Trade Association can provide for their industries and are making great efforts to improve co-ordination of Brazilian affairs with those of the member countries. At the end of May the President appointed a National Commission within the Ministry of Foreign Affairs to deal with all mat-

ters relating to Brazilian participation in LAFTA. The importance that Brazil attaches to this Commission is attested by the standing of its members. They include the Ministers of Foreign Affairs, Finance, Industry and Commerce, Agriculture and Planning; the Presidents of the Bank of Brazil, Economic Development Bank, Confederation of Industry, National Confederation of Commerce, Brazilian Rural Confederation and the Customs Policy Council, and the Executive Director of SUMOC (Superintendency of Money and Credit).

To emphasize its interest, the Brazilian Foreign Office announced in mid-June a number of agreements between the member countries that should serve to increase that co-ordination. They are:

- An undertaking to conclude within the shortest possible time efforts to adopt the Brussels Tariff Nomenclature, incorporating subdivisions of products already established by the LAFTA customs agreements
- A recommendation to the Permanent Executive Committee from the member countries that it endeavour to co-ordinate customs duty systems and other charges levied on imports from outside of the Area
- An agreement to study formulas for co-ordinating regional banking systems and to hold a meeting of the representatives of the Central Banks in the near future
- An approach by the Permanent Executive Committee to the Inter-American Development Bank with a view to establishing a system for financing Latin American exports
- The calling by the Permanent Executive Committee of a second conference on commercial policies to analyze progress already made with the program for co-ordinating commercial and financial policies of the member countries.

In addition, the Brazilian Government, departing from established practice, recently appointed the

former head of its National Bank for Economic Development as its Ambassador to LAFTA. This post had previously been reserved for career diplomats.

Effect on Canada's Trade

At present it does not seem that the development of LAFTA will seriously affect Canada's export trade with Brazil for some time to come. Our major exports to Brazil at present are aluminum, asbestos, newsprint, tinplate and nickel, which together comprise about two-thirds of our trade. None of them is produced in sufficient quantity in the area to meet the ever-increasing demand. It is true that Chile is expanding its newsprint exports to Brazil, but an increase in the literacy rate should absorb this without too much difficulty.

The rest of our exports, although in each case important to the Canadian exporter, will be affected by the products at present available in the area, such as lead, zinc and copper, but these are not nearly as vital to our trade.

Check Your Surface Mail

Publicity material and circular letters from Canada are arriving in Belgium by surface mail with insufficient postage. The Commercial Counsellor in Brussels has asked us to draw this to the attention of Canadian companies because he feels that the good impression such material is designed to make is spoiled when the recipient must pay a postage surcharge. And delivery of this mail is delayed.

Canadian postage rates for surface mailing of first class matter are:

To Britain and all other places in the British Commonwealth, Republic of Ireland, Republic of South Africa, France, Spain, the United States, and North and South America—five cents for the first ounce and three cents for each additional ounce or fraction thereof.

To all countries not mentioned above—six cents for the first ounce or fraction thereof and four cents for each additional ounce or fraction thereof.

Sahara Gas Comes to Britain

Natural gas from the Sahara, liquefied for transport, reconstituted as a gas, and distributed by pipeline will be heating British homes next year. This technical achievement holds great interest for other natural gas producers, including Canada.

L. D. BURKE, *Commercial Secretary, London.*

NEXT year Britain will begin the regular importing of natural gas from producing fields in the Sahara. The arrival of this gas will have important implications for the competitive position of various fuels in this country and for the sale of natural gas throughout the world.

The methane gas to be supplied to Britain will be drawn from the huge Hassi Er R'Mel field in the Sahara which, it is said, has resources second only to the Panhandle field in Texas. It will be transported through a 250-mile pipeline to a plant at Port Arzew, near Oran on the Mediterranean, where it will be liquefied at a temperature of minus 258 degrees F. After liquefaction, the gas, at the extremely low temperature and with only one six-hundredth of its original volume, will be transported to Britain in two specially designed vessels, the first commercial methane tankers in the world.

Special Facilities Provided

To accommodate the imported methane, special storage and distribution facilities, costing approximately \$55 million, have been built in Britain. The Sahara gas will first be unloaded and stored as a liquid at the Canvey Island terminal in the Thames estuary. Then, as required, it will be regassified and fed into a pipeline system. The main

section of this system consists of a pipeline 200 miles long, running from Canvey Island to the city of Leeds in the north of England, with 125 miles of branch lines serving adjacent marketing areas. It is expected that within two years Sahara gas will constitute 10 per cent of all the gas distributed in Britain.

Effect on Other Fuel

When the scheme was first envisaged there was some concern about how it would affect the production of gas in this country from home-mined coal and consequently the coal mining industry. The calorific value of the Sahara methane, however, is actually double that of "town" gas and the plan is either to use this to enrich the local product or to reform the imported gas and use it to supplement gas manufactured locally. On this basis it is expected that methane from the Sahara will, in fact, lower production costs for gas in Britain and make it possible to extend its sale into areas where it is being challenged by other fuels.

Other Benefits

Apart from improving the competitive position of the gas industry, the import of methane from the Sahara is significant for a number of other reasons. First, it has made possible the construction of a trunk



—Photo by Gas Council, London.
The Methane Princess is one of two ships specially designed to carry the liquefied gas from Port Arzew to the terminal on Canvey Island in the Thames estuary.

pipeline for gas right across the country. Previously the Gas Boards operated their own self-contained gas systems. Now there is a national pipeline capable of supplying two-thirds of these Boards with the imported fuel. Second, the undertaking represents a major technological break-through for the local gas industry because producers here no longer are limited to the making of gas by conventional means but can repeat the Sahara scheme as often as demand requires. They will also be able to switch production from one raw material (coal, oil, natural gas) to another as the situation warrants. Finally, in handling the imported methane the Gas Boards here are gaining considerable knowledge about the use of natural gas and will eventually be in a position to take advantage of offers of natural gas from sources other than the Sahara. In particular,

the industry is watching developments in the Netherlands, where large supplies of gas have been discovered and in the North Sea, where preliminary work is under way in exploring for both petroleum and gas.

Markets for Natural Gas

Although trial shipments of liquefied gas were made to Britain from the Gulf of Mexico in 1959 and

1960, the scheme to import liquid methane from the Sahara is the first of its kind to be planned on a commercial basis. The fact that it has been possible to put it into effect and to overcome the technical and commercial problems of transporting natural gas across such large distances will mean the opening up of many new markets for this fuel. The sale of natural gas will no longer be limited to areas that can

be served by pipeline because from the British experience it is now clear that it will eventually be possible to order gas on exactly the same basis as petroleum, coal, etc., and to have it delivered almost anywhere.

The implications of this development for Canadian natural gas producers are apparent and a similar project may be feasible to enable Canadian gas to enter foreign markets not now open to us. ●

Obtaining British Approval for Electrical Appliances

Domestic electric appliances exported to Britain should be approved by the British Electrical Approvals Board, which has established standards for 16 types of appliances. Testing to these standards will now be carried out in Canada, with the collaboration of the CSA.

L. D. BURKE,
Commercial Secretary, London.

ONE of the major problems in exporting domestic electrical appliances is that of obtaining approval for their use in the overseas market. Canadian manufacturers will be interested to know that in Britain this difficulty has been resolved for a growing number of electrical appliances through the activities of an organization called the British Electrical Approvals Board for Domestic Appliances (BEAB).

Operation and Procedures

BEAB is an independent and non-profit body which was established in October 1960 with the support of the manufacturing, wholesaling, retailing and supply sections of the electricity industry, as well as that of the British Stan-

dards Institution, in an effort to forestall the creation of a similar type of organization by the Government. Its primary object is to protect and safeguard the public by approving domestic electrical appliances sold in Britain, whether made in this country or overseas. In carrying out its objectives BEAB works closely with the British Standards Institution.

The Institution draws up and publishes the specifications for electrical appliances. In fact, it has established a new British Standard (BS 3456) for domestic electrical appliances in general. As additional types of appliances are brought into the national approvals scheme, special sections under BS 3456 are created to cover them. BEAB is the body which then accepts applications from manufacturers seeking



Manufacturers whose products have been tested and approved by the BEAB are entitled to display this "approvals mark" on the appliances they offer for sale.

approval against these specifications, arranges for the testing of their equipment, and issues the final approvals when granted. Once approval is given, notice of this is distributed through the trade associations, Area Electricity Boards and the Ministry of Housing. The manufacturer is then entitled to use the BEAB's "approvals mark" and to display this on the electrical appliances he sells. Through actual plant visits and check tests on samples, BEAB also ensures that the production run of appliances is

up to the standard originally approved.

This scheme is voluntary at present in Britain, and safety is a statutory requirement only for the type of protection guards that must be used with electric radiant heaters. Despite this, more and more manufacturers are finding it in their interest to obtain BEAB approval.

National Scheme Expanded

There are two particularly significant features about the approval that BEAB grants. First, it applies to the whole of Britain. Previously such approval could only be obtained on application to the individual electricity boards. Second, the number of appliances covered by the scheme is growing continually. When it was originally established, BEAB handled approval for only three items—electric heaters, electric kettles, and vacuum cleaners. Now, however, there are 16 domestic electrical appliances for which the Board has established standards (the three mentioned, plus cookers, hair dryers, irons, immersion heaters, percolators, refrigerators, shavers, toasters, wash boilers, washing machines, clothes drying cabinets, floor polishers and electric plate warmers). Four more will be added in the next few months (spin dryers and tumblers, electric blankets, food mixers and dishwashers).

Arrangements with CSA

For Canadian exporters, this system of approval for electrical appliances in Britain is being further revised and simplified. Arrangements have just been completed between the Canadian Standards Association and the British Standards Institution whereby the Canadian organization has been authorized to test appliances in Canada according to BEAB and BSI specifications. Because the Canadian Standards Association will be testing to British specifications, the exporter should note that it can only test products for which BEAB and BSI test specifications have been issued. British specifications still remain to

be prepared for several appliances. However, most appliances made by Canadian firms need no longer be sent to Britain for testing. Canadian manufacturers interested in obtaining British approval should therefore in future first contact the Manager of the CSA Testing Laboratories, 178 Rexdale Boulevard, Toronto, Ontario.

Board's Approval Still Important

Despite the increased activities of BEAB, the 15 Area Electricity Boards in this country are still important entities here in the approval and sale of electrical appliances. As in the past, these Boards have their own requirements in terms of electrical safety (where no BSI standard yet exists), mechanical construction, etc., which appliances must meet before they can be sold through the Board's retail outlets. Generally speaking, however, if BEAB approves of an appliance the Boards, on technical grounds, will approve also. The Electricity Boards still insist on testing and approving any new appliance in terms of its usefulness—that the appliance will perform the functions claimed.

Because it is estimated that over two-thirds of all electrical appliances are sold in this country through the Boards' outlets (of which there are 1,333) there is a great deal of competition among the manufacturers to have their appliances featured in these stores. Even after an appliance has been approved on technical and other grounds there is still the need for any exporter wishing to introduce a new appliance into this market to convince the Boards that he has a product of a design and of a type that will sell. Exporters will appreciate that the Area Electricity Boards have a distinctly commercial interest in ensuring that the appliances in their warehouses and retail stores are relatively fast-moving items.

Opportunities for Canadians

Now that the mechanics for obtaining approval in Britain have

been improved, it may well be worthwhile for Canadian manufacturers of electrical appliances to have a closer look at this market. The rising standard of living has increased interest in electric hair dryers, floor polishers, food mixers, percolators, etc., and level of ownership of many of these items is relatively low. The British Government's recently announced ten year plan for housing, with its target of 1,000 new houses a day and 500 older houses modernized, will also have an effect on the potential demand for electrical appliances. The competition in all lines and particularly in major appliances will be severe. Nevertheless, Canadian firms that have something new to offer in design, or products that are particularly competitive in price, and which are willing to adapt their sales methods to meet the special requirements of this market, may discover that they can obtain a part of the expanded business that is likely to develop in electrical appliances here over the next few years.

Tours of Commodity Officers

ONE of the principal functions of the Commodities Branch is to maintain close liaison with the Canadian business community. This function is carried out by commodity specialists organized into divisions representing major industry groups.

In the course of their trade promotion efforts, these officers are required to undertake tours and to interview Canadian firms interested in export trade or needing the assistance of the Department of Trade and Commerce.

Any firm interested in meeting these commodity specialists should write to the Director of the Commodities Branch, Department of Trade and Commerce, indicating the products that it is anxious to sell abroad. The appropriate commodity officer will then undertake to interview the company on his next tour that includes the city.

Venezuela Develops Petrochemicals

Petrochemical industry based on local raw materials turns out refinery products; will soon produce fertilizers, chlorine, and caustic soda. Only raw material imported is sulphur; growing output may reduce Canadian sales of chemicals here.

D. I. CAMPBELL, *Assistant Commercial Secretary, Caracas.*

TEN years ago, Venezuela produced virtually no chemicals and only recently has a petrochemical industry developed, sponsored by a government-owned enterprise known as the Venezuelan Petrochemical Institute. Like the Orinoco National Siderurgical plant at Matanzas, (see *Foreign Trade* of September 8, 1962) the Petrochemical Institute was created to ensure processing of local raw materials within the country. More than Bs.650 million* has been invested in developing this enterprise since 1953.

The integrated complex involves a refinery processing gasoline, kerosene, diesel oil, fuel oil, asphalt and L.P.G. domestic gas; two sulphuric acid plants; a chlorine-caustic soda plant producing liquid chlorine, sodium hypochlorite, calcium chloride, caustic soda and hydrochloric acid, and various fertilizer plants. Plans are under way to make explosives and possibly plastics and synthetic rubber in the future.

Strategically Located

Situated at Moron on the Caribbean coast and near Venezuela's second port, Puerto Cabello, the Petrochemical Institute is ideally located with respect to raw material supplies, internal markets, and export trade. Of particular importance is the availability of high-quality phosphates, salt, limestone and pyrites at locations convenient to Moron. One of Venezuela's few railway lines runs close by, joining Barquisimeto, at the centre of

Venezuela's agricultural area, to one of the Caribbean's finest harbours, Puerto Cabello. Natural gas is piped from the Government's own wells to the south and a neighbouring privately-owned pipeline supplies petroleum.

Refinery Is Small

The small refinery associated with the Petrochemical Institute was built as part of the national oil policy and to provide a place to train Venezuelans in the skills necessary for refinery operations. Because the Petrochemical Institute is an autonomous division of the Ministry of Mines and Hydrocarbons, serious thought is being given to expanding present capacity from 2,300 barrels a day to 4,000. Heavy crude at the rate of 1,000 barrels a day is passed through a vacuum distillation unit with asphalt, gas-oil and distillate as the end products. In an atmospheric distillation unit, light crude is split into distillate, reduced crude and gas-oil at the rate of 1,300 barrels a day.

Much of the refinery product is marketed through service stations owned by the government oil company, the Venezuelan Petroleum Corporation. However, plans to increase the number of service stations and the refinery capacity are conditioned by a recent study indicating that it would be cheaper to build a new refinery than to expand the existing one.

Fertilizer Group

The most elaborate section of the Petrochemical Institute is the fertilizer group, scheduled for comple-

tion this year. Of this group, superphosphates are being produced now from local deposits and are treated with sulphuric acid available within the complex. Up to 200 metric tons a day of sulphuric acid may be turned out from two units, the first of which uses pyrites and the second, gas byproduct sulphur imported from the United States. The annual capacity of the installed superphosphate facilities is 90,000 metric tons. In addition, the ammonia-urea-nitrogen group of producing units has been completed and their test runs finished. Basic to this group is natural gas containing 85 per cent methane, which is supplied by a pipeline of the Venezuelan Petroleum Corporation. When it is in operation, this fertilizer project will have a daily capacity of 50 metric tons of urea, 160 of ammonium nitrate, 240 of ammonium sulphate, 100 of ammonium, 50 of phosphoric acid and 215 of nitric acid.

The Petrochemical Institute has an apparent annual fertilizer capacity of 150,000 metric tons, including superphosphates, and the various fertilizer materials may be combined at a production capacity of 240 metric tons of mixed fertilizers daily. However, fertilizer consumption in Venezuela during 1960 totalled only 60,000 metric tons. Until the national demand for fertilizer is developed through extension work under the agrarian reform movement, it is expected that the surplus will be marketed in nearby Caribbean countries.

Chlorine Soda Plant

Chlorine and caustic soda are produced by the simple electrolysis

*One bolivar=Can.\$0.3215 at the controlled market rate.

of brine. Aside from salt (the basic raw material and available in nearby salt beds) electricity is the most important factor in production. To meet this need, three generators with 6,000 kw. total capacity have been installed and the Petroquímica will also be able to draw upon the 90,000 kw. state-owned power plant in Puerto Cabello.

The chlorine-caustic soda plant has an annual capacity of 10,000 metric tons of chlorine and 11,200 of caustic soda. The caustic soda

finds a ready domestic market but consumption of chlorine in Venezuela during 1960 totalled only 1,000 metric tons. Consequently the Institute will seek markets abroad and is considering seriously the installation of facilities to make pesticides and polyvinyl chloride in an effort to use the excess.

Many of the products of the Petrochemical Institute cannot properly be called petrochemicals, but further processing of the unused by-products from present operations is

planned. A project to produce nitroglycerine, nitro-cellulose, TNT and dynamite may be started in 1963. Plans to produce synthetic rubber, detergents and insecticides from natural gas are under study. The Petrochemical Institute offers little opportunity for imported raw materials, with the possible exception of sulphur. As new products are available, protection will be granted and Canadian sales of chemical products to Venezuela will probably suffer. ●

Argentina's Steelmakers Face Problems

Difficult financial situation has affected plans to raise steel ingot production; slowdown in construction and in automobile industry has cut demand for rolled products. Canada continues to sell some pig iron, sheet and strip steel, and tinplate.

J. G. IRELAND, *Assistant Commercial Secretary, Buenos Aires.*

ARGENTINA's steel industry was for some years characterized by unevenness and lack of integration. Although total steel ingot production rose from 125,000 metric tons in 1947 to about 250,000 tons a year in 1959, output of rolled products increased from 152,000 to 876,000 metric tons. Throughout this period Argentine consumption of steel far surpassed its capacity to produce pig iron, making necessary large imports of pig iron.

Output Increases

The balance in the industry started to improve in 1960 with the coming into production of the first blast furnaces of SOMISA—the government-controlled steel complex at San Nicolás near Rosario. In 1960 SOMISA produced 120,718 metric tons of pig iron and in 1961, 335,780 tons. That year SOMISA's first steel furnaces came

into production, turning out 127,564 metric tons of steel ingot, 29 per cent of the country's total production. Last year, its output doubled to an estimated 350,000 metric tons, representing over 50 per cent of total domestic production.

In the years 1958 to 1963, private companies also increased their capacity to produce steel ingot by about 100,000 metric tons, bringing total capacity close to the one-million-ton mark. By the end of 1962 the gap between pig iron and steel ingot production had been eliminated and the gap between steel ingot output and rolled capacity narrowed considerably. Although steel producers had planned to bring steel ingot production up to 1.6 million metric tons by the end of 1963, it is most unlikely that these plans will be fulfilled. The reason is the difficult economic situation

through which Argentina is passing and the large Federal Government deficit which is affecting SOMISA's plans adversely. One of the private companies, ACINDAR, promises to play a leading role. Its current capacity for crude steel is about 60,000 metric tons produced from scrap but future plans call for an investment of U.S.\$118 million to raise output tenfold. Negotiations are currently going on with the Export-Import Bank and the World Bank for the financing of ACINDAR's expansion program. It has been estimated that Argentine consumption of steel ingot will reach 3.5 million metric tons by 1965, of which local mills will supply all but 900,000 tons.

Obtaining Raw Materials

Seven regions of Argentina contain known iron ore reserves. The largest, the Sierra Grande area of southern Argentina, is estimated to contain some 90 million metric tons

of 55 to 56 per cent ore. Unfortunately this ore has a high sulphur content of 0.6 per cent that could create difficulties in steelmaking. The next most important area is near Zapla in the extreme north; it is estimated to contain some 110 million metric tons of ore with a ferrous content of 40 to 46 per cent.

Although Argentina has nearly 450 million metric tons of reserves of coal (mostly in the Rio Turbio region), it is of low quality and not particularly suitable for use in blast furnaces. Experiments are being conducted and early results indicate that 15 to 20 per cent of local coal may be used with imported coal to give satisfactory results. There is abundant limestone close to most of the iron mines where ferric alloys are also in good supply.

Although a number of plans are in operation or under serious study, Argentina is still many years away from self-sufficiency in raw materials for steelmaking. For some time to come the country must depend on imports of these materials. During 1961 Argentine imports of iron ore totalled 317,000 metric tons, most of which came from Chile (162,000), Brazil (86,000), Peru (70,000), and Britain (51,000). Imports of coking coal during 1961 totalled 45,000 metric tons, most of which came from Britain (25,000) and West Germany (18,000).

Demand for Steel Products

The demand for rolled products for the past few years has remained below that of 1958 partly because of the slow growth in the construction industry (particularly housing) of recent years. The Argentine construction industry has traditionally been one of the largest consumers of rolled steel products and especially reinforcing rods, and in 1956 this industry accounted for nearly 50 per cent of over-all consumption of steel. Another factor in the smaller consumption was the reduced demand by the automotive industry. Although until recent months Argentine manufacture of

automobiles and trucks was at a high level, automotive manufacturers have taken full advantage of existing import regulations which permit them to import a substantial percentage of their components from abroad. A third important factor has been the large imports of machinery from 1959 to early 1962. It frequently happened during this period that items of machinery—even when they were available domestically—were imported because of the better credit terms foreign suppliers offered and the fact that all too often foreign-made equipment is superior to local.

Argentina's automotive and machinery industries had an excellent year in 1961 and even the construction industry made some progress. As a result, production and consumption of laminated steel products increased some 18 per cent over 1960 and consumption of reinforcing rods rose by nearly 30 per cent. The boom of 1961 petered out during 1962 and the output of rolled steel products decreased substantially. By late 1962, producers of rolled steel found themselves with large stocks and by the end of the year the industry was operating at only 70 per cent of capacity. Although final figures are not available, it is estimated that imports of rolled steel products dropped nearly 60 per cent from 1961 to 1962, or from a high of 1.3 million to about 150,000 metric tons.

Sources of Supply

According to Argentine statistics, imports of steel in the form of bars, plates and sheets totalled 155,000 metric tons; the main suppliers were Italy (86,000) and West Germany (23,000). Canada supplied 3,400 metric tons. Imports of pig iron during 1961 totalled 774,000 metric tons; the main supplying countries were West Germany (363,000), Belgium (139,000), Britain (66,000), Sweden (47,000), and Canada (29,000). Tinplate imports during the same year totalled 87,000 metric tons and came mainly from Britain, France and the United

States, although Canada supplied 3,100 metric tons. Canadian shipments of tinplate to Argentina were particularly heavy during 1962, totalling some 17,000 short tons worth approximately \$4,000,000.

Because of the extremely difficult economic and financial situation in Argentina, the demand for steel products in the foreseeable future is uncertain. For the rest of 1963 and probably well into 1964 the Argentine steel industry is likely to be characterized by over-capacity and sluggishness.

Import Control Changes

Export and Import Permits Act—Royal assent was given on July 22 to Bill S-3 which extends the Export and Import Permits Act to July 31, 1966.

General Export Permit No. Ex. 2—Effective September 16, 1963, the Minister of Trade and Commerce has withdrawn General Export Permit No. Ex. 2 dated June 11, 1956, as amended, and has substituted a new General Export Permit No. Ex. 2, which includes changes affecting goods and commodities as well as destinations. The new general permit is being promulgated in *The Canada Gazette, Part II*, and reprint copies as soon as they are available will be sent to individuals and firms on a mailing list compiled by the Trade Controls Division, Trade Services Branch, Department of Trade and Commerce, Ottawa. Requests for copies should be sent to this division.

Turkeys—The Minister of Trade and Commerce has announced that, effective August 21 by Order-in-Council P.C. 1963-1256, turkeys have been taken off the Import Control List under the Export and Import Permits Act. Therefore, import permits are no longer required for this product, and General Import Permit No. M.3 which authorized limited non-commercial imports of turkeys was withdrawn on August 28.

Import restrictions on turkeys were imposed in mid-1957 and recently the annual import quota has been four million pounds. Since the controls were imposed, the Canadian turkey industry has experienced substantial improvement in production and marketing techniques. In 1962, about 2.5 million pounds of turkey were imported into Canada. ●

Los Angeles

Calls for a Fresh Approach

Business techniques that have been successful in the Eastern United States may be quite wrong for this market area. Business entertainment practices are different also. If you are planning a visit, take time to forearm yourself with this good advice from our Trade Commissioner who has worked in Los Angeles for three years.

G. F. OSBALDESTON, *Consul and Trade Commissioner, Los Angeles.*

city, *n.* (Loosely) important town; (strictly) town created city by charter, esp. as containing cathedral (but not all cathedral towns are cities, nor vice versa)—*Oxford Dictionary.*

By this definition Los Angeles is a city—it is important and it does have a cathedral. But there is more to a city than its importance and its

churches: each has a flavour, an atmosphere or, if you like, character. Los Angeles, like every city, has its unique problems, business and social customs, and opportunities, and if you are planning a visit it is helpful to know what to expect. The following comments should give you a picture.

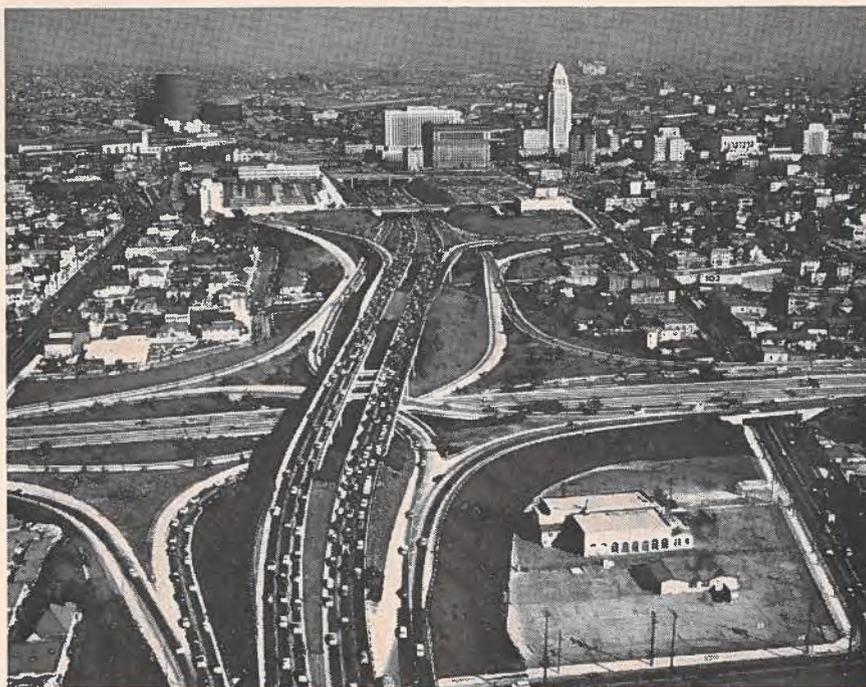
The Canadian Government Trade Commissioner Service maintains an office in Los Angeles. We are here to increase the flow of Canadian exports to this area, and work to that end by trying to ensure that the visits of Canadian businessmen to our area are productive. In other words, we want to help you.

Preparation

Before coming to Los Angeles, write to this office outlining the purpose of your visit. If it is to test the market for a product you manufacture, send us a brochure and an indication of your prices. We can save you valuable time by setting up appointments with manufacturers' representatives, distributors, brokers or buyers as you require.

We are prepared to make hotel reservations for you. Usually, we select a downtown hotel; the rates for single room with bath range from \$12.50 to \$18.00.

There is no difficulty in deciding what clothes to bring because Los Angeles has an all-year-round climate. It is located in a semi-arid area. Most rain falls during the winter months: nearly 85 per cent of the annual total (average 13 inches) occurs between November and March. Usually rainstorms do not last more than a day or two and are followed by good clear weather for ten days or more. Most visitors to Los Angeles see only sunny skies—and perhaps a little smog! In my three years at this post I have never found it necessary to wear a top-coat, except as protection against rain. In the summer months you should bring your lightest suits since it does get warm.



The freeways mean more than transportation to Angelenos—they strongly influence their (and their visitors) way of life and of doing business. This photograph looks easterly along the teeming Hollywood Freeway toward Los Angeles' Civic Center.

Los Angeles is easily reached by train, road or air. Most of our business visitors arrive by air at the magnificent Los Angeles International Airport 14 miles from downtown Los Angeles. The regular bus service from the airport to the downtown hotels costs \$1.15 one way. Taxi service from the airport to downtown costs \$7.00.

Appointments

Los Angeles is the largest city in the world in terms of the area that it covers, and it can take you as long as an hour to get to a company's office. You should, therefore, always make appointments before visiting a firm to avoid the discouragement of finding, once you get there, that the person you want to talk to is not in. If your appointments are made in advance of your arrival in Los Angeles it is always wise to confirm them by telephone before starting out on the call.

Because industry and business are widely dispersed throughout the metropolitan area, it is extremely expensive to use taxis. Los Angeles has one of the highest taxicab tariffs in the nation and far fewer taxicabs than cities of comparable size. Public transportation is very limited and cannot be relied on for making calls. The best solution is to rent a car, pull your nerves together and venture onto the freeways.

Few buyers are willing to meet an unknown businessman downtown. They face the same problems of distance and lost time that the visitor does and they feel the responsibility is on the seller to present his wares to the buyer. This varies, of course, depending on the custom of the trade.

Entertainment

Business entertainment in Los Angeles differs from that found in Eastern United States cities. Here, the business luncheon reigns supreme; business breakfasts, cocktails and dinners run far behind in popularity. Invitations to these latter affairs are frequently considered to be more of an imposition than a

pleasure. There are a number of reasons for this. First of all, most businessmen live at least 15 miles from downtown and many may live as far as 30 miles away. In New York or Chicago, businessmen can use commuter trains or public transportation to cover similar distances with far less inconvenience. In Los Angeles we all use automobiles and battle our way in and out on the freeway system. There is little pleasure involved in driving 20 miles home, picking up your wife, driving 20 miles back to the city where you will carefully watch your alcoholic intake because you know you have to drive 20 miles home at the end of the evening on a freeway where one careless move can result in a serious accident. This situation tends to lessen the enjoyment of business dinners.

The cocktail hour is not nearly as popular as in Chicago. Many Angelenos are not anxious to consume three or four cocktails and then enter the little Indianapolis Speedway contest that occurs every evening on the freeways.

The business breakfast is gaining in popularity but is still considered by many to be an insidious institution. It is probably best to leave the choice of the breakfast hour to the buyer.

One of the problems of business entertaining in Los Angeles is that the people are orientated to an outdoor way of life. They have invested in more swimming pools per capita than anywhere else in the world and on hot summer days they like to get home to enjoy this luxury. On weekends, the Angelenos desert their city in droves and head for the beaches, mountains and desert. An invitation for an early dinner on Saturday or Sunday can spoil plans for a delightful day away from the city. Invitations to come downtown on the weekend are not sought after, although they may have to be accepted for business reasons.

So, by a process of elimination we arrive back at the business lunch, a regular part of life in Los

Angeles. Usually lunch starts at noon and seldom extends past 1.30 p.m. Compared with the East, very few pre-lunch drinks are taken; frequently buyers will not have anything to drink.

What the Buyers Want

It is important that you demonstrate your ability to service this market. Buyers in Los Angeles depend heavily on eastern sources of supply. In the sense that they are not close to their sources, they have to buy at long range and this involves many pitfalls. Most buyers in Los Angeles have been burnt from time to time because of lack of delivery, lack of good faith, etc., and they have developed techniques to protect themselves.

Usually department store buyers will not buy directly from a Canadian company: they want to deal with a local representative. Sometimes buyers insist that suppliers maintain local stocks. They want tangible proof that the Eastern United States or Canadian company is seriously interested in this market. They do not consider price quotations f.o.b. plant Toronto in Canadian funds an indication that a Canadian company is seriously interested. They want prices quoted on a delivered Los Angeles basis, in U.S. funds, duty prepaid.

On the other hand, Los Angeles buyers seem more willing to take on new sources of supply than eastern buyers; they are not as tied to old-line suppliers. This is a relatively new market and everyone wants to make a buck, and if that involves changing suppliers, well, he will change suppliers.

When properly planned a visit to Los Angeles can be an exciting and profitable occasion. Do not make the mistake of treating Los Angeles as a western counterpart of New York or Chicago—that way of thinking can be misleading, and can even cause resentment. The best attitude to this market was expressed by a Canadian when he said, "I treat California like a separate country". ●



Aviolanda's aviobridge is in use at Schiphol Airport, Amsterdam. This extensible, manoeuvrable and hydraulically-operated covered bridge connects the airport exits with the doors of the aircraft and protects the passengers from wind and rain.

The Netherlands Aircraft Industry

Two modern aircraft plants turn out a variety of planes to their own designs and under licence. They provide a market for aircraft parts, one that some Canadian manufacturers are already exploiting.

N. RIEMEIJER, *Commercial Assistant, The Hague.*

THE development of the aircraft industry is closely linked with the expansion of civil aviation. Currently two companies are turning out aircraft—Fokker of Amsterdam and Aviolanda of Papendrecht. Both of them build aircraft to their own designs and under licence and also undertake repairs, overhauls, and maintenance work. And, although various types of aircraft parts are made in the Netherlands, large amounts are imported from various countries, including Canada, for use in these aircraft plants.

Types of Aircraft Made

The Fokker works have played an important part in the production of both military and commercial aircraft. Their planes are now operating in many countries and in some

of them are being produced under licence. Since the end of the war Fokker has launched several new types on the market, including the S.11 and S.12 trainers for the Netherlands air force. These types have also been supplied to the Israeli air force and they are produced under licence in Italy and Brazil.

Other aircraft developed by Fokker include the twin-engined S.13 crew trainer and the S.14 jet trainer. Large numbers of jet fighters (*Meteors* and *Hunters*) have been built under licence for the Netherlands and Belgian air forces, and carrier-borne fighters for the Netherlands navy.

The first postwar Fokker commercial aircraft, the F.27 *Friendship*, equipped with two Rolls

Royce Dart turbo-prop engines, was designed about 1950 and 137 Dutch-made planes of this type have been sold. They are also built by Fairchild in the U.S. under licence. Dutch production is two to three planes per month.

In the spring of 1962 the *Long Friendship* series 500 F.27 was introduced, which is equipped with R.Da 7 engines. The body is about six feet longer than that of the other F.27's and it can carry a larger payload (maximum 52 passengers) as a result of the extra space.

Encouraged by the success of the F.27, Fokker has designed a medium-size commercial jet aircraft for short and medium distances. This is the F.28, which has two Rolls Royce Spey Junior turbofan jet engines along the side of the rear of the fuselage, each of which develops a thrust of 8,633 pounds. This plane, the takeoff and landing requirements of which have been specially developed for airports of modest dimensions, will carry from 44 to 60 passengers and will have

a maximum weight at take-off of about 24 tons. If the Netherlands Institute for Aircraft Development gives a definite order for prototypes, Fokker will deliver the first F.28's at the end of 1966.

Assembly of the F.104 G *Starfighter* was begun in 1961. Work on this type of aircraft is carried out by Fokker as over-all contractor, together with the other Netherlands company, Aviolanda, and three German firms. Fokker also has a share in the development and building of the NATO patrol aircraft *Atlantic*. In addition, a design has been completed for a vertical take-off and landing (VTOL) fighter, in collaboration with the Republic Aviation Corporation.

The Aviolanda company is also equipped for work on big commercial jets and produces Sikorsky H.19 and H.34 helicopters.

Other Developments

Fokker has developed an apparatus for balancing a plane's propellers on the plane itself, or during flight if necessary, without the propellers having to be taken down.

Aviolanda has constructed an extensible, manoeuvrable and hydraulically-operated covered connecting bridge which can be placed between the airport exits and the doors of the aircraft, thus protecting passengers against wind and rain.

An automatic air traffic control system has been developed by N.V. Hollandse Signaalapparaten of Hengelo. Phase 1 of this system, the computer for processing flight data automatically, is now being used in Schiphol Airport's control towers. Phases two and three envisage the complete automation of air traffic in the future.

The development of new types of aircraft is largely based on aeronautical research carried out by the National Aviation and Space Flight Laboratory at Amsterdam, which works mainly for the Dutch aircraft industry but also for foreign account. This well-equipped laboratory has a large transonic wind tunnel and a smaller continuously

DUTCH IMPORTS OF AIRCRAFT PARTS, EXCEPT ENGINES

	1961	1962
Total	\$28,650,000	\$62,300,700
Of which:		
France	230,400	1,673,700
Belgium/Luxemburg	53,100	521,700
Britain	3,330,000	3,457,200
West Germany	356,400	23,025,300
Norway	230,100	84,600
Switzerland	373,200	125,700
United States	22,080,600	30,812,700
Canada	1,280,400	2,082,600

operating supersonic wind tunnel. It receives financial support from the Netherlands Government but it is independently run by a committee including representatives from Fokker, Aviolanda and KLM (Royal Dutch Airlines), as well as government, air force and navy representatives.

As the local aircraft industry cannot bear the high costs involved in the development of new types of aircraft, the Government provides financial support. The Netherlands

Institute for Aircraft Development decides which types of aircraft and research programs should receive a state subsidy. It has a set budget and assigns development projects, in consultation with the industry, to different branches of the aircraft industry. At the same time the National Aviation and Space Flight Laboratory is directed to carry out research work on behalf of a certain type of aircraft or on some other technical aspect of aviation.

Canada Supplies Parts

Canada is selling more aircraft parts to the Dutch industry, as the table shows.

Aircraft parts are brought in direct by the users and also by a small number of agents/importers. The office of the Canadian Commercial Counsellor in The Hague will be pleased to investigate sales possibilities for Canadian-made equipment upon receipt of full details and prices, preferably c.i.f. Rotterdam/Amsterdam. ●

Financing Malayan Development

THE World Bank and its affiliate, the International Finance Corporation, have agreed to provide loan and share capital up to \$8.8 million for the Malayan Industrial Development Finance Limited (MIDFL), a company established in 1960 by local and foreign investors to help expand private industry in the Federation of Malaya. The Bank loan and the IFC investment will assist MIDFL to make a larger contribution to the industrial development of Malaya and later of the new Malaysian Federation.

The subscribed capital of MIDFL is to be raised from M\$25 million by the issue of 75,000 shares with a par value of \$M100 each. Private domestic investors have subscribed 35,000 shares, foreign investors are expected to take up 15,000, and the IFC will take up the remaining 25,000. In addition, the Government of Malaya has agreed to make a subordinated 30-year interest-free loan to MIDFL of M\$37.5 million and as a result, the immediate financial resources

available to MIDFL will increase from M\$10.5 to M\$62 million.

The shares of MIDFL are widely held, both in the Federation of Malaya and abroad. Present shareholders include financial institutions in Britain, France, Hong Kong, India, Japan, Thailand and the United States. Nearly 38 per cent of the present share capital is held by Malaysians and Malayan institutions, including M\$2.5 million each by the Government and the Central Bank and, together with the IFC, they have agreed to sell their shares to private Malayan investors as is consistent with good marketing practices.

The World Bank loan of U.S.\$8 million will provide foreign exchange in various currencies for the purchase of equipment, materials and services imported into Malaya. The loan will be operated as a line of credit and will be committed, in part, for individual projects to be agreed upon from time to time by the Bank and MIDFL. The loan is guaranteed by the Federation. ●

What's current in commodities?

Stationery

Jamaica—Prospects best for printing and writing paper in rolls and sheets, but competition from Britain, U.S. and European suppliers is stiff. Low prices and extended terms important to sales.

ROY W. BLAKE, *Commercial Counsellor, Kingston.*

THE market for stationery products in Jamaica in 1962—including paper in rolls and sheets, paper in boxes, packets, etc., and exercise books and other manufactures of writing paper, but excluding envelopes—amounted to just over one million dollars. Canada's share of this was approximately \$173,500; Britain was the main supplier in each category by a wide margin. As the table attached to this article shows, more than two-thirds of total imports consisted of "printing and writing paper in rolls and sheets other than newsprint", which are cut and further processed in Jamaica to suit the requirements of the market. The different categories of stationery products are discussed below, with special reference to Canada's importance as a supplier.

● **Printing and Writing Paper in Rolls and Sheets, other than Newsprint**—Paper entering Jamaica under this heading is dutiable at 15 per cent preferential rate and 20 per cent general rate, and is the largest single category of stationery imported. The demand for it has risen steadily in recent years: from about \$450,000 in 1958 to nearly \$600,000 in 1962. Britain has traditionally been the main supplier, with Canada usually taking second place. Norway has maintained a steady third position, with sales amounting to about \$95,000 in 1961 and \$75,000 in 1962. In 1961

Canada exported about \$36,000 more to Jamaica than Britain did, but last year supplied less than half the British total. The trade considers that this reversal in 1962 resulted from a reduction in Scandinavian prices that enabled British traders to buy Scandinavian paper at favourable prices, process it, and then export the product to Jamaica under the preferential rate of duty.

If the importer can satisfy the Customs Department that paper in this category is to be used for printing purposes, then it is allowed in duty-free from any source. This, of course, places non-Commonwealth countries on an equal footing with Canada in paper used for printing.

It is apparently in this kind of paper that Canadian suppliers have the best opportunity of increasing sales. They should re-examine their prices and see whether they cannot offer the same terms to importers as British and European exporters do, or at least more favourable terms than they offer at present. This will help to maintain or increase their share of the market.

● **Exercise Books, Registers, Albums, Diaries, Memorandum Books, and Other Manufactures of Writing Paper**—Imports in this classification totalled approximately \$408,000 in 1962 and again Britain dominated the market, accounting for about \$266,600, or 65 per cent of total imports. Canada came next, supply-

ing about \$47,200 or approximately 11 per cent, West Germany third with just over 7 per cent, and the United States a close fourth with roughly 6½ per cent.

Canadian ring binders, stenographers' notebooks and filing folders enjoy a fair share of the market because their quality appeals to certain customers. But again, price and terms are the obstacles to more trade for Canada in these items.

There is a good business in books used for accounting purposes but these must be ruled for sterling and the comparatively small market may not be attractive enough for Canadian manufacturers to put out special lots with the desired ruling.

● **Exercise Books**—There are about 760 government schools in Jamaica with approximately 300,000 pupils and the Government is giving close attention to the need for more schools to take care of the expanding population. In addition to government schools there is a university and a good number of private schools and colleges, plus a few business colleges, and all use exercise books. It is estimated that each child in a government school requires from nine to twelve books a year and the Ministry of Education provides three to four of these free of charge. A local manufacturer of exercise books using paper imported in bulk supplies all the books bought by the Ministry and the remaining demand is met mainly by imports, although local production is becoming more important. With few exceptions, Canadian manufacturers have not succeeded in gaining much of the market for exercise books mainly because their competitors from Britain, Europe and the

United States offer lower prices and better terms. The quality of Canadian books is usually superior. To be able to compete, it would be necessary for Canadian exporters to land exercise books in Kingston at about \$31.00 per 1,000.

The usual size for exercise books is 8" x 6" and the cover is either plain or, since independence, with the coat-of-arms of Jamaica on the front. The books are ruled horizontally, although a few are ruled in squares for use in kindergartens. The tariff on exercise books is 15 per cent preferential and 20 per cent general, which gives Canada and Britain an advantage over their non-Commonwealth competitors.

● **Paper in Boxes, Packets, etc.**—Imports in this group have ranged in value between about \$130,000 and \$150,000 a year in recent years and in 1962 were slightly lower, at approximately \$141,000. Britain has always supplied the major part of these imports, with Canada in second place. However, since 1960, when we shipped over \$23,000 worth, Canada has lost ground to the United States, which for the past two years has been in second place with exports valued at about \$25,000. Most of the writing paper used is in the form of cheap pads with plain paper and a separate sheet with ruled lines to be inserted under each sheet. The light airmail paper has become popular in these writing pads and enjoys good sales. There is no particular styling or packaging required for this market but the demand for the more expensive packaged boxed stationery with envelopes is fairly small. The tariff on these items is 20 per cent preferential and 30 per cent general. With a 10 per cent advantage in the tariff and a more favourable exchange rate, Canada should be able to compete successfully for the share of the market now held by the U.S.

● **Envelopes**—Up to 1962, imports of envelopes were substantial (about \$260,000 in 1960) with Britain supplying five or six times as much as

Canada and the U.S., its nearest rivals, put together. However, local production of envelopes got into full swing in 1962 and is now completely protected by import restrictions on all the types made. In fact, the only kind of envelope not made by the local industry is the self-sealing type for which there is little demand, so imports have dwindled to practically nothing. Envelopes with greeting cards and packaged stationery are still allowed entry under licence. When applying for a licence the importer must state how many envelopes are in the box and if this is considered reasonable, the licence is granted.

Methods of Doing Business

Most of the business in stationery is done through commission agents and manufacturers' representatives

who in many instances act as wholesalers or have overseas suppliers ship direct to their customers. Some of the agents maintain showrooms where they display the goods they import and their salesmen call regularly on retailers and other large users, such as schools and institutions. A commission of 5 per cent is considered normal. There are also a few wholesaler-importers who deal direct with overseas suppliers or confirming houses and a few of these have their own retail establishments and even make some items like filing folders themselves from imported paper.

Mark-ups vary with the type of stationery, but 25 to 33½ per cent is considered satisfactory for wholesalers' mark-up over landed, duty-paid costs, with a further 35 to 40 per cent for the retailer.

IMPORTS INTO JAMAICA OF STATIONERY AND RELATED PRODUCTS

Item No.	Description and Chief Sources of Supply	1960	1961	1962	Customs Tariff	
					Pref.	Gen.
					(per cent)	
641-02	Printing and writing paper in rolls and sheets other than newsprint					
	Total	£ 174,710	£ 206,502	£ 198,313		
	Of which:					
	Britain	64,454	64,337	87,044		
	Canada	60,491	76,363	38,728		
	United States	8,813	2,955	3,585	15	20
	Norway	18,331	31,763	25,001		
	Japan	nil	10,137	14,294		
642-02.1	Envelopes					
	Total	£ 86,752	£ 77,779	£ 62,583		
	Of which:					
	Britain	70,399	60,109	48,064		
	Canada	7,991	5,819	4,621	20	30
	United States	4,302	5,403	5,813		
	Czechoslovakia	1,380	2,996	nil		
	Netherlands	nil	nil	1,525		
642-02.2	Paper in boxes, packets, etc.					
	Total	£ 44,214	£ 49,041	£ 47,202		
	Of which:					
	Britain	26,173	31,971	30,707		
	Canada	7,814	3,557	3,362		
	United States	4,615	7,147	8,328	20	30
	West Germany	3,270	1,805	1,350		
	Japan	nil	2,245	881		
	Norway	nil	nil	1,508		
642-03	Exercise books, registers, albums, diaries, memoranda, books and other manufactures of writing paper					
	Total	£ 127,218	£ 117,191	£ 135,925		
	Of which:					
	Britain	92,620	85,615	88,867		
	Canada	16,331	13,275	15,754	15	20
	United States	8,419	8,775	8,966		
	West Germany	4,997	5,197	10,289		
	Netherlands	nil	nil	5,225		

Terms of payment depend largely on the commercial standing of the importer and the relations he enjoys with his supplier. Sight draft terms used to be considered normal and then 30 to 60 days, but British and European suppliers are now offering terms of 60 to 90 and even 120 days, which adds to the competition Canadian exporters face. Business in general has been slack for the past 18 months, with the result that local firms have had to give credit to their customers who have in turn been slow in paying, thus creating difficulties for the wholesaler or agent in meeting his commitments. It is possible that the situation will right itself as business improves, with less generous terms being offered. In the meantime, however, agents for Canadian firms are faced with tough competition from suppliers who grant more liberal terms.

The population of Jamaica is approximately 1.7 million, with about 450,000 living in the Kingston area, where practically all of the agents and wholesalers are located. From Kingston they can also cover the rural and outport areas. The Jamaican currency is linked with and is at par with sterling, but Canadian and U.S. suppliers usually quote in dollars, c.i.f. Kingston.

Promotion Aids

The most important means of promotion is personal calls made by salesmen on retailers and large users of stationery items. Point-of-sale displays, particularly for the more expensive lines, are important, especially for the Christmas trade when sales of stationery increase somewhat. There is little advertising by means of radio or newspapers in this field, but some direct-mail advertising is done, accompanied by give-aways of notebooks and diaries with the brand name and the name of the agent or firm. The general public does not seem to be very brand-conscious when it comes to buying stationery and price is the main concern.

Paper imported in sheets and rolls seems to offer the best opportunity for Canadian suppliers but there are also good prospects for paper in boxes, packets, etc., where the United States has been making gains, and in exercise books, etc., where the market is dominated by British and European suppliers. Imports of envelopes because of the restrictions imposed are practically nil and under present conditions there is no hope of making sales here.

Although Canadian firms have made efforts to bring their prices into line with those of their competitors for comparable products, British and European manufacturers appear to have lower costs and can quote better prices and also offer more liberal terms than Canadian suppliers. The expected pick-up in business activity may reduce the need for such long terms and restore to Canadian exporters opportunities to be competitive under more normal conditions. ●

Trinidad—Leading Canadian seller here is exercise books, though Britain still has lion's share of market. Many agents in Trinidad are interested in representing Canadian firms.

C. J. ST. PIERRE, *Assistant Commercial Secretary, Port-of-Spain.*

CANADIAN manufacturers and exporters of envelopes, personal stationery, stenographers' notebooks, looseleaf refills, index cards, file folders, pens and pencils are doing well in Trinidad.

The accompanying table shows that Britain is the main supplier of

stationery products; however, Canadian exporters dominate the market for one product—exercise books. This is by far the leading item sold in Trinidad by Canadian manufacturers of stationery products. English exercise books, formerly sold in volume, have been out-

IMPORTS OF STATIONERY PRODUCTS INTO TRINIDAD

(W.I.\$1.00*)

	1959	1960	1961		1959	1960	1961
S.I.T.C. 642.02—Envelopes, etc.				S.I.T.C. 899.16.010—Fountain pens and propelling pencils			
Total	196,034	265,256	236,053	Total	178,501	194,599	182,872
Of which:				Of which:			
Britain	164,497	216,813	177,745	United States	27,527	54,092	51,324
United States	4,375	5,522	20,593	Britain	48,060	57,792	44,642
CANADA	11,505	17,606	13,854	Hong Kong	8,063	14,058	29,727
Sweden	6,784	5,976	10,773	CANADA	28,688	13,760	16,587
Netherlands	4,194	11,936	6,829	Communist China	.....	.....	15,260
Norway	.....	214	2,288	Japan	8,150	13,374	9,108
Czechoslovakia	372	614	1,271	Italy	25,587	17,768	8,308
S.I.T.C. 642.03—Exercise books, registers, ledgers, etc.				S.I.T.C. 899.16.090—All other pens and pencils			
Total	794,167	766,869	919,719	Total	92,934	94,019	80,058
Of which:				Of which:			
Britain	518,226	561,112	655,658	United States	52,556	45,028	33,574
CANADA	128,352	134,304	119,862	Britain	17,118	16,016	18,097
United States	44,689	66,623	79,496	CANADA	8,022	18,498	10,570
West Germany	38,721	13,959	18,152	West Germany	13,205	6,744	9,332
East Germany	13,820	25,014	12,279	Denmark	1,682	3,456	2,835
Netherlands	7,721	20,400	10,603	France	25	.....	2,826
Czechoslovakia	7,045	5,952	7,027	Italy	143	143	1,148
Austria	882	3,649	6,246				

*W.I.\$1.00=\$0.63.

classed by the more appealing Canadian product, which is much in demand by students. Just before the school terms start, the street vendors switch to selling exercise books and these are also used as premiums. One store last February was giving away one exercise book with the purchase of a half-pound jar of a prepared dairy specialty, two with the purchase of a one-pound jar, and six with the purchase of a three-pound jar.

The tables taken from Trinidad's Standard International Trade Classification show imports of stationery items into Trinidad by country of origin for the last three years for which statistics are available.

One type of stationery product that Canadians have not put on the shelves is books used for accounting. Apparently people here prefer the hard-cover ledger book that re-

tails from W.I.\$3.30-\$3.60. These books and also the hard-cover books containing foolscap paper, size 8" x 12 $\frac{3}{4}$ " and retailing for W.I.\$1.20, are supplied by British manufacturers and are made of a lower quality paper than is used for this type of book in Canada. This explains why the British have the lion's share of the market. None of the stores I visited reported offers of these books from Canadian manufacturers.

Sales Methods

The recognized method of selling stationery items in Trinidad is for the Canadian firm to appoint an agent here to book orders with the stationery stores which in turn supply the public.

The duties applicable on products mentioned in this report are 15 per cent preferential and 25 per cent

general on the c.i.f. value. Stationery products made of paper and listed under Items 642.02 and 642.03 of the Standard International Trade Classification are subject to import licences. Before bringing in any of these products, importers must obtain a licence from the Trinidad Licensing Bureau, but this is usually issued without delay.

Canadian manufacturers of stationery products would be well advised to consider the Trinidad market because there are opportunities for bargain sales. The Commercial Counsellor in Port-of-Spain, Trinidad, knows many agents who would like to represent Canadian firms in this field interested in exporting to Trinidad. Exporters should approach this market with confidence, knowing that the designation "Made in Canada" is synonymous with good quality here. ●

COMMODITY NOTES

Aluminum

AUSTRALIA—The Australian Aluminium Company Limited is expected to spend about £1 million this year on the expansion of its rolling mill at Granville, N.S.W., and on other new equipment. With the installation of a specially designed cold-rolling mill, final stages of the expansion are expected to be completed by mid-1963—Sydney.

Cosmetics

ISRAEL—Revlon, the international manufacturer of cosmetics, recently opened a plant in the Israel development town of Ashdod. The management intends to export from this plant to Mediterranean and African countries. Two other international cosmetics companies with factories in Israel are Helene Curtis and Helena Rubinstein—Tel Aviv.

Echo Sounders

NORWAY—The Oslo firm, Simonsen Radio A/S, is now exporting more than half its production of echo sounders, asdic and other electronic equipment for merchant and fishing fleets. Exports go to 26 countries,

including Britain, where sales and services are to be undertaken by Decca Radar Ltd. There are now some 250 service stations for Simonsen Radio A/S equipment for merchant ships and fishing vessels throughout the world. Outside Norway, the Icelandic fishing fleet is the main customer—Oslo.

Electronic Equipment

GREECE—It is reported that the German Siemens-Halske concern, in collaboration with the National Bank of Greece, will establish a factory in Northern Greece to make electronic and telecommunications equipment. Investment is said to be U.S.\$7 million and the plant, which will employ about 1,200 persons, should be ready to produce in five years. Twenty-five per cent of the output will be for export. Siemens will train Greek personnel in its German factories—Athens.

Farm Tractors

GHANA—Mr. Martin Appiah-Danquah, General Secretary of the United Ghana Farmers' Council Cooperatives, has announced that a tractor assembly plant is to be built in Ghana at an estimated cost of

£100,000. The project, capable of handling 300 tractors a year, is to be undertaken by a Yugoslav firm and may be located in Kumasi—Accra.

Grain Conveyors

BRAZIL—Companhia Fuller Equipamentos Industriais is planning to produce pneumatic grain conveyors in Brazil with a capacity of 150 tons per hour each; initial units will be supplied to the port of Santos. With this development it is unlikely that imports of similar machines will be allowed in the future—São Paulo.

Hand Tools

AUSTRALIA—Stanley Works of the United States and Titan Manufacturing Company Pty. Ltd., wholly-owned subsidiary of The Broken Hill Proprietary Co. Ltd., have entered into a joint venture to manufacture hand tools and other products in Australia. A new company, Stanley-Titan Pty. Ltd., will acquire Titan's hand-tool organization and facilities at Hobart and expand its production to include a variety of Stanley hand tools. Stanley-Titan Pty. Ltd. will have a nominal capital of \$2.45 million; additional buildings and equipment will be installed at the Hobart plant—Melbourne.

Hardwood Veneer

PERU—A hardwood veneer plant is to be established in Iquitos, Peru's commercial center on the upper Amazon River. The new plant, a joint venture of U.S. Plywood Corporation and Astoria Importing and Manufacturing Company, will use the hardwood of the Peruvian Amazon to supply core veneer to manufacture exotic plywoods in the United States. This development is an expansion of the Astoria hardwood lumber mill in operation since 1928—Lima.

Iron Ore

BRAZIL—Brazil's exports of iron ore in 1962 reached a total of 7.5 million tons valued at U.S.\$68.3 million, compared with 6.2 million tons in 1961 valued at U.S.\$59.7 million, an increase of approximately 20.9 and 14.4 per cent respectively. Chief markets for this product were West Germany, the United States, Britain, Japan and Czechoslovakia—Rio de Janeiro.

Mining Equipment

SOUTH AFRICA—An electronic unit for surveying and examining boreholes for mineral content has been developed by a large mining house in Johannesburg—Johannesburg.

Oranges

BRAZIL—It has been reported locally that several shipments of oranges have been made to Canada in the last few weeks. A recent shipment of 19,000 crates

was loaded at Santos on board the *Magga Dan*, a Danish-registered ship—São Paulo.

Paper

NEW ZEALAND—The Minister of Forests announced that paper and paperboard production in New Zealand is expected to increase 50 per cent by 1965 to 350,000 long tons a year. The figure for the year ended March 31, 1963, was 222,540 long tons valued at more than £20,000 (\$60,000), 11 per cent higher than the previous year.

At the same time 113,700 long tons of newsprint were produced and next year the figure should be 190,000 long tons.

Last year's exports of forest products totalled £7,573,000 (\$22,719,000), £313,000 (\$939,000) more than the amount paid out for imports of forest products.

Forest products contributed 56.6 per cent of the total New Zealand exports to Australia last year, with pulp and paper by far the major item—Wellington.

Pine Plywood

UNITED STATES—The first southern pine plywood made on a production basis has passed all laboratory and field tests and is described as tough and pleasing in appearance. It will go to market from a new mill in Fordyce, Arkansas, on a regular production basis starting early next year, it has been announced by Georgia-Pacific Corporation. Initial test runs of this new type of forest product have been made at various Georgia-Pacific plywood plants as part of an intensive pine plywood research and development program, and the company has already started construction at Fordyce of the first U.S. southern pine plywood plant. It will be a hot press operation with initial production in various sheathing grades, including CD grade sheathing with an exterior glue line, and limited to the standard thicknesses of interior sheathing. In the early stages, approximately 6.5 million square feet will be produced monthly on a $\frac{3}{4}$ -inch rough basis—New Orleans.

Plastic-Coated Bags

PERU—W. R. Grace & Co., Peru's largest paper producers, have announced plans for a new plant to produce polyethylene-coated multiwall paper bags. The factory, estimated to cost \$750,000, is scheduled for completion this year—Lima.

Radio and Television Sets

NEW ZEALAND—According to figures released by the Department of Statistics, 39,139 television sets were produced in the first nine months of 1962 compared with 13,698 in the corresponding months of 1961. Production of radios for the first nine months

of 1962 totalled 77,046, well below the 109,275 sets in the same period of 1961—Wellington.

Sports Equipment

GERMANY—Canadian manufacturers of winter sports equipment should look into the possibilities of the West German market. The German Federation of Sporting Goods Manufacturers reports that, because of last year's intense cold and heavy snow, German ski makers are already sold out for the coming season and manufacturers of most other winter sports goods, especially ski clothing, are also booking considerably larger orders than usual at this time of year—Düsseldorf.

Straw Pulp and Paper

GREECE—A pulp and paper mill being erected on the banks of the Peneus River in Central Greece is scheduled to produce 12,500 tons of pulp and 15,000 tons of paper a year. Raw material will consist of some 30,000 tons of straw and stubble harvested from the plain of Thessaly, the principal wheat-producing area of Greece. The investment involved is approximately U.S.\$5 million—Athens.

Toys

UNITED STATES—United States imports of toys in 1962 amounted to U.S.\$63.5 million—an increase of more than 25 per cent from U.S.\$48.5 million in 1961. Imports supplied only 5 per cent of the total market and of this Canada shipped only U.S.\$2 million, or 3 per cent of total imports.

Canadian manufacturers interested in exporting toys to the U.S. may find it worthwhile to exhibit at the International Toy and Trade Fair held every March in New York. The address is 545 Fifth Avenue, New York 17, N.Y. Last year this show, in the Statler-Hilton Hotel, had 144 exhibitors from 30 countries, and attracted some 7,000 buyers—Philadelphia.

Whisky

TURKEY—Turkish whisky, which authorities have proclaimed as second only to Scotch, will soon be available in Turkey at a price 40 per cent lower than imported whisky. Six years ago, Professor Turgut Yazicioglu of the Ankara Brewery produced approximately 14,000 liters which have now matured—Athens.

FOREIGN TARIFFS

AND TRADE REGULATIONS

Australia

TARIFF ON BISPHENOL A AND EPOXY RESINS INCREASED—Effective August 30, 1963, the Minister for Customs and Excise has announced that increased tariff protection has been granted against imports of Bisphenol A and epoxy resins.

The duty on Bisphenol A is increased to 11 d. per lb. b.p.t. and 11 d. per lb. plus 10 per cent m.f.n.

Epoxy resins in liquid form will enter Australia with duties imposed at 17½ per cent or 21 d. per lb. less 17½ per cent b.p.t., whichever is higher, and 35 per cent or 21 d. per lb. m.f.n., whichever is higher. In solid form the new duties will be 7½ per cent or 15 d. per lb. less 17½ per cent b.p.t., whichever is higher and 25 per cent or 15 d. per lb. m.f.n., whichever is higher—Canberra.

DUTY ON CYCLE SADDLES UNCHANGED—In a report issued on August 22, the Tariff Board recommended that the duties on leather cycle saddles be left unchanged at 2s. each on saddles and 9½d. on saddle tops under the b.p.t., and these duties plus in each case 22½ per cent ad valorem on imports under

the m.f.n. tariff. Although it was considered that these duties provided adequate protection to the local Australian industry for the present, the report recommended that the needs of the industry be reviewed in two years' time since imported plastic saddles are offering increasing competition—Canberra.

DUTY ON DIE CASTING MACHINES—The Australian Government has accepted the Tariff Board's recommendation that die casting machines of not less than 70 tons and not more than 1,200 tons clamping capacity be dutiable, effective August 23, 1963, at 17½ per cent ad valorem b.p.t. and 25 per cent m.f.n. Other machines, which were covered in the same Tariff Board inquiry, will remain dutiable at the existing rates of free b.p.t. and 7½ per cent m.f.n.—Canberra.

DUTY ON IMAGE PROJECTORS AND SLIDE VIEWERS—As the result of a recent Tariff Board report, image projectors, other than cinematographic projectors, designed for the projection of slide or strip transparencies, and slide viewers will be dutiable at

22½ per cent ad valorem b.p.t. and 40 per cent m.f.n., effective August 22, 1963. Microfilm readers will be subject to duties of free b.p.t. and 17½ per cent ad valorem m.f.n.

Other types of viewers and projectors that are not made in Australia will continue to be admitted under bylaw at free b.p.t. and 7½ per cent m.f.n.—Canberra.

DUTY ON MAGNET WINDING WIRE—As the result of a recent Tariff Board inquiry, Australian import duties on magnet winding wire, as defined in bylaw No. 70, have been increased effective August 23, 1963, to 20 per cent ad valorem b.p.t. and 27½ per cent m.f.n. This increase of 7½ per cent on the old b.p.t. rate and 2½ per cent on the old m.f.n. rate is expected to permit local manufacturers to compete profitably against imports while still continuing internal competition—Canberra.

DUTY ON PLASTIC SHEETS, STRIP AND PLATE—Effective August 23, 1963, sheets, strip and plates of unsaturated polyester are dutiable at 22½ per cent ad valorem b.p.t. and 40 per cent m.f.n. when imported into Australia. This ruling follows the release of a Tariff Board inquiry into the degree of protection that should be accorded to the local industry—Canberra.

DUTY ON PORTABLE ELECTRIC HAND TOOLS—Effective August 30, 1963, all types of vibratory massagers, which are portable hand tools, are admissible into Australia under bylaw at rates of duty of free b.p.t. and 7½ per cent m.f.n. Bylaw admission of certain sanders, sander grinders and polishers and circular saws has been restricted to exclude such items of this type as are produced in Australia—Canberra.

Japan

FURTHER IMPORT LIBERALIZATION—Further import trade liberalization, effective August 31, was announced by the Japanese Government. The number of items liberalized in this action total 70 under the Japanese system of tariff classifications.

Advance information, based on an unofficial translation, indicates that the following items are among those liberalized:

raw sugar
powder and meal of rapeseed (fat not removed)
certain tropical hardwood manufactures
long, short and waste fibres of synthetic fabrics
certain leather footwear
certain cosmetics
ferro nickel
hollow mining and high carbon drill steel
lead shapes, castings and wire
certain window type air-conditioners
electric accumulators
electric cash registers
certain lathes, turbines and pumps

Details will be published in the near future.

Peru

TARIFF INCREASES—Peruvian general tariff duties have been increased by an additional ½ per cent ad valorem but this increase does not apply to those duties negotiated under the GATT* nor to Peru's concessions to its LAFTA partners. Foodstuffs, medicines and other items freed by special laws are also excluded. The revenues from this increase are destined for the newly-created Corporation de Reconstruccion y Desarrollo de Ica, an autonomous government body charged with rehabilitation, reconstruction and development of the Ica area of Southern Peru. (Decree law 14485 of May 16, 1963)—Lima.

SURCHARGES ON GATT ITEMS REMOVED—Peru has removed its specific duty surcharges from all items included in its list of GATT concessions.* These surcharges, of either 50 or 200 per cent of the applicable specific duty, were established in June 1958 as an exchange control measure to overcome balance of payments difficulties. The surcharges continue to be levied on all items not covered by GATT concessions as well as on imports from a few countries to whom Peru does not extend most-favoured-nation treatment—Lima.

*Imports from Canada qualify for all GATT concessions.

Trade Commissioners on Tour

In Territory

J. H. BAILEY, Commercial Secretary in Bogotá, Colombia, will visit Ecuador for ten days beginning September 24.

G. E. BELANGER, Commercial Assistant in Mexico City, will visit Leon, Guanajuato and Irapuato, September 23, 24 and 25.

W. GIBSON-SMITH, Commercial Counsellor in Cairo, United Arab Republic, will visit Ethiopia, October 21-31.

R. G. GODSON, Acting Trade Commissioner in Cape Town, South Africa, will visit Port Elizabeth, East London and Durban from October 8-12.

J. E. P. LANCASTER, Commercial Secretary in Oslo, Norway, will visit Iceland September 22-27.

C. J. ST. PIERRE, Assistant Commercial Secretary in Port-of-Spain, Trinidad, will visit Barbados and Grenada from September 24 to October 1.

Businessmen who would like these officers to undertake assignments should get in touch with them at their posts as soon as possible. Write to Mr. Bailey at Bogotá, Mr. Belanger at Mexico City, Mr. Gibson-Smith at Cairo, Mr. Godson at Cape Town, Mr. Lancaster at Oslo, and Mr. St. Pierre at Port-of-Spain.

Foreign Trade Service Abroad

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Argentina Paraguay	M. B. Bursey Commercial Counsellor J. G. Ireland Assistant Commercial Secretary	Canadian Embassy Bartolome Mitre 478 BUENOS AIRES	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 33-8237
Australia (Capital Territory New South Wales, Northern Territory Queensland) Dependencies	S. V. Allen Commercial Counsellor for Canada R. L. Richardson Assistant Commercial Secretary E. E. Price Assistant Commercial Secretary	21st Floor A.M.P. Building Circular Quay SYDNEY	<i>Mail:</i> P.O. Box 3952 G.P.O. <i>Cable:</i> CANADIAN <i>Phone:</i> 27-7565 <i>Telex:</i> SYD 20600 (CANGOVTT AA 20600)
Australia (Victoria, South Australia, Western Australia, Tasmania)	H. A. Gilbert Commercial Counsellor for Canada I. R. Smyth Assistant Commercial Secretary R. D. Lucas Assistant Commercial Secretary	Mobile Centre 2 City Road SOUTH MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 61-3473 <i>Telex:</i> 30501 (CANGOVTT AA3051)
Australia	R. B. Nickson Commercial Counsellor	Office of the High Commissioner for Canada Commonwealth Avenue CANBERRA	<i>Mail:</i> (City Address) <i>Cable:</i> DOMCAN <i>Phone:</i> 7-2541 <i>Telex:</i> CBA C217 (DOMCAN CBA)
Austria Albania, Bulgaria, Czechoslovakia, Hungary, Rumania, Yugoslavia	C. J. Van Tighem Commercial Counsellor for Canada W. J. Collett Assistant Commercial Secretary L. R. Wilson Assistant Commercial Secretary	Opernringhof Opernring 1 VIENNA 1	<i>Mail:</i> P.O. Box 106, Vienna I/15 <i>Cable:</i> CANADIAN <i>Tel.:</i> 57-25-97 <i>Telex:</i> 1-3380 (DOMCAN VIENNA)
Belgium Luxembourg, European Economic Community, European Atomic Energy Com- munity, European Coal and Steel Community	L. H. Ausman Commercial Counsellor M. Faguy Assistant Commercial Secretary	Canadian Embassy 35 rue de la Science BRUSSELS 4	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 13.38.50 <i>Telex:</i> 0-2613 (DOMCAN BRU)
Brazil	Wm. Jones Commercial Counsellor J. P. Richards Assistant Commercial Secretary	Canadian Embassy Edificio Metropole Av. Presidente Wilson 165 RIO DE JANEIRO	<i>Mail:</i> Caixa Postal 2164-ZC-00 <i>Cable:</i> CANADIAN <i>Phone:</i> 42-4140 <i>Telex:</i> RIO 175 (DOMINION RIO)
Brazil	D. M. Holton Consul and Trade Commissioner R. H. Gayner Consul and Assistant Trade Commissioner	Canadian Consulate Edificio Alois Rua 7 de Abril 252 SAO PAULO	<i>Mail:</i> Caixa Postal 6034 <i>Cable:</i> CANADIAN <i>Phone:</i> 36-6301
Britain	B. C. Butler Minister (Commercial) S. G. Tregaskes Commercial Counsellor J. M. Rochon Commercial Counsellor (Metals and Minerals)	Office of the High Commissioner for Canada One Grosvenor Square LONDON, W.1	<i>Mail:</i> (City Address) <i>Cable:</i> SLEIGHING, LONDON, W.1 <i>Phone:</i> MAYfair 9492 <i>Telex:</i> 2-2526, or 2-8240 (DOMINION LDN)

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Britain	D. B. Laughton Commercial Counsellor H. M. Maddick Commercial Counsellor W. M. Miner Commercial Secretary (Agriculture) E. J. Ward Commercial Secretary (Timber) L. D. Burke Commercial Secretary O. Hickie Assistant Commercial Secretary (Timber) G. W. Rooney Assistant Commercial Secretary (Industrial Development) E. L. Bobinski Assistant Commercial Secretary Miss M. A. Armstrong Attaché (Exhibitions) H. G. Garland Attaché (Fisheries)		<i>Cable:</i> TIMCOM, LONDON, W.1
Britain (Midlands, North England)	W. R. Van Canadian Government Trade Commissioner D. S. Armour Assistant Trade Commissioner	Martins Bank Building Water St. LIVERPOOL	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> MARitime 2177
Britain (Scotland)	Finlay Sim Canadian Government Trade Commissioner N. L. Williams Assistant Trade Commissioner	Cornhill House 144 West George St. GLASGOW C.2	<i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM <i>Phone:</i> DOUGlas 6751
Britain (Northern Ireland)	Finlay Sim Canadian Government Trade Commissioner N. L. Williams Assistant Trade Commissioner	15-17 Chichester St. BELFAST 1	<i>Mail:</i> (City Address) <i>Phone:</i> 21867
Cameroun Central African Republic, Chad, Congo (Brazza- ville), Gabon		Canadian Embassy Soppo Priso Bldg. rue Joseph Clerc Yaounde	<i>Mail:</i> P.O. Box 572 <i>Phone:</i> 38-03
Ceylon	Commercial Division	Office of the High Commissioner for Canada 6 Gregory's Road Cinnamon Gardens COLOMBO	<i>Mail:</i> P.O. Box 1006 <i>Cable:</i> CANADIAN <i>Phone:</i> 91341
Chile	J. R. Midwinter Commercial Secretary	Canadian Embassy 5th Floor Agustinas 1225 SANTIAGO	<i>Mail:</i> Casilla 771 <i>Cable:</i> CANADIAN <i>Phone:</i> 64189
Colombia Ecuador	J. H. Bailey Commercial Secretary and Consul J. C. Bradford Assistant Commercial Secretary	Canadian Embassy Edificio Banco de Los Andes Carrera 10, No. 16-92 BOGOTA	<i>Airmail:</i> Apartado Aereo 8582 <i>Surface Mail:</i> Apar- tado 1618 <i>Cable:</i> CANADIAN <i>Phone:</i> 43-00-65

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Congo	Chargé d'Affaires	Canadian Embassy C.C.C.I. Building Boulevard Albert 1er LEOPOLDVILLE 1	<i>Mail:</i> Boîte Postale 8341 <i>Cable:</i> CANADIAN <i>Phone:</i> 2706 <i>Telex:</i> LEO 68 (DOMCAN LEO)
Cuba	Commercial Division	Canadian Embassy Calle 30 No. 518 esquina 7ª Avenida Miramar HAVANA	<i>Mail:</i> Gaveta 6125 <i>Cable:</i> CANADIAN <i>Phone:</i> 32-3526
Denmark Greenland, Poland	K. Nyenhuis Commercial Counsellor K. O. Hillyer Assistant Commercial Secretary	Canadian Embassy Prinsesse Maries Allé 2 COPENHAGEN V	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> Hilda 3306
Dominican Republic Puerto Rico	J. C. Leith Acting Commercial Secretary and Vice Consul	Canadian Embassy Edificio Copello 408 Calle El Conde SANTO DOMINGO	<i>Mail:</i> Apartado 1393 <i>Cable:</i> CANADIAN <i>Phone:</i> 2-8138
France Algeria, Morocco	A. G. Kniewasser Commercial Counsellor R. G. Woolham Assistant Commercial Secretary Y. C. Jauron Assistant Commercial Secretary G. P. Morin Assistant Commercial Secretary D. H. M. Branion Assistant Commercial Secretary	Canadian Embassy 35 Avenue Montaigne PARIS 8e	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> BALzac 99-55 <i>Telex:</i> 2-0600 (DOMCAN PARIS)
Germany Federal Republic (States of Baden-Wurt- temberg, Bavaria, Hesse, Rhineland-Palatinate, Saar)	H. J. Horne Commercial Counsellor W. F. Hillhouse Commercial Counsellor (Agriculture) C. Renaud Assistant Commercial Secretary	Canadian Embassy Frankengrabenstrasse 35 BAD GODESBERG	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 76995 <i>Telex:</i> 886421 OR 886422 (DOMCAN BONN)
Germany (State of North-Rhine- Westphalia)	H. E. Campbell Consul Louis de Salaberry Vice Consul G. D. Valentine Vice Consul	Canadian Consulate Bismarckstrasse 95 4 DUESSELDORF 1	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 2-05-25
Germany (City States of Bremen and Hamburg, States of Lower Saxony and Schleswig-Holstein)	R. E. Gravel Consul General Richard Turcotte Vice Consul	Canadian Consulate General Ferdinandstrasse 69 HAMBURG	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 326149
Ghana Guinea, Ivory Coast, Liberia, Mali, Maure- tania, Togo, Upper Volta	M. S. Strong Commercial Counsellor R. A. Kilpatrick Assistant Commercial Secretary	Office of the High Commissioner for Canada E 115/3 Independence Ave. ACCRA	<i>Mail:</i> P.O. Box 1639 <i>Cable:</i> CANADIAN <i>Phone:</i> 4824

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Greece Turkey	B. A. Macdonald Commercial Counsellor F. I. Wood Assistant Commercial Secretary	Canadian Embassy 31 Vassilissis Sophias Ave. ATHENS 138	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 714-041
Guatemala Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	H. E. Lemieux Commercial Counsellor J. H. Nelson Commercial Secretary P. D. Donohue Assistant Commercial Secretary	Canadian Embassy 5a Avenida 11-70, Zone I GUATEMALA CITY, C.A.	<i>Airmail:</i> P.O. Box 400 <i>Surface Mail:</i> P.O. Box 444 <i>Cable:</i> CANADIAN <i>Phone:</i> 28448
Haiti	Chargé d'Affaires, a.i. and Consul	Canadian Embassy Route du Canape Vert St. Louis de Turgeau PORT AU PRINCE	<i>Mail:</i> P.O. Box 826
Hong Kong Cambodia, Communist China, Laos, Vietnam, Macao	R. K. Thomson Senior Canadian Government Trade Commissioner P. M. Roberts Trade Commissioner J. M. T. Thomas Trade Commissioner N. R. Gish Assistant Trade Commissioner	Hong Kong and Shanghai Banking Corporation Bldg. HONG KONG	<i>Mail:</i> P.O. Box 126 <i>Cable:</i> CANADIAN <i>Phone:</i> 27743
India (except States of Gujerat, Maharashtra, Andhra Pradesh, Mysore, Madras, Kerala) Bhutan, Nepal, Sikkim	G. A. Newman Commercial Counsellor for Canada J. H. Suggitt Assistant Commercial Secretary	13 Golf Links Road NEW DELHI 1	<i>Mail:</i> P.O. Box 11 <i>Cable:</i> CANADIAN <i>Phone:</i> 618254
India (States of Gujerat, Maharashtra, Andhra Pradesh, Mysore, Madras, Kerala)	W. G. Brett Canadian Government Trade Commissioner	Gresham Assurance House Mint Road BOMBAY 1-BR	<i>Mail:</i> P.O. Box 886 <i>Cable:</i> CANADIAN <i>Phone:</i> 255154
Iran	Commercial Division	Canadian Embassy Bezrouke Building Corner of Takht Jamshid Ave. and Forsat St. TEHRAN	<i>Mail:</i> P.O. Box 1610 <i>Cable:</i> CANTRACOM <i>Phone:</i> 4-9291
Ireland	P. V. McLane Commercial Counsellor for Canada	66 Upper O'Connell St. DUBLIN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 44251
Israel Cyprus	B. C. Steers Commercial Secretary for Canada	84 Hahashmonaim St. TEL AVIV	<i>Mail:</i> (P.O. Box 20140) <i>Cable:</i> CANADIAN <i>Phone:</i> 221203
Italy Libya, Malta	J. H. Stone Commercial Counsellor W. J. Jenkins Commercial Secretary J. J. R. Gagnon Assistant Commercial Secretary	Canadian Embassy Via G. B. De Rossi 27 ROME	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 864-327 <i>Telex:</i> RMO 86 (RMO 86 DOMCAN OR RMO 56 DOMCAN)

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Jamaica Bahamas, British Honduras	R. W. Blake Commercial Counsellor R. H. M. Cathcart Assistant Commercial Secretary	Office of the High Commissioner for Canada 32 Duke St. (corner Duke and Barry Sts.) KINGSTON	<i>Mail:</i> P.O. Box 225 <i>Cable:</i> CANADIAN <i>Phone:</i> 26948
Japan Korea, Okinawa	R. G. C. Smith Minister (Commercial) P. A. Savard Commercial Counsellor J. D. Blackwood Commercial Secretary D. A. Hilton Assistant Commercial Secretary	Canadian Embassy 16, Omote-Machi 3-chome, Akasaka, Minato-ku TOKYO	<i>Mail:</i> Canadian Embassy, c/o Akasaka Post Office, Tokyo <i>Cable:</i> CANADIAN <i>Phone:</i> 408-2101/8 <i>Telex:</i> TK 2218 (DOMCAN TK 2218)
Lebanon Iraq, Jordan, Persian Gulf area, Saudi Arabia, Syria	L. A. Campeau Commercial Counsellor C. E. Rufelds Assistant Commercial Secretary V. G. Lotto Assistant Commercial Secretary	Canadian Embassy Alpha Building Rue Clemenceau BEIRUT	<i>Mail:</i> Boîte Postale 2300 <i>Cable:</i> CANADIAN <i>Phone:</i> 250955
Mexico	F. B. Clark Commercial Counsellor H. S. Hay Assistant Commercial Secretary J. E. G. Gibson Assistant Commercial Secretary	Canadian Embassy Melchor Ocampo 463, 7th Floor MEXICO 5, D.F.	<i>Mail:</i> Apartado 25364 <i>Cable:</i> CANADIAN <i>Phone:</i> 25-15-60
Netherlands	D. A. B. Marshall Commercial Counsellor J. E. Montgomery Assistant Commercial Secretary	Canadian Embassy Sophialaan 5-7 THE HAGUE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 61-41-11 <i>Telex:</i> 31270 (DOMCAN HAGUE)
New Zealand Fiji, Samoa, Tahiti, Tonga	W. B. McCullough Commercial Counsellor C. A. Carruthers Assistant 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>Phone:</i> 70-644 <i>Telex:</i> WGN 9 (DOMCAN WGN)
Nigeria Dahomey, Gambia, Niger, Senegal, Sierra Leone	G. F. Mintenko Commercial Secretary R. A. Food Assistant Commercial Secretary	Office of the High Commissioner for Canada Barclays Bank Building, 4th Floor 40 Marina Road LAGOS	<i>Mail:</i> P.O. Box 851 <i>Cable:</i> CANADIAN <i>Phone:</i> 25262
Norway Iceland	J. E. P. Lancaster Commercial Secretary M. R. Bell Assistant Commercial Secretary	Canadian Embassy Fridtjof Nansens Plass 5 OSLO 1	<i>Mail:</i> P.O. Box 1379—Vika <i>Cable:</i> CANADIAN <i>Phone:</i> 33-30-80 <i>Telex:</i> 1880
Pakistan Afghanistan	J. A. Elliott Acting Commercial Secretary	Office of the High Commissioner for Canada Hotel Metropole, Victoria Road KARACHI	<i>Mail:</i> P.O. Box 3703 <i>Cable:</i> CANADIAN <i>Phone:</i> 50322 <i>Telex:</i> 1880

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Peru Bolivia	K. G. Ramsay Commercial Secretary D. J. McEachran Assistant Commercial Secretary	Canadian Embassy Edificio Boza, Carabaya 831 Plaza San Martin LIMA	<i>Mail:</i> Casilla 1212 <i>Cable:</i> CANADIAN <i>Phone:</i> 72760
Philippines Republic of China (Taiwan)	J. L. Mutter Consul General and Trade Commissioner W. B. Walton Consul and Assistant Trade Commissioner	Canadian Consulate General L & S Building, 3rd Floor 1414 Dewey Boulevard MANILA	<i>Mail:</i> P.O. Box 1825 <i>Cable:</i> CANADIAN <i>Phone:</i> 5-85-97
Portugal Angola, Azores, Cape Verde Islands, Madeira, Portuguese Guinea	T. J. Monty Commercial Counsellor	Canadian Embassy Rua Marques de Fronteira No. 8—4° D° LISBON	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 55-31-18
Rhodesia and Nyasaland Seychelles Is., Zanzibar	L. S. Glass Canadian Government Trade Commissioner	8th Floor Grindlays Bank Chambers Baker Ave. SALISBURY	<i>Mail:</i> P.O. Box 2133 <i>Cable:</i> CANTRACOM <i>Phone:</i> 26571
Singapore Brunei, Burma, Federation of Malaya, Indonesia, North Borneo, Sarawak, Thailand	E. H. Maguire Canadian Government Trade Commissioner Geo. Hazen Assistant Trade Commissioner D. S. McCracken Assistant Trade Commissioner	American International Building Robinson Road and Telegraph St. SINGAPORE	<i>Mail:</i> P.O. Box 845 <i>Cable:</i> CANADIAN <i>Phone:</i> 74633
South Africa (Natal, Orange Free State, Transvaal) Malagasy, Mauritius, Mozambique, Reunion	C. R. Gallow Canadian Government Trade Commissioner S. B. McDowall Assistant Trade Commissioner	Mobil House 17th Floor, Corner Rissik and De Villiers Sts. JOHANNESBURG	<i>Mail:</i> P. O. Box 715 <i>Cable:</i> CANADIAN <i>Phone:</i> 33-2628
South Africa (Cape Province), St. Helena, South West Africa	R. G. Godson Acting Trade Commissioner	13th Floor African Life Centre St. George's St., CAPE TOWN	<i>Mail:</i> P.O. Box 683 <i>Cable:</i> CANADIAN <i>Phone:</i> 2-5134/5
Spain Balearic Islands, Canary Islands, Gibraltar, Rio Muni, Rio de Oro	M. T. Stewart Commercial Counsellor R. M. Dawson Assistant Commercial Secretary C. S. Collins Attaché (Commercial)	Canadian Embassy Edificio Espana Avenida de Jose Antonio 88 MADRID	<i>Mail:</i> Apartado 117 <i>Cable:</i> CANADIAN <i>Phone:</i> 47-54-00
Sweden Finland	G. A. Browne Commercial Counsellor J. P. Bell Assistant Commercial Secretary	Canadian Embassy Strandvagen, 7-C STOCKHOLM	<i>Mail:</i> P.O. Box 14042 <i>Cable:</i> CANADIAN <i>Phone:</i> 67-92-15
Switzerland Tunisia	S. G. MacDonald Commercial Counsellor B. Horth Consul and Assistant Commercial Secretary	Canadian Embassy Kirchenfeldstrasse 88 BERNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 44-63-81 <i>Telex:</i> 2-2386 (DOMCAN GENEVE)

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Trinidad and Tobago Barbados, Windward and Leeward Islands, British Guiana, French Guiana, Surinam, Guadeloupe, Martinique	R. F. Renwick Commercial Counsellor C. J. St. Pierre Assistant Commercial Secretary	Office of the High Commissioner for Canada Colonial Building 72 South Quay PORT-OF-SPAIN	<i>Mail:</i> P.O. Box 125 <i>Cable:</i> CANADIAN <i>Phone:</i> 34787
Union of Soviet Socialist Republics	R. V. N. Gordon Commercial Counsellor	Canadian Embassy 23 Starokonyushenny Pereulok MOSCOW	<i>Mail:</i> (City Address) <i>Cable:</i> CANAD <i>Phone:</i> 415142
United Arab Republic Aden, Sudan, Ethiopia, Yemen	W. Gibson-Smith Commercial Counsellor	Canadian Embassy 6 Sharia Rouston Pasha Garden City CAIRO	<i>Mail:</i> Kasr el Doubara Post Office <i>Cable:</i> CANADIAN <i>Phone:</i> 23110
United States	M. Schwarzmann Minister (Economic) W. J. Van Vliet Commercial Counsellor (Agriculture) R. R. Parlour Commercial Counsellor W. R. Hickman Commercial Secretary (Agriculture) N. W. Boyd Commercial Secretary S. G. Harris Assistant Commercial Secretary	Canadian Embassy 1746 Massachusetts Ave., N.W. WASHINGTON 36, D.C.	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> DEcatur 2-1011
United States	N. R. Chappell Counsellor (Energy)	Canadian Embassy 1746 Massachusetts Ave., N.W. WASHINGTON 36, D.C.	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> DEcatur 2-1011
United States (Connecticut, the eleven northern counties of New Jersey, New York) Bermuda	B. I. Rankin Deputy Consul General (Commercial) A. A. Caron Consul and Trade Commissioner A. A. Lomas Consul and Trade Commissioner R. D. Sirrs Consul and Trade Commissioner W. G. Huxtable Consul and Trade Commissioner C. G. Bullis Consul and Assistant Trade Commissioner	Canadian Consulate General 680 Fifth Ave. NEW YORK CITY 19	<i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM <i>Phone:</i> JUDson 6-2400 <i>Telex:</i> 0-01-26242
United States (Maine, Massachusetts, New Hampshire, Rhode Island, Vermont)	M. R. M. Dale Consul and Trade Commissioner L. D. R. Dyke Consul and Assistant Trade Commissioner	Canadian Consulate General 607 Boylston St. BOSTON 16	<i>Mail:</i> (City Address) <i>Phone:</i> CONgress 2-1245 <i>Telex:</i> 0-094-567

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Kentucky, Missouri, Nebraska)	D. H. Cheney Consul and Senior Trade Commissioner	Canadian Consulate General 310 South Michigan Ave. Suite 2000 CHICAGO 4	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 427-7926 <i>Telex:</i> 0-025-571
	V. B. Chew Consul and Trade Commissioner		
	N. L. Currie Consul and Assistant Trade Commissioner		
United States (Michigan, Ohio)	I. V. Macdonald Consul and Trade Commissioner	Canadian Consulate 1139 Penobscot Building DETROIT 26	<i>Mail:</i> (City Address) <i>Phone:</i> WOODWARD 5-2811 <i>Telex:</i> 0-023-445
United States California (the ten south- ern counties), Clark County in Nevada, Arizona, New Mexico	G. F. J. Osbaldeston Consul and Trade Commissioner	Canadian Consulate General 510 West Sixth St. LOS ANGELES 14	<i>Mail:</i> (City Address) <i>Phone:</i> MADISON 2-2233 <i>Telex:</i> 0-06-74119
	R. C. Anderson Consul and Assistant Trade Commissioner		
	I. J. Taylor Consul and Assistant Trade Commissioner		
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	T. F. Harris Consul and Trade Commissioner	Canadian Consulate General Suite 1710 225 Baronne St. NEW ORLEANS 12	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> JACKSON 5-2136 <i>Telex:</i> 0-058-237
	G. E. Blackstock Consul and Assistant Trade Commissioner		
United States (Delaware, Maryland, the nine southern coun- ties of New Jersey, Pennsylvania, Virginia, West Virginia)	W. J. Millyard Consul and Trade Commissioner	Canadian Consulate 3 Penn Center Plaza PHILADELPHIA 2	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> LOCUST 35838
	J. B. McLaren Consul and Assistant Trade Commissioner		
United States California (except the ten southern counties), Wyoming, Nevada (ex- cept Clark County), Utah, Colorado, Hawaii	Consul General	Canadian Consulate General 333 Montgomery St. SAN FRANCISCO 4	<i>Mail:</i> (City Address) <i>Phone:</i> YUKON 1-2670 <i>Telex:</i> 0-03-431
United States (Oregon, Idaho, Washington, Montana), Alaska	Consul General	Canadian Consulate General The Tower Building Seventh Avenue at Olive Way SEATTLE 1, Washington	<i>Mail:</i> (City Address) <i>Phone:</i> MUTUAL 2-3515 <i>Telex:</i> 0-032-462
Uruguay Falkland Islands	Commercial Division	Canadian Embassy No. 1409 Avenida Agraciada Piso 7° MONTEVIDEO	<i>Mail:</i> Casilla Postal 852 <i>Cable:</i> CANADIAN <i>Phone:</i> 96096
Venezuela Netherlands Antilles	W. D. Wallace Commercial Counsellor	Canadian Embassy Avenida La Estancia No. 10 Ciudad Comercial Tamanaco CARACAS	<i>Mail:</i> Apartado 11452-Este <i>Cable:</i> CANADIAN <i>Phone:</i> 32.40.41.44
	D. I. Campbell Assistant Commercial Secretary		

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

Conversion into Canadian dollar equivalent and units of foreign currency per Canadian dollar 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 equivalent multiply by .92378.

Foreign Exchange Rates

Country	Unit	Type of Exchange	Can. dollar equivalent Sept. 9	Units per Canadian dollar	Notes (see below)
Argentina	Peso	Free	.007893	126.69	
Australia	Pound		2.4230	.4127	
Austria	Schilling		.04195	23.84	
Bahamas	Pound		3.0288	.3302	
Belgium and Luxembourg	Franc		.02169	46.10	
Bermuda	Pound		3.0288	.3302	
Bolivia	Peso		.09231	10.83	
Brazil	Cruzeiro	Official Free	.001775	563.38	
		Special Category	†	†	
Britain	Pound		3.0288	.3302	
British Guiana	Dollar		.6310	1.58	
British Honduras	Dollar		.7572	1.32	
Burma	Kyat		.2273	4.40	
Ceylon	Rupee		.2272	4.40	
Chile	Escudo	Bank rate	.5702	1.75	
		Free	.3590	2.79	
Colombia	Peso	Certificate	.1203	8.31	
Congo, Republic of	Franc		.02169	46.10	
Costa Rica	Colon		.1634	6.12	
Cuba	Peso		†	†	
Czechoslovakia	Koruna		.1503	6.65	
Denmark	Krone		.1567	6.38	
Dominican Republic	Peso		1.0825	.9238	
Ecuador	Sucre	Official	.06014	16.62	
		Free	.05521	18.11	
El Salvador	Colon		.4330	2.31	
Fiji	Pound		2.7286	.3665	
Finland	Markka		.3383	2.96	
France, Monaco, etc.	Franc		.2209	4.53	(1)
Franco-African Republics, etc.	Franc		.004418	226.35	(2)
French Pacific	Franc		.01215	82.30	(3)
Germany	D Mark		.2720	3.68	
Ghana	Pound		3.0288	.3302	
Greece	Drachma		.03608	27.72	
Guatemala	Quetzal		1.0825	.9238	
Haiti	Gourde		.2165	4.62	
Honduras	Lempira		.5413	1.85	
Hong Kong	Dollar	Free	.1890	5.29	*Aug. 31
		Official	.1893	5.28	
Iceland	Krona	Official	.02517	39.73	(4)

†Exchange auctions will be held each week for limited amounts of exchange.

‡There is no trading in Cuban pesos in U.S. or Canadian banks at present.

*Latest available date.

Country	Unit	Type of Exchange	Can. dollar equivalent Sept. 9	Units per Canadian dollar	Notes (see below)
India	Rupee		.2272	4.40	
Indonesia	Rupiah	Official	.02405	41.75	(4)
Iran	Rial		.01429	69.98	
Iraq	Dinar		3.0310	.3299	
Ireland	Pound		3.0288	.3302	
Israel	Pound		.3608	2.77	
Italy	Lira		.001743	573.72	
Japan	Yen		.003007	332.56	
Lebanon	Pound	Free	.3611	2.77	
Mexico	Peso		.08660	11.55	
Morocco	Dirham		.2165	4.62	
Netherlands	Florin		.2998	3.34	
Netherlands Antilles	Florin		.5740	1.74	
New Zealand	Pound		3.0081	.3324	
Nicaragua	Cordoba		.1546	6.47	
Nigeria	Pound		3.0288	.3302	
Norway	Krone		.1513	6.61	
Pakistan	Rupee		.2272	4.40	
Panama	Balboa		1.0825	.9238	
Paraguay	Guarani	Free	.008567	116.73	
Peru	Sol	Free	.04035	24.78	
Philippines	Peso	Free	.2777	3.60	
Portugal & Colonies	Escudo		.03765	26.56	(5)
Singapore and Malaya	Straits dollar		.3536	2.83	
South Africa	Rand		1.5144	.6603	
Spain and Dependencies	Peseta		.01804	55.43	
Sweden	Krona		.2084	4.80	
Switzerland	Franc		.2508	3.99	
Syria	Pound	Free	.2833	3.53	
Thailand	Baht	Free	.05136	19.47	(4)
Tunisia	Dinar		2.6197	.3817	
Turkey	Lira		.1203	8.31	(4)
United Arab Republic	Pound	Official	2.4898	.4016	
United States	Dollar		1.0825	.9238	
Uruguay	Peso	Free	.05509	18.15	
Venezuela	Bolivar	Controlled market rate	.3236	3.09	
		Official Free	.2385	4.19	
West Indies	Dollar		.6310	1.58	(6)
	Pound		3.0288	.3302	(7)
Yugoslavia	Dinar	Official	.001443	693.00	

Notes

1. Franc is also used in Algeria, French Guiana, Guadeloupe and Martinique.
2. Chad, Central African Republic, Congo, Dahomey, Gabon, Ivory Coast, Mali, Islamic Republic of Mauritania, Niger, Senegal, Upper Volta, Cameroons, Togoland, and Malagasy. Also Reunion, Comoro Islands, St. Pierre and Miquelon.
3. New Caledonia, New Hebrides, French Polynesia.
4. Additional rates are in effect.
5. Portugal: approximately same rate for Portuguese territories in Africa.
6. Barbados, Trinidad and Tobago, Leeward and Windward Islands.
7. Jamaica.

Markets in Brief

PHILIPPINES

Area: 115,600 square miles, including 7,000 islands.

Population: over 28 million.

Climate: tropical.

Language: business community uses English.

Currency: Philippine peso; a free rate of exchange followed decontrol measures in March 1962. Selling rate of U.S. dollar on July 19, 1963, was 3.88 pesos.

Weights and measures: metric system; U.S. engineering standards generally used.

Electric supply: 60 cycles; single phase 110/220 volts, three phase 220 volts.

Capital: Manila, at sea level.

Chief ports: Manila, Cebu, Iloilo, Davao, Legazpi.

Marketing centres: Manila and district (population) 1,145,723, Cebu City 1,152,474, Davao City 231,833, Iloilo City 150,976, Legazpi City 60,786.

Economy: mainly agricultural—rice for home consumption, copra, sugar and timber for export. Mining—chrome, copper, iron, gold. Industry predominantly light; government five-year socio-economic development program directed toward broadening of industry.

Total Philippine imports: (f.o.b. value) 1962—U.S.\$586.7 million; 1961—U.S.\$611.3 million.

Chief imports: (per cent of total imports) 1962—machinery and transport equipment 32.3, chemicals 10.4, mineral fuels and lubricants 10.2, base metals, 8.6, dairy products, eggs and honey 5.3, textile fibres 5, cereal preparations 4.8, textile yarns, etc., 4.5.

Chief suppliers: (per cent) 1962—United States 43.1, Japan 18.1, West Germany 5.6, Britain 4.6, Indonesia 4.1, Netherlands 3.3, Canada 2.5.

Value of imports from Canada: (DBS figures) 1962—Can.\$18,544,977; 1961—Can.\$15,644,547.

Chief imports from Canada: 1962—wheat, flour, newsprint, paper, wood pulp, malt, zinc products, metallic salts, copper pipe and tubing, telephone apparatus, mining equipment, sheet and strip steel.

Total Philippine exports: 1962—U.S.\$554.5 million; 1961—U.S.\$497.9 million.

Chief exports: (per cent) 1962—sugar 22, copra 20.4, logs and lumber 20.2, coconut oil 5.5, abaca 4.5, copper concentrates 3.3, desiccated coconut 2.7, canned pineapple 2, plywood 2, iron ore 1.7.

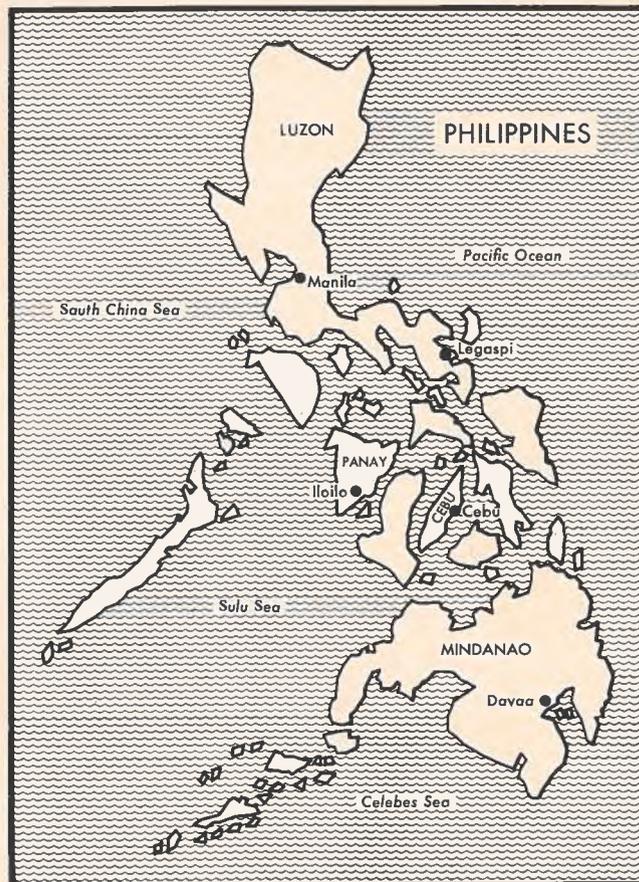
Chief markets: (per cent) 1962—United States 50, Japan 24.5, Netherlands 6.8, West Germany 5.4, Britain 1.3.

Value of Canadian purchases: (DBS figures) 1962—Can.\$1.5 million; 1961—Can.\$1.5 million.

Chief Canadian purchases: chrome ore, manila fibre, mahogany, desiccated coconut, veneers of rosewood, etc., and canned pineapple.

Dollar exchange: exchange may be obtained freely and no general import licences are required. Credit situation is tight and importers have difficulty in obtaining credit from the banks to buy dollars.

Prices: quote in U.S. dollars, c. & f. Manila or other ports.



Samples: unsaleable samples or those of no appreciable commercial value are exempt from import duties.

Trade agreements: Canada and the Philippines accord each other most-favoured-nation treatment but without contractual obligation. Philippine general customs tariff accords m.f.n. treatment to all countries but, under a reciprocal trade agreement, gives the U.S. preferential treatment under which duties on U.S. goods are 75 per cent of general tariff until December 31, 1964; 90 per cent until December 31, 1973; 100 per cent from January 1, 1974.

Trade terms: letter of credit usual; imports exceeding \$100 in value must be covered by a letter of credit. Importers of essential producer and consumer goods and decontrolled items permitted to purchase on d/p or d/a terms (up to 90 days).

Correspondence: airmail only (one week); letters 25 cents per half ounce. (Seamail takes eight weeks.)

Import controls, documentation, customs tariffs, marking and labelling: consult the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.

For detailed information on this market, write to:

Asia and Middle East Division,
International Trade Relations Branch
Department of Trade and Commerce
Ottawa

or

Consul General and Trade Commissioner
Canadian Consulate General
Post Office Box 1825
Manila, Philippines

Roger Duhamel
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If undelivered return to:
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