



# foreign trade

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**COVER . . .** When Queen Elizabeth II toured the Commonwealth section of the British Industries Fair in London recently, she paused to admire the central panel of the Canadian Government exhibit, with its expression of homage. Standing to the right of the Queen is R. P. Bower, Commercial Counsellor for Canada in London.

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## Five Hundred Years of Rubber

*From the crude Indian shoes of latex which Columbus reported to today's myriad uses, rubber has travelled the long trail blazed by research and constant experiment.*

RUBBER IS INDISPENSABLE in the modern world. Automobiles, buses, trucks, airplanes, radios, telephones, and hospitals—in fact, today's civilization depends upon this unique substance which, when stretched or compressed, will snap back into its original size and shape.

Chemically, rubber is a hydrocarbon  $(C_5H_8)_x$  soluble only in carbon disulphide, carbon tetrachloride and in certain volatile oils such as turpentine, ether and gasoline. It is the only material that combines certain essential characteristics—elasticity, impermeability, softness and toughness, adhesion and electrical insulation.

### From Columbus to Priestley

Natural rubber has been known for over five hundred years. Christopher Columbus, during his second visit to the West Indies in 1493, was amazed to find the natives of Haiti playing with bouncing balls. He saw others wearing crude shoes made of the same substance. By smearing their feet with latex, which dried as a thin rubber film, and by repeating the process several times, the natives eventually acquired a pair of rough waterproof shoes. They also made water-tight bottles by dipping a mould the shape of a bottle into latex and drying each coating over a fire. This formed a thick rubber skin. The mould was then broken and removed and a serviceable bottle appeared. The natives had learned how to collect the white, milky secretion known as latex, which they found under the inner bark of certain indigenous trees, and turn it to their own advantage.

Many of these native rubber articles were brought home to Spain and Portugal as curios, yet no one realized the immense possibilities of this amazing substance until 250 years later.

In 1745 the Paris Academy of Sciences engaged the well-known French engineer and scientist Fresnau to report on rubber. Fresnau and his party landed at what is now known as French Guiana and watched the natives tap their "cahutchu" or "weeping" trees. Ever since, the French word for rubber has been "caoutchouc".

Dr. Joseph Priestley, the English scientist and discoverer of oxygen, gave rubber its English name. In 1770, he was handling a small lump of the material and found that it would rub out pencil marks. From this incident came the word "rubber".

The baffling question that confronted both European and American scientists was what to use as a solvent for rubber. Untreated, rubber latex turns sour and solidifies after a few hours. The West Indies natives



—U.K. Information Office

*These Indian, Malay and Chinese girls are packing sheets of crepe rubber on an estate in Malaya. Rubber production there began about 1889, when half a ton was produced; today annual output averages 1½ million long tons.*

did not need a solvent because they used the latex soon after they collected it. Turpentine, ether, naphtha and other known solvents were tried, but always with the same result. In hot weather, fabrics coated with rubber became oozy and tacky and in cold weather, very stiff. Charles MacIntosh, a Glasgow manufacturer, made the first waterproof coat by spreading a rubber solution between two layers of cloth, but the old problem remained. In frosty weather there was no need to hang up the "Mac"—it stood up of its own accord.

#### **Vulcanizing Method Discovered**

Thomas Hancock, a London carriage builder, began in 1819 to experiment with rubber and realized its great possibilities, but it was not until 1844 that he produced rubber as we know it today. He found that by mixing various quantities of sulphur with rubber and heating the compound for various lengths of time, almost any desired kind of rubber could be obtained—soft, medium or hard. Further, and of equal importance, changing weather conditions no longer affected the product. This process is known as vulcanization, from Vulcan, the god of fire. Charles Goodyear, an American, actually stumbled on the same solution in 1839 but could get no one to finance his discovery and kept it to himself for five years.

Following the discovery of vulcanization, the demand for raw rubber soared and at that time most of it was obtained from the Hevea Brasiliensis

sis trees in the Amazon jungle. Communications were very poor and costs high and, as a result, both Hancock and Goodyear suggested planting in other parts of the world. Quinine had been successfully transplanted from Peru to Java and Chinese tea had done very well in Ceylon. The Brazilians, however, did not wish to lose their monopoly in rubber and forbade the export of the seeds.

It was left to Henry A. Wickham, an English coffee planter who had spent several years in Brazil, to obtain the seeds. Wickham managed to send 70,000 of them to Kew Gardens and not long after, the seedlings found a home in Malaya and Ceylon. Wickham was knighted for this work and is called "the father of plantation rubber". In 1889, about half a ton of rubber was produced in the Far East, yet only 63 years later, in 1952, production of natural rubber totalled 1,762,000 long tons.

### **Synthetic Rubber Appears**

In addition to natural rubber, so-called synthetic or chemical rubbers are now widely used. Because many of them are more closely allied to plastics than to rubber, it is generally agreed that synthetic rubbers shall include only co-polymers of butadiene and styrene (Buna-S); co-polymers of butadiene and acrylonitrile (Buna-N); neoprene, and butyl. Petroleum is the raw material from which most butadiene is made, and alcohol, although more expensive, is also used extensively at the present time. Neoprene is made from acetylene, salt and sulphuric acid, and butyl from isobutylene, also a petroleum derivative, and butadiene.

Neoprene was the first of these synthetic rubbers to be produced commercially; it was made by Dupont in 1932 and sold for \$1.05 a pound. The average price for natural rubber during that year was 3½ cents a pound. Neoprene resists oils, chemicals, sunlight and heat better than natural rubber but is not as good an insulator from electric shock. In 1937 the Germans produced Buna-S, a general purpose rubber, and Buna-N, a special purpose rubber. Intense research by American chemists followed these German discoveries and by 1940 resulted in pronounced improvements in Buna-S and Buna-N. The Standard Oil Company filed world patents on butyl rubber in 1938. This material is practically impervious to air and has proved superior to natural rubber for inner tubes.

### **Canada's Rubber Industry**

The Japanese attack on Pearl Harbour on December 7, 1941, was the spark which touched off the vast synthetic rubber program in the United States and also hastened the construction of the Canadian synthetic rubber plant in Sarnia. Overnight, supplies of Far Eastern rubber were cut off from the Allies. Fortunately, there had been heavy stockpiling by the United Kingdom, the United States and Canada. This commendable foresight gave the United States and Canada the breather needed to get these plants into operation. In 1944 the United States produced 765 thousand long tons of synthetic rubber and Canada 35 thousand long tons. Only two years earlier, the United States production amounted to only 22,500 tons and none at all was made in Canada.

Canada's interest in rubber is extensive. We have a \$75 million investment in the Crown company, Polymer Corporation, the only synthetic rubber plant in the British Empire. In addition, a total of approxi-

mately \$125 million is invested in 65 rubber products industries located in the provinces of Quebec and Ontario. The entire industry employs some 25,000 people.

The Sarnia plant is unique in several important respects. It is the only plant producing the two principal types of synthetic rubber—i.e., Buna-S, more commonly called GR-S, and butyl—and the components as well, all under one roof. In the United States, all food stock and co-polymerization plants are separate units and usually located at some distance from each other.

In 1952, Canadian rubber plants consumed 33,500 long tons of natural rubber, 33,500 long tons of synthetic rubber and 13,500 long tons of reclaimed—for a grand total of 80,500 long tons. All the natural rubber came from the Far East and is thus an important dollar earner for the sterling area. The consumption curve points to an ever-increasing volume for the years ahead.

In addition to Polymer's output, which has now been stepped up to some 80,000 tons a year, our rubber products industries turn out a fascinating array of goods. There must be more than a thousand different items. Chief among them are tires and tubes for all manner of vehicles, from baby carriages to large earth-moving machines. (The largest of these earth-moving tires are worth about \$2,000 each.) The Canadian industry also produces fan belts; transmission and conveyor belting; fire, air, steam and suction hose; rubber thread; friction tape; floor mats; tiling; flooring; battery boxes; hot water bottles and druggists' sundries;



—National Film Board

*These are continuous threads of synthetic rubber as they come from the extruding machine, after they have been bound together by heat and pressure. Canada's output of synthetic now is 80 thousand tons a year.*

horseshoes; toys, novelties; miscellaneous auto parts and foam rubber. Incidentally, today's cars use more rubber in miscellaneous parts than in a set of tires and tubes.

### Per Capita Consumption

The gross value of Canadian-produced rubber and rubber products in 1952 approximated \$315 million and this, for a country of 14½ million people, is impressive. In fact, the United States is the only country whose consumption exceeds that of Canada on a per capita basis. The figures for 1952 are:

United States .....	18 lb.
Canada .....	12 lb.
United Kingdom .....	11 lb.
France, Sweden .....	7 lb.
Switzerland, Belgium, Denmark, West Germany .....	6 lb.
Holland, Norway .....	5 lb.
Australia, Finland .....	3 lb.
Latin America .....	2 lb.

The discrepancy between the United States and Canada is mainly due to motor vehicle registrations. In the United States registrations equal one vehicle for every three people; in Canada, one vehicle for every five people.

### The Outlook

Altogether, the picture looks bright for both producers and consumers of rubber. The ever-increasing population and the growth in motor vehicle registrations, together with the new uses to which rubber is constantly put, point unerringly in that direction.

—F. T. CARTEN  
Commodities Branch

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*A small but important way in which atomic energy is serving industry was reported recently by the National Research Council.*

*One of the safety devices built into ammunition components is a tiny copper ball, put there to prevent a backward blast that might damage the gun or injure the crew. The problem: how to check whether the ball is there after the whole component has been assembled and the ball itself hidden from sight. X-rays have been doing the job—but the method used proved laborious and expensive.*

*Scientists seized on the fact that the copper used in making the balls contained minute amounts of silver. As a result, when the balls were exposed to radiation, the silver became radioactive, and shot out gamma rays which could be picked up by a Geiger or scintillation counter. Now a demonstration model of a detector device based on this principle has been built by NRC's radiation laboratory. It accepts the ammunition component if it is radioactive, rejects it if it is not.*

## PERU

### Sound Policies Pay Off

*Good crops, increased industrial production, an influx of investment capital, and wise government policies combined to keep Peru progressing steadily in '52.*

LIMA—Favourable economic conditions have continued throughout 1952, giving further proof of the soundness of the Government's economic policy adopted in 1951. Industrial and agricultural production increased; exports of cotton, sugar and metals, although down slightly in price, were up in volume. Imports remained high, equilibrium in the balance of payments was maintained by invisible items (estimated at US\$100 million), principally investment capital. Domestic prices continued the slight rise evident early in the year, and inventories, particularly of consumer goods, were still above average.

#### Agriculture Prospers

Favourable weather, combined with an abundance of rain and greater mechanization (financed in part by an International Bank loan of \$1.3 million) made 1952 an excellent year for agriculture. The cotton yield was 92 thousand metric tons (1951=83,231 metric tons) nearly 75 per cent of which was exported, principally to Chile, France and Great Britain. The outlook for the 1953 cotton crop is bright, although unusually high seasonal floods have caused some losses.

Fine sugar production in 1952 is estimated at 470 thousand M.T. (1951=463,752 M.T.). Exports are estimated at 296,300 M.T. (1951=263,758 M.T.). Principal customers were Chile, Bolivia, Uruguay, the United States and Japan.

The rice crop was estimated at 240 thousand M.T., the largest on record. This slightly exceeds domestic demand but little is being exported and the surplus is held in reserve for later domestic use.

#### Mining and Petroleum

Revised estimates of 1952 mineral production are: lead, 109,349 metric tons of fine metal; copper, 30,910 metric tons, and zinc, 132,924 metric tons. Production in 1953 is not expected to increase.

Petroleum production in 1952 totalled 16,402,000 forty-two gallon barrels (1951=15,109,896), and in 1953 will probably rise to 16,813,700 barrels. Domestic demand in 1952 for all types of petroleum products was 10,341,000 barrels, an increase of 7.5 per cent over 1951. This year, demand is expected to be up 16 per cent.

Gross national income from industrial production in 1951 was estimated at soles 4,956,393,000. Comparative figures for 1952 are not yet available but preliminary reports indicate the total will be up between 5-8 per cent. The cost-of-living index continued to rise but there were no serious labour troubles. Customs duties were increased on a number of items during the year, in response to appeals from local industry for protection.

### **Internal Economy**

Peru again had a balanced budget. The 1953 budget, at 2,779 millions of soles, is about 8 per cent above that of 1952. Continuing its conservative tendency, the Government has put most of the increase into special accounts for public works which can be dropped if revenues are not up to estimates. In anticipation of higher duties, abnormal amounts of certain goods were imported and this often added stock to the already too-heavy inventories. Many importers and some wholesalers and retailers had to borrow to meet their accounts. Liberal credit terms continued to be granted, with instalment purchasing customary for most high-priced consumer goods. Bank collections on domestic bills were slow. Foreign accounts awaiting payment at year-end showed a sharp increase over 1951. Under present circumstances, exporters must sometimes extend terms to meet competition and in such cases they are advised to check closely, in advance, the financial status of their customers.

### **Foreign Commerce**

Imports into Peru from all countries in 1952 amounted to US\$287 million (1951=\$279 million). Exports for the year amounted to US\$238 million (1951=\$252 million). According to the Dominion Bureau of Statistics, Canadian exports to Peru in 1952 amounted to \$16,404,770, more than three times the amount for the previous year—\$5,054,137. Principal imports from Canada were wheat, machinery and parts, evaporated milk, automobiles and trucks, newsprint, malt, mining machinery and parts. Canadian imports from Peru in 1952 amounted to \$8,050,129 (1951=\$5,582,046), with ores of metals and canned fish the leaders.

United States exports to Peru in 1952 are estimated at US\$120 million, up slightly over 1951. Machinery, automobiles and other vehicles, construction and electrical machinery, metals and electrical manufactures bulked large among these goods. At the same time, Peruvian exports to the United States reached \$70 million, an increase of more than 25 per cent, with lead and zinc accounting for more than half of the total.

The Lima Chamber of Commerce has estimated that Peruvian exports for 1953 will probably be down to about US\$210 million; imports, it is expected, will remain at about the same level. The increase in investment capital which, it is hoped, will flow into the country as a result of the new petroleum exploitation, is expected to offset the unfavourable balance.

Canadian exporters are again urged to consider this small but important export market which imposes no import or currency restrictions.

—HARRY J. HORNE

*Commercial Secretary for Canada*

## United Kingdom

### Office Machinery Earns Dollars

LONDON—The United Kingdom today ranks second only to the United States as an exporter of office machinery and equipment. In 1952, despite import restrictions that hampered sales in certain traditional markets, the office equipment industry established an export record for the seventh straight year. Sales overseas reached a value of approximately £ 14 million—some £ 5½ million more than in 1950. Shipments to dollar areas in 1952, at just over £ 2 million, were 354 per cent greater than in 1950 and larger than the total output of the industry in any one prewar year.

The calculating and accounting machinery sections did particularly well. Exports from these branches were valued at £ 3,196,788, an increase of 141 per cent over the year before. When one realizes that the 1950 figure was double the 1949, and 225 per cent more than in 1948, one can appreciate the importance of the industry as a foreign exchange earner.

Typewriter exports, although somewhat lower in 1952 than the year before, were 50 per cent higher than in 1950 and brought over £ 2 million worth of foreign currency into the country.

One of the most gratifying aspects of this industry is its success in penetrating the dollar markets. Sales to the U.S. (at £ 1,413,417) have increased by 660 per cent in two years and those to Canada (at £ 485,833) by 109 per cent.

#### Production Stepped Up

The industry's production before the war was valued at approximately £ 2 million—of which not more than a quarter was ever exported. By extending the range and enlarging production capacity, manufacturers are now turning out a much wider variety of equipment with a value of over £ 40 million a year. The industry plans further expansion and expects an annual production in the neighbourhood of £ 45 million within a year or two.

Over 160 thousand typewriters were produced in 1952, double the number made in 1949. Shortages of certain raw materials throughout 1952 impeded production, but the improvement toward the end of the year suggests that 1953 will establish a new record.

Visitors to the 40th Business Efficiency Exhibition in London, which opens at Olympia on June 16, will have an opportunity to see for themselves the scope and variety of office machinery and equipment made in Britain. Eighty of the major firms in this field are planning displays, and altogether the exhibit will cover 170,000 sq. ft. The equipment to be shown ranges from giant electronic brains to office systems for the one-man business and for the professional man, and from an electronic machine for making duplicator stencils of photographs to a machine for counting notes, cheques and silver.

—R. P. BOWER

*Commercial Counsellor for Canada*

## United States

# The Market for Fish in '53

*By mid-year, the frozen groundfish fillet market is expected to be nearly normal, after an earlier price decline; the market for canned fish is particularly strong.*

NEW YORK—During 1952, more than 50 per cent of U.S. imports of groundfish, fresh or frozen, came from Canada. In the early part of the year, prices rose over those of 1951, sometimes by six cents a pound. In the summer and fall, however, heavy imports—especially from Iceland and, to a lesser extent, Norway and some of the newer supplying countries—resulted in a large accumulation of stocks during a low consumption period. This depressed prices and, by the end of the year, with heavy stocks (particularly of cod fillets) unsold, the market dropped to the year's low.

### Frozen Groundfish Market

Prices of frozen groundfish fillets declined still further during January and February of 1953. This decline applied particularly to cod, although prices of haddock and ocean perch fillets also dropped slightly. Various reasons have been given for the drastic drop in prices of cod fillets, including heavy stocks, reduction in meat prices, and low prices of European frozen fish. Other trade specialists found part of the cause in a reluctance on the part of large retail chain stores to carry normal stocks since early last fall, because of uncertain business conditions. This meant that heavy stocks piled up in public cold storage warehouses. It is probable that these conditions combined to cause the depressed state of the market, although it is felt that prices need not have declined as much as they did, particularly on frozen cod fillets.

### Consumer Demand High

On the other hand, consumer demand for frozen groundfish fillets during the first four months of 1953 was exceptionally good, some distributors reporting that stocks moved out in much heavier quantities than during the same period in 1952. U.S. public cold storage holdings as at May 1st are not yet available; however, stocks on April 1st showed a substantial decline from the previous month and, with heavy sales in April, the stock position now should be much improved, particularly on cod. Beef prices have levelled off and it is felt that present prices will prevail for some months to come. Prices of frozen groundfish fillets on stocks held by Icelandic and Norwegian importers have increased by a fair margin during recent weeks, and are now almost equal to the prices which prevailed early last fall before the decline began.

The Norwegian cod fishery this season, according to reports received by this office, is substantially lower than last year's and because of this, importers of Norwegian frozen groundfish fillets expect to receive much smaller supplies of cod fillets this year than last. In view of all this, it is felt that by mid-year the frozen groundfish fillet market should be normal or near normal, provided that exporters hold to a firm price position on new production at about the same prices as those of last summer and early fall.

### Educating the Consumer

During the past few months, private firms, government agencies, trade associations, etc., have undertaken a program of promoting frozen groundfish fillets in an endeavour to increase consumption. Further, new methods of processing have been introduced and all of this will certainly make the consumer more fish-conscious, with a corresponding increase in sales.

The United States holdings of frozen groundfish fillets in public cold storage warehouses on April 1, 1953, with the comparative inventories on April 1, 1952, were:

	April 1, 1953 pounds	April 1, 1952 pounds
Cod .....	10,335,292	5,680,016
Haddock .....	10,571,148	6,864,670
Ocean perch .....	9,300,273	10,185,499

The stocks shown above overshadow the fact that 1952 sales increased more than 100 per cent over 1940. According to a recent survey made by the frozen foods industry, frozen food sales by wholesalers and distributors included a higher relative proportion of fishery products during 1952. Analyses show that fishery products accounted for 11.4 per cent of their frozen food sales. This put fishery products third in sales, behind vegetables (first with 30.4 per cent) and concentrates (second with 25.7 per cent). A similar survey for 1951 revealed that fishery products (9 per cent) ranked sixth in sales, behind vegetables (32 per cent) and concentrates (23 per cent). The same surveys throw some light on the average mark-up on the various categories of frozen foods by distributors and wholesalers. Fishery products were given an average mark-up of 17 per cent in 1952, as compared with an average mark-up of 17.5 per cent in 1951.

### Sales of Cured Fish

The market for cured fish during the first four months of 1953 followed a pattern like that of the last few months of 1952. Whole salted cod and boneless cod strips were in excellent demand, with slack supplies and slightly higher prices. The cured herring market was good and prices remained fairly high until Norwegian prices were announced during the latter part of January. Since then, demand has continued strong, but prices have weakened because of the low prices offered by Norwegian exporters.

The pickled mackerel market was almost chaotic during January and February and, because of substantial stocks in the hands of Canadian exporters, prices slumped to the lowest figure in several years. Little if any improvement has taken place up to now.

The market for cured fish during the remainder of 1953 is expected to continue on a similar pattern to that given above.

The market for most fresh-water fish was favourable during the first four months of 1953 and this condition is expected to continue for the remainder of this year.

### **Prospects for Canned Fish**

The market for canned fish products was strong on all items during the first four months of 1953 and the outlook for the remainder of the year is for a broad buying interest, price firmness and well-balanced supply and demand. In fact, the general market is believed to be facing one of the best seasons in its long history. By far the outstanding feature of the entire canned fish group is price firmness. There is no scarcity of supply except for a few isolated items and there is no important surplus. Salmon prices are high as compared with other canned fish products. There has been sufficient absorption to bring about small unsold stocks of many qualities, especially reds, pinks and cohoes. The tuna fish market continues to improve, especially in prices.

The sardine pack on the West Coast was a total failure and, if the present move to curtail fishing operations through legislation in California is successful, there will be no packing for the next three years. Meanwhile, Maine sardine canners hold a small total of the 1952 pack unsold.

The market for live, canned and frozen lobster was good for the first four months of 1953 and for the remainder of this year this should continue.

The fishmeal market during the first four months of 1953 was steady, with supplies light and demand active. Although imports are expected to be heavy for the remainder of 1953, they should not be sufficient to disturb the current market position.

The fish oils market during the first four months of 1953 was weak, with liberal supplies and a slow demand. This condition may continue for a month or two and it is very difficult to forecast market trends for the remainder of the year.

—M. B. BURSEY

*Consul of Canada and Trade Commissioner (Fisheries)*

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## **Transportation**

*The Transportation and Communications Division of the Department of Trade and Commerce will be glad to supply shippers and others interested with information on water, rail, air and road transport services to and from Canada.*

*The Division has compiled a list of the principal Canadian trade routes and of the steamship companies maintaining services on them. To obtain this list and any further help with international transportation problems, write to the Director, Transportation and Communications Division, Department of Trade and Commerce, Ottawa.*

## **Sportswear on Parade**

*In an attractive Laurentian setting, leading U.S. retail executives, buyers and fashion writers were recently introduced to Canadian-made sportswear, in a project to advertise Canada as a nearby and worthwhile source of supply.*

HIGH QUALITY SPORTSWEAR made in Quebec, Ontario and British Columbia was the attraction when leading executives and buyers from the United States attended a fashion display on May 15th in the heart of the Laurentians. The occasion was a Canadian Sportswear Fashion Show, organized by a group of Canadian sportswear manufacturers with the co-operation of the federal Department of Trade and Commerce and the Provincial Government of Quebec.

Invitations were accepted by merchandise managers of leading retail stores and other sportswear buyers in New York City, Philadelphia, Washington, D.C., Chicago, Dallas, Texas, San Francisco and Seattle. The group also included fashion editors and stylists from *Harper's Bazaar*, *Life*, *Look*, *Mademoiselle*, the *New York Herald-Tribune* and *Women's Wear Daily*.

### **Purpose of the Show**

Government sponsorship of the show was based on the general premise that Canada constitutes a nearby source of supply for quality goods in many lines. It helped to demonstrate that United States buyers can leave New York in the morning, examine first-class merchandise in pleasant surroundings, and return home the same day. The setting chosen for this particular show was the Alpine Inn, Ste. Marguerite, Quebec, skiing rendezvous and summer resort.

The visitors were men and women who are constantly searching for original styles for a discriminating public in the United States. They were flown from New York to Dorval Airport and continued northward by car. On arrival at Ste. Marguerite, they were welcomed by representatives of the Federal and Provincial Governments and by the principals of firms participating in the display.

In sixty minutes, Canadian fashion models then paraded sixty top-quality garments for the visitors to examine and appraise. Some of the clothes were greeted with applause and all won admiration and enthusiastic comments. Interested buyers discussed materials, prices and delivery dates with the manufacturers and many arranged subsequent appointments with them. Then, after a buffet supper, the visitors were returned to Dorval and from there flew back to New York.

This unique fashion show gave rise to some favourable observations. The visitors displayed interest in the fact that some of the materials were imported from England and Scotland and had been converted by Canadian workmen into creations that would definitely attract discerning buyers in the United States. It was suggested that, if Canadian firms are genuinely



—Capital Press Service

*An attractive model displays Canadian-made skiwear at the Ste. Marguerite showing. The American visitors—retail executives, merchandise managers, and fashion writers—give the show their undivided attention. In the background, Rosemary Boxer of Toronto, the commentator.*

interested in capturing a share of the American market as their efforts to arouse interest in Canada as a source of supply suggest, they should continue to concentrate on quality.

Wm. Frederick Bull, Deputy Minister of Trade and Commerce, welcomed the visitors on behalf of the Federal Government and Georges Léveill , Director of the Quebec Publicity Bureau, traced briefly the development of the textile industry in Quebec, where it now ranks with agriculture in numbers employed and value of output. James A. Walker of Prescott, Ontario, spoke for the participating producers. Miss Rosemary Boxer of Toronto, who with Miss Olivia Chilton of Montreal co-ordinated the show, acted as commentator.

#### **Many Firms Represented**

The following Canadian firms were represented in the display: Gordon Manufacturing Company, Limited, Montreal; Nat Gordon, Inc., Montreal; the Phil Cohen Company, Montreal; Wellington of Canada Sportswear, Limited, Prescott, Ont.; Warren K. Cook, Limited, Toronto; Aljean Sportswear, Limited, Vancouver; Sportrite Junior, Limited, Toronto; Vineberg Pants and Sportswear Limited, Montreal; Chic Parisien, Montreal; Tyrol Shoe Company, Montreal; Johnny Brown, Montreal; Piko and Coro.

American retail houses represented at the fashion show were: B. Altman & Company, Associated Merchandising Corporation, Frederick Atkins, Inc., Gunther-Jaekel, De Pinna, Saks Fifth Avenue and Lord & Taylor, New York City; The Blum Store and John Wanamaker, Philadelphia; Julius Garfinckel & Company, Washington, D.C.; Carson Pirie



—Capital Press Service

*The six young ladies who acted as models came from Montreal, Toronto and Vancouver. Here they display some of the smart yet practical sportswear in front of the Alpine Inn, setting for the show.*

Scott & Co. and Marshall Field & Company, Chicago; I. Magnin & Company, San Francisco; Best's Apparel, Seattle; and Neiman-Marcus Company, Dallas, Texas.

#### **American Comment**

Writing in *Women's Wear Daily*, Miss Dorothy L. Wallis reflected much of the atmosphere surrounding the group of American buyers and fashion writers and indicated some of the beneficial results derived from the gathering at Ste. Marguerite.

"Perhaps it's because they deal with a mobile commodity, but Fashion People certainly are flexible," she said. "When plans go awry, they make the best of it. Indeed, sometimes a spirit of gaiety develops among comparative strangers which would not otherwise exist if schedules were followed according to plan. Faced with unexpected situations, beautiful friendships begin; an all-in-the-same-boat feeling.

"The group of retailers and press invited to attend the first group showing of sports clothes by Canadian manufacturers ran into such a thing. Slated to arrive in time for lunch at the beautiful little Alpine Inn at Ste. Marguerite, Quebec, the early morning travellers found themselves marking time till vagaries of fogbound Idlewild permitted take-off. Over the coffee and buns with which Trans-Canada Airlines endeavoured to keep up the spirits of its sleepy-eyed guests, acquaintances ripened into friendships, volumes of business information, valuable or useless facts exchanged, welded the group into a team. Hours later, by the time the guests found themselves flashing through the Quebec countryside to the scream of police sirens, the whole gang seemed to function as a unit. And

the expedition with which the long-waiting hosts handled the fashion show and reception deserves a kind word, too. It's grim business to have a party all arranged and half of the guests not showing up till five hours after the planned start! The Canadians took it all in a spirit of good grace.

"I'd be inclined to feel that this Hands-Across-the-Border gesture was worthwhile. In a more highly dramatic form than simply 'showing lines' in New York offices, the Canadian producers indicated they were eager for export business. Getting a group of buyers right on the spot, as it were, permitting them to chat with various sorts of manufacturers, visualized for many of us the overall picture. Even those stores with existing import arrangements thus found opportunity to survey the rest of what's available.

"Even though many of us rolled home at an hour familiar chiefly to the milk man, we all had a good time. We saw an intelligent, business-like group show of sportswear. We talked informally with many producers. We learned a little about their problems, and told them ours. And we learned a lot about Canadian hospitality, coming, going and while we were there," Miss Wallis concluded.

#### **Skiwear Wins Attention**

Also writing for *Women's Wear Daily*, Miss Jo Ahern said: "Canadian sportswear manufacturers more than impressed United States retailers, buying office representatives and members of the fashion press with fall collections of classic sportswear and ski fashions . . . Guests were impressed with the handsome imported English worsteds and tweeds, and hand detailing and workmanship of classic tailored suits, coats, skirts and the landed prices in New York, which were generally conceded 'hard to beat' anywhere. Skiwear had both novelty appeal and the stamp of authority, shown as it was in the heart of skiing resort country.

"Classic wearable silhouettes were emphasized throughout the collection suggested for United States retailers. Suits varied from classic sports-type jackets with pleated skirts in plaids and tweeds to classic town suits with shorter, closely fitted jackets, velvet tuxedo collars and slim skirts. The ensemble look of plaid or tweed topper, with slim worsted skirt and doeskin vest in an accent colour, was well represented. So was the matching-plaid topcoat for sports suits.

"Ski fashions featured some practical new ideas for comfort on the slopes and for after-ski. A lightweight nylon parka jacket folded into its own zip front pocket for easy carrying and looked like a good jacket to pull over a sweater for protection against wind or weather . . .

"Ski accessories of special note were novelty knitted fast caps with dangling pom-poms, sealskin after-ski boots, and an aluminum ski boot carrier and press, which keeps boots in shape.

"Again, workmanship and tailoring were noteworthy on striking, bold-patterned tweeds and tartans. Pleatings were precision patterns, varied for panel effects in some skirts . . . Hand knitted sweaters in bulky white knits were shown at very attractive prices. One manufacturer said he had 800 knitters working in their homes.

"Featured coats were of luscious deep fleeces and cashmeres—and all the styling features of the coats are underlined with hand-picked edges for belts, pockets and front openings.

"Most of the Canadian manufacturers show their lines by appointment in New York, as well as in Canada," Miss Ahern concluded.

Writing in the *New York Herald-Tribune*, Miss Denise McCluggage said: "The Scottish influence is strong in Canadian skirts. Many of the luxurious fabrics used are from Scottish looms and many are in authentic tartans of the ancient clans. The kilt, too, has influenced the styling. Buckles and buttons close many of the skirts over the left hip, kilt-style. And, an abundance of pressed pleats circles a snug, hip-length yoke on many models. Particularly impressive to visiting Americans was such a skirt in Ancient Chisholm tartan . . . Checks and flecks and overplaids proved popular, all of the fabrics being lush and lovely and good to feel."

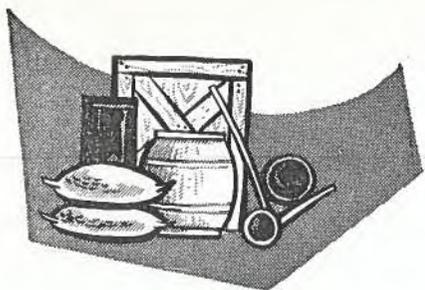
Thus, it was conceded that Canadian manufacturers can produce goods that will attract attention among discriminating buyers in the United States. It was emphasized, however, that they should concentrate on quality merchandise of good design, rather than attempt to capture any part of the market for cheaper, mass-produced lines.

—J. FERGUS GRANT

*Assistant Director, Information Branch*



The photo shows French schoolboys—and their elders—examining with deep interest part of the official Canadian Government display at the Lyon, France, Fair, which ran from April 11 to 20. In the background at the right is a panel advertising the Canadian International Trade Fair.



## COMMODITY NOTES

### BRAZIL

**Iron and Chrome**—The Government of Amapa, in northern Brazil, is carrying on negotiations for the development of iron ore deposits in the Rio Vila Nova area, according to unofficial information. The deposits, which were once prospected by the Hanna Company, are estimated at 19.5 million tons of high-grade ore. Similar negotiations are going on over chrome deposits near the Rio Preto, estimated at 250 thousand tons—Rio de Janeiro, May 7.

### DENMARK

**Cream Cheese**—Cream cheese production and exports in Denmark have increased rapidly since the war and in 1952 exports totalled 6.2 million kg., valued at 35 million Danish kroner. The United Kingdom absorbed most of the exports—5.1 million kg. Other markets were East Germany, 700,000 kg.; Greece, 170,000 kg.; Belgium 65,000 kg., and the United States, 74,000 kg. Attractive packaging and high quality are said to be the primary reasons for the success of Danish cream cheese—The Hague, May 14.

### INDIA

**Fertilizer**—The government-owned fertilizer factory at Sindri may have to suspend production because of accumulation of stocks. The daily output, which was approaching the rated capacity of 1,000 tons, had to be slowed down in January, as about 60 thousand tons of ammonium sulphate were awaiting clearance. The figure has now risen to 75 thousand tons. The Government of India recently reduced the ex-factory price last month from Rs.340 a ton to Rs.310, and the Central Agriculture Ministry's pool price from Rs.365 to Rs.325, in an attempt to stimulate offtake. They have also offered to supply the fertilizer to agriculturists on easy credit terms. Arrangements have also been completed with the tea industry, one of the largest consumers of fertilizers in India, for the immediate dispatch of 40 thousand tons of ammonium sulphate—New Delhi, May 4.

### JAPAN

**Coal**—Japanese coal production in March totalled 4,712,000 tons, a postwar monthly production record. A miners' strike in October and November cut production for the fiscal year ending March 31, 1953, to 43,739,000 tons, well short of the planned output of 49 million tons—Tokyo, April 30.

## NETHERLANDS

**Plants**—Cut flower and plant exports from Holland in 1952 were three million guilders over the previous year and totalled 21,540,000 guilders. Germany, Belgium, Luxembourg, Britain and Sweden were the major importers with respective purchases of: 6.5 million guilders (1951, 5 million guilders), 5.8 million guilders (4.7 million guilders), 3.5 million guilders (4 million guilders), 3.2 million guilders (2.2 million guilders).

The fall in British imports of half a million guilders is attributed to the great abundance of domestically grown chrysanthemums put on the U.K. market last year which checked demand for imports of other flowers.

Other importers of Dutch plants and flowers in 1952 were Switzerland and Italy, with purchases of 1.1 million and 320 thousand guilders respectively—The Hague, May 14.

## SOUTH AFRICA

**Wool Clip**—South African sheep farmers are likely to end the present wool season with the biggest wool clip for nearly 20 years. After the cycle of wartime droughts, the wool clip reached its lowest point for 20 years in 1946-47 with 193 million lb. Since then the rising price and improving seasons have resulted in a rise to 244 million lb. in 1951-52, the best since 1942-43.

This year, wool deliveries have steadily exceeded last year's. At present the 1952-53 clip is 36,000 bales (about 11 million lb.) ahead of last year's clip at this time and there are four months still to go. Many parts of the wool-growing area were not affected by the great drought last year in Natal, the Transvaal, and the northern half of the Free State, and enjoyed an excellent year with a big crop of lambs—Johannesburg, May 2.

## SPAIN

**Mercury**—Mercury production in 1952, according to a press release, was 37,200 flasks of 76 lb. Exports for January-October of that year reached 36,515 flasks—Madrid, May 12.

## UNITED STATES

**Fish**—Work has begun in Boston on a new fish processing and freezing plant which will cost \$250 thousand. The first unit of a half million dollar project, it will be located on Northern Avenue in South Boston. The development will be owned and operated by Bonnie Fisheries, successor to Genoa Fisheries Inc. The new plant will have a capacity of five million pounds of fish fillets a year and will employ 125 people. All processing equipment will be stainless steel and will be regularly sterilized with live steam. An automatic conveyer system will make possible a sixty minute operation from the time the whole fish is received until the frozen fillet reaches the shipping storage—Boston, May 23.

## Dominican Republic

### Sugar Means Purchasing Power

*. . . sugar production has increased in recent years . . . imports from Canada have doubled in the last two years to some \$4.6 million in '52.*

CIUDAD TRUJILLO—The Dominican Republic has more than quintupled its foreign trade during the last twenty years and has maintained a favourable balance of trade since 1920. One of the Greater Antilles and formerly known as Santo Domingo, this country is essentially agricultural. Its principal crops are typical of the West Indies—sugar, cocoa, tobacco, corn and bananas.

#### Leading Industry

Sugar, with its by-products, is by far the most important industry and on it the level of purchasing power in the Republic largely depends. Production in recent years has increased considerably; in 1951-52 it amounted to 588,189 metric tons. Of this 33,874 tons were consumed locally and 463,787 tons were exported between January and August 1952. Although the sugar yield per ton of cane was lower because of excessive rains during the grinding season, the crop was 12 per cent larger than that of the previous year, the result principally of increased plantings. Yield from the previous crop, 1950-51, was 12 per cent higher because of the two new mills established—Central Catarey and Central Rio Haina. The Rio Haina sugar estate is today the largest individual sugar property in the world, embracing some 95 thousand acres, with 70 thousand under cane cultivation.

Canada, under an arrangement concluded in 1951, takes 64,500 tons of the Republic's raw sugar, more than 12 per cent of the total production. The United Kingdom, however, still buys the bulk.

#### Foreign Trade

The Republic's total exports in 1952 totalled RD\$115,014,717, and its trade balance of \$46,513,000 for the first nine months of the year was favourable. Principal Dominican exports are sugar, cocoa, coffee, tobacco, corn and bananas. Sugar, coffee and cocoa make up over 80 per cent of total exports. The United States, the United Kingdom and Canada, in that order, are the Republic's best customers at present.

Imports include cotton goods, foodstuffs, machinery, automobiles and other vehicles, oil and gasoline, chemical and pharmaceutical products, construction materials, iron and steel products and electrical equipment. Lesser imports include jute bags, paper products, silk goods and rubber products. Canada ranks third as a supplier to the Dominican Republic.

The following table shows the principal Dominican exports to Canada for the year 1951-1952, according to the latest official Dominican statistics:

#### DOMINICAN EXPORTS TO CANADA

	1951		1952	
	Kgs.	RD\$	Kgs.	RD\$
Coffee .....	157,700	170,471	166,060	170,479
Cocoa .....	....	....	14,200	9,375
Raw sugar .....	3,866,795	476,467	59,012,436	5,539,762
Rum (litres) .....	30	42	....	....
Molasses (gal.) .....	....	....	2,325,442	84,023
Iron and other old metals .....	....	....	1,002,383	37,848
Others .....	39	20	1,076	151
	<u>4,024,564</u>	<u>647,000</u>	<u>62,521,597</u>	<u>5,841,638</u>

#### Canadian Exports to Republic

Canada's 1952 exports to the Dominican Republic (DBS figures) amounted to Can.\$4,642,648 as compared with 4,060,021 in 1951 and 2,954,498 in 1950. Principal Canadian exports were:

Fish and fish products .....	Can.\$1,709,911
Flour of wheat .....	532,189
Pipe and tubing of iron .....	283,424
Aluminum and aluminum products .....	283,278
Tires .....	271,102
Copper tubing and wire .....	230,585
Newsprint .....	170,535
Macaroni and spaghetti .....	154,625

The Canadian Goodwill Trade Mission to Latin America, headed by the Right Hon. C. D. Howe, did not hold formal talks during their stay in Ciudad Trujillo, but their visit aroused a great deal of interest among the trade and an avalanche of inquiries for Canadian goods has followed.

—R. E. GRAVEL

Canadian Government Trade Commissioner

*One of the interesting Latin American projects in which UN Technical Assistance Administration is co-operating is the Brazilian School of Public Administration, opened in Rio in April 1952. The UN's share in this venture consisted of supplying some of the faculty members and giving special fellowships to Brazilian professors for advanced training in other countries. Eventually these professors will replace internationally recruited personnel at the school. In 1952, the school trained 194 Brazilians sent there on government scholarships and 34 students from other Latin American countries who won scholarships awarded by the UN and the Vargass Foundation.*



## GENERAL NOTES

### FRANCE

**Rhone River Development**—Recently, the Prime Minister of France turned the first sod of a new and important project which continues the progressive development of the hydro-electric potential of the Rhone. The river is to be dammed at Rochemaure, providing water-power to feed six power generators with a total annual output of 1.6 billion kilowatt hours. A navigation canal 12 kilometres long will maintain the Rhone waterway, which carries one million tons of freight a year. The Compagnie Nationale du Rhone will spend an estimated 60 billion francs on this project, which is expected to begin producing power in 1957 or 1958.

This is a part of a long-term plan for the hydro-electric and navigational development of the Rhone River valley. At Donzere-Montdragon one of the four principal works to be undertaken has already been completed. The complete system is expected to supply 14 billion kilowatt hours a year. This is more than 50 per cent of France's present total hydro-electric generating capacity which is now slightly over 25 billion kilowatt hours—Paris, May 15.

### NEW ZEALAND

**Balance of Trade**—New Zealand's overseas transactions for the first quarter of 1953 developed an overall surplus of £ 26,323,000 (\$71,800,000), as compared with a deficit of £ 8,221,000 (\$21,900,000) during the same period last year. This year's surplus is made up of £ 20,492,000 (\$55,800,000) with the sterling area, and £ 5,831,000 (\$15,800,000) with the dollar area. On April 22nd the sterling balance held by the Reserve Bank stood at £ 56,748,000 (\$155,000,000), the highest since the boom year 1951—Wellington, April 28.

### SOUTH AFRICA

**Industrial Expansion**—Some 3,500 new industries established in the period 1945-46 to 1949-50 raised the Union's total of industries on June 30, 1950, to 14,809. Broadly, industrial activity almost doubled during the period. Value of machinery, plant and equipment increased by nearly £100 million to £201 million, and the value of property from £77 million to £134 million. The net value of the output (other than mining) increased from £195 million to £335 million—Cape Town, May 3.

## SWEDEN

**New Tipping Device**—A new type of tipper was introduced recently by a Swedish firm which tilts a goods truck so that the load slides off all at once. Tipping devices of this kind have been installed at Sweden's leading iron works where it is now possible to unload 320 tons of coke an hour with a crew of only two. This implies a 30 to 40-fold increase in output per man, compared with unloading by hand—Stockholm, May 12.

## UNITED KINGDOM

**Record Exports to Canada**—Exports from the United Kingdom to Canada in April amounted to £16 million. This was a record and compared with £11.3 million a month in the first quarter and the previous best of £15.6 million in July 1951.

Exports to the United States were also high, totalling £16.8 million compared with £12.7 million a month in the first quarter. This April figure for the United States was not, however, a record. Higher totals were reached both in October 1952 and April 1951—London, May 18.

**Imports and Exports**—The United Kingdom's exports in April increased from £208.5 million in the first quarter of the year to £214.8 million. The improvement was even greater than this comparison suggests, because April contained 24 working days against an average of nearly 26 a month in the first quarter. Imports also increased in April to £293.4 million, compared with £272.4 million a month in the first quarter.

The excess of imports over exports increased to nearly £70 million in April. The average monthly excess in the first four months of the year was nearly £58 million—London, May 18.

## UNITED STATES

**First Photo-Electric Typeset Book**—The first book to be set by a revolutionary typesetting machine was produced in Cambridge, Mass., recently. The photographic type composing machine was invented by two French telephone engineers in France during World War II. Developers of the machine are the Graphic Arts Research Foundation Inc., who have given licence to manufacture to Photon Inc., of Cambridge. The machine closely resembles a typewriter desk with an electric typewriter set in a central well. There are sixteen fonts of type at the operator's finger tips and even in setting a line he can change from one font to another. Speed depends upon the operator's dexterity in operating an electric typewriter. An estimated ten book pages an hour is considered average. The machine photographs from a glass disc and transmits the image to a 100-foot strip of photographic film. The film can be developed either as a positive or negative galley and the operator can replace the film as required. When developed the film is ready for make-up or for engraving on metal plates. The first ten production units of the "Photon" will shortly be available commercially. About 75 machines will be produced this year—Boston, May 21.

## United Kingdom

### Free Trading in Copper Restored

*Government bulk buying will end when the London Metal Exchange, on August 5th, resumes dealings in copper; in trade circles, the price is expected to fall.*

LONDON—The latest step in the progressive liberalization of United Kingdom commodity markets is the announcement that private and free trading in copper will be restored on August 5.

On that date the London Metal Exchange will resume dealings and London metal merchants will again have opportunities of earning additional foreign exchange as the result of these operations.

Bulk buying by the Government will come to an end. The Ministry of Materials has announced that it has given the required three months' notice to Commonwealth and other producers. An order has been made which allows offers or contracts to buy or sell copper for delivery after the end of bulk imports to be made without licence. The new arrangements will include overall supervision by the Bank of England—similar to that already exercised in tin, lead and zinc—in order to safeguard the country's gold and dollar reserves. The usual security controls over the destination of shipments will also be maintained.

#### Fall in Price Expected

It is expected in trade circles that the freeing of copper will be followed by a fall in price, as has happened with lead and zinc. Intelligent anticipation of the event has already affected the volume of trade, which has dropped heavily. The carry-over of stocks belonging to the Ministry when bulk buying finishes may be as much as 200 thousand tons, although some of this may be set aside for the stockpile.

Methods of disposing of government holdings of metal are to be discussed with Canadian and other suppliers and their United Kingdom agents with the object of causing as little disturbance as possible to the market.

As far as can be foreseen, the changes will not make any difference to the position of Canadian copper vis-à-vis competitive supplies. In 1952, of total imports of 382,713 tons of electrolytic and other refined copper, Northern Rhodesia supplied the bulk, some 245,330 tons. The United States was the second largest seller (44,624 tons), followed by Canada (37,424 tons), Belgium (27,783 tons), Germany (16,002 tons) and Chile (4,953 tons).

—R. P. BOWER  
Commercial Counsellor for Canada



## TRADE COMMISSIONERS ON TOUR

FROM TIME TO TIME Canadian Trade Commissioners return to Canada to bring themselves up-to-date on conditions in this country and to renew their contacts with businessmen here. Details of their itineraries appear regularly under this heading, as a service to exporters and importers who would like to discuss trading problems with them.

**C. J. Van Tighem**, Consul of Canada and Trade Commissioner in São Paulo, Brazil, will begin a tour of Canada on June 3 in Hamilton. His itinerary is:

Hamilton—June 3  
St. Catharines—June 4  
Welland—June 5-6  
London—June 8  
Windsor: Walkerville—June 9

Toronto—June 10-19  
Montreal—June 22-30  
Quebec—July 2-3  
Arvida—July 4-6  
Vancouver—July 29-31

**A. W. Evans**, Commercial Secretary for Canada in Havana, Cuba, will begin a tour of Canada in Toronto on June 1st. His itinerary is:

Toronto—June 1-12  
Brockville—June 15  
Montreal—June 16-30  
Quebec—July 2  
Saint John—July 6-8  
Halifax—July 10-13  
St. John's—July 14  
Windsor: Walkerville—August 17  
Chatham—August 18  
London—August 19

Kitchener—August 20  
Guelph—August 21  
Hamilton—August 24-25  
Victoria—August 31  
Vancouver—September 1-3  
Calgary—September 4  
Edmonton—September 5  
Saskatoon—September 7  
Winnipeg—September 9

**C. M. Croft**, Commercial Counsellor for Canada in Sydney, Australia, began a tour of Canada in Vancouver on May 8. His itinerary is:

Toronto—June 5-17  
St. Catharines—June 18-19

Hamilton—June 20-23  
Windsor—June 24-25

**M. T. Stewart**, Commercial Counsellor for Canada in Mexico City, began the second part of his Canadian tour in Windsor and Walkerville on May 4. His itinerary is:

Toronto—May 25-June 6  
Montreal—June 8-18  
Quebec—June 19

Saint John—June 22-23  
Halifax—June 25-26

Businessmen may get in touch with these officers through the Board of Trade in Saskatoon, Chatham, Guelph, Montreal, Quebec, Saint John and Halifax; the Chamber of Commerce in Calgary, Kitchener, London, Welland, St. Catharines, Windsor, Hamilton, Brockville and Arvida; the Canadian Manufacturers Association in Edmonton, Winnipeg and Toronto; the Dept. of Trade and Industry in Victoria; and the Department of Trade and Commerce in Ottawa, Vancouver (355 Burrard St.) and St. John's (Stott Bldg.).

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## TRADE AND TARIFF REGULATIONS

### BERMUDA

**Foodstuffs Removed from Deferred List**—A notice issued by the Bermuda Supplies Commission indicates that the following foodstuffs are to be removed, as from June 30, from the Deferred List of Imports not permitted from the dollar area: biscuits, candies and confectionery; chocolate and cocoa; canned fish; gravy browning; jams and marmalade; jelly powder and crystals; canned meat; milk based foods and food beverages; pickles; pudding powders; dessert and custard powders.

The effect is that importers in possession of the usual blanket import licences for foodstuffs will not be debarred, after June 30, from importing any of the aforementioned goods on such licences.

Foodstuffs remaining on the Deferred List from the dollar area are canned corned beef; butter; lard and shortening; margarine; sugar (except icing sugar); ale, beer, and stout.

### BOLIVIA

**Boliviano Devalued**—A Bolivian Government decree of May 14 fixed the official exchange rate for the currency of Bolivia at 190 bolivianos to the United States dollar. The former rate was 60 bolivianos to the United States dollar.

The new official exchange rate applies to all trade transactions, government payments, registered capital and certain specified invisibles. All other transactions are now subject to a fluctuating free rate of exchange.

With this devaluation, all former exchange taxes and multiple exchange rates for commodity trade have been abolished. To compensate for the lower exchange rate for the boliviano, taxes of 50 and 100 per cent will be applied to less essential and non-essential imports respectively.

## INDIA

**Import Duties on Milk Products**—Under a Notification of the Ministry of Finance (Revenue Division) dated May 2, milk foods for infants and invalids are exempted from import duty in excess of 14 per cent ad valorem. This means that the rate of duty on such milk products is reduced from 25 per cent ad valorem to 14 per cent ad valorem, effective from May 2.

## NETHERLANDS

**Luxury Tax Reduced**—Effective May 14, the Netherlands luxury tax of 30 per cent ad valorem on a number of luxury articles was reduced to 15 per cent. The luxury tax on these articles was increased on September 1, 1951, from 15 to 30 per cent, while others remained subject to the 15 per cent tax. The present reduction, therefore, reinstates the system of a single rate of luxury tax of 15 per cent ad valorem.

The articles on which the luxury tax was reduced include oysters, crayfish, fresh and smoked salmon, clothing made from fur or Angola wool, cutlery combined with precious metals, electrical appliances including lamps and toasters, radio apparatus, phonographs, cut glassware, jewellery, cosmetics, hockey sticks and golf clubs—The Hague, May 15.

## VENEZUELA

**Food Registration Requirement**—A new deadline of November 30, 1953, instead of May 31 has been announced for the period during which all food products in bulk containers must be registered with the Venezuelan Department of Health and Social Welfare.

*Details of this requirement are available from the International Trade Relations Branch, Department of Trade and Commerce—Editor.*

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## Data for Exporters

*The International Trade Relations Branch of the Department of Trade and Commerce has prepared bulletins covering shipping documents and customs regulations of the following countries: Austria, Belgium, Belgian Congo, Brazil, Chile, Colombia, Cuba, Denmark, Dominican Republic, Egypt, France, Western Germany, Guatemala, Haiti, Iceland, Indonesia, Israel, Italy, Mexico, Netherlands, Netherlands Antilles, 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 1.00566.

Country	Unit	Type of Exchange	Canadian dollar equiv. May 21	Notes (See below)
Argentina	Peso	Preferential buying	.1325	
		Basic buying	.1989	
		Preferential selling	.1989	
		Basic selling	.1375	
		Free	.07158	
Austria	Schilling		.03825	
Australia	Pound		2.2390	
Belgium-Luxembourg & Belgian Dependencies	Franc		.01991	
			.00523	
Bolivia	Boliviano	Official	.00523	
British West Indies	Dollar		.5831	(3)
			2.7987	(4)
Brazil	Cruzeiro	Brit. Honduras	.6996	
		Official	.05375	tax 8% (2)
		Free	.02202	
Burma	Kyat		.2099	
Ceylon	Rupee		.2099	
Chile	Peso	Official	.03202	(1)
		Commercial	.01656	
		Free	.00904	
Colombia	Peso	Basic	.3977	tax 3% (2)
		Coffee buying	.4273	
		Official	.1771	(5)
Costa Rica	Colon	Free	.1482	*April 15
			.9944	tax 2%
Cuba	Peso		.9944	
Czechoslovakia	Koruna		.01989	
Denmark	Krone		.1440	
Dominican Republic	Peso		.9944	
Ecuador	Sucre	Official	.06629	(6)
		Free	.05748	
Egypt	Pound		2.8554	
Fiji	Pound		2.5214	
Finland	Markka		.00432	
France	Franc		.00284	
French Africa	Franc		.00569	
French Pacific	Franc		.01564	
Germany	D Mark		.2368	
Greece	Drachma		.000033	
Guatemala	Quetzal		.9944	
Haiti	Gourde		.1989	
Honduras	Lempira		.4972	
Hong Kong	Dollar	Free	.1656	*May 8
		Official	.06106	
Iceland	Krona	Special buying	.04704	
		Special selling	.03807	
			.2099	
India	Rupee		.08723	(7)
Indonesia	Rupiah	Basic	.08723	
		Dollar certificate	.00185	*April 15

\* Latest available quotation date.