



# foreign trade

VOL. 13

OTTAWA, JANUARY 24, 1953

NO. 317

Japan Revives the Silk Trade . . . . .	2
Brazil Blueprints an Industrial Future . . . . .	4
✓ Prefabs for the Canadian Market . . . . .	7
Fairs and Exhibitions . . . . .	13
Storm in the Indian Teapot . . . . .	15
Norway's Biggest Industry . . . . .	17
Commodity Notes	
Chile, Italy, Mexico . . . . .	19
South Africa, Spain, Turkey, West Germany . . . . .	20
General Notes	
Australia, Mexico, Pakistan . . . . .	21
South Africa, United Kingdom, United States . . . . .	22
Trade and Tariff Regulations	
Brazil, Northern Rhodesia, United States . . . . .	23
Foreign Trade Service Abroad . . . . .	24
Foreign Exchange Rates . . . . .	28

COVER . . . This Japanese country woman is sorting out the healthy silkworms in a typical batch. Because raw silk prices are rising, farmers are expanding cocoon production. For a story on the upturn in Japan's silk exports, see page 2.

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

Please forward all subscriptions and orders to: The Queen's Printer, Government Printing Bureau, Ottawa.  
Price: \$2.00 a year in Canada; \$3.50 abroad. Single copies: 10 cents each,

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

## Japan

### The Silk Trade Revives

*Silk holds fifth place among Japanese exports, though it has not regained its prewar status. The year 1952 saw exports rise and good prices boost cocoon production.*

**T**OKYO—Before the war, silk dominated Japan's export trade. Principal customer was the United States, which bought 80 to 90 per cent of all overseas silk shipments. Then came the development of synthetic fibres and postwar exports of silk dwindled to a mere three per cent of the former high. Increased production and exports have currently boosted raw silk and today it ranks as Japan's fifth export and threatens to supplant fish, which barely keeps fourth place.

#### **Silk's Relative Importance**

During the first quarter of 1952, Japan's total exports averaged about \$118 million a month. Silk exports, at over \$2.5 million, accounted for only 2.2 per cent of the total. From March to July Japan's exports declined but in August the total monthly figure rose slightly to \$92.3 million. In contrast to this general decline in exports, increased shipments of silk in August accounted for 4.7 per cent of total exports. The comparable figure for fish, Japan's fourth most important export commodity, was 4.8 per cent. In July, fish briefly replaced rayon fabrics in third place, but both in turn are far outranked by cotton fabrics and iron and steel products.

#### **Production Increasing**

Estimated production of raw silk in 1952 of 202 thousand bales cannot be compared with the 1930-34 average of over 700 thousand bales. But contrast this with the 1946 output of 88,600 bales, and you will see that the industry is recovering at a more rapid pace than the Japanese expected. Rehabilitation of plantations, new plantations, and expansion of mulberry fields, started a number of years ago, are beginning to show results. This year's high raw silk prices induced silkworm raisers to boost production of cocoons an estimated 16.5 million lb. over last year's output. Farmers also found it possible and profitable to increase cocoon production per acre for the best yield they have obtained since the war.

#### **Triangular Trade and Exports**

The United States is Japan's most important market for silk, followed by France, the United Kingdom, India, French Indo-China, and Switzerland. Canadian imports in 1951 totalled only thirty bales. From March to July of this year shipments, ostensibly to the United Kingdom

and the Netherlands, rose to abnormal heights because of what is termed in Japan the "triangular trade formula", with United States mills the ultimate consignee.

Because this trade deprived Japan's exporters of profits and the opportunity of earning dollar exchange, restrictions on exports of silk to the United Kingdom and the Netherlands via the Panama Canal were imposed in mid-year. By these restrictions Japanese trade officials and exchange controllers seem to have denied shrewd Dutch traders further profits on the margin between open market sterling and official exchange pounds, as well as normal trading profits. Incentive export bonuses on sales to the United States, currently favoured in Europe, also contributed to the profits of this triangular trade.

The Japan Silk Reelers Association says that, according to a recent survey, United States imports of raw silk for the period January to October of this year totalled 41,634 bales as opposed to about 27 thousand bales for the same period last year. Of the 41,634 bales, only 24,650 bales were imported directly from Yokohama or Kobe; the remainder (16,984 bales) went through the agency of a third country. In 1950 only 180 bales of silk found their way to the United States through the "triangular trade formula". The survey also revealed that 92 per cent of all raw silk imported into the U.S. from January to October 1952 originated in Japan.

#### **Prices Are High**

Raw silk prices have fluctuated widely over the past quarter century. However, during the American occupation they departed from all semblance of the prewar pattern and became a leader in Japan's postwar inflation. From the extreme low of Y390 per bale\* in 1932, prices rose to Y2,410 per bale in 1939. Data for the years 1943 to 1948 are not available but in February of 1951 the price per bale had skyrocketed to Y305,000 (20/22 Denier Grade A). It sank to about Y200,000 in June of the same year. Since late last spring, prices have responded to increasing domestic sales and export demand and finally reached the official ceiling price of Y240,000 per bale in July. Since then prices have remained unchanged, clinging to the ceiling price. They are expected to maintain the high level for some time to come. Recently the Japanese Government announced that exporters of certain important products would be allowed to retain a higher proportion of foreign currency earned by their dollar exports. Raw silk and silk fabrics were included among these products.

#### **Program to Stabilize Prices**

Under the Raw Silk Price Stabilization Law maximum and minimum prices are fixed each year, effective from June until the following May. Through open market operations of buying at the minimum and selling stocks at the maximum price, the Government hopes to stabilize raw silk prices. But as the law was enacted in January 1952 and prices have since remained above the minimum (Y180,000) the Government has yet to buy any stocks to cope with the present high prices which are straining at the ceiling level. So acute is the delivery situation on the Yokohama Raw Silk Exchange that at the end of October and November not a

\* One yen equals \$0.00269 Canadian.

single bale of raw silk was delivered by sellers against their sales contracts. Buyers finally compromised with the rather unusual solution of settling "out-of-market".

Meantime, silk is an extremely attractive proposition not only to exporters and importers, and as a source of foreign exchange, but also to international carriers. Prewar, silk was a lucrative business catered to by fast luxury liners and special transcontinental express trains. Today keenly competitive international airlines advertise widely expedited customs clearance, specific commodity rates, special handling and all-cargo flights, to attract the expanding trade.

—R. F. RENWICK

*Assistant Commercial Secretary for Canada*

---

## **Brazil Blueprints an Industrial Future**

*The joint Brazilian-U.S. Economic Development Commission has approved projects costing over US\$417 million; has obtained loans for eight of these; expects aid with seven more.*

**RIO DE JANEIRO**—The Joint Brazilian-United States Economic Development Commission has completed its first year of activity and has prepared and approved fifteen important projects, involving a proposed expenditure of US\$176,660,000 in foreign currency and the equivalent of US\$241,600,000 in local currency.

The Commission functions under the United States Point Four Program and is composed of topflight Brazilian and U.S. technicians. It is charged with the difficult task of launching an ambitious program of economic development, with special emphasis on basic services like power and transportation, in areas where the chances of large-scale private investment are small.

The Export-Import Bank and the International Bank for Reconstruction and Development are financing the foreign exchange requirements of projects judged to be technically sound. Funds to cover local expenditures will be raised by a special surtax on incomes under the Lafer Plan.

The newly created National Economic Development Bank (Banco Nacional de Desenvolvimento Economico) in Rio de Janeiro will administer both foreign and domestic funds and supervise their use. The Development Bank will work with the Joint Commission and eventually will take over all the functions of the Commission when it winds up its activities, probably in 1953. The executives of the Bank at present are Brazilian members of the Commission.

Loans totalling US\$118,760,000 from the Export-Import Bank and the International Bank have been announced for eight of the fifteen projects already approved by the President of the Republic. These are:

**From the Export-Import Bank for:**

- *Santos-Jundiaí Railroad*, linking the important port of Santos with the city of São Paulo and the interior of the State, US\$8.5 million for new brakes, automatic couplings and other equipment, purchase of 1,100 freight cars with a total capacity of 48 thousand tons.
- *Paulista Railroad*, with a network extending from Jundiaí far into the State of São Paulo, US\$6.8 million for new brakes and automatic couplings and other equipment, and purchase of 605 new cars.
- *American and foreign power subsidiaries in Brazil*, US\$41.1 million for expansion of potential of power plants in eight states by 125 thousand k.w.
- *State of Minas Gerais*, US\$5 million to buy agricultural equipment, mostly tractors.
- *Federal Ministry of Agriculture*, US\$18 million for the purchase of agricultural equipment for resale to Brazilian farmers.
- *Barbará Metallurgical Company*, US\$1.86 million to increase the production of cast iron pipe from 15 to 25 thousand tons in the company's Minas Gerais plant. The pipe will be used for expansion of water supply systems throughout Brazil.

**From the International Bank for:**

- *Central do Brasil Railroad*, linking Brazil's two principal cities, São Paulo and Rio de Janeiro, US\$12.5 million for improvement of ties, roadbed, heavier capacity tracks, repair and maintenance shop, freight yards at port of Rio de Janeiro, and acquisition of 2,265 freight cars.
- *State of Rio Grande do Sul Power Commission*, US\$25 million for continuing the program already begun by the State Government under which four power stations have been built. Second step calls for eight more stations with a total capacity of 137,200 k.w.

**Loans Expected for:**

The other seven projects, on which loans are expected to be granted shortly, total US\$57,900,000. They are:

- *Paraná-Santa Catarina Railroad*, US\$16.9 million for improvement of tracks, roadbed, reinforcement of bridges, repair and maintenance facilities, 20 diesel locomotives and 1,200 freight cars.
- *Salto Grande Hydro-Electric Company*, US\$7.7 million for a 60 thousand k.w. power plant and transmission lines which will supply

additional power in a region of the State of São Paulo which is inadequately served, and will give additional facilities to five utility companies and permit the electrification of portions of the Sorocabana Railroad. Two generators are to go into use by 1954, and two more by 1956.

- *Rio de Janeiro State Highway Department*, US\$3 million for highway maintenance equipment.

- *São Francisco Hydro-Electric Company*, US\$8.5 million to complete the first stage of the Paulo Afonso development and to install the third 60 thousand k.w. generator, with its additional necessary substation capacity, not later than 1955.

- *Itutinga, Alto Rio Grande Electric Company* in the State of Minas Gerais, US\$5.3 million for acquisition of two generators, each 12 thousand k.w.; main and secondary transmission lines; and main sub-stations.

- *National Electric Company*, US\$1.5 million to increase potential by addition of 9,600 k.w. in the Avandava Power Plant on the Tietê River in the State of São Paulo.

- *The National Alkali Company*, US\$15 million for construction of a soda ash and caustic soda plant at Cabo Frio in the State of Rio de Janeiro, where there are natural deposits of lime and salt.

All of these projects, with the exception of the National Electric Company, are being considered by the International Bank.

Additional projects in the final stages of study by the Commission involve foreign currency financing estimated at over US\$100 million and include the Central do Brasil Railroad (suburban network); four state-owned railroads; the City of São Paulo Passenger Transport Company; two agricultural projects; re-equipping the ports of Rio de Janeiro and Santos; and the acquisition of eight dredges for maintenance of the principal ports. The Commission has established no special priorities for any of these projects, which are all under study, but will examine them as the necessary documents become available.

Other projects in a less advanced stage involve the remaining railroads (all of minor importance), more power projects, new ships for navigation companies, and aid to new industries.

—T. F. HARRIS

*Assistant Commercial Secretary for Canada*

---

## SEA WATER FOR DRINKING?

How to desalt brackish water and make it fit for drinking has been occupying the attention of one section of the Netherlands Central Council for Applied Scientific Research. The results which their scientists have achieved have led OEEC in Paris to accept the problem of the desalting of sea water and brackish water as a subject for international research. The Netherlands will continue to direct this project, which has special importance for the whole water economy of their country.

## United Kingdom

### Prefabs for the Canadian Market

*British makers of prefabricated houses are seeking markets in Canada, and prototypes of several designs will soon be erected here. This article describes several types of houses being developed to suit Canadian conditions.*

**L**ONDON—Several months ago the Board of Trade circulated a report which stressed that Canada was in need of houses, and that there was an excellent opportunity for U.K. firms making all kinds of prefabricated buildings to break into the Canadian market. (Incidentally, the Board took no responsibility for the report.)

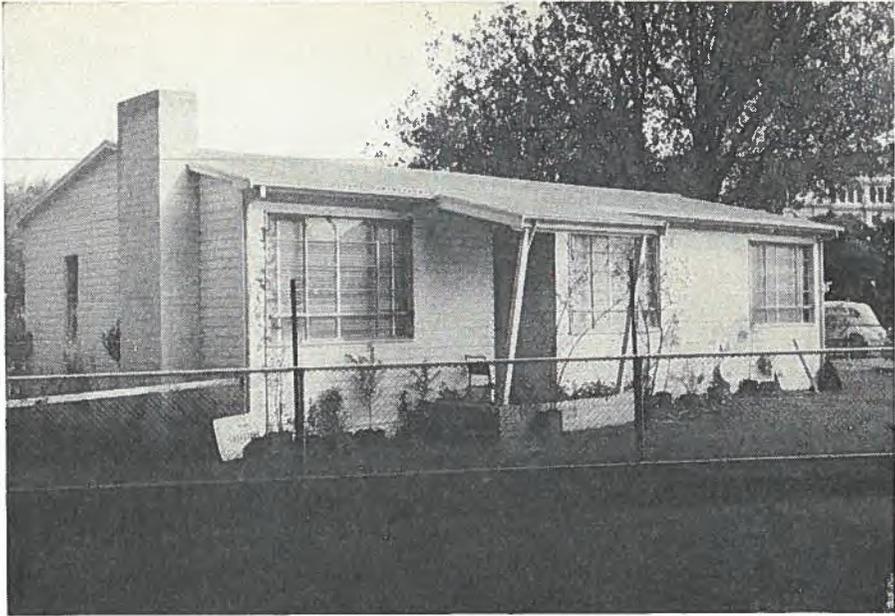
In the last few years, British exports of prefabricated houses to Australia, New Zealand and Africa have proved very worthwhile. But when the recent Australian austerity measures went into effect, export of these houses from the United Kingdom ceased abruptly. Now, as the result of the report, every manufacturer who had been shipping to Australia, or hoped to, saw in the Canadian market an opportunity to maintain his exports.

Several firms have gone to considerable trouble and have spent a good deal of money to explore the Canadian market and to design buildings suited to it. In the near future, several different types of buildings will be erected in Canada as prototypes and those interested may examine them. Among these are 24 already ordered for Gander airport to alleviate the house shortage there and to experiment with the possibilities of erecting this type of house economically in Canada. Other firms have received permission to erect prototypes at Ajax, Ontario.

The following is a short description of the types of houses that various firms and associations have told this office that they wish to market in Canada.

#### House A

The main principle of construction is stressed skin plywood, with the walls approximately  $3\frac{1}{2}$  inches thick overall. It will be composed of one sheet of plywood inside and outside for the whole length of the wall. Each wall will be shipped as one piece. The sheets of plywood are scarfe jointed in the factory before fabrication. The sheets comprising the exterior and interior of one complete wall will be glued to a light frame with synthetic resin glues. The plywood is held to the frame, pending the setting of the glue, by nailing to each frame member at 6-inch centres. The plywood itself will be resin-bonded three-ply, constructed of any of the various types of the cheaper African hardwoods available.



—Spooners (Hull) Ltd.

*House H (see page 11) uses panels of wood, plus weatherboarding.*

Floor, ceiling and roof sections will probably all be of a similar type of construction. Floor sections will, of necessity, be a little thicker overall—probably up to 6 inches. This will give them sufficient rigidity so that they can be supported only on party walls, outside walls and partitions. Doors and windows will be framed in the factory into the full wall section as required. Four prototypes of this will be erected at Ajax.

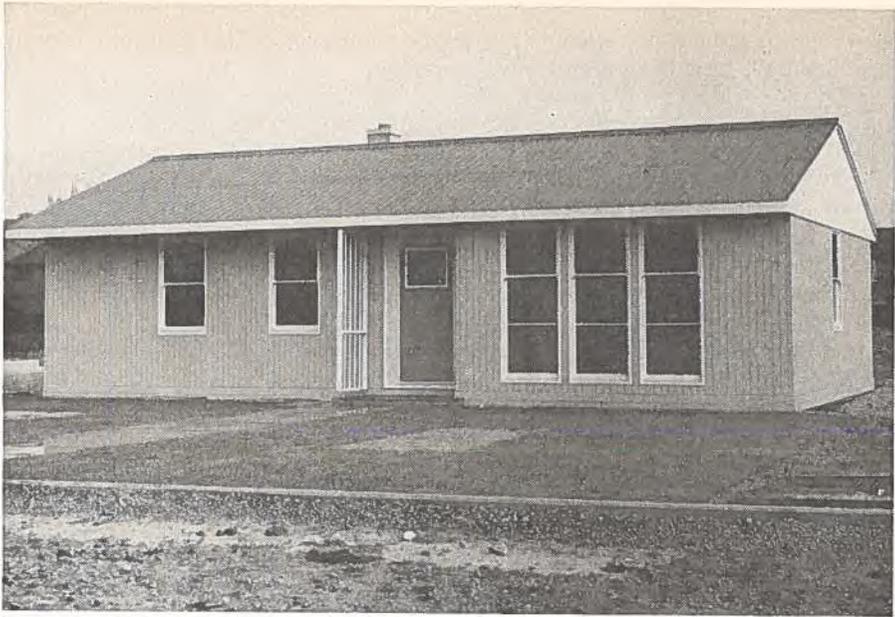
Transportation and erection require a crane for handling these large wall sections. The exterior of the building, when completed, is to be sprayed with a rough caste paint but any other type of paint would do. No battens or any other joining strips are necessary to cover joints between sections, thus leaving a perfectly clear surface both inside and out. Exterior walls are to be filled with glass wool for insulation.

## **House B**

This structure features a lightweight metal frame which forms the supporting structure for a roof surface—in other words, a self-supporting roof without the necessity of using external walls or any other part of the building for support.

With the roof structure in place and covered with any roofing available locally, the walls, partitions, etc., may be filled in with any suitable material. Tubular steel columns are set in concrete foundations. These columns support welded tubular steel roof trusses and purlins, with roof sheeting in either corrugated asbestos cement, aluminum or galvanized iron. The ceiling is either of corrugated asbestos cement fixed to tubular purlins, or of fibre-board sheets supported on light alloy extrusions.

The manufacturers believe that it is seldom economical to export a completely fabricated structure because the varied requirements of different countries make mass production impossible. They feel that the



—Lincolnshire Echo

*House J (see page 11) was designed especially for the Canadian market.*

use of these units will result in a far more permanent and satisfactory building than is possible with other methods. They also feel that it will save a large percentage of the heavy freight charges which have always limited the sales of prefabricated structures at great distances from the producing factory.

### **House C**

This system of construction employs a wall panel comprised of two facing sheets of  $\frac{3}{16}$  inch asbestos cement, set  $1\frac{1}{4}$  inches apart. The cavity between is filled with a chemically treated mixture of wood wool and cement.

By a special manufacturing process, the core becomes integrally bonded to the inner faces of the sheets but retains a cellular construction. This composite unit is said to be highly resistant to impact, light, strong, and easy to transport and erect. It also possesses high structural strength and thermo-insulating qualities.

### **House D**

This is a comparatively simple type using 4 x 8 panels for walls, floors and roof sections. The wall sections are framed on 2 x 2 studding with hardboard interior. The exterior is covered with a bitumen-bonded felt which is in turn covered with hardboard, weather board, asbestos sheeting or other covering. The panels are all tongued and grooved to fit one to another and are supplied with necessary cover moulds and corner posts. A standard bungalow provides a hall, four rooms, a bathroom, and food store. It is delivered crated in easily erected parts with

all necessary bolts, screws, fittings, wiring and plumbing. The house as delivered is complete except for foundations, oversite concrete, damp proof course, and permanent roof covering.

## House E

This house uses a complete lightweight steel frame, factory-manufactured in jigs and built up of cold formed sections with open lattice hydraulically riveted. The component parts are dipped in a paint solution after assembly to prevent corrosion. The frame is then erected on a rag-bolted steel base plate which acts as a jig for the whole building. The exterior cladding may be in any material. The usual one in the United Kingdom is of  $4\frac{1}{2}$  inch brick, separated from the steel work with "Denso" insulating and dampproof strip. But any type of external finish—stucco, roughcast, pebbledash, etc.—can be applied in part or to the whole elevation.

The building is designed to use pitchmastic for all ground floors and this is applied to the concrete raft supporting the building. The first floor is constructed of  $1\frac{1}{4}$  inch tongued and grooved flooring, screwed to the steel beams with "Denso" insulating strips between. The ceilings are of  $\frac{3}{8}$  inch plasterboard fixed to wooden grounds screwed to the underside of steel floor beams.

The roof is insulated immediately above the ceiling joists with bitumen bonded glass wool insulation. The roof covering then may be of any type of material, such as roof tiles fixed to  $1\frac{1}{4} \times 1\frac{1}{4}$  inch tile battens.

The manufacturers say that in a house of slightly over 1,000 sq. ft. there are 2.127 tons of steel which require  $5\frac{1}{2}$  hours for six men to erect. The total number of manhours per house is said to be 1,500, including all trades such as plasterers, plumbers, electricians, etc.

## House F

This is an aluminum house and not the product of any one manufacturer. Some 16 firms supply the various components and another firm assembles, packs and ships it.

The system of construction employs a light aluminum frame covered with aluminum siding outside. Where wooden floors, wallboards or such material have to be fixed to aluminum members, this is done by affixing a wooden nailing strip to the moulded members with self-tapping screws. Internal plasterboard panels delivered cut to size are fixed to the vertical aluminum studding with a Bostick adhesive applied to the edges of the studding. The plasterboard panels are then pressed into position and held by the adhesive. Ceiling panels are fixed by self-tapping screws. Partitions are made from Stramit compressed strawboard, paper-covered and fitted into wooden sections which lock into one another. They are provided with skirting and cornice rails fixed respectively to the floor and to the ceiling bearers.

## House G

This type has been exported to Australia in considerable numbers, and it is now being redesigned for the Canadian market. Accurate details of the method of construction are not available. The principle employed, however, is a standard-sized panel of wooden framework with

vertical wooden siding on the exterior and plasterboard or hardboard on the interior. The roof construction is in the form of prefabricated folding trusses which, in the houses shipped to Australia, were covered with aluminum sheets. The manufacturers maintain that their system of prefabrication makes possible a wide variation in design and layout and thermo-insulation.

## House H

Makers of this house are redesigning it for Canadian requirements. Details of their methods of construction are not available but they will employ panels framed up of wood and with weatherboarding or other suitable material on the exterior and plasterboard or hardwood on the interior, suitably insulated.

## House I

This one is manufactured in Austria, and the wall unit consists of vertical boarding on the exterior placed on a timber-framed section with insulation between and, on the interior of the section, a  $\frac{1}{2}$  inch timber boarding covered with  $\frac{3}{16}$  inch hardboard lining. Sections are joined together by grooves on the edges of each panel and filled when joined together by  $\frac{7}{8}$  x  $\frac{7}{8}$  inch spline.

The interior of each panel is again insulated by two baffle walls, one of bituminous felt and the other of therm foil, separated by approximately an inch and so placed within the panel that they are about one inch from the exterior wall and the same distance from the interior wall or the interior covering. The whole structure is supported and strengthened by  $5\frac{3}{8}$  x  $5\frac{3}{8}$  corner posts.

## House J

This one consists basically of a wooden stud framed external panel 8 feet high by 3 feet 4 inches wide. The siding is 1 inch V-jointed vertical weatherboards. Behind it is a layer of breather paper, gypsum plasterboard sheeting, air space, 2-inch glass wool insulation, a waterproof paper vapour barrier, and finally, the internal lining of  $\frac{3}{8}$  inch gypsum plasterboard. Openings are placed in the panels for the installation of electric wiring.

The roof has folding roof trusses at 3 foot 4 inch centres and these are located in notches cut in a continuous wall plate fixed to the top of the external wall panels. Wind braces and purlins are pre-cut and machined and the purlins are fixed to purlin blocks fastened to the trusses. Ceiling boards of  $\frac{3}{8}$  inch plasterboard are fixed to the ceiling joists. A 3-inch glass wool quilt is laid over the ceiling between the joists and a layer of waterproof paper fixed behind the ceiling boards. The roof sheets are 22 gauge rigidal mansard sheets of aluminum. These are fixed over a layer of heavy building paper covering the roof rafters and all joints are sealed with a mastic strip. The fascia boards are shaped to fit the rolls of the roofing sheets, excluding all snow, and a close-fitting, sealed ridge capping has been specially designed and manufactured for the Canadian market.

## House K

This design employs an exterior wall of a unique type. It can best be described as built of wooden bricks with an exterior and interior brick forming the walls. Each brick is fabricated of wood 4 feet x 2 feet and in plan tapers from 5½ inches at the centre to 3 inches at each end. The bricks are laid with each interior brick overlapping half of the exterior sections. The thickness of the wall so formed is approximately 9 inches, but the manufacturers have found that this type of construction is probably too expensive to make an economically satisfactory building.

They have therefore changed their plans and now employ a studded frame construction, factory cut. After the frame is erected, wall, floor and roof panels are fixed to the vertical studs which have been previously grooved or rabbited to take the various panels.

The panels are two feet by four feet, thus giving any desired plan arrangement based on a 2-foot module. Necessary insulation material is built into the panels before fixing. Each panel is framed on a 1 x 2 edge strip, which fits into, and is fixed to, the rabbited stud. The same method is employed in fixing roof, wall and floor panels. A light steel truss placed approximately one-third of the width of the building from each long external wall provides support for the roof, stiffening for the building generally, and carries the first floor joists. This relieves the partitions of their usual role of weight bearers.

—R. DOUGLAS ROE

*Commercial Secretary for Canada (Timber)*

*Canadian firms interested in having the names and addresses of the makers of these various types of houses should write to the editor, who has them on file.*

---

## RAW MATERIALS STORY

World production of basic raw materials in nine months of 1952, a UN statistical survey shows, differed somewhat from the same period of 1951. By the third quarter of 1952 world production of crude petroleum reached a three-months' high of 145 million metric tons, largely because of increased output in Kuwait, Iraq and Canada. Coal production fell, with U.S. output alone down by 13 per cent in the first ten months of 1952, compared with a similar period in 1951. Rubber production reached 1.3 million metric tons in the first ten months of 1952, as against 1.4 million in the same period of 1951. Steel output for the year is expected to be down, largely because of the U.S. steel strike in mid-year. In the third quarter of 1951, world steel production was 10 per cent below the level of the preceding year, though output outside the U.S. was 9 per cent higher.



## Canada Exhibits Abroad

These are busy days for the Canadian Government Exhibition Commission. From the idea-men at the top down to the painters and carpenters who transform blueprints into reality, everyone is working full speed on Canada's exhibits for five great European fairs this spring.

Though each exhibit is different, all of them stress a basic theme—that Canada, a firm believer in two-way trade, wants both to buy and to sell. To vary the treatment of this theme and to introduce secondary elements into the design calls for all the ingenuity and artistic talent of the Commission's staff.

- First event on the spring program is the Royal Netherlands Industries Fair, Utrecht, March 17-26. Canada first exhibited at this fair last year. This time the Canadian display will occupy about 1,160 square feet and will portray in graphic form the possibilities of an increase in two-way trade between the two countries. Both raw materials and semi-finished products will form part of the exhibit.

- Next comes the International Trade Fair at Lyon, France, April 11-20. This will be Canada's first appearance at the Lyon Fair. The 500-square-foot booth will be designed as three shop windows. Part of the space will be used to show graphically how our expanding economy offers France an opportunity to increase its dollar earnings. The remainder will be devoted to advertising, through charts and actual samples, the raw materials which we sell to the world.

- The Milan International Trade Fair, Milan, Italy, April 12-29, will include a Canadian exhibit for the fifth time. This ranks as one of the world's largest fairs; in 1952, over 3,400 foreign firms from 26 countries participated and nearly four million people came to see it. This exhibit too will stress Canada's industrial development, display many of the commodities which we produce, and highlight the increasing possibilities for exchange of goods between the two countries.

- Canadian displays at the Brussels International Trade Fair, Brussels, Belgium, April 25-May 10, will fall into two parts. One will be a 770-square-foot official exhibit in the Hall of Nations, and the other a 500-square-foot fur display in the textile section.

Main feature of the official exhibit will be a display of manufactured products, supplied largely by Belgian agents for Canadian companies, and supplemented by goods sent over especially for the fair. The display will also portray our industrial development.

The fur display is being organized in co-operation with the Department of Agriculture, the Canadian National Silver Fox Breeders' Association, and the Canada Mink Breeders. It will feature raw pelts, dressed skins, and made-up jackets, stoles and coats. Ordinarily this fair attracts about a million visitors, including 15 thousand from foreign countries.

- Of particular interest in Coronation year is the British Industries Fair, in London and Birmingham, April 27-May 8. At the Heavy Industries Section at Castle Bromwich, Birmingham, Canada will have a specially staffed information booth, where businessmen may discuss their problems with our trade representatives.

The London exhibit is still in the planning stage, but it will probably picture Canadian development from the coronation of the late King George VI to the coronation of his daughter, Queen Elizabeth II.

### **Germany's Fair Program**

The 1953 program of Spring Fairs in Germany has been so arranged that visitors can see within 20 days the full range of goods produced in the Federal Republic. First comes the Cologne International Fair, Section I, household goods and iron work, February 22-24. Section II, textiles and clothing, will be held March 8-10. Next is the Frankfurt International Fair, with the leather goods section at Offenbach, February 21-26. The Hanover Light Industrial Fair is scheduled for March 1-5 and the Nuremberg Toy Fair for March 8-13. Finally comes the Hanover Heavy Industries Fair, April 26-May 5.

### **Invitation to Padua**

The 31st International Trade Fair of Padua, Italy, will be held from May 31 to June 14, 1953. Re-opened in 1947 after rebuilding the pavilions destroyed during the war, the Fair in 1951 drew over a million visitors to see goods displayed by 3,480 exhibitors.

An attractive pamphlet giving full information about the 1953 Fair may be obtained from Dr. P. Migone, Commercial Attaché for Italy, 133 Sparks Street, Ottawa.

### **Across the Border**

The following fairs, of possible interest to Canadian businessmen, will be taking place in the United States during the next few weeks:

- Eleventh International Heating and Ventilating Exposition, January 26-30, Chicago, Illinois.
- National Travel Show, February 20-March 1, New York, N.Y.
- International Beauty Exhibition, March 9-12, New York, N.Y.
- International Toy Exhibit, March 9-13, New York, N.Y.
- Second Annual International Motor Sports Show, April 4-12, Grand Central Palace, New York, N.Y.

## Storm in the Indian Teapot

*Rising costs of production and falling prices have created a critical situation in the Indian tea industry; some tea gardens have closed.*

**B**OMBAY—Tea is India's second largest export and a flourishing tea industry is vital to the country's balance of trade. During the years of its prosperity—when Indonesia, one of its greatest competitors, and other Far Eastern countries were overrun by the enemy—it was saddled with expensive responsibilities and higher costs. Now the world supply of tea exceeds demand and the Indian tea industry can no longer carry those burdens. In fact, many gardens are being forced to close.

The war opened to India and Ceylon markets previously enjoyed by Indonesia. The United Kingdom, through bulk purchasing at prices which allowed for all increases in the costs of production, provided an assured outlet for all Indian tea exporters who could not get better prices elsewhere. As a result, Indian production increased by 33½ per cent.

### **Production Costs Rise**

During this period the tea industry was able to absorb additional costs and the principle of the tea gardens feeding and housing their workers, regardless of cost, became firmly established. There are approximately 800 thousand labourers, plus dependents, employed on Indian tea estates. Originally the gardens supplied rice to these employees and their dependents at Rs.5 a maund. They are continuing to do so, although prices have risen to Rs.30 a maund! This high food subsidy has been slightly offset by comparatively small increases in cash wages.

Materials have also become more expensive. Tea chests are up 25 per cent. The government policy of protecting the native industry by quantitative import restrictions and duties has perhaps encouraged it beyond the supply of suitable timber. The result is that Indian teas are getting an unfortunate reputation because of poor packing. This has an inevitable reaction on price. In addition, the increased cost of transporting the coal which the industry uses has resulted in over Rs.5 million additional annual charges.

However, the industry's paramount complaint is the continuation of the export duty on tea. This amounts to four annas per pound, plus a cess of Rs.2 per 100 pounds. And unlike other industries such as jute, no relief was given when, early in 1952, other export levies were abolished or reduced.

The London tea auctions were resumed in April 1951, a step made possible by the increase in exports from Indonesia. Gradually rationing in the United Kingdom was eliminated and bulk purchasing came to an end. Then the remainder of the U.K. subsidy was removed and auction prices were based on rates which the consumer would pay. Auctions also allowed buyers to exercise personal preferences, impossible under the



—The Tea Bureau

*This Indian tea has been "withered" in the factory; now it goes into huge rolling machines which bruise and twist the leaf, breaking up the cells.*

bulk purchasing arrangements of the previous ten years. Whereas before the better teas suffered, now the more plentiful common teas became under-priced in relation to the new and fairly rigid costs of production.

The average figures for all teas to the end of October 1952, compared with those of October 1951, reveal how calamitous has been the fall.

	1951		1952		Fall	
	s.	d.	s.	d.	s.	d.
London:						
Northern India .....	3—	7.68	2—	10.61	0—	9.07
Southern India .....	3—	6.31	2—	7.73	0—	10.58
Pakistan .....	3—	4.43	2—	1.15	1—	3.28
Ceylon .....	3—	10.08	3—	10.74		.68
Indonesia .....	3—	3.73	2—	9.23	0—	6.50
Africa .....	3—	2.96	1—	8.40	1—	6.56
Calcutta:						
Export Auctions .....		Rs.as.ps.		Rs.as.ps.		Rs.as.ps.
Internal .....		1.11.7		1.6.11		0.4.8
		1. 9.9		1.5. 3		0.4.6

Indian teas also cost more to produce in 1952 than in 1951 because of an increase in wages under the Minimum Wage Awards of Assam, West Bengal, Madras and Travancore. There was a four anna increase a day in Assam, where an anna a day increase means Rs.10 million added to the annual wage bill. An average fall of nearly tenpence a pound, coupled with an increase in the costs of production, means eventual ruin to all but the most favoured gardens. Perhaps the most striking feature of the figures tabulated above is the manner in which Ceylon teas continue to command good prices. Ease of communications, good packing, regular hours of work and attendance, a careful attention to quality, and the good fortune of producing teas of a type in demand combine to make Ceylon the only producing country which has been unaffected by the recession.

In an atmosphere of daily announcements of gardens forced to close, discussions within the industry and with the Government are being carried on in an attempt to find some solution to the dilemma. No concrete measures have yet been adopted, though recently it was reported that North and South Indian growers had agreed to reduce next year's tea crop by 8 per cent—to about 570 million lb.

The industry seeks assurance that its requirements, such as transport, coal, chests, food, etc., will be supplied as cheaply as possible; regular attendance and a fair day's work for the statutory wage become the prevailing practice, and taxes—particularly export duties—reduced, if not permanently, at least while the crisis lasts. Some aspects of the industry's retrenchment and austerity measures might well be maintained even when prosperity returns.

The crisis in tea appears more serious when it is remembered that the majority of tea estates cannot be converted to other crops because the land is suitable only for tea growing. Similarly, gardens left unattended take many years to bring back into production.

—BRUCE I. RANKIN

*Commercial Secretary for Canada*

---

## **Norway's Biggest Industry**

*Norsk Hydro, drawing on Norway's great waterpower resources, turns out nitrogen products; is today branching out into other electro-chemical fields.*

OSLO—Norway has an abundance of hydro-electric power resources and today ranks among the leading countries in this field. Only some 14 per cent of the entire population use fuel other than electricity for heating or lighting. Installed capacity at the end of 1950 was about 3·2 million kw, and many plans for expansion are in progress. Resources yet to be developed are estimated at well over 13 million kw.

Norway is, therefore, well suited to industries requiring large amounts of electric power. The country's biggest industrial concern is Norsk Hydro-Elektrisk Kvaestofaktieselskab, popularly known as Norsk Hydro. Some Kr. 750 million has been invested in this company which was founded in 1905 on the then newly-discovered Birkeland-Eyde process. This sum was written down to about Kr. 270 million in June of this year. The Norwegian Government now owns 46 per cent of the shares. Norsk Hydro started, as its full name suggests, as a producer of nitrogen products and today has an annual output of 172 thousand tons of pure nitrogen. It is steadily branching out into new fields of electro-chemistry. The company's several factories, located in various parts of Norway, consume

a total of approximately 3,700 million kilowatt hours a year which is, roughly speaking, 20 per cent of Norway's total annual consumption of electricity. About one-third of this amount is generated by the company's own power plants and plans are now under way for a new generating plant at Rjukan to deliver an extra 20 thousand kw.

#### **Fertilizer Exports Large**

Total world exports of fixed nitrogen are estimated at some one million tons a year. Of this, Norsk Hydro produces 145 thousand tons and markets them in the form of various fertilizers. Chief among its customers for nitrous fertilizers are: Denmark, 400 thousand tons this year; Sweden, 230 thousand tons; and Finland, Spain and Egypt. Sales to the United States have totalled about 45 thousand tons.

Urea, with its high fixed nitrogen content, is another product now manufactured by Norsk Hydro and present output is estimated to be about ten thousand tons a year. Urea is used to produce plastics and the company also turns out three grades of polyvinylchloride.

Norsk Hydro has already covered Norway's internal demand for trichlorethylene and has sufficient left over for limited export.

The company has now taken over the former HEFA factory at Heroya, and last year made, among other products, about 5,000 tons of metallic magnesium from sea-water and dolomite. It plans to double the output in the near future.

Heavy water for use in atomic piles is another product manufactured by Norsk Hydro, and at its present price of Kr. 1.5 million a ton it brings a welcome income into the country.

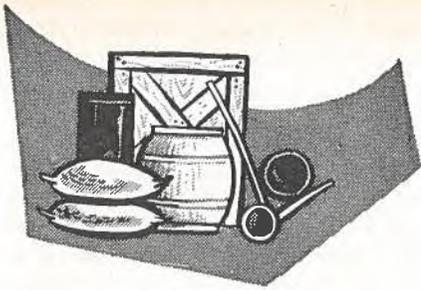
#### **Potash from Sea Water**

Experiments are also being made in the production of potash from seawater, and results so far are said to have shown great promise.

All in all, Norsk Hydro today manufactures some thirty products of which about 20 per cent go to the home market. New plans, however, are under way for the building of several new plants and the improvement of older ones. This expansion will include increasing the complete fertilizer production from the present output of 40 thousand tons to between 100 and 150 thousand tons a year. The greater part of the increase is earmarked for domestic use. Also planned are a formic acid plant with a capacity of 2,000 tons, and new factories in North Norway as part of the plans for national industrial expansion. A sinking fund of Kr. 50 million will be set aside for this purpose. A loan of Kr. 75 million will be floated, three-quarters of it to be raised in Norway and one-quarter to come from foreign sources.

The total sales effected by the company in its financial year 1951-52 amounted to Kr. 323 million, as compared with Kr. 276 million in the previous twelve months. Total profits for the year were Kr. 13.6 million. Clearly, Norsk Hydro is rapidly expanding and has every prospect of becoming one of the world's largest producers of electro-chemical products.

—J. L. MUTTER  
*Commercial Secretary for Canada*



## COMMODITY NOTES

### CHILE

**Buses**—Purchase of 350 buses from Italy has been recommended, payment to be arranged by additional sales of nitrate. These buses will be sold to private owners who have accepted a government scheme to form a combine to handle local transport—Santiago, December 6.

**Copper**—Up to December 6, the Central Bank had closed operations for copper sales for a total of 238,500 tons at a uniform price of 35½ cents U.S. per pound. A continued firm demand is said to exist at this price—Santiago, December 8.

### ITALY

**Giant Transmission Belt**—Italy has achieved “the world’s largest” in the recent production of two transmission belts to be used in a domestic steel mill. Of different lengths, they are of triple leather of 5½ feet width, one inch thickness, weighing 1.0 and 1.7 metric tons respectively. A similar belt about three feet in width has been in continuous operation for the past eight years in another mill, where it transmits 1,000 horsepower at a speed of 32 yards, 2 feet per second—Rome, December 18.

### MEXICO

**Nylon Fibres**—Nylon-type artificial fibres will be manufactured in Mexico before the end of 1953, it has been reported in banking circles. It is said that a factory will be established by Beijer Continental, S.A., which is representative of Swedish interests. Orders are understood to have been placed in Germany for plant equipment and the fibres will be manufactured under German patents—Mexico, D.F., December 30.

**Cotton**—Export duties on raw cotton were lowered slightly on December 27 by a revision of the official price, for the purposes of duty payment, from 5.25 pesos to 4.73 pesos per gross kilogram. Latest estimates are that 800 thousand bales of the 1952-53 crop will be

sold abroad. Total production of the northwestern states of Sinaloa and Sonora was sold in September to Japan—Mexico, D.F., December 30.

## **SOUTH AFRICA**

**Synthetic Rubber**—Sasol, the £ 20 million government sponsored oil-from-coal project, will contribute largely to the economic life of the country, even apart from its scheduled annual production of 55 million gallons of petrol. By-products will include 5.5 million gallons of diesel oil, 7,500 tons of ammonia, three million gallons of low temperature tar, one million gallons of tar acid required by the synthetic fibre industry, substantial quantities of alcohol and butane, and acetone in excess of the country's requirements. Proposals for the construction of a 20-thousand-tons-a-year synthetic rubber plant, involving an additional investment of £5.5 million, are being examined— Cape Town, December 10.

## **SPAIN**

**Mercury**—The Ministry of Commerce has fixed the export price for mercury at US\$165 a flask—Madrid, December 16.

**Olive Oil**—Olive oil production for the 1952-53 season is officially estimated at 246,868 metric tons—Madrid, December 16.

## **TURKEY**

**Iron and Steel**—A second blast furnace has just been put into operation at the Karabuk Iron and Steel Works, the largest industrial enterprise in Turkey. This was made possible through the completion of a second coke oven. As a result, it is expected that production of iron and steel will be almost doubled at Karabuk. A sintering plant to permit the use of iron-ore dust and particles will soon be completed. The old and new coke ovens, working at normal capacity, will produce 550 thousand tons of coke, 200 million cubic metres of coke gas, 6,000 tons of benzol and derivants, 25 thousand tons of pitch, creosote and bitumen, 1,000 tons of naphthalin (pure) and 5,000 tons of ammonium sulphate a year. In addition to the present range of products (which includes sheet iron, rails, iron rods for construction, and coke derivatives) the Karabuk Works will now begin producing centrifugal cast-iron water pipes—Athens, December 15.

## **WEST GERMANY**

**Oil**—During October and November 1952, Western Germany imported diesel oil from the Soviet Union to a value of one million dollars. Payments for Soviet oil shipments are based on the "transferable account area" which the German Federal Republic joined on August 31, 1952. The Soviet Union also participates in this accounting system, which is based on the pound sterling. The West German Ministry of Economics has announced that another offer of oil deliveries from the Soviet Union has been received and is being carefully studied—Bonn, December 23.



## GENERAL NOTES

### AUSTRALIA

**Export Controls Lifted**—On November 24 the Federal Government lifted export controls from 26 more products to boost export trade. The products freed include: motor vehicle spare and component parts (except those of North American origin), bearings and engines; rubber and rubber manufactures, synthetic rubber, except tires and tubes for graders, tractors and earth-moving equipment; wool and woollen goods; a wide range of chemicals and drugs; goods manufactured wholly or substantially of copper or aluminium and their alloys; plywood and paper. These items may be sold in any quantity. There are now fewer than 100 commodities still subject to export control. Primary products, such as wheat, meat and dried fruits, which are sold under international agreements, and agricultural machinery and some basic metals and semi-fabricated metals, are still subject to control. As production increases, more commodities will be freed—Sydney, December 10.

### MEXICO

**Trade Deficit**—A foreign trade deficit of 235.1 million pesos (US\$27.7 million) in October brought the excess of imports over exports up to 1,664.6 million pesos during the first ten months of 1952. The balance of payments showed an estimated deficit of \$78.9 million at the end of the first nine months of the year. This estimate was based on imports and exports of merchandise, production of gold and silver, net tourist expenditures, and payments abroad on interest and dividends—Mexico, D.F., December 30.

### PAKISTAN

**Registration of Importers and Exporters**—According to a notification published in the *Gazette* of Pakistan, on December 12, 1952, the Ministry of Commerce has made the registration of importers and exporters compulsory. By this order no importer or exporter who has not been granted registration by the Chief Controller of Imports and Exports shall import or export any goods into or out of Pakistan. The Central Government may order cancellation of an importer's registration if the selling prices of his goods are higher than the prices published by the Central Government from time to time.

One of the significant clauses in this order is the stipulation that no firm shall be registered, or can continue to be registered, unless at least 50 per cent of its total strength of officers in the superior,

executive and managerial classes, and at least 75 per cent of its staff in other classes, are nationals of Pakistan. Also, the terms of service in any class in the matter of pay, allowances, privileges and the like must be the same for all employees irrespective of their nationality—Karachi, December 13.

## **SOUTH AFRICA**

**Rayon Industry Progressing**—The establishment of the rayon pulp factory in Natal, in conjunction with Courtaulds and Snia Viscosa, to produce wood pulp suitable for use in the viscosa rayon industry is proceeding satisfactorily and work at the site has already begun, according to the annual report of the Industrial Development Corporation. Approximately 300 Italian specialists will be imported to work in the factory, it is expected. The entire output will, in the initial stages, be purchased by Snia Viscosa and Courtaulds. It is hoped the project will contribute much to the Union's earnings of foreign exchange. The rayon pulp industry and the paper industry, in which the Corporation is also particularly concerned, will have far-reaching effects on the use and development of valuable timber resources—Johannesburg, December 12.

## **UNITED KINGDOM**

**Trade Balance Improves**—United Kingdom imports in 1952 were valued at £3,481 million, a decrease of 11 per cent as compared with 1951. Exports amounted to £2,550 million, a reduction of one per cent. Re-exports were £144 million, an increase of 14 per cent. The visible adverse balance of trade fell by £409 million to £788 million.

Exports to Canada declined by £10 million to £127 million, but to the United States they showed an increase of £7 million, making a total of £144 million—London, January 14.

## **UNITED STATES**

**Costs Up for Southern Farmers**—Farmers in the Southern States must face uncertain prices and higher costs in 1953, according to a report appearing in the December issue of the *Progressive Farmer*, a leading Southern farm publication. The report estimates that cotton will be produced at about the same level as in 1952, but demand may be down and price lower. Supports are guaranteed at 90 per cent of parity. A great deal more beef is expected to be on the market this year and prices are likely to move down. On the other hand, the trend of dairy prices is up because there has been a decline in number of cows since 1944, and human consumption of milk is increasing. Hog markets are expected to improve, with a 10 per cent cutback in pork supplies in 1953. Broiler prices are expected to average higher than in 1952.

In terms of costs, the Southern farmer is faced with a tight feed situation because of the severe drought in 1952. Fertilizer will be available in large quantities, although it will still be inadequate for local demand and prices will be higher. Machinery prices may decline slightly, but labour costs are certain to go up—New Orleans, December 20.

# TRADE AND TARIFF REGULATIONS

## BRAZIL

**Imports from Hard Currency Countries**—The Export-Import Department of the Bank of Brazil has issued a new list of commodities for which applications for licences or exchange quota certificates will be considered for imports into Brazil payable in dollars during the next six months.

The list dated July 31, 1951, issued under Notice No. 287 is thereby cancelled. The new list contains substantially the same goods with some additions of essential commodities and twelve deletions from the former list.

Applications for imports must be made in quantities to cover supply for six months. The deadline for submission of applications is January 31, 1953—Rio de Janeiro, January 6.

*Full details of the new list are available from the International Trade Relations Branch, Department of Trade and Commerce, Ottawa—Editor.*

## NORTHERN RHODESIA

**Import Control**—The Economic Secretary to the Northern Rhodesia Government has announced that no more motor cars or trucks will be permitted entry direct from the United States and Canada because it is not possible to make dollars available for their purchase.

The only North American cars which can be purchased will be those assembled in the Union of South Africa for which no hard currency is required.

## UNITED STATES

**Imports into the United States from Hong Kong**—The Foreign Assets Control Division of the United States Treasury Department is issuing an amendment to section 500.808 of the Foreign Assets Control Regulations of December 17, 1950. This will permit the importation into the United States of goods of Chinese type, subject to FAC regulations, produced in Hong Kong, provided they are covered by Hong Kong Government certificates of origin.

The new certification procedure which has been placed in operation by the Hong Kong authorities does not yet apply to all commodities of Chinese type produced in Hong Kong. The commodities presently covered are cotton waste, hardwood furniture, ivory manufactures, preserved plums, salt fish in oil, silk manufactures, tungsten ores and concentrates, and water chestnuts. It is contemplated that in the near future certification will be available for most of the principal exports of Hong Kong origin to the United States.

Canadian imports from Hong Kong will be subject to the same regulations as their counterparts in the United States if the goods arrive at a United States port—Washington, January 9.

# Foreign Trade Service Abroad

† Indicates a change since previous publication.

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

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
<b>Argentina</b> Paraguay Uruguay	C. S. Bissett, Commercial Counsellor  W. B. McCullough, Agricultural Secretary	Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 33-8237
<b>Australia</b> (Capital Territory, New South Wales, Queensland, Northern Territory) Dependencies	C. M. Croft, Commercial Counsellor for Canada	City Mutual Life Building, 60 Hunter Street, SYDNEY	<i>Mail:</i> P.O. Box 3952 G.P.O. <i>Cable:</i> CANADIAN <i>Tel.:</i> BW 9351
<b>Australia</b> (Victoria, South Australia, Western Australia, Tasmania)	R. W. Blake, Commercial Secretary for Canada and Agricultural Secretary	83 William Street, MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> MU 4716
<b>Belgian Congo</b> Angola, French Equatorial Africa	W. Gibson-Smith, Canadian Government Trade Commissioner	Forescom Building, LEOPOLDVILLE	<i>Mail:</i> Boîte Postale 373 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2706
<b>Belgium</b> Luxembourg	T. J. Monty, Commercial Secretary	Canadian Embassy, 35 rue de la Science, BRUSSELS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 11-33-88
<b>Brazil</b>	C. R. Gallow, Commercial Secretary	Canadian Embassy, Edificio Metropole, Av. Presidente Wilson 165, RIO DE JANEIRO	<i>Mail:</i> Caixa Postal 2164 <i>Cable:</i> CANADIAN <i>Tel.:</i> 42-4140
<b>Brazil</b>	C. J. Van Tighem, Consul of Canada and Trade Commissioner	Canadian Consulate, Edificio Alois, Rua 7 de Abril 252, SAO PAULO	<i>Mail:</i> Caixa Postal 6034 <i>Cable:</i> CANADIAN <i>Tel.:</i> 36-6301
<b>Ceylon</b>	Paul Sykes, Canadian Government Trade Commissioner	Galle Face Hotel, COLOMBO	<i>Mail:</i> P.O. Box 1006 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5876
<b>Chile</b>	M. R. M. Dale, Commercial Secretary	Canadian Embassy, 6th Floor, Av. General Bulnes, 129, SANTIAGO	<i>Mail:</i> Casilla 771 <i>Cable:</i> CANADIAN <i>Tel.:</i> 64189
<b>Colombia</b> Ecuador	W. J. Millyard, Canadian Government Trade Commissioner	Calle 19, No. 6-39, BOGOTA	<i>Mail:</i> Apartado 1618 <i>Airmail:</i> Apartado Aero 3562 <i>Cable:</i> CANADIAN <i>Tel.:</i> 12-251
<b>Cuba</b>	A. W. Evans, Commercial Secretary	Canadian Embassy, Edificio Motor Centre, Calle Infanta 16, HAVANA	<i>Mail:</i> Apartado 1945 <i>Cable:</i> CANADIAN <i>Tel.:</i> UO-9457
<b>Dominican Republic</b> Haiti, Puerto Rico	R. E. Gravel, Canadian Government Trade Commissioner	Edificio Copello 410, Calle El Conde, CIUDAD TRUJILLO	<i>Mail:</i> Apartado 451 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5318
<b>Egypt</b> Aden, Sudan, Cyprus, Ethiopia, Jordan, Saudi Arabia	Acting Canadian Government Trade Commissioner	Osiris Building, Sharia Walda, Kasr-el-Doubara, CAIRO	<i>Mail:</i> P.O. Box 1770 <i>Cable:</i> CANADIAN <i>Tel.:</i> 23110
<b>France</b> Algeria, French Morocco, French West Africa, Tunisia	Commercial Counsellor for Canada	3 rue Scribe, PARIS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> OPEra 42-30
<b>Germany</b> Federal Republic	B. A. Macdonald, Commercial Counsellor	Canadian Embassy, 22 Zitelmannstrasse, BONN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Bonn 38927
<b>Germany</b>	Wm. Van Vliet, Agricultural Secretary		

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
<b>Greece</b> Israel, Turkey	H. W. Richardson, Commercial Secretary	Canadian Embassy, 31 Vassilissis Sophias Ave., ATHENS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 72-853
<b>Guatemala</b> Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	J. C. Depocas, Canadian Government Trade Commissioner	28, 5a Avenida Sud, GUATEMALA CITY	<i>Mail:</i> P.O. Box 400 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5590
<b>Hong Kong</b> China, Indo-China, Macao, Taiwan	T. R. G. Fletcher, Canadian Government Trade Commissioner	Hong Kong and Shanghai Banking Corporation Bldg., HONG KONG	<i>Mail:</i> P.O. Box 126 <i>Cable:</i> CANADIAN <i>Tel.:</i> 28336
<b>India</b>	Richard Grew, Commercial Counsellor	Office of the High Commissioner for Canada, 4 Aurangzeb Road, NEW DELHI	<i>Mail:</i> P.O. Box 11 <i>Cable:</i> CANADIAN <i>Tel.:</i> 40191
<b>India</b> Burma	B. I. Rankin, Commercial Secretary for Canada	Gresham Assurance House, Mint Road, BOMBAY	<i>Mail:</i> P.O. Box 886 <i>Cable:</i> CANADIAN <i>Tel.:</i> 20672
<b>Ireland</b>	T. G. Major, Commercial Counsellor for Canada	66 Upper O'Connell St., DUBLIN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 44251
<b>Italy</b> Libya, Malta, Yugoslavia	S. G. MacDonald, Commercial Counsellor	Canadian Embassy, Via Saverio Mercadante 15, ROME	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 80-842
Italy	C. F. Wilson, Agricultural Counsellor		
Italy	M. S. Strong, Commercial Secretary (Fisheries)		
<b>Jamaica</b> Bahamas, British Honduras	M. B. Palmer, Canadian Government Trade Commissioner	Canadian Bank of Commerce Chambers, KINGSTON	<i>Mail:</i> P.O. Box 225 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2858
Jamaica	E. M. Gosse, Canadian Trade Commissioner (Fisheries)		
<b>Japan</b> Korea	†J. C. Britton, Commercial Counsellor	Canadian Embassy TOKYO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 48-4116
<b>Lebanon</b> Iraq, Syria	G. F. G. Hughes, Canadian Government Trade Commissioner	Centre Urbain Emir Beshir, Bâtiment A1, Rue Emir Beshir, L'Azariah, BEIRUT	<i>Mail:</i> Boite Postale 2300
<b>Mexico</b>	†M. T. Stewart, Commercial Counsellor	Canadian Embassy, Edificio Internacional, Paseo de la Reforma, MEXICO, D.F.	<i>Mail:</i> Apartado 126-Bis <i>Cable:</i> CANADIAN <i>Tel.:</i> 36-27-90
<b>Netherlands</b>	J. A. Langley, Commercial Counsellor	Canadian Embassy, Sophialaan 1-A, THE HAGUE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 18-51-06
<b>Netherlands</b> Belgium, Denmark, Luxembourg	Acting Agricultural Secretary		
<b>New Zealand</b> Fiji, Western Samoa	L. S. Glass Commercial Secretary,	Office of the High Commissioner for Canada, Government Life Insurance Bldg., WELLINGTON	<i>Mail:</i> P.O. Box 1660 <i>Cable:</i> CANADIAN <i>Tel.:</i> 70-644
<b>Norway</b> Denmark, Greenland	J. L. Mutter, Commercial Secretary	Canadian Legation, Fridtjof Nansens Plass 5, OSLO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 33-30-80
<b>Pakistan</b> Afghanistan, Iran	A. P. Bissonnet, Commercial Secretary	Office of the High Commissioner for Canada, Hotel Metropole, Victoria Rd., KARACHI	<i>Mail:</i> P.O. Box 531 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5826

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
<b>Peru</b> Bolivia	H. J. Horne, Acting Commercial Secretary	Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin, LIMA	<i>Mail:</i> Casilla 1212 <i>Cable:</i> CANADIAN <i>Tel.:</i> 71950
<b>Philippines</b>	F. H. Palmer, Consul General of Canada and Trade Commissioner	Tuason Building, 8-12 Escolta, MANILA	<i>Mail:</i> P.O. Box 1825 <i>Cable:</i> CANADIAN <i>Tel.:</i> 3-33-35
<b>Portugal</b> Azores, Madeira	L. M. Cosgrave, Commercial Counsellor	Canadian Legation, Avenida de Praia da Vitoria, 48-1°D., LISBON	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 53117
<b>Singapore</b> Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak, Thailand	D. S. Armstrong, Canadian Government Trade Commissioner	Room D-5, Union Building, SINGAPORE	<i>Mail:</i> P.O. Box 845 <i>Cable:</i> CANADIAN <i>Tel.:</i> 7739
<b>South Africa</b> (Natal, Transvaal) Southern Rhodesia, Northern Rhodesia, Nyasaland, Mozambique, Kenya, Tanganyika, Uganda, Zanzibar	C. B. Birkett, Canadian Government Trade Commissioner	Mutual Building, Harrison Street, JOHANNESBURG	<i>Mail:</i> P.O. Box 715 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 33-2628
South Africa (Cape Province, Orange Free State), Southwest Africa, Mauritius, Madagascar	K. F. Noble, Canadian Government Trade Commissioner	Grand Parade Centre Bldg., Adderley Street, CAPE TOWN	<i>Mail:</i> P.O. Box 683 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 2-5134/5
<b>Spain</b> Balearic Islands, Canary Islands, Gibraltar, Rio de Oro, Spanish Morocco, Tangier	E. H. Maguire, Canadian Government Trade Commissioner	70 Avenida Jose Antonio, MADRID	<i>Mail:</i> Apartado 117 <i>Cable:</i> CANADIAN <i>Tel.:</i> 21-41-13
<b>Sweden</b> Finland	F. W. Fraser, Commercial Counsellor	Canadian Legation, Strandvagen, 7-C, STOCKHOLM	<i>Mail:</i> P.O. Box 14042 <i>Cable:</i> CANADIAN <i>Tel.:</i> 67-92-15
<b>Switzerland</b> Austria, Czechoslovakia, Hungary	Yves Lamontagne, Commercial Counsellor	Canadian Legation, Thunstrasse 95, BERNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 4-59-17
<b>Trinidad</b> Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, French West Indies	Acting Canadian Government Trade Commissioner	Colonial Building, 72 South Quay, PORT-OF-SPAIN	<i>Mail:</i> P.O. Box 125 <i>Cable:</i> CANADIAN <i>Tel.:</i> 4787
<b>United Kingdom</b> (South of England, East Anglia, Scotland), Iceland, British West Africa (Gambia, Gold Coast, Nigeria, Sierra Leone)	R. P. Bower, Commercial Counsellor  R. Campbell Smith, Commercial Secretary	Office of the High Commissioner for Canada, Canada House, Trafalgar Square, LONDON, S.W.1	<i>Mail:</i> (City Address) <i>Cable:</i> SLEIGHING <i>Tel.:</i> Whitehall 8701
United Kingdom	D. A. B. Marshall, Commercial Secretary (Agricultural)		
United Kingdom	R. D. Roe, Commercial Secretary (Timber)		<i>Cable:</i> TIMCOM

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
United Kingdom (Midlands, North England, Wales)	M. J. Vechsler, Canadian Government Trade Commissioner	Martins Bank Building, Water Street, LIVERPOOL	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Central 0625
United Kingdom (Northern Ireland)	T. G. Major, Canadian Government Trade Commissioner	36 Victoria Square, BELFAST	<i>Mail:</i> (City Address) <i>Tel.:</i> 21867
<b>United States</b> Delaware, Maryland, Virginia, West Virginia	J. H. English, Commercial Counsellor	Canadian Embassy, 1746 Massachusetts Ave., N.W., WASHINGTON, 6, D.C.	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN † <i>Tel.:</i> DEcatur 2-1011
United States	Dr. W. C. Hopper, Agricultural Counsellor		
United States (Connecticut, New Jersey, Pennsylvania, New York), Bermuda	A. E. Bryan, Deputy Consul General of Canada and Trade Commissioner	Canadian Consulate General, 620 Fifth Ave., NEW YORK CITY	<i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM <i>Tel.:</i> JUDson 6-2400
United States	M. B. Bursey, Consul of Canada and Trade Commissioner (Fisheries)		
United States (Massachusetts, Maine, Rhode Island, Vermont, New Hampshire)	G. S. Patterson, Consul General of Canada	Canadian Consulate General, 532 Little Building, 80 Boylston Street, BOSTON 16	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> HANcock 6-4320
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri)	D. S. Cole, Consul General of Canada	Canadian Consulate General, Chicago Daily News Bldg., 400 West Madison Street, CHICAGO 6	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> STate 2-7312
United States (Michigan, Ohio)	B. C. Butler, Consul of Canada and Trade Commissioner	Canadian Consulate, 1035 Penobscot Building, DETROIT, 26	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> WOODward 5-2811
United States (City of Los Angeles, Southern California, Arizona)	V. E. Duclos, Canadian Government Trade Commissioner	510 West Sixth Street, LOS ANGELES 14	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> VANdike 7114
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	G. A. Newman, Consul of Canada and Trade Commissioner	Canadian Consulate, 201 International Trade Mart, NEW ORLEANS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> RAYmond 2136
United States (Northern California, Montana, Oregon, Idaho, Washington, Wyoming, Nevada, Utah, Colorado, New Mexico), Hawaii	Acting Consul General of Canada	Canadian Consulate General, 3rd Floor, Kohl Building, 400 Montgomery Street, SAN FRANCISCO 4	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> SUTter 1-3039
<b>Venezuela</b> Netherlands Antilles	J. A. Stiles, Consul of Canada and Trade Commissioner	Canadian Consulate General, Edificio Pan American, Puente Urupal, CARACAS	<i>Mail:</i> Apartado 3306 <i>Cable:</i> CANADIAN <i>Tel.:</i> 55818
Venezuela Colombia	Vice-Consul of Canada and Acting Agricultural Trade Commissioner		

## Foreign Exchange Rates

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

Conversions into Canadian dollars have been made at cross rates with sterling or the United States dollar on the date shown.

Except when buying and selling rates are specified, the mid rates only are quoted. The buying rate is that at which banks purchase exchange from exporters. The selling rate is that at which banks sell exchange to importers.

When several rates are indicated, the rate applicable depends on the commodity traded. Information on the rate for any specific commodity may be obtained from the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.

Rates used exclusively in non-merchandise trading are not included in the table.

For conversion to United States dollar equivalents multiply by 1.02927.

Country	Unit	Type of Exchange	Canadian dollar equiv. Jan. 15	Notes (See below)
Argentina	Peso	Preferential buying	.1295	(1)
		Basic buying	.1943	
		Preferential selling	.1943	
		Basic selling	.1295	
		Free	.06994	
Austria	Schilling		.04548	
Australia	Pound		2.1860	
Belgium-Luxembourg & Belgian Dependencies	Franc		.01938	
			.01619	tax 5% (1)
Bolivia	Boliviano	Official	.00967	tax 3% (2)
		Differential	.5693	(3)
British West Indies	Dollar		2.7325	(4)
			.6831	
Brazil	Cruzeiro	Brit. Honduras	.0525	tax 8% (2)
			.2049	
Burma	Kyat		.2049	
Ceylon	Rupee		.03129	(1)
Chile	Peso	Official	.01618	
		Commercial	.00829	
		Free	.3886	tax 3% (2)
		Basic	.4235	
Colombia	Peso	Coffee buying	.1734	(5)
		Official	.1463	*Nov. 28
		Free	.9716	tax 2%
Cuba	Peso		.01943	
Czechoslovakia	Koruna		.1407	
Denmark	Krone		.9716	
Dominican Republic	Peso		.06476	(6)
			.05606	
Ecuador	Sucre	Official	2.7899	
Egypt	Pound	Free	2.4617	
Fiji	Pound		.00422	
Finland	Markka		.00278	
France	Franc		.00556	
French Africa	Franc		.01528	
French Pacific	Franc		.2313	
Germany	D Mark		.000065	
Greece	Drachma		.9716	
Guatemala	Quetzal		.1943	
Haiti	Gourde		.4858	
Honduras	Lempira		.1612	*Jan. 2
Hong Kong	Dollar	Free	.05966	
		Official	.04588	
		Special buying	.03728	
Iceland	Krona	Special selling	.2049	
			.08522	
India	Rupee	Basic	.04261	(7)
		With Surcharge I	.02841	
Indonesia	Rupiah	With Surcharge II	.00183	*Dec. 15
		Dollar certificate		

\* Latest available quotation date.