foreign trade

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COVER . . . Rayon manufacturing has become one of the most profitable industries in Venezuela—and the mill at Maracay, pictured here, is typical. As local plants expand, imports of processed and finished goods are giving way to imports of semi-processed materials. For the latest report on Venezuela, turn to page two.

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How's Business in Venezuela?

Prosperity, based on oil revenues, continues, but growth of local industries means a shift in type of imports. Canadian exporters should capitalize on goodwill fostered by the recent Trade Mission which visited Venezuela.

CARACAS—Venezuela is accustomed to favourable international comment on its prosperity and the most recent statistics on national finance and foreign trade justify such comment. Nevertheless, local importers and merchants are more cautious in their statements because they have been affected by increased competition and their profits and volume have levelled off. Selling ability, service facilities, and time payments must now be essential features of any wholesale or retail trade and this rather sudden transformation found many firms unprepared.

An impartial observer, however, cannot help but notice prosperity. The national income is $690 million for the current year, which permits huge expenditures for a country of five million people. International reserves remain high at $394 million and the public debt low at $2,070,000. Venezuela has no international debts. Both import and export statistics for the first nine months of 1952 show increases over the record volume achieved in 1951.

Government Spending High

The commerce of the country depends on the amount and type of government expenditure which, in turn, is almost completely dependent on oil production. The current budget extending to July is based on a daily production rate of 1·8 million barrels. This was attained in 1952 and will be exceeded in the present fiscal year. Foreign markets must be obtained for over 80 per cent of this production and these are practically assured, despite increased production in North America. Proven reserves of 9,000 million barrels are available for more extensive drilling but demand has stabilized and no appreciable increase is expected this year.

Approximately 25 per cent of the current budget is earmarked for various public construction projects. The following are the principal ones now in progress:

New roads and maintenance	$52,149,000
Schools, military quarters, post offices	35,224,000
Caracas—La Guaira highway	17,901,000
Seaports, airports	16,418,000
Hospitals	16,030,000

In addition to these expensive undertakings, the Venezuelan Development Corporation, a government-controlled company, has been given over $29,552,000 for construction, principally rural electrification. Expressed in 1,000 kwh., installed capacity for rural areas increased from 149 thousand in 1948 to 236 thousand in 1952.

—Venezuelan Ministry of Education

The ban on fresh meat imports continued in Venezuela last year because the livestock industry was able to meet domestic needs. Here on the Venezuelan plains the cattle are rounded up.

Imports are more than paid for by petroleum exports but extension of national industries is a government policy and revision of the customs tariffs serves as an effective instrument for protection against competitive imports. A new trade agreement was concluded with the United States in 1952 and, because Canada has a modus vivendi agreement with Venezuela, Canadian exports were also affected. The following were the most important items removed from the favoured list and made subject to higher duties: canned salmon and sardines, lard, crackers, tires and tubes, tomatoes, chocolate, and aluminum furniture. Increased duties were also imposed on steel furniture, canned sea foods, certain automotive parts, paints and varnishes. Import duties were reduced on some things, including the following products of interest to Canadian exporters: rye whisky, cheddar cheese, oatmeal, generators, transformers and switchboards.

Trade Mission Welcomed

Despite the imposition of several prohibitive import duties, exporting nations regard Venezuela as the most attractive market in Latin America. Hard currency is available for payments and trade is still relatively free from government interference. Because of this, quotations far exceed the demand and importers can bargain for good terms, prompt delivery, and some assistance in trade promotion. Several countries have sent trade delegations to assist in promoting their exports. In January 1953 a Canadian Trade Mission headed by the Rt. Hon. C. D. Howe, Minister of Trade and Commerce, spent six days in Venezuela on their nine-country tour of Latin America. Personal interviews with government and business officials, together with the extensive and favourable reports in the press, have already resulted in additional enquiries for Canadian products. Canada also received considerable publicity as a competent supplier of engineering and technical services.

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Although the attention of other export nations is now focused more intently on Venezuela, in 1952 the United States remained by far the principal supplier, with 70 per cent of the market. The United Kingdom followed with 8 per cent; Canada, 4·5 per cent; and Germany, 4 per cent. Germany has shown the most remarkable increase in sales in recent years; in 1949, her share of the market was only 1·3 per cent. Canadian exports increased considerably—from $26 million in 1951 to $35 million in 1952.

National Industrial Development

National industries have not affected the volume of imports but products in the processed and finished categories are gradually being replaced by semi-processed materials. The tire and tube industry is expanding and local production will supply the market when a second manufacturer completes a plant scheduled for next year. Modern textile mills are operating profitably, particularly the rayon manufacturers. The older cotton mills are on a part-time basis, even though an annual quota restricts imports of cotton fabrics. The principal product of the beverage industry is beer of excellent quality, the monthly production of which is now double that of 1947. Soft drinks have improved in quality and variety and sell well with considerable local advertising. Cement production from five plants throughout the country now amounts to 700 thousand tons a year, which is almost equal to demand. A company has been formed to investigate possibilities of a steel industry in Eastern Venezuela but nothing definite has so far come of it.

Mining Report

The most promising part of the mining industry is iron ore production in Eastern Venezuela. Exports to the parent organization in the United States from the single producer now amount to approximately 225 thousand tons a month. The subsidiary of another American steel company is making satisfactory progress on installations and export deliveries are scheduled for 1954. Gold production has diminished to negligible quantities since September 1950, when Guayana Mines Limited were taken over by the Government. The mine has not yet re-opened. Diamond production amounted to 73,405 carats for 10 months of 1952, which was a 15 per cent increase over the output of the entire previous year. Deposits of crude sulphur are sufficient to warrant mining operations and production is scheduled for this year. The principal consumer will be a sulphuric acid plant to be opened at about the same time and the remainder will be exported to European customers.

Agriculture Has Good Year

During 1952, Venezuela's agricultural production began to show the benefit of the large loans and grants made by the Government in recent years. Rice and refined sugar production made notable gains, and coffee exports at 27 thousand metric tons attained a four-year high. The harvest of corn, potatoes, and cacao was average and oil seed production advanced 25 per cent.

The livestock industry was able to meet domestic needs and the ban on fresh meat imports continued. The dairy industry had a record year and, largely because of high prices, a temporary surplus of fluid milk developed in the Caracas area. Production of powdered milk increased from 1,500 to 2,400 metric tons and to ensure complete disposal, the quantitative restriction on imports was tightened.

There has been some slackening in the amount of direct government assistance to agriculture although the milk subsidy was continued. Tariff revisions and import controls help to minimize competition from foreign products and prices are maintained at profitable levels. No change is expected in the established government policy of reducing Venezuela's dependence on imported foodstuffs and, with the coming establishment of additional vegetable and fruit processing plants, a larger, more consistent market for farm products is anticipated.

The fishing industry has also received substantial government aid and production now is outstripping the local market. A 1951 surplus of canned sardines has finally been sold because of the higher duties on competitive imports. Better cold storage facilities have permitted attractive packaging of fish fillets for retail sales and volume is expanding satisfactorily.

Expectations

With government expenditure geared to present production of petroleum, which is in no danger of receding, Venezuela has the money to aid weak industries and can maintain full employment with public works projects. The revenue from petroleum also contributes to the exploitation of other natural resources and Venezuelan policy is to facilitate the participation of foreign capital in desirable new enterprises. Local industry is effectively protected from foreign competition but imports have shifted rather than diminished in volume. Canadian trade to Venezuela can be expanded from the 1952 record in volume and variety and Canadian firms should capitalize on the additional goodwill and publicity gained during the recent visit of the Trade Mission.

—F. B. Clark
Assistant Commercial Secretary for Canada

COMMONWEALTH REPLY COUPONS

Companies which have been using the Imperial Reply Coupon to prepay replies to letters mailed within the Commonwealth will be interested in a recent announcement by the Post Office. The present coupon will be replaced by a Commonwealth Reply Coupon, at the same price and to serve the same purpose. This new coupon consists of an ornamental border surrounding an oval space in the centre for printing. A scroll across the top carries the words "Commonwealth Reply Coupon" and "Valid only for exchange between the countries of the Commonwealth". Near the two lower corners are circular spaces for the date stamp impressions. The new coupons will shortly be distributed to Post Offices here; they are already on sale in the United Kingdom.

India Blueprints Its Future

In its new Five Year Plan, India is stressing both agricultural and industrial progress. Private industry will co-operate with government, and foreign investment will also be sought.

NEW DELHI—Three years ago this month, the Government of India passed a resolution which established a Planning Commission composed of six members, including the Minister of Finance, and with the Prime Minister as chairman. Its terms of reference were set down in this way:

- To make an assessment of the material, capital and human resources of the country, including technical personnel, and investigate the possibilities of augmenting such of these resources as are found to be deficient in relation to the nation's requirements.

- To formulate a Plan for the most effective and balanced utilization of the country's resources.

- To determine priorities, define the stages in which the Plan should be carried out, and to propose the allocation of resources for the due completion of each stage.

- To indicate the factors tending to retard economic development and determine the conditions which, in view of the current social and political situation, should be established for the successful execution of the Plan.

- To determine the nature of the machinery necessary for securing the successful implementation of each stage of the Plan in all its aspects.

- To appraise from time to time the progress achieved in the execution of each stage of the Plan and recommend the adjustments of policy and measures that such appraisal may show to be necessary.

- To make such interim or ancillary recommendations as appear to it to be appropriate either for facilitating the discharge of the duties assigned to it; or, on a consideration of the prevailing economic conditions, current policies, measures and development programs; or on an examination of such specific problems as may be referred to it for advice by Central or State Governments.

In July 1951 the Planning Commission published a draft outline for the first Five Year Plan—a formidable document of 250 printed pages, plus various tables.

Since that time, the Commission has been engaged in preparing the final Plan which was introduced to the Indian Parliament by the Prime Minister on December 8, 1952. It has undergone many changes since the draft outline was published, as a result of discussions with commercial organizations, State Governments, labour leaders and many others.

The Plan is divided into three parts. The first analyzes the process of development in an undeveloped economy such as India's; the second deals with administrative and public co-operation, and the third presents three broad programs of development—agriculture, irrigation and community development; industry and communications; and social services and employment. Total outlay for this final Plan is now estimated at Rs.20,690.* The following table gives a breakdown of the estimates for the Plan:

PUBLIC SAVINGS FROM	(millions)
Current revenues	Rs. 5,680
Railways	1,700
Public loans	1,150
Small savings	2,700
Deposits, funds, etc.	1,350
External resources already received	1,560
TOTAL	Rs.14,140

This shows that the sum of Rs.6,550 million must be made up to meet the total cost. During the period of the Plan, a total of Rs.2,900 million will be available from the sterling balances. This still leaves Rs.3,650 million to be raised. It is possible that a portion of this may be covered by additional foreign aid. However, any future foreign aid would, in all probability, only account for a small proportion and the authorities have not made any definite provision for it in their calculations. The three alternatives discussed are additional internal taxation, borrowing, or deficit financing. No final solution to this problem has been suggested.

Industrial Program

Although the Plan gives highest priority to agricultural development (including the establishment of the necessary basic services such as irrigation and power) the need for industrial development is fully recognized. The following general order of priorities has been suggested:

- Fuller utilization of existing capacity in producer goods industries like jute and plywood, and consumer goods industries like cotton textiles, sugar, soap and vanaspati.

- Expansion of capacity in capital and producer goods industries like iron and steel, aluminum, cement, fertilizer, heavy chemicals, machine tools, etc.

- Completion of industrial units on which considerable capital expenditure has already been incurred.

- Establishment of new plants for industries like the manufacture of sulphur from gypsum, or pulp for rayon and newsprint, or the refining of ores or scrap for non-ferrous metals, to increase the supply of certain key materials vital for industry.

In the matter of industrial expansion, the Plan expects that capital investment will play a more important part in the private sector than in the public—possibly about 70 per cent for the former and 30 per cent for the latter.

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* One rupee=approx. 20 cents Canadian.

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In the private sector, approximately 80 per cent of the investment would be in capital goods and producer goods industries. The most important single industry is iron and steel which, at the present rate of production, can only meet about 50 per cent of the existing demand. Investment in the establishment of a petroleum refining industry is already under way. Of the three principal firms engaged in this industry, two have begun building operations and the third firm has yet to choose a suitable location. Other important industries in which private investment is expected to play its part are cement, aluminum, fertilizers, heavy chemicals and power alcohol.

In the consumer goods industries, though emphasis is mainly placed on fuller utilization of existing capacity, it is expected that private investment will develop new industries in such lines as rayon, paper (probably newsprint), drugs and pharmaceuticals. The private sector will also make a contribution to electric power generation, although this is mainly a public concern.

Expenditures in the public sector will be made largely on projects already being implemented by Central and State Governments. In addition, government will provide some of the capital for the new iron and steel project, though private investment is expected to contribute the largest share.

Production Goals

The plan has also restablished industrial production targets for the five-year period, as the following table shows:

	Production in 1950-51	*Production target in 1955-56*
Iron and Steel.		
Pig iron	1,570,000 tons	1,950,000 tons
Finished steel	980,000 "	1,280,000 "
Cement	2,690,000 "	4,500,000 "
Aluminum	3,700 "	12,000 "
Fertilizers:		
Ammonium sulphate	46,500 "	450,000 "
Superphosphate	58,100 "	180,000 "
Locomotives	—	170
Machine tools	1,100	4,600
Petroleum refining:		
Liquid petroleum	N.A.	403 million gals.
Bitumen	N.A.	37,500 tons.
Cotton manufactures·		
Yarn	1,176 million lb.	1,640 million lb.
Mill cloth	3,708 million yd.	4,700 million yd.
Handloom	810	1,700 " "
Jute manufactures	892,000 tons	1,200,000 tons
Agricultural machinery:		
(a) Pumps, power-driven	34,300	85,000
(b) Diesel engines	5,500	50,000
Bicycles	99,900	530,000
Power alcohol	5 million gals.	18 million gals.

The authors of the Plan realize that, to achieve these objectives, it is of great importance that the private sector have enough capital available. To assist in this, capital will be canalized into high priority undertakings by controlling capital issues. In addition, the licensing of industrial projects will help to direct investment along the desired lines.

The Plan also touches upon the part which foreign capital can play in the industrial expansion of the country. It notes that government policy on foreign capital contains assurances of non-discrimination, reasonable facilities for the transfer of profits and repatriation of capital, and of fair and equitable compensation in the event of nationalization. The Plan also states that foreign investment should, as far as possible, be directed to industrial developments that have high priority and in spheres where new lines of production are to be developed or where a special type of experience and technical skill are required. Another field of investment for foreign capital is where domestic production is small in relation to demand, and where it is not likely that the local industry can expand to meet the demand within a reasonable period.

—RICHARD GREW
Commercial Counsellor for Canada

Belfast Sets Flax Prices

BELFAST—Guaranteed growers' prices for the 1953 flax crop have now been announced, as follows:

	Hand scutched per stone		Machine scutched per stone	
Grade 1	44s.	0d.	45s.	6d.
Grade 2	42s.	6d.	44s.	0d.
Grade 3	41s.	0d.	42s.	6d.
Grade 4	39s.	6d.	41s.	0d.
Grade 5	38s.	0d.	39s.	6d.
Grade 6	36s.	6d.	38s.	0d.

These prices represent a general fall of approximately 5/– per stone as compared with the 1952 figures and will probably result in a decreased acreage under flax. Production will no doubt be largely confined to the traditional flax-growing areas of North Antrim, the Mourne district, East Tyrone and South Derry.

Spinners have intimated that because of present and prospective trading uncertainties they do not want more than 3,000 tons from the 1953 flax crop. However, they have agreed to take in the 1953-54 season up to 4,000 tons, to include any surplus from the 1952 crop. The price to be paid will be the world price calculated by the Ministry of Commerce on a basis agreed upon with the spinners.

If the world price so calculated exceeds the growers' guaranteed prices as announced above, the growers will be paid the appropriate higher world prices according to grade.

World prices in 1952 fell far below the quoted guaranteed prices, because of a combination of circumstances but mainly because of the smaller demand for linen goods abroad. For example, in Grade 5, the guaranteed price of which was 43 shillings in 1952, the world price slumped to 30 shillings a stone.

—T. G. MAJOR
Canadian Government Trade Commissioner

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The Businessman's Bookshelf

The books and pamphlets reviewed briefly on these pages are selected because we feel that the Canadian importer or exporter will find them helpful. For those who wish to order them, we are including the name and address of the publisher and the price.

World Trade Data

Exporters' Digest, New York. 47 pp. 50 cents.

This booklet, a reprint of material appearing originally in the *Exporters' Digest,* contains data on documentation needed for various countries, lists of forthcoming trade fairs abroad, information on electrical voltages abroad, conversion factors, commercial abbreviations, survey of credit terms, etc. Some of the material is primarily for the U.S. exporter; the Canadian trader, however, will find much of value in it.

Order from: Exporters' Digest, 170 Broadway, New York 38, N.Y.

Public and Private Investment in Canada, Outlook 1953

Department of Trade and Commerce. 22 pages. Free.

This report on the probable level of capital expenditures on new construction and for machinery and equipment covers projected plans for business, institutions, governments, and of individuals for housing. In the business sector alone, about 17 thousand establishments of all types, including mines, manufacturing plants, utilities and retail stores, were approached when the survey was being prepared. For the reader who wishes comparative figures, those for 1951 and 1952 are included. Figures on capital expenditures by provinces and major cities are not given but they will appear later in a supplementary report.

Order from: Economics Division, Department of Trade and Commerce.

So You're Going to Work Abroad for RCA

Radio Corporation of America. 14 pages. Free.

This attractive little booklet was designed by RCA Victor for the guidance of its officers posted to assignments abroad. Passing over the usual details about exchange, housing, clothing, hotels, etc., it concentrates on "your *attitude;* what you take in your mind and heart". Though it is directed towards Americans, most of it applies also to Canadians who work in foreign countries. In fact, it contains a long excerpt from an article in *Maclean's* which gave advice to Canadian soldiers going to Europe.

Order from: Radio Corporation of America, Executive and Sales Office, 30 Rockefeller Plaza, New York.

The Sterling Area and the Dollar Problem

By Forrest Rogers. 33 pages. 15 cents.

The businessman looking for background on the sterling-dollar problem will find this booklet useful. It deals first with the origin of the sterling area and then outlines its postwar position. This leads on to a discussion of some of the approaches to solving the problem and the factors involved in each. A bibliography for further reading is included. The author is an economist with the Bank of Nova Scotia.

Order from: The Canadian Institute of International Affairs, 230 Bloor Street West, Toronto.

British Chemicals and Their Manufacturers

Association of British Chemical Manufacturers. Free.

The latest edition of this directory, published every other year, includes names and addresses of members of the Association; classified lists of British chemicals, indicators and microscopic stains; proprietary and trade names, and trademarks.

Order from: Association of British Chemical Manufacturers, 166 Piccadilly, London, W. 1.

Shipping Report 1951

Dominion Bureau of Statistics. 144 pages. (multilith) 50 cents.

This report comprises a brief introduction giving the highlights of shipping operations during 1951, followed by detailed statistical tables. These tables cover vessels arrived and departed in coasting services, in foreign service, by ports, and by provinces; vessels in foreign service by country of registry and by countries entered and from; cargoes loaded for foreign countries by ports, etc.; tugs arrived and departed, and fishing vessels arrived and departed.

Order from: Dominion Bureau of Statistics, Ottawa.

Introducing West Africa

Colonial Office, London. 80 pages. 50 cents.

British West Africa today includes four territories—Nigeria, Gold Coast, Sierra Leone, and Gambia—covers 500 thousand square miles, and has a population of over 32 million. This booklet packs into a brief space statistics on this area, something of its history, and the plans for its future. The exporter will gain from it a good idea of native life and of market possibilities in these colonies. Pictures and maps add to its value.

Order from: United Kingdom Information Office, 275 Albert St., Ottawa.

Fertilizers for U.S. Farms

The growing demand for food, feed and fibre, and the decline in soil fertility are main reasons for the remarkably increased use of fertilizers on U.S. farms. A national program is encouraging greater application of soil nutrients.

WASHINGTON—The use of commercial fertilizers for crop production in the United States has increased about threefold since 1935-39. U.S. farmers now spend about one billion a year for the plant nutrients they obtain in fertilizers.

Up to 1920, the use of fertilizers and lime was confined largely to the southern states. In recent years, however, fertilizer use has widened geographically and the rate of application has stepped up. Of the total plant nutrients applied in fertilizers on American farms in 1950, about 40 per cent was used in the corn belt and Lake states. Farmers there used between six and seven times as much fertilizer in 1950 as in 1935-39. About one-third more of the total fertilizers used was applied to corn than to its closest competitors, hay and pasture. Before the war, the five corn belt states used only about 11 per cent of all the fertilizers applied on U.S. farms, but in 1950 these states used more fertilizers than any other region. Cotton, wheat and vegetables each received less than two-fifths as much fertilizer as corn.

The principal reasons for the remarkable increase in the use of fertilizers and lime are:

- The increased demand for food, feed and fibre to supply the domestic and export markets.
- The favourable relationship between farm prices and farm costs.
- The need for increased output per unit of labour.
- The recognition by farmers of the worthwhile response of crops to fertilizers.
- The decline in soil fertility.

During the war and postwar years, defence and war efforts demanded more manpower and the farmer had to produce more with less labour and thus he spent more money on fertilizer.

National Program

The U.S. Department of Agriculture and the Land-Grant Colleges are co-operating in a national program to encourage more efficient use of fertilizers and lime. This program covers research, education, organization and other activities. The co-operation of industry and other related groups is being sought to further the objectives of the program.

The following table indicates increases in domestic consumption of the primary plant nutrients by ten-year periods since 1900, and for liming materials since 1930:

	PLANT NUTRIENTS				LIMING MATERIALS
	Nitrogen (N)	Available phosphoric oxide (P_2O_5)	Potash (K_2O)	Total	
	(thousands of tons)				
1900	62	246	86	394	....
1910	146	499	211	856	....
1920	228	660	258	1,146	....
1930	377	793	354	1,524	3,468
1940	419	912	435	1,766	13,434
1950	1,126	2,071	1,215	4,412	26,536

Although domestic production and consumption of fertilizers and lime have increased greatly in recent years, the supply has not kept pace with the farmers' needs. However, there are opportunities in the U.S. for an economic expansion of fertilizer and lime production.

The U.S. Department of Agriculture, the Land-Grant Colleges and other groups are working with the fertilizer and lime industries to increase production substantially by 1955 and farmers may look forward, for the first time in recent years, to more nearly adequate supplies. Quantities sufficient to permit high-level production of food and fibre crops and the building of soil fertility reserves are expected to be available by 1955. The U.S. Department of Agriculture's and the Land-Grant Colleges' expansion programs have been determined on this basis.

Prospective Supplies

The following table shows the quantities of primary plant nutrients which were available for the 1951 crop year and the goals for 1955:

	1951 Crop Year	1955 Crop Year	Increases
	(thousands of tons)		(per cent)
Nitrogen (N)	1,285	2,185	70
Phosphate (P_2O_5) ..	2,235	3,485	55
Potash (K_2O)	1,445	2,185	51

Achievement of the nitrogen goal now seems assured, and it is expected that the potash goal will be achieved. It is not clear at this time, however, whether the phosphate production goal will be reached. Attainment of the desired phosphate production will depend upon developments in the still uncertain sulphur picture, and the progress made in adapting alternate methods of treating phosphate rock, including acidulation with nitric acid.

Only an estimated 25 per cent of the acreage needing lime was adequately treated in 1950 and some 395 million tons of liming materials will be needed for adequate initial treatment of acreage now in need of lime or of more lime. Estimates are that maintenance of the soil, when all the acreage in need of lime is properly treated, would call for 47 million tons of liming materials each year.

Though it is recognized that the ultimate objective will take some time to accomplish, sources of liming materials are widely distributed throughout the United States and the industry is not expected to experience great difficulty in expanding production to meet requirements in most areas.

New information on the most effective use of fertilizers and lime is coming out of the nation-wide survey by the National Soil and Fertilizer Research Committee of the State Agricultural Experiment Stations and the U.S. Department of Agriculture. Where balanced supplies of plant nutrients are used in combination with other farm practices, striking results are expected from increased fertilization. For the country as a whole, the greatest opportunity for increasing yields through fertilization is in grain and forage crops, which receive comparatively little today.

Crop Response

The corn crop offers a unique opportunity for increased yields through higher rates of fertilizer application. It is estimated that in the South a combination of heavier fertilizers, adapted hybrids and other good management practices could triple the present average yield of 26 bushels per acre. Growers in the north central region could increase yields of corn by 250 million bushels by tripling the current rather low average rates of fertilizer application. Increased fertilization could boost wheat yields 48 million bushels in the western states and could increase average yields in the eastern states by more than one-third. Higher applications of fertilizers to meadows and pastures could increase yields by 30 per cent.

The Steering Committee which provides guidance at the national level for this long-range program of research and education is composed of representatives of the State Extension Services, the Agriculture Experiment Stations and the U.S. Department of Agriculture. This committee has appointed an eight-man advisory group from the industry which has already made recommendations about the ways in which the efficient use of fertilizer may be promoted. Their suggestions included visual demonstration of recommended practices, research programs, and enlisting the support of all interested groups.

—W. C. Hopper
Agricultural Counsellor for Canada

GOLD COAST PROJECT

The aluminum project planned for the Volta River area in the Gold Coast, and reported on in *Foreign Trade* of January 10, 1953, has moved a step nearer. A Preparatory Commission has been set up to continue the work begun and to examine in greater detail the chief problems to be overcome. Picked to head this Commission is Commander R. G. A. Jackson, who has worked on national development plans in Australia, Pakistan and India. He will shortly establish the headquarters of the Commission on the Gold Coast and will work with government departments and with local representatives of the aluminum companies in drawing up a Master Agreement, preparing a timetable for the project, and estimating costs.

Spain Beckons the Tourist

. . . and last year welcomed one and a half million visitors. The tourist industry contributes much to the economy and the Government is making it pleasant and easy to travel in Spain.

MADRID—The tourist industry is becoming increasingly important to the Spanish economy. Just after the war ended, the shortage of food and other necessities of life, transportation difficulties, and an unfavourable exchange rate served to discourage the tourist. Visitors first became numerous in 1951, the year in which the long cycle of drought was broken and good crops were harvested. In that year too the Spanish authorities decreed a more favourable tourist exchange rate.

In 1949, there were only 300 thousand visitors (including businessmen); in 1951, this grew to 1,263,000 and it is estimated that visitors in 1952 totalled at least 1,500,000. Further increases will depend on the extension of hotel facilities. During the peak months of last year, June through September, hotels were jammed all over Spain and one had to reserve accommodation well in advance.

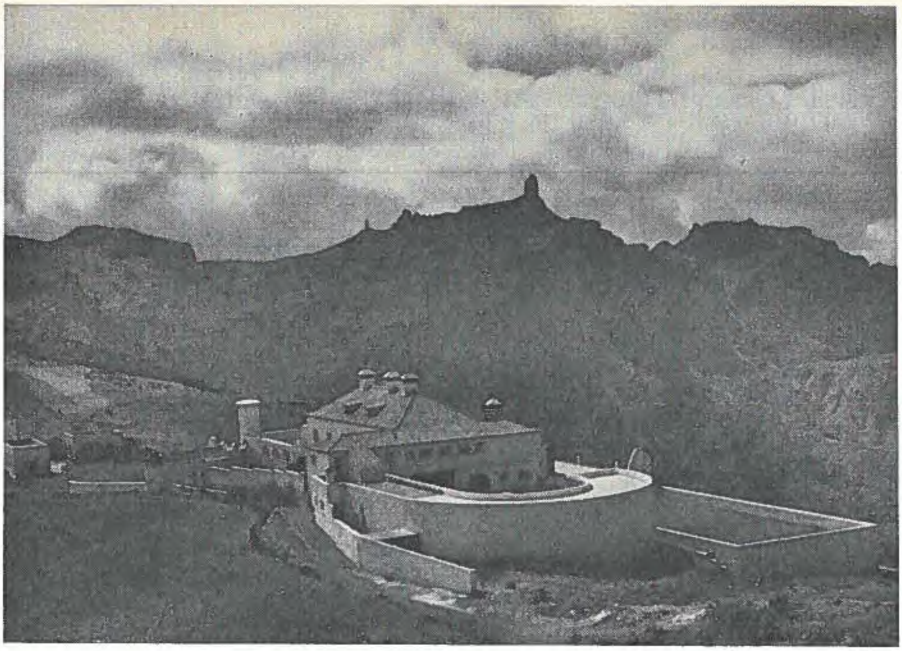
How They Came

Statistics on the 1952 tourist influx have not yet been compiled but some idea of the pattern can be obtained from a breakdown of the 1951 figures. Of the 1,263,000 visitors, 465 thousand were French, 150 thousand English, 149 thousand Portuguese and 125 thousand Italian. In addition some 45 thousand U.S. citizens and 2,300 Canadians made their way to Spain.

How did they come? Some 44 per cent came into Spain by road, 32 per cent by ship, 19 per cent by railway and 5 per cent by air. No doubt British exchange restrictions prevented an increase in visitors from the United Kingdom in 1952 but probably also appreciable gains were registered from other European countries. It is estimated that 80 thousand Americans visited Spain in 1952, nearly double the 1951 figure. The number of Canadians undoubtedly increased in similar proportion.

Boosting Foreign Earnings

Although Spain's invisible foreign exchange earnings are never made public, undoubtedly tourist expenditures are contributing impressively to these earnings. Tourists of any nationality are welcome because nearly all currencies are considered "hard" from the Spanish point of view. Tourists from Great Britain are estimated to have spent £3 million in Spain during 1952 and American tourists about $20 million. This latter figure assumes some importance when it is remembered that Spanish commodity exports to the United States amount to only $50-$60 million a year.



—Spanish Tourist Bureau

The Spanish Government operates a chain of small tourist hotels, including twelve on the Spanish mainland and one, the "Cruz de Tejeda" above, at Santa Cruz de las Palmas, in the Canary Islands.

By no means all of the foreign exchange earnings found their way into official coffers. Each visitor is permitted to bring up to pesetas 10,000 in Spanish currency into Spain. The considerable gap between the official tourist rate and the rate quoted for the peseta outside of Spain during the year encouraged many tourists to take advantage of the privilege. However, in recent months the gap in the rates has so narrowed that tourists are now more inclined to purchase peseta requirements in Spain.

The Spanish Government follows a definite policy of encouraging tourist traffic. Attempts are made to remove or simplify regulations which so often annoy the visitor. For instance, it is no longer necessary for travellers to carry police cards from one place of residence to another. Visitors must declare foreign exchange holdings upon entry but are not required to spend a minimum daily amount while they are in Spain. Foreign exchange may be converted into pesetas without inconvenience. At customs points, travellers are not subjected to petty annoyances over such things as cameras. United States citizens are not required to have their passports visaed and visas issued to other nationals are valid for ninety days.

As a further step in attracting visitors, the Spanish Government, through its Tourist Bureau, operates a chain of small hotels and wayside inns. There are twelve 20- to 40-room hotels of this type open for business on the Spanish mainland and one at Santa Cruz de las Palmas, Canary Islands. The hotels are situated in carefully chosen beauty spots and most of them were once ducal palaces and monasteries. They all have the most modern facilities but the furnishings are kept in tune with the surroundings. The ten wayside inns are strategically situated on the roads radiating out from Madrid. In these travellers can obtain well-served, full

—Spanish Tourist Bureau

Most of these hotels were once ducal palaces or monasteries. All have the most modern facilities but the traditional interiors and furniture have been preserved, as in the lounge of this hotel at Santillana del Mar.

course meals at reasonable prices. From six to ten bedrooms are kept for late travellers. The inns provide a useful service in a country where one usually finds good restaurants only in the large cities.

In addition, the Tourist Bureau maintains 53 Information Offices throughout Spain where the tourist can get maps, literature and advice free of charge. Similar services are provided in the Bureau's offices abroad in Brussels, Buenos Aires, Chicago, Stockholm, Gibraltar, Havana, Lisbon, London, Mexico City, New York, Paris, Rome, San Francisco, Tangier and Zurich. As a measure of protection to the tourist, the Bureau licenses guides, interpreters, etc., and requires all hotels to display prices, which are controlled, in each bedroom. As a result, tourists are probably victimized less frequently in Spain than in many other countries.

The Tourist Bureau plans to extend its system of hotels but the expansion of hotel facilities in Spain will depend primarily on the initiative of the private hotel industry. In 1952, first-class hotel accommodation was increased by 1,400 rooms and in hotels of lower category by an estimated 600 rooms. This rate of expansion will have to be maintained to cope with the growth in tourist traffic.

Transportation facilities in Spain are slowly improving. The road system is, on the whole, satisfactory. An ambitious program for widening, straightening and resurfacing main and secondary roads is well under way. The Spanish airlines are efficient but lack sufficient equipment to handle the traffic offered. Although modern lightweight motorized trains are being added to the more heavily travelled railway routes, the system in general leaves much to be desired.

—E. H. Maguire
Canadian Government Trade Commissioner

COMMODITY NOTES

BRAZIL

Sugar Cane—Sugar cane production in the State of São Paulo during 1952 has been estimated at 8,530,591 tons, valued at Cr$891,447,000. Total area cultivated was 180,549 hectares, making São Paulo the leading producer of sugar cane in 1952—São Paulo, February 25.

CEYLON

Flour—Ceylon has purchased two ships' cargoes of Canadian flour during the last few months. A third purchase of several thousand tons has just been arranged with Australia. The shortage of rice from Burma and other traditional suppliers persists. The Government, in its capacity as a monopolistic importer of basic cereal foods, continues to buy flour to meet domestic demand and, at the same time, to offer a substitute for rice when supplies are short. Further enquiries for and possible purchases of Canadian flour may be expected—Colombo, March 2.

ITALY

Motor Vehicles—The Italian motor car industry produced 138,412 motor vehicles during 1952 compared with 145,553 in 1951, a drop of about 5 per cent. Exports of motor vehicles during the year also fell slightly, from 32,250 in 1951 to 26,460. The chief markets were Germany (6,818), Switzerland (2,835), Austria (2,818), Sweden (2,792), Spain (1,383), Belgium (1,008), Indonesia (843) and South Africa (771)—Rome, February 25.

JAMAICA

Tomatoes—The current tomato crop in Jamaica is estimated to be five million pounds. A direct shipment of 10,000 crates was recently made to New York in a refrigerated ship. Reliable reports indicate that the tomatoes arrived in good condition and are fetching top prices.

Tomato growing is comparatively new in Jamaica and is being encouraged by the Government. In the early stages tomato farming suffered from drought, poor shipping facilities, and uncertain markets. If the New York outlet proves profitable and becomes well established, it is expected that tomato cultivation will be intensified. Certain parts of the island could produce abundant crops if modern farming methods were adopted—Kingston, February 19.

PERU

Silver—In February the Peruvian Government passed a decree permitting the export of manufactured silver goods up to 40 kilograms (88 pounds) without payment of the usual export tax. An export permit is not required if the goods are part of a tourist's baggage—Lima, March 7.

PORTUGUESE WEST AFRICA

Coffee—Coffee produced in Angola is establishing a satisfactory reputation for quality on world markets. Exports during the first eight months of 1952 amounted to 22,688 metric tons and went almost entirely to, in order of importance, the U.S., Portugal, Holland, and the U.K.—Leopoldville, March 4.

SCOTLAND

Seaweed—A Nairn firm which produces agricultural foods and fertilizers has completed the installation of a seaweed factory in Kirkwall, Orkney, and production is expected to begin very soon. The factory at Nairn has been operating for more than a year and, though producing at full capacity, is unable to cope with the demand for these products—London, March 4.

UNITED KINGDOM

Canadian Apples—On February 24, Canadian apples reached an all-time high at London's famous Borough Market auction rooms. Ten boxes of "Newtowns" from British Columbia and ten boxes of "Delicious" from Nova Scotia were sold by auction at the Fruit and Vegetable Trades' auction appeal for the Lord Mayor of London's National Flood and Tempest Distress Fund.

The average price received was £16.0.11d. ($44.40) per box, the top price being £20 ($55.20). With the first three boxes bringing £20 each, the average top price for each apple was 39 cents—London, March 6.

WEST GERMANY

Oil—West German oil refining companies processed a total of 5,340,000 tons of crude mineral oil in 1952 and some 5,139,212 tons of refined products. Output exceeded last year's by 12·7 per cent, a postwar peak. Domestic wells' contributions to the total amount processed increased to 32 per cent from 28·5 per cent last year. Altogether, 3·3 million tons of fuel were produced in 1952, including 1,592,841 tons of gasoline (13·5 per cent above 1951) and 1,424,642 tons of diesel oil (18 per cent above 1951)—Bonn, February 5.

Italy

The Market for Fish

Italy continues to buy Canadian salted cod and some canned salmon, but the dollar shortage works against increased purchases from Canada.

ROME—Foodstuffs form an important part of Italian imports and fisheries products come high on the list. The annual average value of imports of fisheries products is about $33 million which, in foodstuffs, is exceeded only by the cost of imported wheat and other grains, coffee and sometimes meat. In terms of volume, imports of all types of fish in 1951 amounted to 111,165 metric tons, a figure about 10 per cent above average. In the first ten months of 1952 the figure was 97,635 metric tons, which gave promise that the total for the year would exceed that of 1951 by as much as the total for ten months exceeded the figure of 82,968 for the first ten months of 1951.

Salted Cod Popular

Salted codfish makes up about 50 per cent by volume of all fish imports. The supplying countries in order of importance are Denmark (which includes the Faroe Islands and Greenland) Iceland, Canada, Norway and France. Canada supplies up to 15 per cent of Italy's imports of salted codfish and consequently the Italian market is important to Canada as an outlet for Gaspe slack salted hard dried cod and Newfoundland "Shore" and "Labrador" cures.

The main problem in selling Canadian fish to Italy in recent years has been the shortage of dollars. Because Italy has trade agreements with many fish-producing countries, dollar exchange is granted only for types of fish which cannot be obtained by payment through clearing arrangements or in soft currencies. Fish similar to the Gaspe and Newfoundland cures is not produced in large quantities by other exporting countries. Because of their keeping qualities, these cures are valued in the rural areas of Sicily, Calabria and some parts of central Italy, where cold storage facilities are very limited.

Economic Conditions Count

Consequently the general economic situation in Italy means much to the Canadian exporter of salted fish as well as of other packs. At the end of 1952 Italy's economy appeared to have attained a state of equilibrium after the Korean war boom and the ensuing recession which reached its lowest point early in 1952. This equilibrium may not last, because there is a growing imbalance in Italian trade, with exports decreasing and imports increasing. Domestic business in Italy is slowing up as a result of a widening gap between wholesale prices, which are decreasing, and retail prices, which are increasing. This leads to fear of a renewal of inflationary pressure with all its consequences.

Imports of Cod and Salmon

During 1952 the Italian authorities allocated $3 million for the purchase of Canadian cod and another $3 million for the import of Canadian canned salmon. Both these commodities are considered important in Italy yet it is only in the past two years that dollars have been granted for these two types of Canadian fish. In 1951 Italy purchased 9,075 metric tons of Canadian codfish out of total imports of 55,620, and 1,015 metric tons of Canadian canned salmon out of total imports of 1,117.

Canned fish imported into Italy includes chiefly mackerel, tuna, sardines, anchovies and salmon. Since the war the marketing of Canadian canned salmon in Italy has been adversely affected and curtailed because of increased stocks of canned mackerel from Norway and the Netherlands. In 1953 Italian imports of Canadian canned salmon will probably be reduced because canned salmon to the value of $200 thousand is included in the list of goods to be imported from Japan under the recently signed Italo-Japanese Trade Agreement. Salmon is more popular than mackerel but the latter is more economical because of its substantially lower price. Salmon is generally considered a luxury food and purchases are usually limited to the lower-priced "chum". As an indication of the normal size of the market, it is estimated that 80,000 cases of canned mackerel and 50,000 cases of canned salmon could be absorbed every year.

Fresh Fish Trade

Fresh fish imports constitute about 15 per cent of the weight of total fresh fish supplies marketed. Firms engaged in the import and wholesale trade have ample facilities for storing fresh fish but few are equipped to store frozen fish. As a matter of fact, most of the imported frozen fish is sold in the 200 retail stores of the "Genepesca", which are equipped with refrigerated counters and can store fish at 18 degrees C. below zero. As a matter of interest "Genepesca" is the largest Italian organization dealing in fresh, frozen, canned and salted fish. They are canners and driers; they have their own fishing fleet; they operate refrigerated trucks to transport their products to their retail stores all over Italy.

Future of Market

Italy has a total population of about 47 million and fish consumption is estimated at about 16½ lb. per capita a year, round fish weight. Actually this is lower than in many other European countries. Italians prefer a varied diet and are accustomed to a variety of vegetables and meat. Consequently during spring and summer, when all kinds of vegetables are available at low prices, they eat less fish. Contrary to general belief, the general observance of religious limitations on diet does not increase the consumption of fresh fish. In fact, religious requirements tend to confine the consumption of fresh fish to only one day of the week. Such concentration affects the quality and creates distribution and other problems for the trade in fresh fish. This in turn brings about an increased demand for processed fish.

Fish consumption in Italy is closely related to meat consumption. The price of meat has increased steadily and as a result the lower income groups are consuming more of the lower-priced fish. Importers have long recognized that the consumption of salted codfish is affected by the supply of fresh pork because pork, one of the lower-priced meats, is a seasonal food, like salted codfish. Both are eaten in larger quantities during the four colder months of the year. For example, during the first six months of 1952, although pork was in considerably better supply than in the corresponding period of 1951, imports of salted codfish remained about the same. The result is that the market for salted codfish has been very slow and importers have had to carry over stocks into the new year.

Fish Consumption

Fish consumption in Italy also varies a great deal from place to place. It is doubtful that the supply situation has actually hampered consumption. Before the war the State financed propaganda for fish for a few months and this is said to have increased consumption. There is no doubt that a campaign to educate consumers on the nutritive value of fish and on its proper preparation would have very good results.

The Prospects

In conclusion, we can expect that, because of the acute shortage of dollars, Italy will continue to seek her supplies of fisheries products from countries with which she has trade agreements or to which she can offer payment in soft currencies. Nevertheless, there will continue to be a demand for the type of light salted hard dried cod produced in Canada. Canadian exporters should be very careful to maintain high quality and should give particular attention to uniformity in the quality of shipments.

—M. S. Strong
Commercial Secretary for Canada (Fisheries)

TO VISIT IRAQ

Mr. G. F. G. Hughes, Canadian Government Trade Commissioner in Beirut, has announced that he will visit Iraq from April 14 to April 22. Most of his time will be spent in Baghdad, but he will also try to visit Basra, the port of entry.

Exporters desiring Mr. Hughes to undertake inquiries on their behalf should communicate with him by airmail or cable, reaching Beirut before April 10th. (Airmail takes four to five days.) In case of urgency, Mr. Hughes could be reached through the Commercial Secretary, British Embassy, Baghdad, during his stay.

Canadian exports to Iraq in 1952 amounted to $313,153, consisting principally of tires and tubes ($92,000), motor vehicles and parts ($84,000), lumber ($33,000), agricultural implements ($28,000), electrical equipment, lamp and lanterns, medicinal preparations and milk powder.

GENERAL NOTES

CHILE

Farm Fumigation by Air—For the first time Chile will use aircraft for agricultural fumigation. To inaugurate the service, two Piper planes equipped with fumigating and seeding equipment have been acquired and a Chilean aviator has been authorized to operate the service for ten years—Santiago, February 20.

FINLAND

Trade Deficit—The sharply declining 1952 prices for paper and wood products, Finland's leading exports, and the decreased demand have already influenced Finnish foreign trade. Exports in 1952 were roughly estimated as follows: wood products, 71 billion marks; products of the paper industry, 67 billion; other goods, 19 billion, making a total of 157 billion marks. Total imports amount to roughly 180 billion marks. Last year's export surplus of 31 billion has therefore turned into a deficit of 23 billion marks—Stockholm, February 27.

IRELAND

Business Conditions—Preliminary figures issued by the Central Statistics Office, Dublin, for January indicate that the improvement in the Republic's balance of trade noted in 1952 is continuing into 1953. Compared with January 1952, imports are down by 15·8 per cent and exports are up by 9·5 per cent, reducing the deficit by 34·9 per cent. Some improvement in the volume of retail business is indicated by an increase of 3·3 per cent in the average weekly clearances through the Dublin banks, and of 9·1 per cent in the note circulation. On the other hand, rising unemployment is causing concern. From a low of 45,900 in June 1952, the increase has continued each month and the total at the end of January 1953 was 87,300. This is 18·4 per cent higher than in January 1952 and reflects the decline in industrial production—Dublin, March 3.

NETHERLANDS

German Securities Back—German securities are again being offered on the Amsterdam Stock Exchange. Trading is permitted in various German bonds such as Dawes and Young loans, as well as bonds issued by banks, industries, public utilities and railways. The stock exchange association has published a list of German securities which are not subject to the new general permit and may only be traded with approval of the Netherlands Bank. Potash bonds are included in this special permit list—The Hague, March 5.

PHILIPPINES

Agricultural Output Higher—Agricultural production (which in Philippine statistics is recorded in tons) has grown from 3,047,000 tons in 1946 to 7,738,000 tons in 1952. All major farm crops, except abaca (hemp) and tobacco, recorded impressive gains and in 1952 reached a new postwar high. Rice production rose from 2·6 to 2·8 million tons; prewar rice production was only 2·3 million tons. There were also reports of increased acreage for agriculture. In 1952, 14·6 million acres of land were being tilled compared with 13·2 million acres in 1951. The prewar acreage was only 11·9 million. In 1946 only 9·8 million acres were under cultivation—Manila, February 20.

SOUTH AFRICA

Trade Balance Improves—The adverse balance on the Union's external trade in 1952 dropped from over £122 million to £87·5 million. This improvement was mainly the result of reduced import values which more than balanced the decline in exports.

According to the preliminary statement of the Commissioner of Customs and Excise, imports in 1952 and 1951 were valued at £420 million and £469·3 million respectively. Exports were respectively £332·4 million and £346·9 million. The adverse balance was, therefore, £87·6 million in 1952 and £122·4 million in 1951, compared with £55 million in 1950 and £158·4 million in 1949—Johannesburg, February 26.

New Industries—Private capital from Switzerland totalling £1¾ million was invested in 14 new South African industries during 1952. Swiss staff, technical knowledge and machinery are being utilized in these new domestic plants which are in varying stages of construction. The products to be manufactured include machine knitted woollens, washed and spun wool, woollen hosiery, towels and towelling, steel shoe shanks, water pipes and tubing, commercial cooking appliances and metalware—Cape Town, February 26.

UNITED STATES

Business in the South—The Southern States showed an 8 per cent gain in business volume in 1952. Industry gains of 10 per cent occurred in the States of Florida and Texas, and a 9 per cent gain was reported in each of the Carolinas where there has been exceptional building progress, especially textile plants. Mississippi also showed a strong increase of 9 per cent, with a notable gain of 15 per cent in agricultural production and 15 per cent in construction.

Increases such as these help to make the South an expanding market for Canadian woods, agricultural machinery, foods and industrial materials—New Orleans, March 5.

TRADE AND TARIFF REGULATIONS

BRAZIL

Torquay Protocol to GATT Signed—The Brazilian tariff concessions negotiated at Torquay in 1951 will become effective on March 21, 1953, as a result of the signature by Brazil of the Torquay Protocol. While the new concessions are of limited importance, they must be considered as supplementing the extensive concessions made by Brazil at Geneva and Annecy which were also extended for the further period of three years under this protocol.

Most of the concessions granted by Brazil at Geneva and Annecy were extended until January 1, 1954, without change.

Although Canada did not negotiate directly with Brazil at Torquay, Canadian products are eligible for these concessions under the provisions of the GATT.

The principal Torquay concessions by Brazil are a reduction in the duty on preserved asparagus from 2.80 to 2.40 cruzeiros per legal kilog.; and a reduction from 5.40 to 4.56 cruzeiros on electric motors, dynamos, alternators and closely related electrical equipment weighing over 50 and under 100 kilogs. In addition, the present favourable duty on wrapper leaf tobacco is bound against increase.

In return for these concessions, the United States will bring into effect concessions on the following items: a reduction in duty on parana pine plywood from 40 to 25 per cent ad valorem; a reduction on certain cerium and thorium compounds from 35 to 30 per cent ad valorem, and a reduction on copaiba balsam from 5 to 2½ per cent ad valorem. Tucum nuts are bound duty-free.

CUBA

Duty on Condensed Milk Reduced—By Cuban decree, imports of condensed milk will now be subject to a reduced customs duty of 50 cents per case up to April 30, 1953, inclusive. This duty will apply to imports from Canada and all other countries provided they are included under the permitted quota of 470 thousand cases of 48 tins each. The regular rate for imports of condensed milk from Canada is \$7·125 per 100 kilos., plus a surtax of 20 per cent of the duty. These imports under the quota will also be exempt from all taxes (consular fees, import taxes, and charges of all kinds, including the sales tax), except the reduced customs duties specified above.

The above decree modifies the former Cuban policy of granting duty-free entry to condensed milk for specified periods. The last period under which condensed milk was importable on a duty-free basis ended on June 20, 1952. Although these imports had been exempted from customs duty and consular fees, there was a charge of 48 cents on each case of 48 tins under Decree 1742 of June 1945.

PAKISTAN

Import Control Policy—In a Public Notice of March 1, 1953, the Government of Pakistan announced the import licensing policy for the current licensing period. All imports into Pakistan require an individual import licence. The schedule of goods for which licences are invited on private account from the American Account area (includes Canada) amounts to approximately 100 items. Other items may be imported if for government account.

The schedule of licensable goods for private account from the dollar area contains the following commodities: M. S. bars, plates, billets and sheets; iron and steel pipes and fittings; tin-plate; baling hoop and strapping; pig iron; iron and steel castings, forgings and stampings; iron or steel structures fabricated or semi-fabricated.

Non-ferrous metals and ferro-alloys.

Tools and workshop equipment, including metal and wood-working hand tools; measuring instruments and gauges.

All types of chemicals; unspecified drugs and medicines; dyes and dyeing and tanning substances; electric instruments and apparatus; typewriters and parts; office machines; all sorts of engine and boiler packings; ball and roller bearings; taper roller bearings; diesel engines and parts; all sorts of machinery and millwork and parts; lubricating oils and greases; all sorts of mineral oils; tires and tubes (new); synthetic rubber; aeroplanes and parts and accessories; four wheel drive motor vehicles and motor trucks completely knocked down; parts and accessories of motor cars, station wagons, jeeps and trucks.

Among the additions to the schedule of licensable goods are the following: specified machinery; all sorts machinery and millwork and parts and accessories; unspecified machine tools; portable pneumatic and electric tools; belting for machinery; industrial exhaust fans and blowers; electroplating polishes, compositions and salts; typewriters and parts; office machines; all sorts of engine and boiler packing; ball and roller bearings; taper roller bearings; diesel engines and parts.

Items which are no longer licensable from the dollar area are: specified unwrought iron and steel and manufactures; ammunition including cartridges; wireless receiving instruments and parts; all sorts of electric insulating material; metal lamps and parts thereof; unspecified instruments and apparatus; unspecified optical surgical instruments, apparatus and appliances and component parts and accessories; paints; all sorts of paper, other than newsprint; all sorts of pasteboard, millboard, cardboard and strawboard; fountain pens and parts; motor cars and station wagons, new; thermoplastic moulding compounds; unwrought plastic rods, tubes and other profiles.

In the case of newsprint, newspapers and magazines and books, the import program has already been provided for by the issue of licences against applications already submitted.

TRINIDAD

Newsprint on Open General Licence—The Canadian Government Trade Commissioner, Trinidad, has advised that, effective March 13, newsprint has been placed on world open general licence. This means that individual import licences are not required.

UNITED STATES

Tariff Classification of Onion Powder—The United States Bureau of Customs have placed the following notice in the *Federal Register* of March 3, 1953:

"Prospective Tariff Classification of Onion Powder"

"It appears probable that onion powder is properly classifiable under the provision in paragraph 775, Tariff Act of 1930, for vegetables reduced to flour, not specially provided for, at a rate of duty higher than that heretofore assessed under an established and uniform practice.

"Pursuant to Customs Regulations of 1943, as amended, notice is hereby given that the existing uniform practice of classifying such merchandise as a spice under paragraph 781, Tariff Act of 1930, is under review in the Bureau of Customs.

"Consideration will be given to any relevant data, views or arguments pertaining to the correct classification of this merchandise which are submitted in writing to the Bureau of Customs, Washington 25, D.C. To assure consideration, such communications must be received in the Bureau not later than 30 days from the date of publication of this notice in the *Federal Register*. No hearings will be held."

The present U.S. tariff on onion powder under paragraph 781 is 25 per cent ad valorem, while the tariff on vegetables reduced to flour under paragraph 775 is 35 per cent ad valorem—Editor.

Data for Exporters

The International Trade Relations Branch of the Department of Trade and Commerce has prepared bulletins covering shipping documents and customs regulations of the following countries: Austria, Belgium, Belgian Congo, Brazil, Chile, Colombia, Cuba, Denmark, Dominican Republic, Egypt, Finland, France, Western Germany, Greece, Guatemala, Haiti, Iceland, Indonesia, Israel, Italy, Mexico, Netherlands, Netherlands Antilles, Nicaragua, Norway, Panama, Peru, Surinam (Netherlands Guiana), Sweden, Switzerland and Venezuela.

If you wish copies, write to the Branch. Data on other countries will be compiled from time to time and will be added to this list.

Foreign Exchange Rates

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

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

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

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

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

For conversion to United States dollar equivalents multiply by 1·0149.

Country	*Unit*	*Type of Exchange*	*Canadian dollar equiv. March 12*	*Notes (See below)*
Argentina	Peso	Preferential buying	·1313	
		Basic buying	·1971	(1)
		Preferential selling	·1971	
		Basic selling	·1313	
		Free	·0709	
Austria	Schilling	....	·04612	
Australia	Pound	....	2·2195	
Belgium-Luxembourg & Belgian Dependencies ...	Franc	....	·01969	
Bolivia	Boliviano	Official	·01642	tax 5% (1)
		Differential	·00980	tax 3% (2)
British West Indies	Dollar	....	·5780	(3)
	Pound	....	2·7744	(4)
	Dollar	Brit. Honduras	·6935	
Brazil	Cruzeiro	Official	·05326	tax 8% (2)
		Free	·02289	
Burma	Kyat	....	·2081	
Ceylon	Rupee	....	·2081	
Chile	Peso	Official	·03173	(1)
		Commercial	·01641	
		Free	·00896	
Colombia	Peso	Basic	·3941	tax 3% (2)
		Coffee buying	·4280	
Costa Rica	Colon	Official	·1759	(5)
		Free	·1471	*Feb. 16
Cuba	Peso	....	·9853	tax 2%
Czechoslovakia	Koruna	....	·01971	
Denmark	Krone	....	·1427	
Dominican Republic	Peso	....	·9853	
Ecuador	Sucre	Official	·06569	(6)
		Free	·05695	
Egypt	Pound	....	2·8294	
Fiji	Pound	....	2·4994	
Finland	Markka	....	·00428	
France	Franc	....	·00282	
French Africa	Franc	....	·00563	
French Pacific	Franc	....	·01550	
Germany	D Mark	....	·2346	
Greece	Drachma	....	·000066	
Guatemala	Quetzal	....	·9853	
Haiti	Gourde	....	·1971	
Honduras	Lempira	....	·4927	
Hong Kong	Dollar	Free	·1622	*Feb. 27
Iceland	Krona	Official	·06050	
		Special buying	·04652	
		Special selling	·03780	
India	Rupee	....	·2081	
Indonesia	Rupiah	Basic	·08643	(7)
		Dollar certificate	·00204	*Feb. 16

* Latest available quotation date.