

AUGUST 21. 65

FOREIGN TRADE

DEPARTMENT OF TRADE AND COMMERCE, OTTAWA

The Market in the Associated African and Malagasy States

How Export Drawbacks Work

Foreign Trade Service Abroad

FOREIGN TRADE

AUGUST 21, 1965

Vol 124 No. 4

Established in 1904. Published fortnightly by the Department of Trade and Commerce.

The Hon. MITCHELL SHARP, Minister.

J. H. WARREN, Deputy Minister.

O. MARY HILL, Editor.

Material appearing in this magazine may be reprinted, preferably with credit to "Foreign Trade".

Subscription: \$5.00 a year in Canada \$7.00 abroad.

Single copies: 25 cents each.

Please forward all orders to: Queen's Printer, Government Printing Bureau, Ottawa.

The Market in the Associated African and Malagasy States

2

It's a long title for an article that covers a lot of ground—eighteen countries linked together through their association with the European Economic Community. Here is a briefing on an area largely unfamiliar to the Canadian exporter.

How Export Drawbacks Work

8

We sought the help of the Department of National Revenue in obtaining an article on export drawbacks. It's designed chiefly to inform those unfamiliar with this method of helping Canadian exporters to be more competitive.

The What and Why of WESTEC

12

Last February twelve Canadian companies displayed products at this Los Angeles show. Next year this opportunity for making worthwhile contacts will come again. Our Los Angeles office points out why more firms should consider taking part.

Take Two Weeks in the Eastern Caribbean

20

This isn't an invitation to beachcombing, but a suggestion for prospecting in a market with opportunities beckoning. To save you time and trouble, here is a readymade itinerary for a sun-filled two-week trip by air.

British Agriculture: Production and Imports

24

Britain continues to be the largest market in the world for temperate-zone agricultural products—and Canadians, traditional suppliers, could capture a larger share of it, despite competition from the British farmer and from other sources.

Rhodesia Develops Its Lowveld

15

What's Current in Commodities?

Salmon Products—South Africa

17

Furniture Components—United States

18

Melanesia Is a Market Too

27

Foreign Exchange Rates 38

Trade Commissioners on Tour 29

Foreign Trade Service
Abroad 30

Transportation Notes 40

For Your Information 11

COMING—OHIO, A MARKET WITHIN A MARKET, SEPTEMBER 4 ISSUE

The Market in the Associated African and Malagasy States

Seventeen African countries and Malagasy which are "associated" with the EEC are highlighted in this article. The author explains what benefits this association confers and what it means in terms of economic development and trade, discusses the current trade picture and Canada's place in it, and development plans for the future.

C. M. SHAW, *European Division, Office of Trade Relations.*

THE ROME TREATY that established the European Economic Community provided for the association with that Community of certain overseas territories that have a special relationship with its individual members. The 18 former territories now independent nations are: Burundi, Cameroun, Central African Republic, Chad, Congo (Brazzaville), Congo (Leopoldville), Dahomey, Gabon, Ivory Coast, Malagasy Republic (Madagascar), Mali, Mauritania, Niger, Rwanda, Senegal, Somalia, Togo and Upper Volta. These nations will benefit from financial aid and tariff preferences under the Treaty of Yaounde which they have signed with the Common Market. The Treaty was drawn up in 1963 and became effective on July 1, 1964.

Effects of the Treaty

The six member states of the Community will apply the same rules on non-discrimination in commercial exchanges to their associates as they do to each other and each associate is to apply the same rules to all other member states and associates as it does to the member state with which it has special arrangements. The Treaty of Associa-

tion, for example, extends the preferences originally granted to France (and Italy in the case of Somalia) to the other countries of the Community. Imports originating in the associated countries will, on their entry into the Community, benefit by any internal tariff reductions that have taken place among the member states. Similarly, duties imposed on goods imported into these countries from any member state or other associate will be abolished progressively in conformity with the Community's internal time-table. This time-table currently provides for the complete elimination of these internal duties by July 1, 1967.

Originally the associated countries agreed to reduce their customs duties in favour of Community imports by 15 per cent a year. However, the former French territories in West Africa have now aligned their tariff rates to zero: that is, the rate of duty that applied previously to goods imported from France. A similar policy has been adopted by the five-nation Central African Economic and Customs Union and the Malagasy Republic. The only associated states that have not abolished their customs duties against imports from the EEC are Congo (Leopoldville), Rwanda, Togo and Somalia. Under Article 61 of the Yaounde Convention, all five nations have a three-year exemption. The associates will, however, retain the right to levy customs duties that correspond to their development and industrialization needs or contribute to their budgets. Although the majority of the asso-



ciated states have abolished the customs duties previously applied to the EEC countries, except France, they have retained their fiscal import duties.

The Community countries will remove any quota restrictions against goods imported from the associated countries at the same rate as they do those applied against imports from each other. In return, the associated countries will abolish all national quantitative restrictions on Community products and replace them with global quotas open to the Community states without discrimination. The provision, however, is also subject to certain safeguard clauses for the protection of developing industries.

Production and Trade

A rough quantitative measure of economic development is the gross national product in relation to population. Estimates of annual per capita gross national product range from \$50 in some of these countries to \$200 in Gabon, Senegal and the Ivory Coast.

The processing of agricultural and forest products for export or for home consumption constitutes the major industry. Typical examples are peanut oil and flour mills, cotton gins and plywood factories. Major exports consist of cotton, peanuts, coffee, cocoa, palm nuts and palm oil, and tropical woods.

Mineral products—including copper, tin, iron and manganese ores—also contribute to the export earnings of a few of the countries but to a lesser degree. There are sizable untapped reserves of minerals but transportation difficulties, plus a lack of investment capital, have delayed large-scale development. However, these resources are likely to become major sources of revenue and foreign exchange in several countries.

The associated 18 African and Malagasy states cover an area of 4.2 million square miles and have a population of over 64 million. This represents a substantial im-

port market but because of past association with France, Belgium and Italy these three, particularly France, continue to be the area's major trading partners.

Imports by the associated states from all sources in 1963 totalled \$1,371.2 million, an increase of 14 per cent over the previous year. Although France and other members of the European Economic Community provided the majority of these imports, the United States was also a large supplier, with sales exceeding \$100 million. Major imports into these countries from all sources include machinery, foodstuffs, textiles, motor vehicles, transportation equipment, beverages and petroleum products.

Exports from Canada in 1964 included machinery for develop-

ment, transportation equipment, wheat flour, milk powder, and industrial chemicals and related products. Canadian sales have been rather erratic and no set trade pattern has been established, so opportunities for Canadian exporters are wide open. In 1964 our exports to the associated countries reached \$2.2 million, an increase over 1963 of \$500,000. Imports into Canada from this area outpaced exports in both years, reaching \$3.5 million in 1963 and increasing to \$4.5 million in 1964, thus increasing the trade balance in their favour. Congo (Leopoldville) was Canada's largest trading partner in the area, followed by the Ivory Coast, Gabon, Togo, Mauritania, Cameroun and Somalia. Total trade with the remaining eleven countries (on

TABLE I
CANADIAN TRADE WITH THE ASSOCIATED AFRICAN
AND MALAGASY STATES

EXPORTS			
Country	1962	1963	1964
		(Can.\$'000)	
Cameroun	92,200	23,702	38,660
Congo (Leopoldville) ⁽¹⁾	899,466	920,644	1,126,733
Gabon	60,962	15,148	145,707
Ivory Coast	10,031	17,539	66,218
Mauritania	⁽²⁾	258,224	168,581
Somalia	2,748	22,226	189
Togo	104,882	349,509	443,031
French Africa (n.e.s.) ⁽³⁾	789,570	91,528	214,429
Total	1,959,859	1,698,520	2,203,548
IMPORTS			
Country	1962	1963	1964
		(Can.\$'000)	
Cameroun	14,567	147,029	43,014
Congo (Leopoldville) ⁽¹⁾	1,319,939	1,920,845	1,911,317
Gabon	1,122,934	859,086	687,165
Ivory Coast	244,102	277,070	622,547
Mauritania	⁽²⁾
Somalia	.....	1,125	620
Togo	.....	.....	.....
French Africa (n.e.s.) ⁽³⁾	25,817	309,980	1,262,826
Total	2,727,359	3,465,135	4,527,489

⁽¹⁾ Includes exports to Rwanda and Burundi.

⁽²⁾ Trade with Mauritania was included with French Africa (n.e.s.) until January 1, 1963.

⁽³⁾ Includes exports to Central African Republic, Chad, Congo, (Brazzaville), Dahomey, Malagasy Republic, Mali, Niger, Senegal, Upper Volta.



—Courtesy France Actuelle

Among the rich resources in these African states are the large iron ore reserves in Mauritania, near Fort Gouraud. Surface mining is being carried on by MIFERMA, a four-country enterprise. This vein yields ore with a 65 per cent iron content.

which there are no individual statistics) amounted to nearly \$1.5 million in 1964. (See Table I.)

Hurdling Tariff Barriers

Although markets exist for consumer goods and Canadian exporters are selling them, tariff barriers are more difficult to hurdle. These barriers are relaxed on goods entering these countries for further processing and access is thus easier. This becomes even more obvious on examining the provision-for-duty application under the two Customs Unions that have been established in the area.

West African Customs Union—The former French West African colonies have grouped to form the West African Customs Union, WACU, made up of Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal and Upper Volta. Although Togo maintains associate status with the Union, it is not a full member.

The members of the West African Customs Union have two separate basic import levies. The first is the

fiscal import duty which averages between 10 and 15 per cent of the c.i.f. value. The second is customs duty which, for most goods, is within the range of 5 to 25 per cent. Togo applies only the fiscal import duty. Except for a few specified products, the fiscal import duty is levied uniformly on all goods, regardless of origin. The customs duty, on the other hand, is an additional levy assessed on goods from all countries except the EEC members and those in the franc area. The customs tariff schedule of each of the WACU members lists a minimum customs duty rate applicable to Canada and other members of the GATT, as well as those countries with which the WACU states maintain bilateral trade agreements.

Duties are levied on an ad valorem c.i.f. basis. The c.i.f. value includes the purchase price, transport charges, freight, export duties, insurance, commission, price of packaging not dutiable separately, and all other expenses necessary to bring the import to the place of entry.

In addition to the fiscal import duty and the customs duty, the WACU countries apply various surtaxes, ranging from a minimum of three in Dahomey to a maximum of eleven in Upper Volta. Although some of these taxes apply to all imports, others are only levied on specific commodity groups.

Non-tariff import controls include both import licensing and exchange controls. Each West African Government draws up an annual import program which serves as the framework within which import licences are issued. For imports from countries outside the franc zone, the annual import program establishes a quota for the European Economic Community (other than France), a global quota, and a quota for bilateral commercial agreements. These quotas specify the total foreign exchange available for purchases from each group of countries; within each of these total quotas, the available exchange is further allocated by groups of commodities.

These Trading Companies Handle Imports

CANADIAN businessmen interested in exporting to the Associated African and Malagasy States but who may not wish to make agency arrangements in these countries immediately may consider getting in touch with the following trading companies which have head offices in Paris or other French cities and branches in the associated countries. These companies handle a large proportion of the trade.

WEST AND EQUATORIAL AFRICA

Compagnie Française de l'Afrique Occidentale (CFAO)
7 Place d'Iéna,
Paris 16

Société Commerciale de l'Ouest Africain (SCOA)
7 Rue de Téhéran
Paris 8

Compagnie du Niger Français (CNF)
157 Boulevard Haussmann
Paris 8

Société Commerciale et Industrielle de la Côte d'Afrique (CICA)
16 Avenue de l'Opéra
Paris 1^{er}

Compagnie Optorg (formerly Peyrissac & Cie.)
63 Avenue des Champs Elysées
Paris 8

Société Commerciale Africaine
22 rue de Courcelles
Paris 8

Compagnie Commerciale du Sangha-Oubangui (Subsidiary of SCOA)
7 rue de Téhéran
Paris 8

Compagnie Commerciale du Gabon (Subsidiary of SCOA)
7 rue de Téhéran
Paris 8

Etablissements Chavanel, S.A.
28 Allées d'Orléans
Bordeaux (Gironde)

Etablissements Maurel Frères
6 Quai Louis XVIII
Bordeaux (Gironde)

V. Q. Petersen & Cie., S.A.
32, Boulevard Pinet-Laprade
Dakar (Sénégal)

Etablissements Vezia & Cie.,
27 Avenue Albert Sarraut
Dakar (Sénégal)

MALAGASY REPUBLIC

Compagnie Générale de Madagascar
7 rue de Clichy
Paris 9
(or Boîte Postale 432, Tananarive)

Compagnie Marseillaise de Madagascar
49 rue Orignan
Marseille 6

Compagnie Lyonnaise de Madagascar
10 rue Joseph Serlin
Lyon, (Rhône)

Société Industrielle et Commerciale de l'Emyrne
Boîte Postale 150
Tananarive (Malagasy Republic)

For Information on these African States

Ivory Coast
Mali
Mauretania
Togo
Upper Volta

Dahomey
Niger
Senegal

Malagasy Republic

Somali Republic

Central African Republic
Chad
Congo (Brazzaville)
Gobon
Cameroun

Congo (Leopoldville)

Contact these Canadian Government Missions

Commercial Counsellor
Office of the High Commissioner for Canada
P.O. Box 1639
Accro, Ghana

Commercial Secretary
Office of the High Commissioner for Canada
P.O. Box 851
Lagos, Nigeria

Canadian Government Trade Commissioner
P.O. Box 715
Johannesburg, South Africa

Commercial Counsellor
Canadian Embassy
Kasr el Doubara Post Office
Cairo, United Arab Republic

Canadian Embassy
P.O. Box 572
Yaounde, Cameroun

Canadian Embassy,
Boite Postale 8341
Leopoldville 1
Democratic Republic of the Congo

Imports may also be authorized under "compensation transactions". These transactions are barter arrangements, usually involving export commodities that do not readily find a market abroad. Imports may also be authorized under a special procedure known as "Exportations Frais Accessoires" (EFAC), which is basically designed to encourage exports. Under this system, the Office of Exchange Operations will allow the exporter to retain a certain part of the proceeds he realizes from sales abroad—15 per cent for exports to Canada. Only the exporter himself may bring in imports financed out of EFAC funds and these may consist only of raw materials or capital equipment used in his business. He cannot transfer EFAC funds to any other person.

Central African Economic and Customs Union—In addition to WACU, the four former countries of the Central African Customs Union—Central African Republic, Chad, Congo (Brazzaville) and Gabon—and the Cameroun Republic have formed the Union Douaniere et Economique de l'Afrique

Centrale (or Central African Economic and Customs Union). The treaty establishing the Union becomes effective on January 1, 1966. It provides for the elimination of inter-regional trade barriers, the adoption of a procedure of equitable sharing of industrialization projects, the co-ordination of development programs, the establishment of a common customs tariff and import duty, and the harmonization of internal financial systems and investment codes.

What of the Future?

The Canadian exporter should not be discouraged by these developments, because Canadian exports to the Associated African and Malagasy States—particularly to the Ivory Coast, Gabon, Togo, Senegal and Cameroun—should increase in the future as the African economies develop, provided that the governments of these countries recognize that a wider choice of import sources, based on quality and price, is in their best interest.

Future development will require large investments, for which sufficient local capital is not available.

Domestic savings generally do not permit investment sufficient for any significant expansion of capital products, and the capacity to generate domestic savings will rise slowly in the foreseeable future. Foreign private investments and official development aid will thus play a key role in creating new industries and expanding output. Private foreign capital is likely to be attracted mainly to projects expected to yield immediate returns and official funds from abroad will be needed for infrastructure and other slowly maturing developments. The prospects for substantial foreign aid in the years ahead appear good, particularly because of the responsibilities assumed by the European Economic Community towards the development of its African associates.

The majority of the countries have adopted long-term economic development plans involving both private and public investment. The need for additional foreign capital has led a number of them to formulate investment codes. The codes provide for exemption from import duties on equipment and raw materials destined for use in government-approved projects. In addition, exemption from certain taxes and the free transfer of profits and invested capital are provided for. It is at these developing industries that Canadian exporters should aim primarily in seeking markets in the Associated African States. ●



—UN photo

Farmers bring livestock to market in Villa Bruzzi, the Somali Republic. Some 80 per cent of Somalis live a nomadic life, pasturing their flocks of sheep, goats and camels. Where there is enough rainfall or irrigation, cash and other field crops are grown.

AUGUST 21, 1965



How to Win World Markets 11

Do you use imported materials or parts in making goods for export? Then you are entitled to a "drawback", or refund, of most of the duty, sales tax and excise tax paid on these imports. This article explains under what circumstances drawbacks are paid, how to claim for them, and where to get help with drawbacks problems.

P. GORRIE and T. A. WARDER, *Department of National Revenue.*

How Export Drawbacks Work

THE Canadian exporter working out his export prices sometimes does not realize the benefits offered by the export drawbacks legislation and does not take them into account. Under this legislation, he receives a refund or "drawback" of 99 per cent of the customs duty and taxes:

1. On imported materials or parts that go into a product that is later exported.
2. On imported goods that are afterwards sold abroad in the same form, without being used in Canada. (One exception to the latter is discussed later.)

This helps Canadian companies to offer their products for sale abroad at competitive prices.

Goods Manufactured and Exported

The Canadian manufacturer who wishes to make claims under the drawback sections of the Customs Act and the Excise Tax Act under (1) above must naturally maintain adequate records on which to base his claim. These records should cover purchases, sales, and stocks on hand and also specifications, lists of materials, or formulae related to the production of the products on which he wants to claim drawback.

The businessman will recognize that these records form part of any efficient operation. The only special accounting system he may need to set up is one to control balances of material and money against imports on which he bases claims. Each claim is audited by a drawbacks investigator after it is submitted.

It is left to the claimant to decide how to determine what quantities of imported materials or parts have been used in producing the exported product. Table I is a simple "export analysis" that could be used by an exporter of radios. The claimant is exporting four models and each contains only five imported parts or materials. The analysis covers his shipments abroad from January 1 to March 31, 1965. (Note that there is only one speaker and cabinet per model but the number of other components in each radio varies.) The date of shipment is given.

Sometimes the export analysis will be much more complicated and the manufacturer may wish to consult the nearest Drawbacks Office of the Department of National Revenue. These offices are listed in the accompanying box feature.

Once he has determined the quantities of imported parts and materials that have gone into the exported product, the claimant has to relate these quantities to the import entries made when these imports went through Customs.

At this point, he is ready to fill out the Statement of Claim. On this sheet he must give the date of export, not the date of shipment as on the sample analysis. He then

files his claim in triplicate with the nearest Collector of Customs, supported by a certified true copy of each import entry listed and of each invoice covering the export. When there are a large number of import entries they should be listed by port, number and date and three copies of this list attached.

Problem of Scrap

One problem that may arise in making out these claims involves scrap. Drawback regulations permit claiming on gross quantities. In the example below, if the copper and steel strip amounts are net, then the totals may be increased by the production scrap loss, again subject to later audit. This also applies to the capacitors. The use of the speakers and cabinets will probably not result in scrap loss.

However, if the scrap can be sold and would, if imported, be subject to duty, then the claimant must make an appropriate scrap deduction from the final net claim, based on the import duty which would have been levied on the sales value

of the scrap in Canada. Any merchantable scrap resulting from use of the copper strip would require deduction calculated on the claimant's sales value at the rate of duty which Schedule "A" of the Customs Tariff imposes on copper scrap (i.e. 3/4C#, as per Item 348, if from the United States). No deduction would be necessary for the merchantable steel scrap, because it enters duty-free under Item 373. The scrap must not be useful in its present form—metals, for instance, must require remelting. In addition, nothing said here applies to surplus parts or materials or to loss incurred in other than production.

Other Forms Used

In addition to the Statement of Claim, other forms are used as follows:

- *Certificate of Import and Sale or Transfer.* When the claimant entitled to drawback did not import the goods, the importer, using this form, waives his right to drawback in favour of the claimant, details the

amount of duty he paid on the goods sold, and gives other information about the import entry.

- *Certificate of Sale for Export.*

This is used when the claimant is the manufacturer or producer but not the exporter of the goods. This form lists the manufactured goods sold in Canada and subsequently exported, and contains the exporter's waiver of drawback rights in favour of the claimant.

Time of Filing Claims

Claims may cover exports up to a maximum of twelve consecutive months only and claims must be filed within six months of the date of the last export entry. (Claims presented at one time must total at least ten dollars.)

In the sample analysis of radio sets, the final *date of shipment* was March 29, 1965. If the *date of export* (given on export entry form B-13) was March 31, 1965, the exporter must file his drawback claim not later than September 30, 1965. Manufactured goods must be exported within three years of the date of payment of duties and/or taxes levied on imported materials or parts if they are to be eligible for drawback.

More Complicated Cases

So far we have dealt with examples of claims for drawback covering the great majority of exports. Some manufacturers, however, have more complicated operations that bring in other factors. A few of these situations are outlined below.

1. Equivalent — Sometimes both imported and domestic materials of the same class are used in the same plant to make similar goods, some of which are exported. When this happens, drawback may be allowed against the exports as if they were made entirely of imported material. It is stipulated, however, that the import entries quoted must represent materials used in the twelve months before the manufacture of the exported goods. Exporters who

TABLE I

STEP I—QUANTITY OF RADIOS EXPORTED

Export Entry No.	Shipping Date	Model 1	Model 2	Model 3	Model 4
	1965				
9268	Jan. 2	100	50	10	80
12632	Jan. 20		100		
18764	Feb. 15	50		20	
20379	Mar. 3				70
26420	Mar. 29	40		10	
Total exports		190	150	40	150

STEP II—IMPORTED PARTS AND MATERIALS

	Model 1	Model 2	Model 3	Model 4	Totals
Quantity exported	190	150	40	150	
Speakers					
SK10	190		40		230
SK12		150		150	300
Cabinets					
C1	190				190
C2		150			150
C3			40		40
C4				150	150
Capacitors No. CA22	380	450	160	150	1,140
Copper strip ¼"×.026	4 lb.	2 lb.	3 lb.	5 lb.	14 lb.
Steel strip 1"×.032	2 lb.	3 lb.	4 lb.	...	9 lb.

find this regulation difficult to understand can ask for help at the nearest Drawbacks Office.

2. Consumable Materials—Materials *directly* consumed in the manufacture or production of goods exported are eligible for drawback. Drawback is not allowed on any type of permanent or non-permanent plant equipment nor on materials indirectly consumed in the process of manufacture or production, such as fuel of all kinds. The Department of National Revenue makes a practice of requesting a description of the use of potential consumable materials to secure a ruling before the drawbacks claim is submitted.

3. Byproducts—When the processing of an imported material results in more than one product or byproduct, only a portion of which is exported, a special procedure has been devised for allocating duty equitably to each product or byproduct. This is done by a "value outturn statement", which proportions the duty over each product or byproduct, using the ratio between the value of a product and the total value of all the products derived from it.

Goods Imported, Then Exported

So far we have discussed drawbacks on goods manufactured in Canada using certain imported materials and then exported. Drawback is also allowed on goods brought into Canada and exported in the same condition, without being used in Canada at all.

A drawback may be granted of 99 per cent of the duty, sales tax, and excise tax paid on imported goods that are exported:

1. To a country other than the one from which they were imported.

2. To the country from which the goods were imported if these:

a. have been processed in Canada as ordered at the time of import.

District Drawbacks Offices

Location	Address
Amherst, Nova Scotia	Dominion Public Building
Montreal, Quebec	Customs House
Quebec City, Quebec	Customs House
Ottawa, Ontario	Connaught Bldg.
Oshawa, Ontario	Federal Bldg.
Toronto, Ontario	Dominion Public Building
Hamilton, Ontario	Dominion Public Building
London, Ontario	Dominion Public Building
Windsor, Ontario	Dominion Public Building
Winnipeg, Manitoba	Dominion Public Building
Calgary, Alberta	Customs House
Vancouver, British Columbia	Customs House

b. are to be further processed and reimported into Canada.

c. have been purchased by the Government of Canada or by a Crown corporation.

d. have been supplied to a Canadian manufacturer for the sole purpose of assisting in the development of correlated goods that are to be exported.

The main purpose of these particular regulations is to help Canadian *importers* to compete in foreign markets. For example, a distributor may import goods from Britain and maintain stocks in Canada so that he can offer immediate delivery to his United States customers. The drawback of 99 per cent of the customs duty and tax makes it easier for him to compete with other suppliers.

This section also assists an importer in another way. Suppose that after he has imported a product from, say, Australia, he finds that it is not selling in the Canadian market. But he discovers a customer in Jamaica, to whom he ships the goods. The drawbacks provision makes it possible for him to complete the transaction, if not at a profit, at least with a minimum loss.

Claims under these regulations can be filed by either the importer or the exporter. If the claimant is

not the importer, he must obtain a waiver on a form entitled Certificate of Importation, Sale or Transfer, or if he is not the exporter, on a Certificate of Sale for Exportation. (See earlier sections on the use of these certificates.) The same minimum amount of claim and the same time limits apply as for the Statement of Claim. In these instances, however, the export analysis is rarely required and the import entries to be used are those on which the exported goods were originally imported. Sometimes an export analysis can be used to advantage, as when numerous exports are repetitions of the same style or quality of goods and these were imported on relatively few import entries. Goods exported may be matched against goods imported by means of marks and numbers on packages, serial numbers, or inventory records. It is obvious how important it is to maintain proper records and to have all pertinent information shown on both import and export documents.

It is a prime requirement that the goods on which a drawback claim is made have not been used in Canada for any purpose, except as outlined in subsection 2 (b) above. "Processing" in this context is defined as of a minor nature, not sufficient to qualify the goods as "manu-

factured and exported". It is permissible to break bulk and to repackage the imported goods. This is not considered to be "use". A part only of an import shipment may be exported and a claim made for it.

A claim under this section must be supported by a certified true copy of each export entry listed in it and of the relevant sales invoices. In certain instances, further documents are required. When goods are imported from the United States and exported to another country via the United States, evidence of through shipment must be provided, such as a through bill of lading, a United States Customs T. and E. Entry, or evidence of landing in the country of final destination.

To Same Country

On imported goods that are afterwards exported to the country from which they were obtained, the exporter receives a drawback of 90 per cent of the duty, sales tax and excise tax, provided that these goods have not already been eligible for a drawback of 99 per cent. These claims must be filed on a special form as under the previous section covering *Goods Imported, Then Exported*. If the goods are used in Canada, claim for drawback is not allowed. Claims are prepared in much the same way as described in the previous section, but instead of the export invoice, a certified true copy of the credit note received is required when goods are returned for credit, or a copy of the through bill of lading if exports go forward on consignment.

The time limit for drawbacks of this type is two years—that is, a claim must be filed with a Collector of Customs and Excise within two years from the date of payment of duties and taxes on the goods that the claim covers.

There are also special regulations covering other special types of drawback, such as Canadian Commercial Corporation purchases for

export, spirits exported, new motor cars bought in Canada and used here temporarily before being exported, and imported car parts exported to Commonwealth coun-

tries. The various Drawbacks Offices will be glad to provide information on these special categories and to help exporters with all their drawbacks problems. ●

For Your Information

IN his address to the North Eastern Area Conference of the Financial Executives Institute at Lake Placid on June 4, 1965, the Minister of Trade and Commerce stated that the progressive development within GATT, the IMF, and other such bodies, of a broad framework of machinery for international co-operation provides greatly improved means of coping with maladjustments compared to those existing in the nineteen thirties.

A current phenomenon in world trade is the formation of supranational trading blocs such as the EEC & EFTA in Europe. In other areas of the world—in Asia, Africa, and Latin America—other economic groupings will emerge or are planned. To counteract the effects upon those countries outside the groupings, the Kennedy Round was launched. It has become increasingly evident that, if Canada is to achieve and maintain adequate strength in our external accounts, our secondary manufacturing industries will have to play a larger role in international markets. A significant improvement in access to foreign markets would open up major new horizons for Canadian secondary producers. Canadian exports of basic materials—mineral, forest and agricultural—encounter obstructions and protective systems in many markets of the world. Hence, Canada is vitally interested in all phases of the Kennedy Round negotiations and has a major stake in their successful conclusion.

The current remarkable boom in growth and production in Canada is reflected in the balance on merchandise trade which has changed from a deficit of \$150 million in 1960 to a surplus of \$700 million in 1964. While this surplus on trade is still well short of our continuing large deficit on invisibles, our overall imbalance on total current transactions has, nevertheless, been reduced from a high of \$1.5 billion in 1959 to less than \$.5 billion in 1964. But in the same year, Canada's deficit with the U.S. rose to a new high of \$1.66 billion and will be even higher this year. Since Canada must clearly

anticipate that the surplus with the overseas area (which in 1964 amounted to \$1.2 billion) will be smaller in the years ahead, it is not difficult to understand Canada's impatience when confronted with various forms of pressure for special restrictions against the entry of Canadian goods into the U.S. market.

On the more positive side, constructive bilateral arrangements directed toward more equitable sharing of the North American market have been worked out in a number of fields. The production sharing arrangements for defence equipment is one example. In the matter of petroleum production and distribution, adherence to a continental approach has aided the economic exploitation of our resources to the advantage of all concerned. The recently formulated arrangements covering automobiles is yet another instance of cooperative action in Canada-U.S. relations. It is not the intention that the automotive arrangement should constitute a precedent for action in other sectors of industry. Nevertheless, in our efforts to improve efficiency and competitiveness of the Canadian economy, we will of course be drawing upon the experience to be gained under the automotive arrangement. The Minister sought to emphasize that in no way do these programs seek to protect or foster uneconomic or non-competitive production. On the contrary, in each case the objective is to achieve expansion through greater efficiency of Canadian operations and improved use of resources on a continental scale.

In its drive toward greater industrial maturity, Canada is diligently searching out new areas for economic expansion across the whole range of production activity. In seeking out new ways to realize the more effective use of North American resources, it is important that these be developed within a broad multilateral framework. The ultimate objective is not merely one of elimination of barriers but also of fashioning a truly effective multilateral trading system. ●

Business was brisk for the twelve Canadian exhibitors at the Western Metal and Tool Exposition in Los Angeles last February. The message of Canada as a source of quality products was spread by distributing some 10,000 colourful shopping bags to visitors who streamed in to examine the equipment shown.



The What and Why of WESTEC

What —The largest metal and machine tool show in the Western United States.

When —March 7 to 11, 1966.

Where—Los Angeles, Great Western Exhibition Centre.

How —Contact:

F. B. Clark, Consul and Trade Commissioner
Canadian Consulate General

510 West Sixth St.

Los Angeles 14.

or

Department of Trade & Commerce
Trade and Commerce Building

Wellington and Lyon Streets

Ottawa.

Why —Because it is a superior market, well suited to Canadian suppliers.

JOHN H. SUGGITT,

Vice Consul and Assistant Trade Commissioner, Los Angeles.

WESTEC is a week of opportunity for Canadian suppliers of machine tools and accessories in North America's third largest industrial market—Los Angeles. The Western Metal and Tool Exposition is a trade fair sponsored each year by two technical and scientific societies—the American Society for Metals (ASM) and the American Society of Tool and Manufacturing Engineers (ASTME). These two non-profit organizations have a total membership of over 70,000, some 5,000 of whom reside in the Los Angeles area.

During WESTEC week (February 22-26, 1965) almost 25,000 automobiles poured along the Santa Ana Freeway, taxing traffic controls at the gates to the show's headquarters, the Great Western Exhibition grounds. Visitors came to inspect, to compare, and to buy the products offered by 405 exhibiting companies. Of the 65 foreign ex-

hibitors eight were Japanese, 30 Italian, one French, 12 British, one German, one Argentinian, and 12 Canadian. Seven of the Canadian companies had never exhibited here before.

Eight million dollars worth of metal forming and shaping machinery, some incorporating the newest in numerical programming, was featured. A 15-foot Italian ball-flanger projected above a 20-pound magnesium ingot from Canada. In operation were lathes, press brakes, punching machines and handling equipment. Displays of laboratory instruments, metals, hacksaws and other bench tools were so arranged that visitors could view and handle them conveniently. On-site production of novelty souvenirs provided many exhibitors with an opportunity to demonstrate their machines.

Canada Was There

The 3,000-square-foot Canadian exhibit was well located: it occupied the central rectangular block in the south building. It was set up so that each exhibitor had an individual display area but the over-all "Canadian" identity remained. This outstanding design won praise from other exhibitors, visitors, and show sponsors. The Canadian Government Exhibition Commission received official recognition when the ASM host chapter presented the award for the best exhibit in the show to Canada.

Personnel from each exhibiting firm and from the Trade Commissioner Service office in Los Angeles used every possible method to draw the U.S. buyer to this Canadian "order desk". One exhibitor was told by a manufacturers' representative that in his opinion the attention paid to visitors by the personnel staffing the individual Canadian exhibits set a standard for the whole exposition. The extensive, carefully planned preshow public relations program included paid company and government advertising, a series of comprehensive press releases to trade media, interviews by daily newspapers, radio and television

AUGUST 21, 1965

These Firms Exhibited at WESTEC in 1965

Barrett Hydrostatics of Galt.

Bata Engineering of Batawa.

Canadian Special Machinery of Port Credit.

Canadian Westinghouse of Hamilton.

Dominion Aluminum Fabricating Ltd. of Toronto.

Dominion Magnesium Ltd. of Toronto.

Dominion Tar & Chemical of Montreal.

Dynacast Ltd. of Montreal.

Joly Engineering of Montreal.

Mimik Limited of Galt.

Pierce-All Manufacturing of Rexdale.

Pneuco Division of National Rubber of Toronto.

coverage, personal invitations, and an exhaustive preshow mailing of a colourful 17-page catalogue, *Metals and Minerals from Canada*, to 9,500 selected buyers. The Los Angeles office also maintained close liaison with the WESTEC press room, and 60 press lists were distributed.

On site, 10,000 shopping bags in eye-catching yellow with the red Canadian maple leaf and the caption *Canada for Quality* carried the slogan throughout the hall and drew a constant stream of potential customers to the stand. On the final night of the show when order-books were totalled, it was obvious that the efforts made and the money spent more than paid off. In addition to the 559 inquiries received by the individual firms, there were 30 general inquiries about imports from Canada. Four firms had indicated before the show that they needed representation and arrangements have been made for two of these.

The exhibiting firms reported that on-site sales amounted to \$432,150 and they estimated sales for the next 12 months at \$2,950,000.

Why Los Angeles?

Western buyers are concentrated in Los Angeles. There are three major American markets for industrial materials and equipment: New York, Chicago and Los Angeles (in order of importance). Chicago and Los Angeles are about equal in size, but fast-growing Los Angeles has only developed industrial sinews within the last 15 years. The following population figures illustrate this growth:

	1950 million	1964 million
California	10.6	18.2
Los Angeles metro area	4.9	9.1

Projections indicate that five-county metropolitan Los Angeles will have 13.8 million residents by 1980. At present this huge city is the most heavily urbanized in North America; it is unique because it has no hinterland. In 1965 WESTEC attracted 24,187 registered visitors and 70 per cent of them drove less than fifty miles, 92 per cent no more than 250. This compact market is relatively easy to reach from a booth at WESTEC.

Conversations with WESTEC visitors proved that because of the timing of the show in relation to the

business year, distance from other fairs of this nature, and accessibility, many firms wait to compare at WESTEC before making purchase decisions.

The time of year is not so critical for suppliers of production materials, but continuous product representation and availability are even more essential. Because of the nature of the trade in the western United States, plus the concentration of industry, continuous effective product coverage can only be obtained by using resident manufacturers' representatives. According to show authorities, 3,214 sales engineers and representatives attended WESTEC and a number of Canadian firms made agency and assembly arrangements.

In over 75 per cent of the interviews held by one Canadian firm, the WESTEC visitor was an executive and influential in his company's purchasing decisions. There were 6,897 management personnel (some 28 per cent of the total registration) attending WESTEC, according to audited statistics from the show's sponsor. Often a medium-sized firm will have 10 to 15 officers attending on various days. Large aircraft and defence organizations instruct members of their engineering staffs to attend because it is the only metalworking show of any consequence held west of the Mississippi.

WESTEC not only provides good exposure but also gives an opportunity to make on-the-spot sales. Canadians have an advantage over other foreign suppliers when selling to Americans because business methods, language and practices are so similar. Canada has a good reputation here; we are known and liked. But there is one important feature to remember about Los Angeles buyers: they usually are domestically oriented, are not foreign trade experts, and may not understand or want to become involved in the mechanics of importing. They purchase f.o.b. Los Angeles in U.S. funds. Canadian manufacturers are welcomed as

potential sources, but they must be just as easy to do business with as their eastern American competitors, particularly if price differences are narrow.

There is great opportunity for sales in this rapidly growing area. Here is a useful comparison of the three markets.

VALUE ADDED BY MANUFACTURING, 1962

	\$ billion	per cent change 1958-62
New York	11.4	+21
Chicago	9.6	+16
Los Angeles	9.4	+33
California	15.8	....
United States	179.3	....

The \$9.4 billion for metropolitan Los Angeles in 1962 can be broken down into industrial groups as follows:

	million
Aerospace electronics	\$3,400
Processed food	803
Non-electrical machinery	794
Fabricated metals	668
Chemicals	442
Printing and publishing	404
Fabricated textile products	333
Other	2,556
Total	9,400

Several Canadian exhibits in WESTEC 1965 were aimed solely at the huge aerospace-defence sector of the Los Angeles complex, particularly as selling to the defence industry is aided by the U.S.-Canada Defence Production Sharing Agreement. The defence industry purchases Canadian metals, parts, components and sub-assemblies as well as production machinery.

The defence-aerospace industry accounts for 40 per cent of total manufacturing employment in Southern California. The leaders of this industry, recognizing the declining amount of business available, are actively taking steps to apply their technology and techniques to a variety of non-military products. This will tend to stimulate the already sizable demand for new production machinery, as the following figures show.

NEW CAPITAL EXPENDITURE BY MANUFACTURERS, 1962

	\$U.S. million	per cent change 1958-62
New York	331.1	+ 8
Chicago	453.3	- 8
Los Angeles	409.1	+32
California	912.6	....
United States	9,983.9	....

These figures alone do not reveal the peculiarities that make this sophisticated market attractive to Canadian firms. Los Angeles is interesting because it is big enough to be worthwhile yet is removed from its source of supply. Machine tools required by Los Angeles' manufacturers are provided mostly by eastern producers—as are many production items. Furthermore, this dependence upon "imports" is not likely to change greatly because the high projected growth for Los Angeles will, if anything, make this area more dependent on long-distance sources. The increasing attention now being given to the California market by Japanese and European suppliers bears this out. The Italians and Japanese mounted impressive exhibits at WESTEC in 1965. They will be back in 1966, with Canada and other international exhibitors. The Canadian manufacturer competes on equal terms with U.S. suppliers in this market and Los Angeles is no farther from Toronto than it is from Buffalo and just as close to Montreal as it is to Vancouver.

WESTEC Means Profits

Participating in trade shows like WESTEC is an important marketing tactic. However, this useful sales tool requires a long lead-time for careful and detailed preparation. Canadian participation in WESTEC in 1965 was a success. It was profitable for the 12 exhibiting companies, as it was intended to be. Canada will continue this personal penetration of the Los Angeles market next year when WESTEC week returns. We are looking for new faces.

How about joining us? ●

Rhodesia Develops Its Lowveld

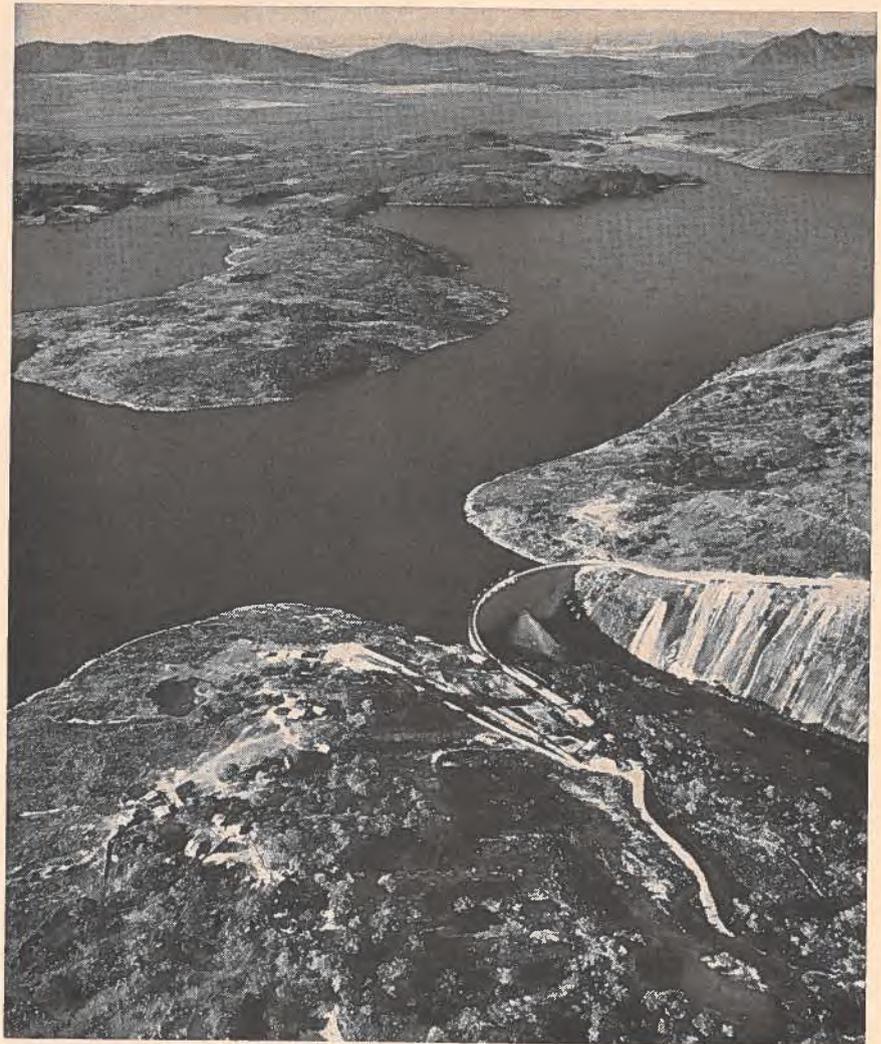
Sixty thousand square miles in southeast Rhodesia are becoming fertile, thanks to irrigation. Some two billion dollars may be spent on further development in the next twenty years. Canadians could supply building materials, vehicles, machinery of many types, and even consumer goods as the project develops

IAN R. SMYTH,
*Acting Trade Commissioner,
Salisbury.*

IN the southeastern corner of Rhodesia, bordering the Portuguese colony of Mozambique, lies what Rhodesians call the Lowveld. This 60-thousand-square-mile area is reputed to have been the destination of Arab and Indian traders who came seeking slaves, ivory and gold centuries ago. Today the people of the Lowveld are busy creating other sources of wealth, and it is yielding up other kinds of treasure—cotton, beef, burley tobacco, tropical fruits and, above all, sugar. And this transformation promises opportunities for Canadian exporters.

The first settlers who followed Rhodes Pioneer Column of 1890 could hardly have found the Lowveld promising. The entire area is no more than 2,000 feet above sea level and in Central Africa low altitude means heat—maximum temperatures of 90 degrees throughout the year and sometimes over 100 degrees for days on end. More-

AUGUST 21, 1965



—Rhodesia Information Service
Irrigation plays a major role in making the Lowveld fertile. The first major irrigation project was based on the Kyle and Bangala dams. The Kyle dam, shown here, was built in 1961 at the cost of 2 million pounds. It is a concrete thin-arch type.

over, rainfall is scarce and unreliable. The yearly average is about 25 inches (all of it falls between November and March) and in some years it has been as little as six inches.

Even with all the aids available to modern agriculture, the problems created by a climate like this can be formidable. For the early settlers, riding open wagons through the wild "bundu", the Lowveld was

too much and so they bypassed it in favour of cooler and wetter land. But those who knew the area remembered that, despite the harsh weather, natural vegetation in the Lowveld was unusually heavy. They knew too that the missing ingredient was water, because just a little rainfall could transform the dry plain into a lush garden.

Seventy-five years have passed since the first Pioneers followed

Cecil Rhodes into Mashonaland—years in which Rhodesia has grown to be a major force in the world tobacco trade and the second industrial power in Southern Africa. But although the rest of the country advanced, the Lowveld had to wait. Its modern progress dates only from 1958, when work was started on its first major irrigation project, the Kyle Dam. Completed in 1961, it triggered a series of smaller developments which have brought over 60,000 acres of new land under cultivation, often with spectacular results.

Sugar Triggers Expansion

The biggest single success story in the Lowveld has been sugar production. Only ten years ago Rhodesia imported all its sugar and in 1958 produced a mere 6,000 tons. By 1964, however, production of raw sugar had reached 160,000 tons and by 1968, when 68,000 acres will be under cane, it is expected to top 400,000 tons, of which 330,000 tons would be available for export. If future markets can be found, the prospects are limitless, for the Lowveld has proved to be one of the finest sugar areas in the world. Its average yield is 55 tons of cane compared with South Africa's high average of 40 tons. Moreover, because of its inland location, it is free from the hazards of hurricane and flood and crop disease and pests have so far been rare. Above all, irrigation has made it safe from the vagaries of seasonal rainfall.

In 1963, Rhodesia exported sugar for the first time when cargoes totalling 63,000 tons were sent to Canada, Britain, the United States and Malawi. Canada, which took over one third of the total, was Rhodesia's best sugar customer in 1964 and in 1965 Canadian purchases will reach about 50,000 tons.

Despite falling sugar prices, producers here are confident that the growing world market will absorb all they can turn out. Rhodesia has

taken an important step in this direction and is now a signatory to the Commonwealth Sugar Agreement.

Other Products Promising

Sugar is by no means the only "money spinner" in the area. One grower has already branched out into citrus production. Only six years after his first planting he marketed from an area of about 850 acres more than 100,000 cases of grapefruit and lemons in 1964. Cotton planting has also produced remarkable results. Thriving on the Lowveld's low altitude and high temperatures, seed cotton yield averages about 3,000 pounds an acre. In the U.S. 1,100 pounds an acre is considered good and in Uganda (a large cotton exporter) 350 pounds an acre is average. But Rhodesian producers are not wildly optimistic about the future of the crop because they know that long-term contracts are the basis of the international cotton market. However, if they can obtain these contracts, prospects are excellent.

The outlook seems bright for the cattle industry in the Lowveld, because of other industries that irrigation has made possible. Crop residues such as cane tops, molasses, cottonseed and citrus pulp are expected to provide low-cost feed supplements which hitherto have been unavailable, and fodder crops can be grown under irrigation. It is estimated that the Lowveld's cattle production could increase from the present 10,000 to 100,000 head a year.

Although Rhodesia is primarily known for its production of flue-cured Virginia tobacco, the Lowveld appears to be a future source of burley as well. Like cotton, burley tobacco thrives at a low altitude and on high temperatures; trial crops grown in 1963/64 brought an average of 45 cents a pound at the Salisbury auctions. With yields of about 1,800 pounds an acre and current production costs of 20 cents a pound, the crop lends itself par-

ticularly well to profitable production on small farms.

Greater Expansion Planned

Private investors have been quick to put their money into land clearing, planting, housing and mill construction and the Government has provided essential public works such as dams, irrigation canals, communication and transportation facilities. All told, private and public investment in the Lowveld will be at least \$150 million by 1968. An estimated 35,000 new jobs will be created and about 150,000 people brought into the area. This may seem small by Canadian standards, but when one remembers that the total labour force of Rhodesia is about 700,000 the growth takes on added significance. Even so, it is only a beginning in terms of long-range plans for the area.

In 1964, Rhodesia created the Sabi-Limpopo Authority, an organization responsible for the planning and development of the Lowveld. At its present stage the Lowveld has reached only one-eighth of its viable economic potential and the Authority has set its sights on targets which by any standards are impressive.

Subject to a satisfactory flow of investment, officials of the planning agency estimate that in the next twenty years about 850,000 acres of new land will be brought under irrigation. The estimated cost of irrigation works, land preparation, and processing plants for agricultural produce is about \$550 million. Over and above this, another \$1.2 billion will be spent on whole new towns to house a population expected to reach 1.5 million. But even the total of \$1.75 billion is only part of the picture and a further estimate for the establishment of secondary industry must be added. Cotton production, for instance, throws open a number of opportunities and bagasse (sugar cane fibre) alone is used in over 100 different industrial processes.

Sugar production is the backbone of the Lowveld boom and as long as world sugar prices remain stable, it will continue to provide incentives to local industry and foreign exchange for imports. Basic agricultural development will create big demands for construction equipment, irrigation hardware, water

pipe, building materials, farm machinery, fertilizers, vehicles and technical knowhow. Primary and secondary industries will need large quantities of machinery and so will communication and transportation facilities. Most important, perhaps, will be the tremendous increase in the demand for consumer goods by

the African population. The long-range development envisaged for the Lowveld will eventually provide 450,000 new jobs, of which nearly 99 per cent will be held by Africans. Canada's trade with Rhodesia, which has grown steadily for years, is bound to benefit if these opportunities are followed up. ●

What's current in commodities?

Salmon Products

South Africa—Sales of Canadian canned, frozen and smoked salmon are steadily increasing after earlier decline. Canadian salmon processors should continue to increase their exports.

R. G. GODSON, *Assistant Trade Commissioner, Cape Town.*

THE most recent statistics show that imports of canned salmon from Canada into the Republic of South Africa have increased considerably during the past year. In fact, Canada's share of this market has risen from 55 per cent in 1963 to 72.8 per cent of total sales of \$546,615 in 1964. This is significant because packers are offering lower prices. Imports of canned salmon are expected to be even higher this year.

Sockeye was the principal salmon sold in South Africa before the Second World War; high-grade pink was close behind in popularity. During this period Japan was by far the largest supplier of canned salmon because it offered its products at prices that the lower income groups could afford.

When the import of salmon was again permitted after the war, Canadian salmon dominated the market. But locally canned fish products, such as pilchards, became widely

accepted among the lower income groups and replaced imported fish products. Salmon moved into the higher price bracket and, in fact, became a luxury.

Sales Have Fluctuated

Sales of imported food products such as canned salmon declined after 1948 when import licensing came into effect and by 1961 imports of Canadian salmon had fallen to 71,000 pounds valued at \$54,000. This represented only 7.3 per cent of the total value of canned

salmon imported from Japan, Norway and Canada.

Since 1956, Japanese and Norwegian canners have offered all grades of salmon in this market at prices lower than those of the Canadian varieties. Merchants tended to buy Japanese and Norwegian in preference to Canadian not only because of the lower price, but also because the import permit was based on value and they could buy more for the same allocation.

The fact that Canada has again become the largest exporter of canned salmon to South Africa can be attributed mainly to the boom that has prevailed in this country during the past three years. Consumers are well aware of the superior qualities of Canadian salmon and now have the money to indulge their preference for the Canadian product.

To some extent, recent relaxations in import restrictions have also contributed towards increased imports (some restrictions, however remain). A shortage of the Japanese product has also helped to improve our exports during the past year.

Importers continue to be optimistic that, provided the new season's prices are as competitive

CANNED SALMON IMPORTS FROM CANADA

	Cwt.	Can.\$
1957	3,662	225,021
1958	2,398	116,838
1959	3,154	166,149
1960	1,800	122,721
1961	710	54,000
1962	2,019	146,137
1963	3,625	265,463
1964	6,236	398,341

as they were in 1964, prospects for the continuing sale of Canadian canned salmon in the South African market will remain excellent.

The volume of sales of smoked and fresh frozen salmon is also steadily increasing and importers are confident that they can increase

their business in these lines in the next few months.

Statistics in the accompanying table summarize recent exports and highlight the growth in Canadian sales. Our office in Cape Town has had an increasing number of inquiries from established and well-

connected commission agents and distributors who are seeking to represent Canadian exporters of canned salmon and salmon products. Interested Canadian firms should write directly to this office at P.O. Box 683, Cape Town, S.A. ●

Furniture Components

United States—Furniture manufacturers in Grand Rapids, Michigan, shipped \$150 million worth of merchandise in 1964. Many firms subcontract for components and specialty work, and Canadian companies could be among the successful bidders.

K. D. TAYLOR, *Consul and Assistant Trade Commissioner, Detroit.*

DESIGN and craftsmanship are the principles that Grand Rapids furniture manufacturers stress. These firms have a reputation for quality and aim their furniture at the top 5 per cent of the U.S. market. The

variety of wood products that they use should encourage quotations from Canadian firms.

Initially, most of the furniture plants in Grand Rapids were integrated. However, because of larger

production volume and a scarcity of skilled labor, some manufacturers currently buy components from specialty firms. Others still produce their own legs, framing members and drawers. Subcontracting is concentrated in the manufacture of carvings, turnings, panels and shaped laminations and in services such as sanding, decorative finishing and trim.

Shipments from Grand Rapids furniture producers in 1964 reached \$150 million, about 150 per cent more than the \$63 million of 1947.



—Grand Rapids Furniture News Bureau

Finishing operations in a Grand Rapids plant may include as many as twenty separate operations, including hand rubbing.

Furniture Manufacturers in Grand Rapids

Alexis Manufacturing Company, 3834 Opal St. S.W.	Klise Manufacturing Co., 50 Cottage Grove, S.W.
Baker Furniture Inc., Exhibition Bldg.	Kosask Studios, 1138 Hamilton St., S.W.
Barnard & Simonds Company, Inc., 1530 Blaine St. S.E.	Mastercraft Furniture Company, 321 Terminal St., S.W.
Bartom Furniture Company, 3349 Division S.W., Grandville, Mich.	McPhee-Thoits Manufacturing Co., 739 Cottage Grove S.E.
Bechtold Bros. Upholstering Co., 1016 Sibley St. N.W.	Monarch of Grand Rapids, Inc., 430 Cummings, N.W.
Bergama Brothers, 425 Richmond St. N.W.	Michigan Chair Company, 818 Butterworth St. S.W.
Bissell Inc., 2345 Walker St. N.W.	Michigan Frame Company, 1600 Marshall, S.E.
Bedart Furniture Inc., 964 Monroe St. N.W.	Morgan Manufacturing Co., 1020 Hovey St., S.W.
Brothers Forslund Company, 25 Campeau, N.W.	Ralph Morse Furniture Co., 44 Ionia St. N.W.
Cambridge Manufacturing Co., 226 Scribner St. N.W.	Nucraft Furniture Co., 1615 Eastern St. S.E.
Colonial Manufacturing Co., 1413 Madison St. S.E.	Paalman Furniture Co., 250 Ionia St. S.W.
Conway Corporation, 301—54th St. S.W.	Ply-Curves, Inc., 1615 Monroe St., N.W.
Wm. F. Druke & Sons, Inc., 601—3rd St. N.W.	Rose Manufacturing Company, 1627 College St. S.E.
Fine Arts Furniture Co., 802 Monroe St. N.W.	The Schoonbeck Company, 48 Logan St., S.W.
Grand Lodge Chair Company, 6th Floor, Exhibition Bldg.	Sligh-Lowry Furniture Co., 174 East 11th St., Holland, Mich.
Grand Rapids Chair Company, 1661 Monroe St. N.W.	Stedman Manufacturing Co., 323 Straight St. S.W.
Grand Rapids Upholstering Company, 1314 Division St. S.	Stow & Davis Furniture Co., 25 Summer St. N.W.
Heckman Furniture Company, 1400 Buchanan St. S.W.	VanKeulem & Wichester Lumber Co., 254-54th St., S.W.
Imperial Furniture Co., 1642 Broadway St. N.W.	West Michigan Furniture Company Grand Rapids, Mich.
Irwin Seating Co., 1480 Buchanan St. S.W.	John Widdicomb Company, 601-5th Street, N.W.
Johnson Furniture Co., 1101 Godfrey, S.W.	The Widdicomb Furniture Company, 514-5th St. N.W.
Kent of Grand Rapids Inc., 1121 Ionia St., N.W.	Despres Bros. Wood Products, 440-36th Street, S.W.
Kindel Furniture Co., 100 Garden St., S.E.	

In 1965, shipments are expected to reach \$165 million, although home building may decrease slightly this year, which would affect furniture sales.

Unlike some of the furniture plants in North Carolina and California, automation has not revolutionized Grand Rapids furniture production. Many of the craftsmen are the third or fourth generation to enter the furniture industry and view their labour as highly skilled and creative.

Canadian Opportunities

A number of the manufacturers are interested in cut-to-size birch and maple veneers and plywood in panels and squares. They are interested also in top-grade veneer and currently buy only the highest quality American veneer. Poplar lumber in sizes from 4/4-inch to 6/4-inch, hardwood mouldings, standard chipboard and soft maple squares are also of interest. In addition, components such as dowel rods, spiral dowel pins and tapered wooden legs are bought in quantity.

Canadian firms should submit prices in U.S. funds, delivered in carload lots to Grand Rapids, Michigan. The bulk of the manufacturers buy directly from the supplier. For reference, a list of the members of the Furniture Manufacturers Association of Grand Rapids is attached. If you have any questions or require assistance, do not hesitate to contact the Trade Commissioner and Consul, 1139 Penobscot Building, Detroit, Michigan 48226.

Index to "Foreign Trade"

The index to Volume 123 of "Foreign Trade", covering the issues from January 9 to June 26, 1965, has now been printed. Readers who wish to have copies should write to the Editor.

Take Two Weeks in the Eastern Caribbean

... That's the prescription from our office in Port-of-Spain. The Trade Commissioner there outlines a two-week trip by air that will give you a sound idea of the potential for your product in these islands. Why not try his prescription this coming winter?

LORNE D. R. DYKE, *Commercial Secretary, Port-of-Spain.*

EVERY CANADIAN BUSINESSMAN interested in exporting should also be interested in a selling trip through the Eastern Caribbean. Many Canadians already visit these scenic islands, which stretch from the British Virgin Islands down through the Leeward and Wind-

wards Islands (Lesser Antilles) to Barbados and Trinidad. A good number who come for a vacation only, end by doing business here.

Why does this area, only hours away from Canada by air, offer such a potential for Canadian exports? The answer is complex but

easily understood. West Indian exports of sugar, molasses and rum were paying for imports of Canadian lumber, fish, flour and other provisions before Confederation. Trade relations built up in the early 19th century and strengthened during the war of 1812 have continued to the present day. In addition to the traditional exports of fish, agricultural and forest products, Canada is now selling an increasing quantity of a wide range of manufactured goods to the islands. Our share of the area's imports fell markedly in the post World War II period with exchange controls and subsequent increased competition from U.S., British and European suppliers, but a firm and warm affection for Canada and Canadian products remains. Although our share of several of the islands' merchandise imports is as low as 10 per cent, with competitive prices and quality our merchandise is often preferred.

TABLE I
CANADIAN EXPORTS TO THE EASTERN CARIBBEAN

Destination	1960	1961	1962	1963	Total (Can.'000)	1964	Change (1960=100)
						Percentage of Market	
Trinidad and Tobago	12,971	12,882*	14,817	16,213	17,971	42.8	+37.2
Barbados	3,775	3,977	4,481	5,469	6,922	16.7	+83.4
British Guiana	7,428	5,272	5,102	5,061	7,116	17.1	- 4.2
Leeward and Windward Islands	4,720	4,828	5,642	6,596	7,986	19.2	+69.2
Surinam	883	1,224	866	1,031	1,610	3.9	+82.3
French West Indies	43	75	53	66	135	0.3	+214.0
French Guiana	2	15	5	2	4		
Total	29,822	28,273	30,966	34,438	41,564	100.0	+39.4

*Does not include two Federal ships valued at Can. \$5.5 million.

Public Holidays 1965

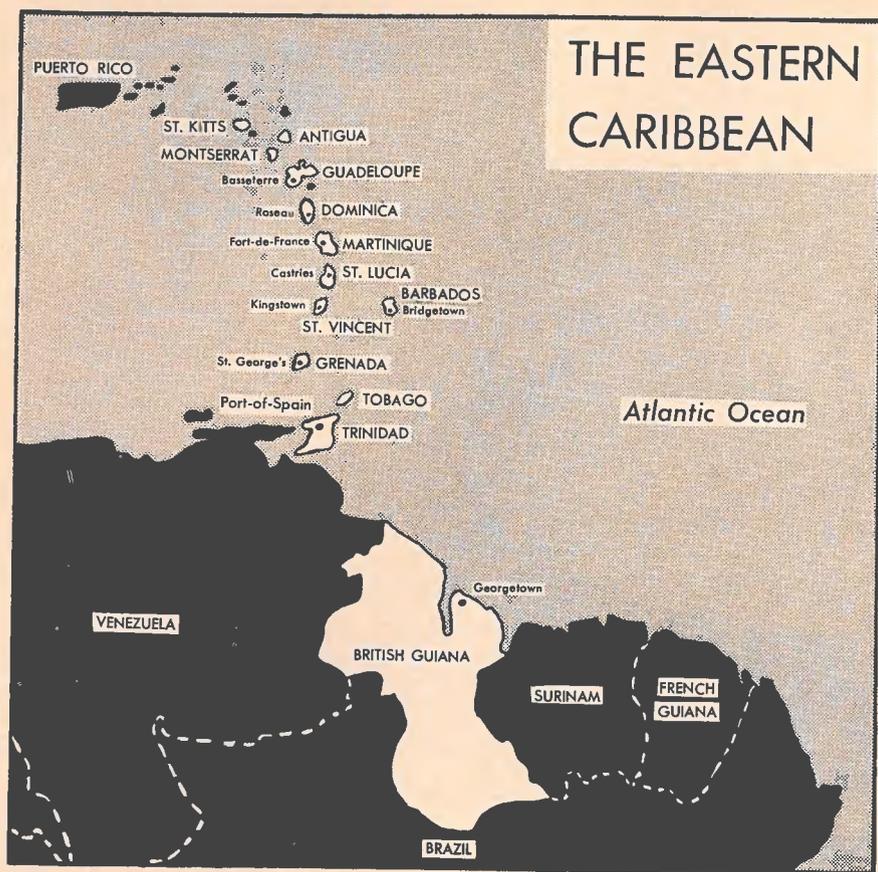
ANTIGUA

New Year's Day
Good Friday
Easter Monday
Whit Monday
Labour Day—May 3
Commonwealth Day—May 24
Queen's Birthday—June
August Monday
Prince Charles' Birthday—
November 14
Christmas Day
Boxing Day
Noon closing day: Thursday

BARBADO

New Year
Good Fri
Easter M
May Day
Whit Mo
Queen's I
August B
October
October
Peacema
Noon cl
Saturday

THE EASTERN CARIBBEAN



is attractive too, particularly in the post-Christmas dry season, when the weather at home becomes chilly. When the snow is falling and the thermometer dropping, we suggest a two-week trip through the islands of the Eastern Caribbean. Here is how to do it.

Trinidad First

The major market of the Eastern Caribbean is Trinidad, the largest island (population approximately 900,000) with the second highest standard of living in the whole Caribbean. (Puerto Rico ranks first.) It is usually wise to investigate the Trinidad market first. It is probably the most competitive in the Caribbean and this means that products that can be sold in Trinidad can almost always be sold in the other islands too.

In Trinidad the Canadian exporter will find a host of manufacturers' representatives (commission agents) and distributors keen to examine sales possibilities for his line. Supermarket, department and specialty store buyers will give him a generous amount of time to discuss his products—their appeal, competitiveness, packaging, pricing and sales potential. Should the product be unknown to them or considered too sophisticated for their clientele, they may nevertheless be interested if the exporter offers sales promotion support through advertising or introductory offers. In the highly competitive Trinidad market, a merchandiser is

Important corollaries to the traditional ties are thrice weekly direct Air Canada connections from Montreal and Toronto (stopping at Antigua, Barbados and Trinidad), as well as four lines offering shipping services (Saguenay, Booth, KNSM, and Great Lakes-Transcaribbean) linking Barbados, Trinidad and British Guiana with Eastern Canada. (Only Saguenay

serves the Leeward & Windward Islands.) Moore McCormack serves Trinidad from the Pacific coast.

Canadian banks and insurance companies operating in the area for many years have increased their coverage and investment appreciably in recent years.

The business atmosphere is therefore ideal for aggressive Canadian exporters. The actual atmosphere

BRITISH GUIANA

New Year's Day
 Good Friday
 Holy Saturday
 Easter Monday
 Labour Day—May 1
 Queen's Birthday—June
 Whit Monday
 August Monday—August 2
 October Monday—October 11
 Peacemakers' Day—November 8
 Christmas Day
 Boxing Day
 Noon closing day: Wednesday or Saturday

GRENADA

New Year's Day
 Good Friday
 Easter Monday
 Whit Monday
 Labour Day—May 3
 Commonwealth Day—May 24
 Queen's Birthday—June
 Bank Holiday—August 2
 Prince Charles' Birthday—November 14
 Christmas Day
 Boxing Day
 Noon closing day: Wednesday

TRINIDAD & TOBAGO

New Year's Day
 Good Friday
 Easter Monday
 May Day
 Whit Monday
 Corpus Christi—June 17
 Discovery Day—August 2
 Independence Day—August 31
 Christmas Day
 Boxing Day
 Noon closing day: Thursday or Saturday

always looking for a new and different line with sales potential to give him a jump on his competitor down the street.

For his part, the Canadian must remember that Trinidad is roughly the size of the lower mainland of British Columbia—geographically and in population—but with considerably less purchasing power. Successful entry into this highly competitive small market will require effort and expenditure on promotion but the cost should be measured against the potential. It is worth noting that some 2,000 Canadian firms sell more than 500 classifications of items to Trinidad. Canada's 1964 exports to Trinidad rose \$1.6 million to just under \$18 million, an increase of 37.2 per cent over 1960. Our relative share fell, however, to less than 43 per cent of the Eastern Caribbean market (W.I.\$47.8 million in 1962).

I recommend Saturday departure from Eastern Canada on Air Canada's flight No. 792. This allows one day for acclimatization and makes possible an early start on Monday. Three days should give the visitor enough time to assess sales possibilities. Office hours are generally 8 a.m.-12 and 1 p.m. to 4 p.m. (half day Saturday). Appointments can be arranged by the Port-of-Spain office. Ideally, descriptive literature and c.i.f. prices should be airmailed ahead so that the Trade Commissioner can canvass prospective agents/distributors before your arrival.

British Guiana—Worthwhile

After three full days in Trinidad, the Canadian exporter should fly to Georgetown, British Guiana, for a first-hand look at this challenging and developing market. Canada's sales to British Guiana have not yet regained their 1960 level of nearly \$7.5 million, but last year they jumped by more than \$2 million to 95.8 per cent of the 1960 figure. This represented roughly 17 per cent of our \$41.5 million sales to the territory covered by the Port-

Passport Requirements For Canadian Travellers On Business

TRINIDAD & TOBAGO

Passport advisable but not necessary if traveller can document Canadian nationality and has round-trip ticket and proof of visible means of support during stay. If travelling from areas such as India or China (not directly from Canada) authorities require documentary proof of inoculation for smallpox, yellow fever and cholera.

BRITISH GUIANA

Passport advisable but not necessary if traveller can document Canadian nationality and has round-trip ticket and proof of visible means of support during stay. General certificate of health and smallpox vaccination required.

BARBADOS

Passport advisable but not necessary if traveller can document Canadian nationality and has round-trip ticket and proof of visible means of support during stay. Smallpox vaccination certificate required.

LEEWARD AND WINDWARD ISLANDS

Passport advisable but not necessary if traveller can document Canadian nationality and has round-trip ticket and proof of visible means of support during stay. In Antigua a general health certificate and smallpox vaccination are required, and in Grenada and Dominica smallpox vaccination certificates. In St. Vincent, smallpox vaccination certificates are not required unless person is coming from a smallpox-infected area.

VIRGIN ISLANDS

If entering from any area other than mainland United States or Canada, must have proof of smallpox vaccination within past three years. Passport and visa only if entering from outside the Western Hemisphere. If entering from within Western Hemisphere, no visa or passport required.

of-Spain office. In population, British Guiana is only two-thirds the size of Trinidad but its orientation toward Canada as a source of supply is probably stronger.

BWIA Flight 363 leaves Piarco Airport in Trinidad on Thursdays at 10:00 a.m. and arrives at Atkinson Field at 11:55 a.m. Georgetown is an hour's drive from Atkinson Field so almost a day is lost in travelling, but initial contact with the prospective agent/distributor can be made Thursday afternoon. Should on-the-spot assistance be required, the visitor may contact the Office of the Commissioner for Canada in Georgetown, the manager of the Royal Bank of Canada, or the representatives of the three

shipping companies which serve British Guiana from Eastern Canada.

Again, descriptive literature and c.i.f. Georgetown prices should be airmailed to the Port-of-Spain office before the visit so that the Trade Commissioner can make an initial investigation of the market before the visitor's arrival.

Grenada—Best Small Market

There are no direct air connections from British Guiana to Grenada and Barbados so the traveller has to stay over in Trinidad on Saturday, leaving British Guiana on BWIA flight 364 at 12:15 p.m. arriving Piarco 1:30 p.m. The onward flight to Grenada is BWIA

No. 020 leaving Piarco at 7:05 a.m. on Sunday, arriving St. George's 8:10 a.m.

Long famous for the picturesque harbour of St. George's and beautiful Grande Anse beach, Grenada is increasingly popular as a tourist resort. The smallest and most southerly of the Windwards, it is second only to St. Lucia in population and has been the largest importer from Canada in recent years (W.I.\$1.9 million in 1963, out of total imports worth W.I.\$15.1 million).

As in Trinidad, there are many trading firms keen to look at new lines from Canada. With descriptive literature and c.i.f. St. George's prices, the Port-of-Spain office can contact prospective agents/distributors before the visit for an initial assessment of sales possibilities. The commercial community is intricate, as it is in Barbados, and it is important to learn who is involved with whom before committing an agency. Introductions can be arranged by the Port-of-Spain office and the Royal Bank of Canada, Bank of Nova Scotia, and Saguenay agents can provide additional on-the-spot information and help.

Barbados—Business and Beaches

Barbados is relatively freer from import restrictions than Trinidad so that Canada's traditional supplier advantages (preferential tariff, good shipping services, etc.) have not been impaired as they have been to an increasing degree in the larger Trinidad market. None the less, a vigorous sales effort is needed to gain a foothold in this expanding little economy.

With a population of roughly 225,000, Barbados has been taking annual imports from Canada of close to \$30 per head over the past few years. With sales up \$1.5 million to \$6.9 million in 1964, our share of the island's import trade last year was over 11 per cent. This represents close to 17 per cent of Canada's sales to the Eastern Carib-

bean and 83 per cent above the 1960 figures. There is good acceptance of Canadian merchandise in Barbados and with the rapid increase in the number of Canadian visitors, plus the growing Canadian investment in the island's tourist industry, this should improve even more. Through the vigorous efforts of the Barbados Tourist Board the tourist season (usually considered as running from December 15 to April 15) has been lengthened appreciably, with resulting benefits to the institutional trade. This has also served to upgrade consumer taste so that better-quality, more sophisticated products have gained acceptance in what is otherwise a "low-end" market.

Two full working days should be enough to assess business possibilities, assuming some prior investigation and appointments. Although some of the major trading firms have more agencies than they can handle efficiently, there are a remarkable number of two, three, five and ten man firms eager to take on new lines. A note of caution in dealing with the smaller firms—some of them do not have entrée to end-users who are capitalized by the older, well-established trading firms. Usually this can be checked easily and should be, because it might mean the difference between success and failure in this small market. Again c.i.f. Bridgetown prices with descriptive literature airmailed ahead to the Port-of-Spain office will make the market investigation easier.

Antigua—Leeward Islands

The traveller leaves Barbados Thursday morning on BWIA's Sunjet flight 420 which arrives in Antigua at 11:25 a.m. A day or two in Antigua to get an idea of the marketing arrangements in the northern tier of islands—the Leewards and the British Virgin Isles—will round out the picture for the Canadian business visitor. He will notice many similarities to Grenada and Barbados and even Trinidad,

but also some subtle differences. Antigua is the most prosperous of the small islands, largely as a result of tourist income. Thus there are sales possibilities for certain better-quality consumer goods in addition to the traditional basic foodstuffs and supplies. There is increasing interest in and ability to buy frozen foods, major appliances, North-American style and quality household fixtures, and building materials. The largest of the Leeward Islands, Antigua imports more than any other island in the Leeward-Windward chain. Canada's share of this \$15 million market is estimated at about 10 per cent.

On a two-week schedule, time will not permit side trips to the interesting potential markets of Montserrat, St. Kitts-Nevis-Anguilla, Barbuda, and the British Virgin Islands. (On the Friday, it would be possible to visit Montserrat, leaving Antigua at 8:30 a.m. on LIAT flight 117 and returning at 5:10 p.m.) Separate or direct agencies should be arranged in each of these islands, following successful entry into the Antigua market.

Appointments and introductions for Antigua and the other islands can be arranged by the Port-of-Spain office. In addition, the managers of the Canadian banks in St. John's and the other island capitals can offer on-the-spot assistance. The businessman can also contact the district sales manager for Air Canada in St. John's and the agents for Saguenay Shipping Limited.

Hopefully, the sample trip that I have outlined and which returns the traveller to Canada on Air Canada flight 792 on Sunday morning from Antigua will persuade the reader to contact the Commercial Secretary, Office of the High Commissioner for Canada, P.O. Box 1246, Port-of-Spain, Trinidad, for detailed information on the extensive Eastern Caribbean market. Don't wait until next winter to write. Let the Trade Commissioner examine sales possibilities for your products now and plan to visit the area personally next winter. ●



Milk production in Britain from pedigreed herds like this one has risen steadily, now totals about 2,500 million gallons a year. About 70 to 74 per cent is marketed as fluid milk. Dairy breeds also make up about 70 per cent of slaughter cattle.

G. E. WOOLLAM,
Commercial Counsellor
(Agriculture), London

BRITISH FARMERS, despite limited land resources, have increased agricultural output by one third over the last decade. They have accomplished this largely through more efficient farming practices and improved technology, backed by a comprehensive system of government support programs.

Domestic production now provides almost half of Britain's total food needs and almost two thirds if tropical foodstuffs are excluded. Nevertheless, with the increasing population, rising incomes, and greater food consumption per capita, the value of imports of agricultural products remains high.

Government Farm Policy

The critical war years, followed by economic difficulties during the early postwar period, brought recognition of the need for greater self-sufficiency in foods, based upon a strong agricultural industry and at least cost to the economy. At the same time, the objective was to ensure low food costs. This was achieved in the early years by long-

British Agriculture: Production and Imports

This report introduces a planned series of articles on the market for specific agricultural products in Britain. It sketches the postwar development and the present position of British agriculture and discusses the possible effects on the market for imports.

term contracts and, as the balance-of-payments position improved, by opening the market to imports at the lowest possible prices. At the same time, domestic agriculture was encouraged by a system of guaranteed prices, deficiency payments and grants. This policy of price inducements, combined with greater efficiency and mechanization, was instrumental in raising domestic production of certain products to a point of near self-sufficiency.

However, as production increased so did costs to the British Exchequer. Payments to the agricultural industry reached over one billion dollars by 1961, equivalent to 80 per cent of net farm income. The British Government therefore began to reconsider its support policy to reduce this outlay. The means were twofold: first, by controlling the volume and/or prices of imported products as a means of stabilizing domestic prices at reasonable levels, and second, by limiting the volume of domestic output to which the support price applied.

Beginning in 1962, the British Government established import quotas to control quantities of butter entering the British market. Late in 1963, a market-sharing agreement was negotiated with foreign bacon suppliers, and bilateral arrangements were made with certain countries to limit beef shipments.

In April 1964 passage of the Agriculture and Horticulture Act laid the statutory basis for introduction of minimum import prices for any agricultural commodity produced in Britain and application of levies when prices fell below the prescribed level. In the meantime, a cereals agreement had been negotiated with the main supplying countries (Canada, the United States, Australia and Argentina) and came into effect on July 1, 1964. The aim of the agreement is to bring stability to the British grain market by the allocation of shares between domestic producers and foreign suppliers. Ancillary to

the agreement was the establishment of a maximum quantity on which the full support price is paid.

Other forms of restriction provide protection for various segments of agriculture, such as prohibition of imports from the dollar area of most cured pork products, seasonal quotas for apples and pears, and import quotas for fresh and frozen pork and skim milk powder.

Developments in Agriculture

The number of farms in Britain has declined steadily over the years and the small farm is gradually giving way to the larger and more economic unit. Larger farms are highly mechanized and it is evident that machines are being used more efficiently than in previous years. Production methods have been improving, with new varieties and techniques playing an important role. The application of fertilizers has almost doubled over the past ten years and this, with the greater use of insecticides and fungicides, has contributed to a substantial increase in crop yields. In the livestock and animal products sector, greater production has been aided by considerable research in genetics, animal feeding and health. Productivity has been rising at an annual rate of 4 to 5 per cent.

Intensive commercial farming has been going on for some time in the production of poultry and eggs and to some degree in hog production. Recent developments indicate a substantial increase in factory-style farming methods in the near future and this type of operation has already extended into beef production.

There has been a pronounced rise in agricultural output in Britain in the past decade. The index of output (1954/55-1956/57=100) averaged 120 for the five-year period ending with the 1963/64 crop, as against an average of 105 for the preceding five years. The forecast for 1964/65 would raise the index to 137. All sectors of the agricul-

tural economy have contributed to these gains, with the gradual rise over the decade in livestock output outweighing the cereals sector, despite the spectacular increase in cereals output in recent years.

Crop Record

Yields have been the important factor in raising output of grain crops, particularly for barley and wheat. Yields per acre have risen steadily since the end of the war. Wheat yield was about 21 cwt. an acre in 1950; by 1960 it increased to 28.5 and it has averaged almost 33 cwt. per acre in the past three years. Barley yields have increased at a slightly slower rate: just under 20 cwt. per acre in 1950, 25.2 cwt. in 1960, and just under a 29 cwt. average for the past three years.

TABLE I
CROP PRODUCTION, SELECTED
PERIODS 1953 TO 1964

	1953	1958	1963	1964
	('000 long tons)			
Wheat	2,664	2,711	2,998	3,639
Barley	2,521	3,170	6,599	7,404
Oats	2,821	2,138	1,438	1,325
Other grains	921	296	140	126
Potatoes	8,260	5,556	6,576	6,952
Sugar beet*	783	761	778	980
Fodder crops	16,494	12,346	8,918	8,508
Vegetables	2,728	2,550	2,997	2,628
Fruit	806	960	838	889

*Raw equivalent basis

Acres under crops have been increasing in recent years but are still below the levels achieved in the earlier postwar period. Almost half of the total crop area in 1964 of 11.5 million acres was devoted to barley production, with wheat sown on 2.2 million. Over the years, there has been a dramatic shift to barley production, but wheat acreage, except for the most recent years, has remained fairly constant.

Livestock and Animal Products

Output of meat has been rising steadily but has not kept pace with increasing domestic demand. Livestock numbers in general have been moving up steadily in the past

TABLE II
IMPORTS OF COMPETING AGRICULTURAL COMMODITIES
AND SHARE OF BRITISH MARKET

	1953/54		1963/64		1964/65	
	Quantity '000 long tons	Per cent share	Quantity '000 long tons	Per cent share	Quantity '000 long tons	(est.) Per cent share
Wheat	3,853	59	4,535	60	4,200	54
Barley	1,255	33	419	6	300	4
Oats	82	3	21	1	50	4
Maize	1,413	100	3,431	100	3,250	100
Beef and veal	336	34	328	27	355	29
Mutton and lamb	314	64	338	57	346	57
Pork	37	11	12	2	11	2
Bacon and ham	296	57	377	64	397	64
Poultry meat	17	14	5	1	8	2
Butter	288	91	448	92	459	93
Cheese	150	63	139	57	153	57
Other milk products	87	28	108	21	118	22
*Apples	135	20	227	29	223	25

*Imports from Northern Hemisphere limited by quota to 84,000 long tons.

decade. The 1964 population in millions of head was as follows (with 1953 in brackets): cattle and calves 11.6 (10.4), pigs 7.4 (5.2), sheep and lambs 29.7 (22.5), and poultry 118.4 (92.1). The greater livestock numbers have resulted in a substantial increase in meat and dairy products output. Milk production over the period has risen by 19 per cent and eggs by 63 per cent. Of total milk production (2,500 million gallons in recent years) about 70 to 74 per cent is absorbed by the fluid milk market. The dairy herd is an important source of meat because some 70 per cent of slaughter cattle are of dairy cattle breeding. Egg output, at 1,200 million dozen in the past two years, has sufficed for home needs and in fact surpluses have been developing.

Market Is Growing

It is estimated that the market for agricultural products in Britain has been expanding at a rate approaching 3 per cent over the past decade. A major factor in this growth has been the increase in consumer expenditure on food which, based on 1963 prices, rose from \$10.8 billion in 1953 to \$14.1 billion in 1963. Population (55

million in 1963) has been expanding at the rate of 0.7 per cent a year and has contributed to this higher expenditure. The main reasons for the rise, however, are greater consumption and purchase of more expensive foods. Per capita consumption of cereal products, potatoes, margarine, fish and fresh vegetables has declined significantly, but per capita consumption of meats, butter, cooking fats and oils, and canned fruit and vegetables has increased equally significantly.

A rise in agricultural output in Britain of about 3 per cent a year has been sufficient to take care of market growth and, for products such as barley, eggs and poultry meat, has for all practical purposes eliminated imports. As indicated in Table II, the volume of competing imported products remains at high levels even though the market share has been reduced.

Despite rising domestic production, the total import bill for agricultural products continues to grow and reached almost \$6 billion in 1964. Imports into Britain of the product categories of interest to Canadian exporters are as follows (in millions of dollars with the Canadian share in brackets): meats \$1,106 (\$6), dairy products \$643

(27), cereals and feedingstuffs \$860 million (266), fruit and vegetables \$850 million (21), tobacco \$273 million (31), hides and skins \$171 million (8), and oilseeds \$143 million (25).

The British market will remain the largest import market in the world for temperate-zone agricultural products and there is every indication that imports will be maintained or increased. Except for cereals and oilseeds, Canada's share of the market is small, and consequently there is considerable room for expansion.

Exports of Canadian agricultural products have been increasing steadily over the past five years and according to DBS statistics were valued at \$358 million in 1964, 15 per cent above 1960. Cereals, feedingstuffs, oilseeds, tobacco and cheese make up the bulk of the trade but gains are being made in a wide variety of processed foodstuffs and specialty lines catering to an increasingly affluent British society.

Tours of Commodity Officers

One of the principal functions of the Commodities and Industries Services 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 Directors of the Agriculture and Fisheries, Industrial Materials, or Manufacturing Industries and Engineering Branches, 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.

Melanesia Is a Market Too

The Pacific Island groups of New Caledonia, the New Hebrides and the British Solomons offer more than a tourist paradise. Their 273,000 people bought Can.\$53 million worth of imported goods last year, some of them Canadian. And we could increase our sales.

E. E. PRICE, *Assistant Commercial Secretary, Sydney.*

NINE HUNDRED MILES off Australia's eastern coastline and 10 degrees east of the international date line lie the Melanesian islands of New Caledonia, the New Hebrides, and the British Solomons. These mountainous volcanic territories, with dense jungles, stretch in a north-south direction for over

1,300 miles and have a total land area of 24,200 square miles.

The area's 43,000 Europeans and 230,000 natives imported goods to the value of Can.\$53 million in 1963 and exported products worth Can.\$61 million. France, by reason of its pre-eminent position in the New Caledonian market, provided 45 per cent of the area's total imports. Australia ranked next with 25 per cent, followed by the U.S. 2.3 per cent, Britain 1.2 per cent and Japan.

Canadian exports to this area of Melanesia were valued at Can.\$-286,000 in 1963. They included diverse commodities: canned fish, sawn timber, outboard engines, cutlery, mining machinery, refrigerators and freezers, automotive spare parts, and hot water heaters.

Canada's ability to compete is handicapped by an infrequent ship-

ping service connecting British Columbia ports with the Solomons and New Hebrides. The advantages of a regular service between Vancouver and New Caledonia are lessened by the latter's import licensing system.

Despite our current small stake in this area, the interest of island importers in Canadian products holds promise of increasing Canada's share in these rapidly expanding markets.

NEW CALEDONIA—*Canada buys its nickel*

Three hours by international jet service from Sydney lies New Caledonia, a French possession since 1853. The 7,000-square-mile holding—including the world-famed tropical tourist paradise of the Isle of Pines—is administered through

TABLE I

WHAT MELANESIA IMPORTED, 1963

Solomon Islands	
	(\$'000)
Foodstuffs	1,440
Industrial machinery and equipment	650
Transportation machinery and equipment	576
Beverages and tobacco	490
Building materials and fixtures	405
Chemicals and chemical manufactures	381
Apparel and fabrics	295
Fuels and lubricants	274
Miscellaneous	1,009
Total	5,520
New Hebrides	
	(\$'000)
Foodstuffs	2,040
Industrial machinery and equipment	565
Beverages and tobacco	549
Apparel and fabrics	476
Chemicals and chemical manufactures	441
Fuels and lubricants	432
Transportation machinery and equipment	414
Building materials and fixtures	384
Other	1,218
Total	6,519
New Caledonia	
	(\$'000)
Foodstuffs	8,300
Mineral products	6,800
Building materials	4,985
Industrial machinery and equipment	4,500
Transportation machinery and equipment	4,176
Textiles	2,680
Miscellaneous	8,959
Total	40,400



—N.C. Trading Co., Inc.

This nickel ore being loaded in New Caledonia is mined by a French company at the rate of 25,000 metric tons a year. Much of it is refined at Le Havre and sold abroad.

the resident High Commissioner for France in the Pacific. Its 80,000 inhabitants, equally divided between those of Melanesian and French European extraction, all enjoy the full rights of metropolitan French citizenship. Full constitutional equality for the natives carries with it a uniform wage which, with liberal social assistance, provides the New Caledonian with the South Pacific's highest standard of living. Noumea, the capital, is a thriving, sophisticated city of 35,000.

Economy

The New Caledonian economy has its base in nickel, the output of which in its varied forms represented 95 per cent of the Territory's 1963 exports valued at \$50 million. The French-owned company, Société le Nickel, the Territory's dominant producer, ships nickel matte and ferro-nickel to France, Canada, Japan, and other countries. A move is now under way to double the current annual output of 25,000 metric tons of contained nickel. The matte shipped to France is refined at Le Havre and sold in world markets.

The rest of its export income comes in large part from the sale of iron ore to Australia.

Imports

Despite repeated official attempts to broaden the Territory's industrial base through the development of rural industry, agricultural produce worth \$8.3 million was imported in 1963. Other major imports are outlined in Table I.

France traditionally supplies about 60 per cent of New Caledonia's import requirements and its pre-eminent position as a supplier is assured by an elaborate import licensing system. Preference is given first to French products, then to Common Market suppliers, and lastly to merchandise from other sources.

Similarly customs duties, payable on all imports except those of French origin (which enter duty-free), are levied according to a

minimum or a general tariff rate. Imports from Canada are assessed a minimum rate of duty. Imports from member countries of the Common Market are admitted at a reduced rate which is currently 60 per cent of the minimum rate.

None the less, Australia is making substantial inroads into this market and in 1963 supplied 17 per cent of New Caledonia's total imports. Under the terms of a special trade agreement with France, Japan is expected to build up its trade substantially beyond its current small shipments of canned fish.

Opportunities

Canadian exports to New Caledonia were valued at \$82,500 in 1963, and consisted chiefly of Douglas fir in merchantable grades for use by Noumea's burgeoning construction industry. They also included small amounts of canned salmon, mining machinery, refrigerators, and hot water heaters.

There are opportunities for Canadian suppliers of the following additional items: pickles, rifles and ammunition, cookware, French paperbacks, automotive accessories, whisky, plastic laminates, gypsum, sulphur, fuel oil, and softwood timbers.

NEW HEBRIDES—more Canadian commodities could be sold

Two hundred and fifty miles northeast of New Caledonia lies a chain of 80 islands that make up the New Hebrides. By a convention signed between France and England in 1906, a Condominium Government was formed for the joint administration of this island group.

The administrative centre of Vila on the island of Efate (1,600 miles from Sydney as the crow flies), contains most of the area's 1,500 French and 500 British European residents. The bilingual administration maintains a unique dual public service, under which the Territory's 60,000 natives are subject to three sets of laws, three currencies, and

two systems of weights and measures, in accordance with whatever legal system one chooses to live under.

Trade

The 1963 export income of \$6.9 million is derived principally from the export of native-grown copra (60 per cent), frozen tuna (13 per cent), and manganese ore (13 per cent). Copra is exported to France and Venezuela and tuna from the Gubbay (Mitsui) works at Santo is shipped to Japan, France, the United States and Canada. Manganese ore, an essential element in steel production, is shipped mainly to Japan.

The New Hebrides abound in rich volcanic soil, and thus are virtually self-supporting in essential foodstuffs. Imports frequently fall below exports, as in 1963 when they totalled \$6.6 million. Major commodity imports contained within the general groupings as outlined in Table I include rice, timber, refrigeration machinery, automobiles, textiles and metal sheeting. Australia normally supplies about one half of the total, followed by France (15 per cent), Hong Kong (10 per cent) and Japan (4 per cent).

Customs duties, the principal source of local revenue, average 16½ per cent, with no preferences accorded.

Opportunities

Imports from Canada were valued at \$65,000 in 1963 and consisted entirely of merchantable sizes of Douglas fir. This trade is long established, both from Canada and the United States.

Canada bilingual labelling and promotion material is a definite asset in selling in this market. The following Canadian commodities should sell in the New Hebrides: fishing nets, canned fish, diesel power plant, clothes pegs, boat oars, printed cottons, instant coffee, matches, panelboard, chipboard, and sanitary paper.

BRITISH SOLOMON ISLANDS—*Canadians benefit from preference*

Six hundred miles farther north lies the British Protectorate of the Solomon Islands. This cluster of ten large islands, extending over 900 miles of ocean, is administered by the British Colonial Office through the High Commissioner for the Western Pacific at Honiara, the major centre on Guadalcanal Island. It is 11,500 square miles in area and its population of 130,000 (including 900 Europeans) is well distributed throughout. Revenue derived from import and export duties and a nominal income tax must be supplemented by an annual grant-in-aid from Britain.

Trade

The Solomon Islands economy is based on the growth and export of

copra, which in 1963 returned 90 per cent of its export income of only \$4.3 million. Britain is the major buyer, taking 60 per cent, followed by Australia (20 per cent). Japan is a growing market for indigenous kauri timber and fish; these two industries are being developed in this area by Mitsui.

The Protectorate's imports in 1963 were valued at \$5 million as outlined in the table. Leading commodity imports included rice, tinned meat, tractors and parts, and canned fish. Australia is the principal supplier with 50 per cent of the market, followed by Britain (22 per cent), Japan (7 per cent) and the United States (5 per cent).

The two-column tariff schedule provides preferential tariff treatment

for British Commonwealth suppliers, with a margin of preference averaging 17½ per cent.

Opportunities

Canadian exports to the Solomons, valued at \$4,100 in 1963, consisted of canned fish, timber, cutlery, outboard engines, and mining equipment.

The current exploitation of indigenous timber resources has generated a demand for chain saws, logging tackle and sawmill equipment. Recently interest has also been expressed in cheap prefabricated housing to accommodate the indigenees in this tropical climate.

Further particulars on the trade opportunities awaiting you in Melanesia can be readily obtained by writing to the Canadian trade office in Sydney, Australia. Don't wait—do it now! ●

TRADE COMMISSIONERS ON TOUR

In Canada

The following officers are undertaking tours of business centres throughout Canada as detailed below. Businessmen who wish to see them should get in touch with the Board of Trade or Chamber of Commerce in the cities mentioned, with the following exceptions: Toronto, Canadian Manufacturers Association; Windsor (Ontario), Greater Windsor Industrial Commission; St. John's, Halifax, Montreal, Ottawa, Winnipeg, Edmonton and Vancouver, Department of Trade and Commerce; Fredericton, Department of Industry.

Belgium—L. H. Ausman, Commercial Counsellor in Brussels:

Montreal—September 7-15

When he completes his tour, Mr. Ausman will be posted to London, England, as Minister (Commercial).

Britain—Finlay Sim, Trade Commissioner in Glasgow, Scotland: Toronto, Hamilton, Cooksville, Montreal—September 9-15.

Singapore—J. H. Bailey, Special Assistant to the Assistant Deputy Minister, External Trade Promotion, who will be posted to Singapore as Trade Commissioner later this year:

Montreal—September 14-16 Vancouver—October 4-6

Winnipeg—September 17

AUGUST 21, 1965

Venezuela—W. D. Wallace, Commercial Counsellor in Caracas:

Vancouver—Aug. 26-Sept. 3

When he completes his tour, Mr. Wallace will be posted to London, England, as Commercial Counsellor.

In Territory

Afghanistan—R. D. Lee, Assistant Commercial Secretary in Karachi, Pakistan, will visit Afghanistan September 27-October 1.

Australia—J. D. Tennant, Assistant Commercial Secretary in Melbourne, will visit Adelaide October 4-8.

Cayman Islands—L. D. Burke, Commercial Secretary in Kingston, Jamaica, will visit the Cayman Islands September 2-3.

Mozambique—S. B. McDowall, Assistant Trade Commissioner in Johannesburg, South Africa, will visit Lourenco Marques August 30-September 3.

Norway—J. E. Lancaster, Commercial Secretary in Oslo, will visit Bergen August 26-27 and Stavanger August 30-31.

South West Africa—H. W. Richardson, Trade Commissioner in Cape Town, South Africa, will visit South West Africa August 23-28.

Businessmen who would like these officers to undertake assignments for them should write to them at their posts as soon as possible.

Foreign Trade Service Abroad

Territory

Officer

City Address

Mail and Cables, Office Telephone & Telex

Argentina Paraguay	M. B. Burse Commercial Counsellor H. E. Ryan Assistant Commercial Secretary (Agriculture)	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	J. A. Stiles Commercial Counsellor for Canada R. L. Richardson Assistant Commercial Secretary A. D. Schulman 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 600 (CANADIAN SYD)
Australia (Victoria, South Australia, Western Australia, Tasmania)	H. A. Gilbert Commercial Counsellor for Canada R. D. Lucas Assistant Commercial Secretary J. D. Tennant Assistant Commercial Secretary	Mobil Centre 2 City Road MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 61-3473 <i>Telex:</i> MLB 501 (CANADIAN MLB)
Australia	J. B. O'Neill Commercial Counsellor D. I. Campbell Assistant Commercial Secretary	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 62017 (DOMCAN CBA)
Austria Albania, Bulgaria, Czechoslovakia, Hungary, Rumania, Yugoslavia	C. F. Wilson Minister-Counsellor (Commercial) R. G. Godson Assistant Commercial Secretary R. J. L. Berlet Assistant Commercial Secretary	Canadian Embassy Obere Donaustrasse 49/51 VIENNA II	<i>Mail:</i> P.O. Box 190, Vienna 1/8 <i>Cable:</i> CANADIAN <i>Tel.:</i> 23-32-94 <i>Telex:</i> 07-5320 (DOMCAN VIENNA)
Belgium Luxembourg, European Economic Community, European Atomic Energy Com- munity, European Coal and Steel Community	Commercial Counsellor (absent) M. Faguy Acting 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> 221613 (DOMCAN BRU)
Brazil	C. M. Forsyth-Smith 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	C. T. Charland Consul and Trade Commissioner R. W. Burchill Vice Consul and Assistant Trade Commissioner	Canadian Consulate Edificio Alois Rua 7 de Abril 252 SÃO PAULO	<i>Mail:</i> Caixa Postal 6034 <i>Cable:</i> CANADIAN <i>Phone:</i> 36-6301
Britain	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> 22526 (DOMINION LDN)

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Britain	G. E. Woollam Commercial Counsellor (Agriculture) H. M. Maddick Commercial Counsellor W. M. Miner Commercial Secretary (Agriculture) E. J. Ward Commercial Secretary (Timber) O. Hickie Commercial Secretary (Timber) R. M. Shaw Attaché (Publicity) N. L. Williams Assistant Commercial Secretary E. L. Bobinski Assistant Commercial Secretary H. G. Garland Attaché (Fisheries) Miss M. A. Armstrong Attaché (Exhibitions)	Martins Bank Building Water St. LIVERPOOL	<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 (absent) D. G. Nelson Acting 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 (absent) D. G. Nelson Acting 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 <i>Telex:</i> 106 (DOMCAN COLOMBO)
Chile	R. E. Gravel Commercial Counsellor Z. W. Burianyak Assistant 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. G. Ireland Commercial Secretary (absent) J. C. Bradford Acting 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> Apartado 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 268 (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 G. H. Musgrove Assistant Commercial Secretary (Agriculture)	Canadian Embassy Prinsesse Maries Allé 2 COPENHAGEN V	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> Hilda 3306 <i>Telex:</i> 5036 (DOMCAN KH)
Dominican Republic Puerto Rico	J. E. Kepper Acting Commercial Secretary	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	R. Campbell Smith Minister-Counsellor (Economic/Commercial) (absent) J. E. Montgomery Acting Commercial Secretary (Agriculture) G. P. Morin Assistant Commercial Secretary D. H. M. Branion Assistant Commercial Secretary C. J. St. Pierre 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> 20600 OR 20601 (DOMCAN A PARIS)
Germany Federal Republic (States of Baden-Wuert- temberg, Bavaria, Hesse, Rhineland-Palatinate, Saar; West Berlin)	H. J. Horne Commercial Counsellor W. F. Hillhouse Commercial Counsellor (Agriculture) R. J. Buchan Assistant Commercial Secretary	Canadian Embassy Kennedy-Allee 35 BAD GODESBERG	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 76995 <i>Telex:</i> 886421 (DOMCAN BONN)
Germany (State of North Rhine- Westphalia)	Consul (absent) J. A. Elliott Consul G. D. Valentine Vice Consul	Canadian Consulate Koenigsallee 82 4 DUESSELDORF 1	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 2-05-25 <i>Telex:</i> 8587144 (DOMCAN DUESSELDORF)
Germany (City States of Bremen and Hamburg, States of Lower Saxony and Schleswig-Holstein)	R. W. Blake Consul General D. S. McCracken 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	Commercial Counsellor (absent) K. R. Higham Acting 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 <i>Telex:</i> 224 (DOMCAN ACC)
Greece Turkey	B. A. Macdonald Commercial Counsellor E. E. Price Assistant Commercial Secretary	Canadian Embassy 31 Vassilissis Sophias Ave. ATHENS 138	<i>Mail:</i> (City Address) <i>Cable:</i> DOMCAN ATHENS 5584 <i>Phone:</i> 714-041 <i>Telex:</i> 5584 (DOMCAN ATHENS 5584)

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Guatemala Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	J. H. Nelson Commercial Secretary P. D. Donohue Assistant Commercial Secretary	Canadian Embassy 5a Avenida 11-70, Zone 1 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 R. G. Woolham Trade Commissioner A. Blum Assistant Trade Commissioner	P & O Building 11th Floor 21-23, Des Vœux Road, Central HONG KONG	<i>Mail:</i> P.O. Box 126 <i>Cable:</i> CANADIAN <i>Phone:</i> 224087 <i>Telex:</i> HKG 391 (DOMCAN HKG)
India (except States of Gujerat, Maharashtra, Andhra Pradesh, Mysore, Madras, Kerala) Bhutan, Nepal, Sikkim	W. G. Roberts Acting Commercial Secretary	13 Golf Links Road NEW DELHI 1	<i>Mail:</i> P.O. Box 11 <i>Cable:</i> CANADIAN <i>Phone:</i> 61-8254 <i>Telex:</i> 346 (DOMCAN DLI)
India (States of Gujerat, Maharashtra, Andhra Pradesh, Mysore, Madras, Kerala)	Canadian Government Trade Commissioner (absent)	Gresham Assurance House Mint Road BOMBAY 1-BR	<i>Mail:</i> P.O. Box 886 <i>Cable:</i> CANADIAN <i>Phone:</i> 255154
Iran	W. Gibson-Smith Commercial Counsellor	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	Canadian Embassy 84 Hahashmonaim St. TEL AVIV	<i>Mail:</i> (P.O. Box 20140) <i>Cable:</i> CANADIAN <i>Phone:</i> 37161/2 <i>Telex:</i> 740 (DOMCAN TV)
Italy (Toscana, Marche, Umbria, Lazio, Abruzzi-Molise, Puglia, Campania, Basilicata, Calabria, Sicilia, Sardegna), 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> 61056 (DOMCAN ROME)
Italy (Emilia-Romagna, Lombardia, Piedimonte, Trentino-Alto Adige, Veneto, Liguria, Trieste, Valle D'Aosta, Friuli-Venezia)	A. B. Brodie Consul General and Trade Commissioner N. R. Cumming Consul and Assistant Trade Commissioner C. E. Rufelds Vice Consul and Assistant Trade Commissioner	Canadian Consulate General Via Pirelli 19 MILAN	<i>Mail:</i> C.P. 3977 <i>Cable:</i> CANTRACOM <i>Phone:</i> 652-485/652-600 <i>Telex:</i> 31368 (CANTRACOM MILAN)

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Jamaica Bahamas, British Honduras	L. D. Burke Commercial Secretary D. I. Ditto 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) E. L. Gray 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	Commercial Counsellor (absent) R. H. M. Cathcart (Acting) 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 <i>Telex:</i> 652 (DOMCAN BERYT)
Mexico	M. B. Blackwood Commercial Counsellor J. E. G. Gibson Assistant Commercial Secretary	Canadian Embassy Melchor Ocampo 463, 7th Floor MEXICO 5, D.F.	<i>Mail:</i> Apartado Postal 5-364 <i>Cable:</i> CANADIAN <i>Phone:</i> 33-14-00 <i>Telex:</i> 00017716 (DOMCAN MEX)
Netherlands	D. A. B. Marshall Commercial Counsellor J. B. McLaren 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, Tahiti, Tonga, Western Samoa	W. B. McCullough Commercial Counsellor C. A. Carruthers Assistant Commercial Secretary	Office of the High Commissioner for Canada 3rd Floor, ICI Building Molesworth Street WELLINGTON	<i>Mail:</i> P.O. Box 1660 <i>Cable:</i> CANADIAN <i>Phone:</i> 70-644 <i>Telex:</i> WELLINGTON NZ 3505 (DOMCAN NZ 3505)
Nigeria Dahomey, Gambia, Niger, Senegal, Sierra Leone	G. F. Mintenko Commercial Secretary H. R. Wilson 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> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 33-30-80 <i>Telex:</i> OSLO 1880 (DOMCAN OSLO)
Pakistan Afghanistan	R. D. Sirrs Commercial Secretary R. D. Lee Assistant 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> KRC 10 <i>Telex:</i> KARACHI 10 (DOMCAN KHI)
Peru Bolivia	K. G. Ramsay Commercial Counsellor A. T. Eyton Assistant Commercial Secretary	Canadian Embassy Edificio El Pacifico (Insurance Co.) Corner Avenida Arequipa and Plaza Washington LIMA	<i>Mail:</i> Casilla 1212 <i>Cable:</i> CANADIAN <i>Phone:</i> 72760

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
Philippines Republic of China (Taiwan)	J. L. Mutter Consul General and Trade Commissioner (absent) R. C. Anderson Consul and 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 P. A. Thébèrge Assistant Commercial Secretary	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 Malawi, Seychelles Is., Zambia	I. R. Smyth Acting Trade Commissioner C. D. Miller Assistant 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 Malaysia, Burma, Thailand, Brunei	Geo. Hazen Acting Trade Commissioner F. M. Mulkern 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> 834-6521
South Africa (Cape Province), St. Helena, South West Africa	H. W. Richardson Canadian Government Trade Commissioner D. H. Leavitt Assistant 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, Spanish Sahara	L. A. Campeau Commercial Counsellor R. M. Dawson Commercial Secretary	Canadian Embassy Edificio Espana Avenida de Jose Antonio 88 MADRID	<i>Mail:</i> Apartado 117 <i>Cable:</i> CANADIAN <i>Phone:</i> 247-54-00
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	Canadian Embassy Kirchenfeldstrasse 88 BERNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> 44-63-81 <i>Telex:</i> 32-489 TT TANDC BERNE (DOMCAN BERNE)
Trinidad and Tobago Barbados, Leeward and Windward Islands, British Guiana, French Guiana, Surinam, Guadeloupe, Martinique	L. D. R. Dyke Commercial Secretary D. H. Clemons Assistant Commercial Secretary	Office of the High Commissioner for Canada Colonial Building 72 South Quay PORT-OF-SPAIN	<i>Mail:</i> P.O. Box 1246 <i>Cable:</i> CANADIAN <i>Phone:</i> 34787
Union of Soviet Socialist Republics	J. M. T. Thomas Commercial Secretary	Canadian Embassy 23 Starokonyushenny Pereulok MOSCOW	<i>Mail:</i> (City Address) <i>Cable:</i> CANAD <i>Phone:</i> 415142 <i>Telex:</i> 945 (DOMCAN MSK)

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
United Arab Republic Aden, Sudan, Ethiopia, Yemen	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	Commercial Counsellor (absent) G. W. Green Commercial Counsellor W. R. Hickman Commercial Counsellor (Agriculture) N. W. Boyd Commercial Secretary Miss V. F. Wightman Attaché (Agriculture)	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 (Area Code 202) <i>Telex:</i> 0089664 (DOMCAN WSH)
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 (Area Code 202)
United States (Connecticut, the eleven northern counties of New Jersey, New York) Bermuda	C. J. Van Tighem Deputy Consul General (Commercial) A. A. Lomas Consul and Trade Commissioner W. G. Huxtable Consul and Trade Commissioner C. G. Bullis Consul and Assistant Trade Commissioner J. D. Welsh Vice 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>Night Line:</i> JUDson 6-2321 (Area Code 212) <i>Telex:</i> 00126242 (DOMCAN NYK)
United States (Maine, Massachusetts, New Hampshire, Rhode Island, Vermont)	M. R. M. Dale Consul and Senior Trade Commissioner W. A. Stewart Consul and Trade Commissioner D. S. Baker Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 607 Boylston St. BOSTON 16	<i>Mail:</i> (City Address) <i>Phone:</i> 262-3760 (Area Code 617) <i>Telex:</i> 0094567 (DOMCAN BSN)
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Kentucky, Missouri, Nebraska)	D. H. Cheney Consul and Senior Trade Commissioner V. B. Chew Consul and Trade Commissioner R. H. Gayner Consul and Trade Commissioner M. Rowan Consul and Assistant Trade Commissioner L. G. Lee Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 310 South Michigan Ave. Suite 2000 CHICAGO, ILLINOIS 60604	<i>Mail:</i> (City Address) <i>Phone:</i> 427-7926 (Area Code 312) <i>Telex:</i> 0025571 (DOMCAN CGO)

Territory	Officer	City Address	Mail and Cables, Office Telephone & Telex
United States (Ohio)	A. W. Evans Consul and Senior Trade Commissioner N. L. Currie Consul and Trade Commissioner	Canadian Consulate Illuminating Building 55 Public Square CLEVELAND	<i>Mail:</i> (City Address) <i>Phone:</i> 861-1660 (Area Code 216) <i>Telex:</i> 00985364 (DOMCAN CLV)
United States (Michigan)	Consul and Trade Commissioner (absent) K. D. Taylor Consul and Acting Trade Commissioner	Canadian Consulate 1139 Penobscot Building DETROIT, MICHIGAN 48226	<i>Mail:</i> (City Address) <i>Phone:</i> WOODWARD 5-2811 (Area Code 313) <i>Telex:</i> 0023445 (DOMCAN DET)
United States California (the ten south- ern counties), Clark County in Nevada, Arizona, New Mexico	F. B. Clark Consul and Trade Commissioner L. J. Taylor Consul and Assistant Trade Commissioner J. H. Suggitt Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 510 West Sixth St. LOS ANGELES 14	<i>Mail:</i> (City Address) <i>Phone:</i> MADison 2-2233 (Area Code 213) <i>Telex:</i> 00674119 (DOMCAN LSA)
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	G. E. Blackstock Consul and Trade Commissioner R. E. Pedersen Vice Consul and Assistant Trade Commissioner	Canadian Consulate General Suite 1710 225 Baronne St. NEW ORLEANS 12	<i>Mail:</i> (City Address) <i>Phone:</i> JACKson 5-2136 (Area Code 504) <i>Telex:</i> 0058237 (DOMCAN NLN)
United States (Delaware, Maryland, the nine southern coun- ties of New Jersey, Pennsylvania, Virginia, West Virginia)	Consul and Trade Commissioner (absent) R. F. Turcotte Consul and Acting Trade Commissioner	Canadian Consulate 3 Penn Center Plaza PHILADELPHIA 2	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Phone:</i> LOCust 35838 (Area Code 215) <i>Telex:</i> 0083396 (DOMCAN PHA)
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 (Area Code 415) <i>Telex:</i> 0034321 (DOMCAN SFO)
United States (Oregon, Idaho, Washington, Montana), Alaska	Consul General	Canadian Consulate General The Tower Building Seventh Avenue at Olive Way SEATTLE 1	<i>Mail:</i> (City Address) <i>Phone:</i> MUTual 2-3515 (Area Code 206) <i>Telex:</i> 0032462 (DOMCAN SEA)
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	Commercial Counsellor (absent) J. R. Caux Acting Commercial Secretary	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

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 Office of Trade Relations, 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 .9259.

Foreign Exchange Rates

Country	Unit	Type of Exchange	Can. dollar equivalent August 6	Units per Canadian dollar	Notes (see below)
Algeria	Dinar .....	.....	.2204	4.54	
Argentina	Peso	Free .....	.006316	158.32	
Australia	Pound .....	.....	2.4110	.4148	
Austria	Schilling .....	.....	.04186	23.89	
Bahamas	Pound .....	.....	3.0138	.3318	
Belgium and Luxembourg	Franc .....	.....	.02176	45.96	
Bermuda	Pound .....	.....	3.0138	.3318	
Bolivia	Peso .....	.....	.09180	10.89	
Brazil	Cruzeiro	Official Free .....	.0005878	1,701.25	
Britain	Pound .....	.....	3.0138	.3318	
British Guiana	Dollar .....	.....	.8279	1.59	
British Honduras	Dollar .....	.....	.75345	1.33	
Burma	Kyat .....	.....	.2268	4.41	
Ceylon	Rupee .....	.....	.2280	4.42	
Chile	Escudo	Bank rate .....	.3412	2.93	
		Free .....	.2895	3.45	
Colombia	Peso	Free .....	.05899	17.55	
		Certificate .....	.1200	8.33	
Congo, Republic of	Franc .....	.....	.007200	138.89	(1)
Costa Rica	Colon .....	.....	.1630	8.13	
Cuba	Peso .....	.....	‡	‡
Czechoslovakia	Koruna .....	.....	.1500	8.87	
Denmark	Krone .....	.....	.1558	8.43	
Dominican Republic	Peso .....	.....	1.0800	.9259	
Ecuador	Sucre	Official .....	.06000	18.87	
		Free .....	.05832	17.15	
El Salvador	Colon .....	.....	.4320	2.31	
Fiji	Pound .....	.....	2.7151	.3683	
Finland	Markka .....	.....	.3375	2.96	
France, Monaco, etc.	Franc .....	.....	.2204	4.54	(2)
Franco-African Republics, etc. ..	Franc .....	.....	.004408	226.86	(3)
French Pacific	Franc .....	.....	.01212	82.51	(4)
Germany	D Mark .....	.....	.2693	3.71	
Ghana	Cedi .....	.....	1.2558	.7963	
Greece	Drachma .....	.....	.03600	27.78	
Guatemala	Quetzal .....	.....	1.0800	.9259	
Haiti	Gourde .....	.....	.2160	4.63	
Honduras	Lempira .....	.....	.5400	1.85	
Hong Kong	Dollar	Free .....	.1873	5.34	*July 23
		Official .....	.1884	5.31	

‡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 August 6	Units per Canadian dollar	Notes (see below)
Iceland	Krona	Official	.02512	39.81	(1)
India	Rupee		.2260	4.42	
Indonesia	Rupiah		.004320	231.48	(1)
Iran	Rial		.01426	70.14	
Iraq	Dinar		3.0240	.3307	
Ireland	Pound		3.0138	.3318	
Israel	Pound		.3600	2.78	
Italy	Lira		.001729	578.37	
Japan	Yen		.003000	333.33	
Lebanon	Pound	Free	.3332	3.00	
Malaysia	Dollar		.3528	2.83	
Mexico	Peso		.08640	11.57	
Morocco	Dirham		.2160	4.63	
Netherlands	Florin		.3004	3.33	
Netherlands Antilles	Florin		.5727	1.75	
New Zealand	Pound		3.0029	.3330	
Nicaragua	Cordoba		.1543	6.48	
Nigeria	Pound		3.0138	.3318	
Norway	Krone		.1510	6.62	
Pakistan	Rupee		.2260	4.42	
Panama	Balboa		1.0800	.9259	
Paraguay	Guarani	Free	.008571	116.67	
Peru	Sol	Free	.04026	24.84	
Philippines	Peso	Free	.2771	3.61	
Portugal & Colonies	Escudo		.03757	26.62	(5)
Sierra Leone	Leones		1.5120	.6614	
South Africa	Rand		1.5069	.6636	
Spain and Dependencies	Peseta		.01804	55.43	
Sweden	Krona		.2090	4.78	
Switzerland	Franc		.2503	3.99	
Syria	Pound	Free	.2825	3.54	
Thailand	Baht	Free	.05227	19.13	(1)
Tunisia	Dinar		2.0682	.4835	
Turkey	Lira		.1200	8.33	(1)
United Arab Republic	Pound	Official	2.4840	.4026	
United States	Dollar		1.0800	.9259	
Uruguay	Peso	Free	.01862	53.71	
Venezuela	Bolivar	Official Free	.2404	4.16	
West Indies	Dollar		.6279	1.59	(6)
	Pound		3.0138	.3318	(7)
Yugoslavia	Dinar	Official	.0008640	1,157.40	

Notes

1. Additional rates are in effect.
2. Franc is also used in French Guiana, Guadeloupe and Martinique.
3. 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.
4. New Caledonia, New Hebrides, French Polynesia.
5. Portugal; approximately same rate for Portuguese territories in Africa.
6. Barbados, Trinidad and Tobago, Leeward and Windward Islands.
7. Jamaica.

TRANSPORTATION NOTES

Angola

HIGHWAY DEVELOPMENT—The “Junta Autonomia das Estradas de Angola” (Highways Board of Angola), a government organization with administrative autonomy, has asphalted 1,250 miles of road and has done more than 1,250 miles of road levelling during its first four years of existence. The Board expects to have 3,750 miles of road asphalted by 1968.

The new Intermediate Development Plan (three years) has set aside Can.\$34 million for the roads of Angola. In addition, Can. \$5.5 million, from budgets of the Province of Angola and the Central Government were allocated for roads in Angola for the current year—Lisbon.

Colombia

AIRCRAFT PURCHASED—The national airline AVIANCA has contracted for nine Boeing 727 aircraft with initial deliveries expected by March 1966. This medium-range jet will be used at first for domestic service between Bogota, Barranquilla, Cali and Medellin. It is expected that the versatility of the aircraft will result in its later use on international routes to Caracas, Quito, Panama and Miami—Bogota.

Israel

NEW SUBWAY IN TEL AVIV—The Paris Metro Company has prepared blueprints for two subway lines to criss-cross Tel Aviv. The blueprints indicate six kilometres of track in one direction, roughly east to west, and seven and one-half kilometres in a north to south direction. Twelve station stops are shown on the first line and fourteen on the second. The plans will now be submitted to the Ministry of Transport for consideration—Tel Aviv.

Jamaica

DEEP-WATER PIER—Montego Bay, the second largest city in Jamaica, is to have its own deepwater port. This should prove to be an asset because all supplies for this city are either brought in by lighter or shipped first to Kingston, approximately 120 miles away, and then transported by road. According to plans recently announced by the Jamaican authorities, the main work at Montego Bay will consist of dredging the harbour, reclaiming land, and building a pier capable of handling ocean-going vessels. Consultants and contractors for the project have been chosen and work is expected to get under way in approximately five months—Kingston.

Mexico

MODERNIZING RAILWAYS—The General Manager of the Mexican National Railways recently announced an investment program for 1965 that is aimed at renovating and improving existing facilities.

Total investment is expected to be U.S.\$52 million. Included will be expenditures of U.S.\$12.5 million for rails and the erection of permanent structures; U.S.\$2.7 million for rolling stock which will include 40 new diesel locomotives and 100 nearly-new passenger coaches; U.S.\$2.7 million for expansion of the communication system and power installations, and U.S.\$7.2 million for the completion of shop and maintenance facilities for rolling stock in the area of Aguascalientes—Mexico, D.F.

PORT IMPROVEMENT—The Department of the Navy recently announced that work costing U.S.\$2.3 million will shortly get under way at five of Mexico's major ports. Ensenada, Guaymas and Mazatlan on the Pacific Coast and Tampico and Veracruz on the Gulf Coast will benefit from this expansion program.

The largest expenditure, amounting to slightly over U.S.\$1 million, will be made at Ensenada, Baja California. The authorities will extend the existing piers and build administrative buildings in the immediate area. The work at the other ports will include the construction of warehouses and extensions to existing wharves and piers—Mexico, D.F.

Syria

PIPELINE—A British consortium was the successful bidder on a tender to construct at a cost of \$60 million a 400-mile crude oil pipeline between the Karuchuk oilfield in northeast Syria and the port of Tartous on the Mediterranean coast. This is the largest civil engineering contract ever awarded in Syria and covers the design, procurement and construction of the pipeline, pumping stations and a terminal at Tartous. The initial annual capacity will be five million tons. The project is scheduled for completion within 2½ years—Beirut.

United States

FREIGHT DISTRIBUTION CENTER—A \$20 million freight distribution center linking truck, rail, air and water shipments will be constructed in Cleveland. It is reported that the centre will be one of the largest of its kind in the U.S. and will have space for at least ten major trucking companies and twenty smaller ones. Similar distribution centers are being planned in several other cities to form a national freight handling system—Cleveland.

assistance for

Increased exports mean higher production, lower unit costs, more competitive pricing in world markets — and greater profits.

EXPORTERS



EXPORT CREDITS INSURANCE

enables you to increase sales abroad by insuring against non-payment due to such risks as a buyer's inability to pay, foreign exchange restrictions, and changes in import licensing regulations. This insurance helps to solve many financing problems.

LONG-TERM EXPORT FINANCING

enables you to compete for foreign business in the capital goods field. It is available for export sales of sophisticated capital projects where extended credit terms are clearly necessary and justifiable, and where substantial sums are involved.



For complete information:

EXPORT CREDITS INSURANCE CORPORATION

P.O. BOX 655, OTTAWA

BRANCHES IN MONTREAL AND TORONTO

Represented by the Department of Trade and Commerce
in

Halifax Winnipeg Vancouver