

JULY 5. 69

FOREIGN TRADE

DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE, OTTAWA



Markets in the Middle East

It is some time since we covered Tunisia. At the first meeting of the Canada-Tunisia Mixed Commission which took place recently in Tunis. it was announced that Canadian aid to the country will reach Cdn.\$10 million in 1969-70. Our leading article surveys business conditions and focuses attention on the sectors of the Tunisian economy which will benefit most from the 1969-72 Plan.

Markets in the Middle East provide a challenge to Canadian exporters. The wealth generated by the oil industry is being used to develop local agriculture, build highways and communications systems, and create the basis for a modern industrial economy. Equipment of all kinds and technical knowhow are in demand. There are opportunities for a wide range of consumer goods too.

Crossing Arabia's Empty Quarter has lost some of its romance. The picture on the cover shows one of ARAMCO's trucks making light work of it—one example of the country's rapid progress into the modern age. When the Automation Mission sponsored by the Department of Industry, Trade and Commerce visited four of the major oil-producing countries last April, including Saudi Arabia, it found a market for a wide range of sophisticated electronic equipment (page 30).

The Utrecht Building and Heating Exhibition provided us with a cover picture in June and we promised to have more pictures and a report in a later issue. If you turn to page 5, you will find that we are as good as our word. We plan to feature one show in *Foreign Trade* every month.

The staff of "Foreign Trade" is working hard on a new format for the magazine. The design was chosen some time ago but there are a great many matters of detail to decide before the first issue can go to press. At the same time, we are busy producing a special issue on the European Economic Community which is due to appear on July 19, 1969.

FOREIGN TRADE

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The Hon. JEAN-LUC PEPIN, Minister; the Hon. OTTO LANG, Minister without Portfolio; J. H. WARREN, Deputy Minister

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Tunisia Plans for the Future

Objective is to build up industry, improve agricultural production and increase tourist trade. Foreign aid, including aid from Canada, is enlisted in this campaign.

DAVID JOHNSTON, *Assistant Commercial Secretary, Berne*

■ At the time it became independent in 1956, Tunisia's economy depended upon primary products. Traditional exports were olive oil, citrus fruit, durum wheat, wine and phosphate. France was (and still is) Tunisia's main trading partner and until the early 1960's Tunisia's trade with France equalled that with all other countries put together.

Before independence, Tunisia's gross domestic product rose at an average rate of 3 per cent per year in constant prices. Between 1956 and 1959, when many Europeans departed, the GDP remained practically stationary. The country's annual growth rate from 1960-1967 stood at 4 per cent, but largely because of an expected 22 per cent increase in value added by the agricultural sector, the GDP in 1968 expanded an estimated 8.6 per cent.

There is a severe shortage of foreign exchange and a high debt burden and this has made it necessary to put strict import licensing into effect during the last few years.

Planning began in 1962 and a comparison with the pre-planning era presents a striking contrast. A large investment program was launched to transform the country from an economy producing and exporting primary commodities to one featuring industrial growth, but always recognizing the importance of agriculture. Value added by the food industry in 1966 was 116 per cent above 1960. Non-food manufacturing increased 167 per cent, value added in mining and petroleum increased 222 per cent and in construction 158 per cent.

The latest Four Year Plan came to an end in 1968 and a new plan for 1969-72 will soon be published. Emphasis will be on developing infrastructure such as power supply, transportation facilities, communications, water supply, ports, etc.

Tunisia feels that a planned mixed economy which is composed of three sectors—public, private and co-operative—suits its needs best. Co-operatives are slated to control most or all of the agricultural and commercial sectors and will soon account for the greatest portion of economic activity in Tunisia, if they do not already do so.

Private and public investment in housing and other building has been higher than originally planned; so has expenditure on social reform. The principal reason for the rising levels of current expenditure in social reform and education is the increased employment in these fields. The priority placed on education is high; current spending on it equals a quarter of the national budget and is increasing at a rate of 11 per cent per year. Although the French left an educational base behind them, enormous progress has been made since then. By 1966/67, the school population totalled 877,000 (74 per cent of children between the ages of 7 and 20 are in school), including 770,000 in primary schools and 100,000 in secondary schools. The University of Tunisia, which opened in 1961/62, has about 7,000 students.

Modernizing Agriculture

Some two-thirds of Tunisia's population lives by agriculture. Major institutional changes have taken place and the Government has introduced co-operatives to help farmers sell products, hire machinery, buy fertilizers, etc. During the last few years, however, important crops have failed badly—for example, the durum wheat harvest fell 30 per cent in 1966 and soft wheat and barley 50 per cent. The value of farm output in 1967 decreased by 9.8 per cent. Many of the crop failures can be blamed on

adverse weather; with good weather in 1968, farm output rose an estimated 19 per cent over 1967, almost reaching the pre-drought level.

Tunisia has continuing difficulty exporting its large production of wine. However, this problem is gradually easing as acreage given over to grape-growing is reduced and more land planted to industrial crops, such as sugar beets, sunflowers, and vegetable and forage seeds. Cattle breeding has been given priority and excellent results have been achieved with both dairy and beef cattle in selected pilot schemes.

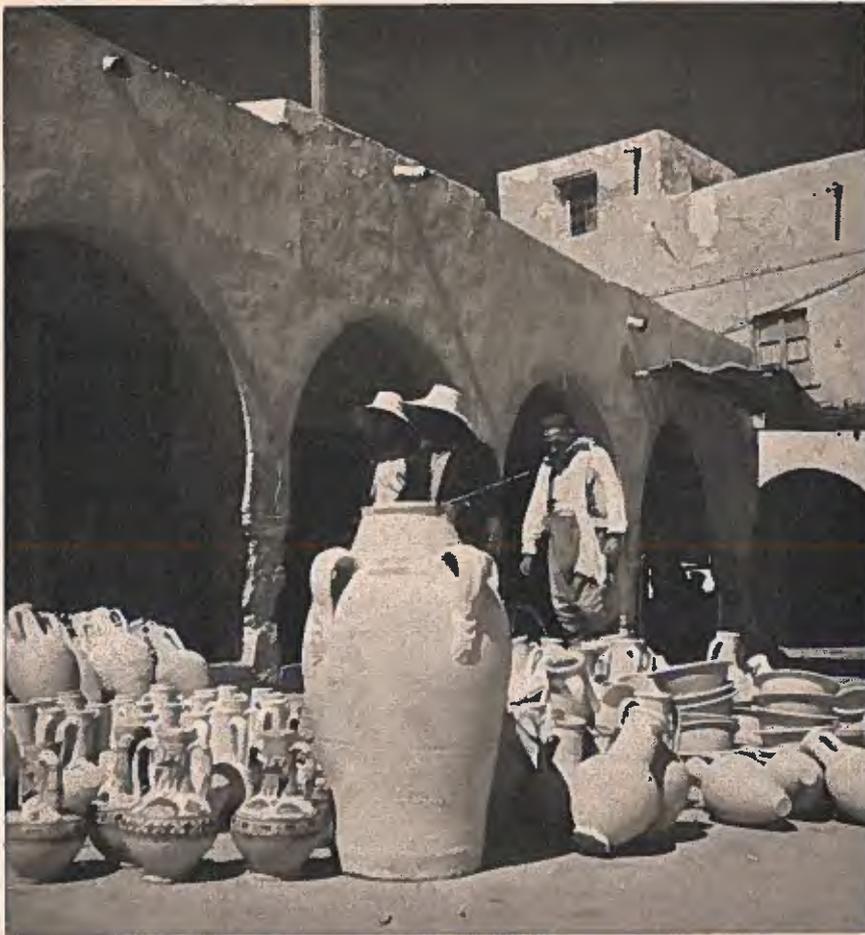
Tourist Trade Is Vital

Because of beautiful long beaches, a warm and stable climate, Punic and Roman ruins, and Islamic art and architecture, Tunisia has natural advantages in developing a tourist industry. Tunisian tourist offices have been established in major Western European capitals and the airports at Tunis and Djerba can handle large jets. Tourists have increased from 46,100 in 1961 to an estimated 370,000 in 1968; the further development of tourism is being emphasized.

Export Industries Encouraged

Export-oriented industries, particularly phosphate, phosphate transformed products and crude oil, are bright spots in the economy. Exports of phosphate products were valued at 21.1 million dinars* in 1966. However, present pressures on world prices for rock phosphate, as well as the growing trend to higher quality phosphate, are causing some readjustments and short-term problems. Crude oil production, which was expected to bring in 12 per cent of the country's foreign exchange earnings in 1968,

*One dinar equals approximately two Canadian dollars.



A typical North African market is what visitors like to see when they come to Tunisia. The number of tourists has risen from 46,000 to 370,000 in eight years.

will soon be near capacity and the probability of finding more oilfields is not great.

Tunisia is attempting to broaden its product lines, mainly through diversifying its agricultural production, but it is limited somewhat by its stage of economic development and lack of natural resources. It has entered into bilateral trade agreements with a number of countries and receives privileged treatment from France. But because of French economic problems during 1968, Tunisia had difficulty in making sales.

Foreign Aid

Tunisia has relied heavily on foreign aid in its economic development. This aid has taken the form of technical assistance, soft loans and grants. The United States is by far the largest donor, providing as much as all the

other donor countries and international institutions put together. Assistance has been given by the World Bank and the IDA, some World Bank members including Canada, and some Eastern European countries.

Market Potential

Tunisia's population in 1967 was 4.6 million; the growth rate is 1.3 per cent. Per capita GNP in 1967 was U.S.\$216. Table I gives a breakdown of income groups by percentage of population in 1959 and projected for 1971, and thus offers some idea of the market. There are few opportunities for the sale of Canadian-made consumer goods, most of which come from France or are bought under soft loans. Recently France and the United States have each given Tunisia a \$10 million consumer credit loan on favorable terms.

TABLE I
POPULATION AND INCOME
IN TUNISIA

1959		1971*	
% of Pop.	Average Annual Income (dinars)	% of Pop.	Average Annual Income (dinars)
37	14	37	50
30	28	30	60
12	49	14	70
6	72	6	85
2	85	2	97
13	218	11	169

*As projected in 1962.

Some preliminary steps have been taken towards economic co-operation which would eventually lead to a common market among the four North African countries—Tunisia, Algeria, Morocco and Libya. Yet an economic union seems a long way off.

Probably the best trade opportunities lie in projects going forward under development plans. A brief look at Tunisian priorities for economic development will indicate the types of projects and suggest the equipment and services needed during the next few years. A high priority is put on agricultural development. Technical assistance is required to train competent farm managers. Four or five irrigation projects are planned. Education, particularly at a high level and for the development of technicians, will receive attention. There are also projects for increased electrical power, the improvement of the railway system, and port maintenance. The Tunisians recognize the need to modernize some of their mining operations and the chemical (phosphate transformation) industry. Other plans include the improvement of water distribution in and around Tunis, new equipment for shipyards, the possible construction of a wire mill, and expenditures on telecommunications.

Some of the equipment purchases are made through World Bank loans and IDA credits and are open to any interested firms in World Bank member countries. Other purchases are made through bilateral aid which can take the form of outright grants or soft loans. In the majority of cases the equipment is purchased in the country giving the financial assistance. Some purchases are made through

Canada-Tunisia Commission Meets

■ The Honourable Jean-Luc Pepin led the Canadian delegation in the first meeting of the Canada-Tunisia Mixed Commission which took place in Tunis recently. The Tunisian delegation was headed by Mr. Ahmed Ben Salah, the Secretary of State for Planning, National Economy and National Education.

The object of the Commission is to provide a framework for a discussion of a broad range of subjects of mutual interest and concern to the two countries. With a view to encouraging businessmen to examine the business opportunities and in order to facilitate co-operation on trade matters, the Canadian delegation emphasized the broad range of products which Canada was in a position to supply to Tunisia, including highly sophisticated equipment. The Canadian

delegation gave the Tunisians a draft of a possible trade agreement. The hope was expressed that trade between the two countries could be developed more rapidly than in the past and ways and means to this end were discussed.

The subject of development aid was dealt with at length by the Commission. Tunisia is considered by Canada to be an area of aid concentration and Canadian assistance will reach \$10 million in 1969-70. This will offer increased opportunities for exports of Canadian goods and services.

The Tunisians stressed their great need for investment from abroad as a means of achieving their economic goals. Two investment fields discussed during the meetings were the tourist industry and farm equipment manufacturing.

Some firms have also had difficulty in importing necessary spare parts. Obtaining import licences is difficult because of the chronic shortage of foreign exchange. Other factors to consider in doing business in Tunisia include the current shortage of statistical data.

Investment in Tunisia

There are some investment possibilities in the tourist industry and some in the phosphate industry, particularly phosphate transformation. Few new phosphate mines are being discovered. Any investment in Tunisia should be integrated with local interests in that country; there are many advantages in a joint venture with a local businessman. It is advisable for the investor to obtain the written agreement of the Plan authorities and the Banque Centrale for the proposed investment. The Canadian Embassy, P.O. Box 606, Tunis, should be consulted for latest information on the investment climate. Capital can be repatriated at a rate of 10 per cent per year of the amount invested, although it sometimes is a laborious process and takes time.

Many of the difficulties with which one must cope in Tunisia are common in other countries at the same stage of economic development. There is a current shortage of management and technical skills and experience and a company investing in Tunisia would in the long run be expected to train local manpower and in the short run supply much of its own talent. On the positive side, unskilled labor is plentiful and furthermore, the Tunisian is a straightforward businessman.

A relatively new semi-governmental organization in Tunisia, Centre de Promotion des Investissements (CPI), should be consulted before deciding on investment. CPI offers advice on laws, location of investment, etc., and could offer valuable contacts with the right people. A greatly simplified investment code has been drafted and should soon be put into effect. There are also certain tax incentives to encourage private investment.

To obtain more specific details, information and advice on the market in Tunisia, write the Canadian Embassy, Commercial Division, Kirchenfeldstrasse 88, 3000 Berne, Switzerland.

TABLE II

CANADA'S AID TO TUNISIA

	Year	Amount (Cdn.\$)		Amount (Cdn.\$)
1. 50-year Development Loan				
Nitrogen fertilizer	1968/69	1,000,000		
Asbestos	1968/69	400,000		
Cast iron pipe	1968/69	100,000		
Water meters	1968/69	100,000		
Nitrogen fertilizer	1969/70	1,000,000		
2/3 of total cost of construction and equipment for 3 schools (foreign exchange component)	1968/70	1,600,000		
Survey equipment for 67 km. electrical transmission line	1968/70	900,000		
Total		5,100,000		
2. Grants				
Equipment for school for office employees			70,000	
Teaching and kitchen equipment for school of public health (paramedical school)			100,000	
Medical equipment for children's hospital (already given yearly)			25,000	
Total			195,000	

barter arrangements, particularly with East European countries, and Tunisia buys some equipment from countries where it has built up foreign exchange reserves. Others are made through private arrangements and suppliers' credits.

Most consulting services or technical assistance are provided by UN organizations or under bilateral aid. A few sales of consulting services are made under good credit conditions. Otherwise, opportunities are limited; Canadians have obtained little business to date.

Canada has recently given Tunisia a 50-year development loan of over

\$5 million and a grant of over \$200,000. Canadian firms will benefit from this assistance both in initial sales and because of the possibility of further business. Details of Canadian aid are given in Table II.

Selling in Tunisia

A company seeking to export to Tunisia should select an agent carefully and make certain that he can give a product the kind and amount of attention it requires. There are several administrative problems, including clearing through Customs and obtaining import licences (even after the product has been on the market).

Show of the Month

Enthusiastic buyer reaction to Canadian building materials at the Utrecht Building and Heating Exhibition held in Utrecht, the Netherlands, April 10 to 19, resulted in on-site sales of \$7,200 and estimated future business of some \$2 million for the 16 exhibiting Canadian companies. Under the auspices of the Department of Industry, Trade and Commerce, the Canadian firms showed building products including lumber, plywood, hardware, siding, windows and doors. (Right) The Dutch Minister of Housing and Physical Planning, the Hon. W. F. Schut (left), who officially opened the show, receives a Western red cedar plaque depicting a Haida Indian legend from D. H. Cheney, Canada's Commercial Counsellor at The Hague. (Below, left) The representatives of two Dutch firms, agents for two of the Canadian exhibitors, report on business traffic, facilities and other aspects of Canadian participation at the show to W. L. Clarke, Canadian Assistant Commercial Secretary, and W. Rekker, Commercial Officer for Canada, at The Hague. (Below, right) These two Dutch technical school lecturers get the facts on Canadian building products and timber frame construction from D. H. Cheney.



Lebanon

With a reform of the banks successfully concluded and industry expanding, Lebanon is planning to modernize its transportation system. Canadians may find opportunities in these and other projects.

P. W. AUBIN, *Assistant Commercial Secretary, Beirut*

■ The Lebanese economy has just survived a particularly difficult period as a result of the Intra Bank affair and the war of June 1967. Various economic and financial problems remain unsolved and the coming months will probably see the Lebanese Government attempt to revive the economy by introducing a number of projects that have been kept in reserve.

This has traditionally been a country of service industries; more than 50 per cent of the gross national product comes from the services sector. Transportation and communications, financial services (banks and insurance), trade and administration will continue to make Lebanon, which adheres to the principles of economic liberalism, an important pillar in the Western bulwark of free enterprise. Because of its solid economic base, Lebanon also offers an ideal bridgehead for the penetration of Middle East markets.

Banking Reform Completed

An important development this past year was the rehabilitation of the banking sector. Ten banks which were in trouble were taken over by the State and are now under the management of the Banque de Crédit Agricole, Industriel et Foncier. Five other banks have decided to liquidate their assets in accordance with the legal provisions for this. Two banks have merged and another has been absorbed by a competing institution. This means that currently there are 75 banks compared with 92 in 1967. All of them are able to carry out their functions, according to the assurances given by the Governor of the Central Bank, who announced at the end of 1968 that the rehabilitation of

the banking sector has been completed. He added that it would remain under control but that no move would be made to restrict its freedom of action or to interfere in its commercial and financial transactions. The Bank of Nova Scotia and the Royal Bank of Canada—the latter through its subsidiary, the Banque des Activités Économiques S.A.L.—are among the 72 banks now doing business in Beirut.

Industry Is Expanding

Despite all the crises and obstacles, the growing importance of industry was demonstrated by the fact that

industrial exports increased from about \$30 million in 1967 to \$43 million in 1968. Industrial expansion is continuing; more than \$40 million was invested in several new companies in 1968. The Government is supporting this expansion through various measures, such as the creation of the Institute of Industrial Research and of a technical training center, and the granting of long- and medium-term credit through the BCAIF (Banque de Crédit Agricole, Industriel et Foncier A.A.L.).

A slump continues, however, in the building sector. The adoption of a strict medium- and long-term credit policy by the banks and the 1967 war discouraged capital investment in real estate and the number of construction permits has dropped substantially—(1,956 in 1966, 1,050 in 1967 and 489 in six months of 1968).

Lebanon has just completed an electrification program with a 66 kv. high-voltage line, 66/15 kv. transformer stations and a 15 kv. medium-voltage line and medium-high transformer stations.

A new technique uses wooden supports instead of metal towers with metal reinforcement at the top to give the line more flexibility and the ability



This picture was taken in downtown Beirut. Signs are in English as well as in Arabic and French, illustrating the cosmopolitan outlook of Lebanon's capital city.

and inclement weather, thus operating costs. Production of electric power is still increased from 706,559,000 in 1967 to 825,297,000 kw. in 1968. Most of the power consumed comes from hydro stations; the rest is

Agriculture Has Problems

Although 60 per cent of Lebanon is suitable for agriculture, nearly half remains untilled. Moreover, agriculture employs half of the labor force but it contributes only 13 per cent of national income. The Green Revolution organization, is trying to reclaim abandoned arable land. New irrigation projects will soon contribute to agricultural expansion. The value of agricultural production increased 9 per cent in 1968 compared with 1967, largely because of the harvests of apples, sugarbeet, and potatoes. The tobacco, citrus and banana crops, however, in- see Table I).

TABLE I
LEBANON'S AGRICULTURAL PRODUCTION

	1966	1967	1968
	(Cdn.\$ million)		
Wheat	6.3	7.5	3.6
Barley	4.6	5.8	3.6
Oats	1.1	1.3	1.2
Legumes	1.8	2	1.6
Fruits	24.6	25	27
Vegetables	13.3	8	8
Apples	5.3	5.3	5.6
Oranges	8	6.6	5.3
Bananas	4.3	8.3	5
Other	9.4	9.6	11.3

ch poultry is one of the most growing sectors of Lebanese agriculture. It unfortunately was among the hardest-hit in the present economic crisis. The poultry industry de- clined in the early 1960's but has recovered since 1964. In fact, the industry's problems of 1966 and 1967 have started a decline which, if not reversed, would be a blow to Lebanon's agriculture. A 1967 agreement between Lebanon and the Ford Foundation for the creation of a high plateau of Bekaa, of 100,000 acres, as a national agricultural center for the production of wheat and seed for Middle East coun-

tries went into effect in 1968. The first achievement under this agreement was the introduction of a new variety of wheat, Mexipak, which gives a promising yield. High hopes are entertained for this variety, which could change the grains situation in Lebanon. The country produces little wheat (40,000 tons in 1968) and must import large quantities of wheat and flour for local consumption.

Tourism Is Vital

The tourist trade improved in the second half of 1968, after the complete standstill which followed the war of June 1967. Progress in 1969 will depend on political, regional and world stability. The number of tourists in 1968 reached 710,000 com-

pared with 346,500 the year before. As for tourist revenues, which represent 9 per cent of the national income, they amounted to L.£360 million in 1968 compared with L.£227 million in 1967. However, this sector is always sensitive to external developments.

Transportation Gets Attention

A good deal of thought has been devoted to improving transportation and communication facilities in Lebanon and Canadians will wish to watch developments in this field closely for possible opportunities.

Negotiations are already in progress between Lebanon and the World Bank for L.£800 million. The World Bank has apparently agreed in principle to

TABLE II
LEBANON'S MAJOR IMPORTS

	1966	1967	1966	1967
	(Cdn.\$'000)		(Cdn.\$'000)	
Animals and animal products	39.4	50.8	65.2	55.2
Fats, oils and other food products	65.2	78.3	9.8	8.5
Beverages, tobacco and cigarettes	26.5	24.5	125.8	115.3
Mineral products	33.6	33.9	51.5	42.3
Chemicals	49.7	45.1	70.4	66.7
Hides, leather and leather goods	12	9.9	41.3	27.1
Wood and wood products	30.9	24.2	14.6	11.9
Textiles and textile products				
Stone, cement and ceramics				
Coins, jewellery and precious metals				
Metals and metal products				
Machines, mechanical and electrical equipment				
Transportation equipment				
Other				

TABLE III
CANADIAN EXPORTS TO LEBANON

	1965	1966	1967	1968
	(Cdn.\$'000)			
Wheat	—	—	73	—
Flour	735	375	420	430
Powdered skimmed milk	—	—	—	380
Asbestos fibers	211	249	479	417
Lumber and plywood	9	59	30	13
Newsprint	177	305	198	219
Toilet paper	43	57	40	—
Automobiles	288	556	82	197
Steel	30	23	36	42
Aluminum	—	78	15	—
Aircraft motors and spare parts	58	516	218	455
Refrigerators	5	36	30	135
Washing machines	172	201	201	196
Firebrick	26	61	39	15
Asbestos brake linings	52	84	18	40
Excavation equipment	21	31	—	16
Tires	37	38	32	15
Drugs	108	129	154	198
Total exports (including all others)	2,418	3,133	2,497	3,383

of King Hussein) is serving some routes satisfactorily. The Jordanian Government is now the sole owner of the airline, having bought the shares of the remaining private shareholders.

For several years Jordan's foreign trade has been in deficit and these deficits are increasing. In spite of the sharp growth in exports of phosphates, the rise in imports (see Table I) served to increase the trade deficit from about \$112 million in 1962 to \$120 million in 1968. Over half these imports (see Table II) come from Western countries, chiefly the United States, Britain, and the EEC members. The neighboring Arab countries are also good sources of supply.

Almost all current imports are subject to licence, but these licences are granted liberally. There is also a

limited list of products maintained for protective purposes, including such products as cigarettes, macaroni, spaghetti, liquid batteries, carbonic acid, beer, soft drinks, beverages, diesel engines, cars and buses, and certain pharmaceutical products. The import of agricultural commodities is prohibited in good crop years.

Imports of some products are subject to approval by the Minister of National Economy. The list includes ghee, margarine, fats, tomato juice, saccharine, dulcin, pectin, petroleum products (except aviation fuel), detergents, superphosphates, cement, tanned leather, amusement machines, blankets, woollen rugs, paper napkins and similar products, dry batteries, shaving lotion and toothpaste.

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Saudi Arabia

Rising oil revenues support ambitious development projects.

Small agricultural output means a continuing market for food products.

N. W. BOYD

Commercial Counsellor, Beirut

■ The Saudi Arabian economy has obviously been affected by the closure of the Suez Canal and the \$140 million annual subsidy payment to the United Arab Republic and Jordan, yet government spending continues at a high level and the emphasis is on development projects, stimulating further growth in imports and general business activity. Saudi Arabia is still the leading oil producer in the Middle East; in 1968 oil production was up 8.4 per cent to over three million barrels a day, and the Government's oil revenues reached a record of about a billion dollars. Development projects these days are largely directed towards the improvement and expansion of infrastructure. There are important schemes involving road construction and port development; airports and telecommunications; irrigation, drain-

age and other manufacturing industry, and schools and hospitals. These and other projects made possible by increasing oil revenues should maintain the Saudi economy's growth.

Attaining Objectives

The country's main economic objectives are to diversify production, reduce dependence on oil, provide more work, and achieve a better distribution of income. The major instrument of government policy is the development budget, which has risen from \$133 million in 1962/63 to \$609 million in 1968/69. Over and above the specific projects, the ordinary work of the Health, Education and Agriculture Departments has a direct bearing on their share of the budget increased from \$123 million in 1962/63 to \$267 million in 1968/69.

The means of attaining the above objectives are free education and

agricultural projects; health facilities; communication; investment resources; trial use; large grants; major urban supply development; co-operation; placing intensive. Although the sector is contributing to manufacturing industry and taxes—ac of the total seem at about 1 and prov



—Aramco

Irrigation makes farming possible and is encouraging the Saudi Bedouin to settle.

conservatively at 80 billion barrels. Most of Saudi Arabia's oil goes to Europe, Asia and Australia, with smaller quantities being exported to Africa and North and South America. In 1968, Canada imported \$36.0 million worth of Saudi crude.

The Arabian American Oil Co., owned by Standard Oil of California (30 per cent), Standard New Jersey (30 per cent), Texaco (30 per cent) and Mobil Oil (10 per cent), holds a concession in the eastern part of Saudi Arabia. ARAMCO's production in 1968 was 2.8 million barrels per day, 93 per cent of the total output. The remainder was produced by Getty Oil and the Arabian Oil Company operating in the Neutral Zone.

PETROMIN, a government agency, was set up in 1962 to participate in various commercial and industrial activities concerned with petroleum and minerals. It has the power to implement and administer public petroleum and minerals projects, to import raw materials if necessary, to conduct studies and to carry out all the various operations from exploration to distribution. It may also co-operate with private organizations in the same fields.

PETROMIN has the petroleum concession for the entire country apart from ARAMCO's territory. It has, in turn, leased concessions to foreign companies for a fixed number of years. AUXERAP (a French company), AGIP (an Italian company) with Phillips, and a U.S.-Pakistani group were recently awarded oil concessions in partnership with PETROMIN.

Some of the industrial projects initiated by PETROMIN are at or near the production stage. A 12,000-barrels a day refinery in Jeddah, 75 per cent owned by PETROMIN, has been completed and there are plans to expand its capacity to 30,000 barrels a day. It has also decided to establish a 15,000-barrels a day refinery in Riyadh and build a 170-kilometer pipeline to carry oil there. It plans to set up a company to operate oil tankers for coastal traffic. A lubricating oil plant will also be built in Jeddah as a joint venture with Mobil Oil Co.

Minerals and industry—The steel rolling mill in Jeddah was completed in 1967 and studies are under way to increase its capacity from the present

45,000 to 70,000 tons. Work is in progress on a 600-tons a day ammonia-urea fertilizer plant in Dammam which is scheduled to go on stream mid-1969. In co-operation with Jefferson Lake Sulphur Company, a 600-tons a day sulphur plant will be built near Dhahran.

PETROMIN is involved in a geophysical survey company and a drilling company. It is reported that it recently reached agreement with a Saudi and a U.S. firm on a concession for exploration and the eventual commercial exploitation of any minerals discovered. Saudi Arabia has undertaken substantial geological and geophysical studies, including aerial photography, but this will be the first agreement on a mineral concession. Minerals already discovered include iron, copper, gold, silver, zinc, phosphate, barite, granite, gypsum, marble, salt, silica and asbestos.

Agriculture—Because of the scarcity of water, only 1 per cent of Saudi Arabia is cultivated. The Government is placing increasing emphasis on the development of agriculture and is actively fostering the search for water. This is expected to encourage the Bedouin to settle. The agrarian reform plan aims to increase the amount of land under cultivation and the Government will supply technical services. An Agricultural Bank will provide financing.

Communications—The Ministry of Communications is making good progress with its plan to build 9,003 kilometers of new roads and has already completed about 60 per cent of the work. It is also pushing ahead with the extension of the rural road network—1,800 kilometers of rural roads were opened in 1968.

A major expansion of the port at Jeddah is being carried out and extension of the port at Dammam should commence shortly. Five foreign consultants have been invited to bid for a contract for a study of seven small ports on the Red Sea coast.

Airport development schemes are under way. The present airport at Riyadh is being extended and a new international airport is to be built at Jeddah. Substantial improvements

have been or will be carried out at several minor airports.

An automatic telephone system is now being installed. A basic network for long-distance communications between Jeddah, Mecca, Taif, Riyadh, Dammam and Kuwait is under study. It has recently been announced that the Dammam-Kuwait link will be by coaxial cable and will be a joint effort of the Governments of Saudi Arabia and Kuwait. A satellite ground station for telegraph and telephone communications is also under study.

Saudi Arabia imports almost all its manufactured goods and much of its food. Its social and economic development program has boosted its purchases abroad, which increased by about 15 per cent a year from 1962 until the June war in 1967. That led to a 2 per cent drop to \$541 million but the indications are that the 1968 figure was well ahead of the previous year's.

Foodstuffs constitute the largest category of imports, 30 per cent of the total. They are followed by ma-

chinery and appliances (16 per cent) and vehicles (15 per cent), as Table I shows.

The United States is traditionally Saudi Arabia's main supplier and shipped 30 per cent of its imports in 1967. Japan, West Germany and Britain came next. Imports from Canada totalled \$4 million in 1968. They have not been large but Canadian exporters of goods and services are recognizing more and more the opportunities created by Saudi Arabia's accelerating growth.

TABLE I
WHAT SAUDI ARABIA BUYS

	1964/65	1965/66	1966/67	1967/68		1964/65	1965/66	1966/67	1967/68
	(million riyals*)					(million riyals*)			
Total Imports	1,693	2,058	2,288	2,212	Textiles and clothing	167	154	148	147
Foodstuffs	496	600	693	666	Machinery, electric appliances, transport equipment	452	656	694	709
Animals and meat	66	87	118	59	Cars (including buses, ambulances, lorries, pickups)	160	172	171	175
Milk, milk products	36	49	58	68	Trucks and tractors	23	90	48	45
Fruits and vegetables (fresh)	47	58	63	77	Machinery (excluding agricultural and electrical)	96	140	184	150
Fruits and vegetables (preserved or canned)	24	27	37	30	Agricultural machinery	9	10	17	23
Fats (animal and vegetable)	28	49	35	40	Air conditioners and refrigerators	20	23	26	24
Wheat	24	34	34	65	Batteries	7	7	9	10
Flour	35	47	45	52	Parts of cars, trucks and tractors	54	70	75	74
Rice	64	102	106	120	Radio and household electrical appliances	22	22	29	22
Tea, coffee and cardamom	52	56	76	54	Electrical machinery and parts	5	9	22	26
Sugar	46	21	38	8	Railroad equipment	1	1	2	12
Tobacco, tobacco products	9	5	5	6	Aircraft	9	12	21	67
Building materials	183	248	305	199	Ships, boats, etc.	3	19	8	6
Wood, timber, etc.	44	58	53	45	Chemical products	85	101	118	111
Cement	27	32	37	25	Medicines and drugs	36	43	52	42
Iron bars and sheets	42	51	61	48	Soaps and detergents	9	7	6	5
Pipes and their parts	29	51	43	40	Perfumes and cosmetics	4	5	6	6
					Miscellaneous	310	299	330	380

*One riyal=Cdn.\$0.21, approximately.

Source: General Statistics Department, Saudi Arabian Monetary Agency.

TABLE II
MAJOR CANADIAN EXPORTS TO SAUDI ARABIA

	1966	1967	1968		1966	1967	1968
	(Cdn.\$'000)				(Cdn.\$'000)		
Passenger automobiles and chassis	1,373	1,140	1,164	Tomato juice	1	4	68
Other vehicles	6	5	30	Pipe and tubes, iron	233	—	22
Auto parts and accessories	30	19	31	Floor and ceiling tiles	—	2	41
Wheat, seed	427	814	479	Engines, turbines	32	8	13
Wheat, excluding seed	180	159	201	Hand tools	—	—	125
Wheat flour	21	129	217	Prefabricated building structures	—	—	84
Aircraft	419	127	—	Industrial machinery	—	3	84
Aircraft parts and equipment	505	381	390	Construction machinery	71	12	117
Antibiotics and pharmaceuticals	56	58	72	Household appliances	401	118	397
Insulated wire and cable	32	93	79	Firebrick	55	46	85
Tires and tubes	33	12	24	Batteries	45	6	21
Milk powder	18	53	16	Clocks and parts	75	76	88
				Total, all products	5,034	3,635	4,057

Syria

Recent oil discoveries, good cotton crop have revitalized economy.

Large wheat sales boosted Canada's exports last year.

P. W. AUBIN, *Assistant Commercial Secretary, Beirut*

■ A much better cotton crop and the first shipment of Syrian crude oil out of the port of Tartous were the main economic achievements in Syria last year. The agrarian reform was completed and industrialization is progressing satisfactorily in accord with the Second Five Year Plan (1966-1970). The Syrians are expecting an annual income of \$60 million from exports of crude oil during the period 1969-1973 and this in turn should mean more industrialization in the country and an improved national economy. Canadian exports to Syria are increasing and this may prove to be a challenging market for us in years to come.

More Oil Exports Expected

Oil has been discovered in northeastern Syria with reserves estimated at one billion tons. Annual production today is 4.1 million tons and this is expected to rise to 5 million in 1970.

Recent oil and gas discoveries have raised hopes of increasing production to 7.5 million tons in the near future and to 10 million in three or four years.

Syria has invited international bids to raise the throughput capacity of its 18/20/22-inch, 650-km. oil pipeline from the fields in northeastern Syria to the Homs refinery and the port of Tartous on the Mediterranean. The

objective is to raise the pipeline's capacity from the present 4.5 million tons a year to 7.5 million for the stretch of line from the oilfields to Homs and to 4.5 million tons a year from Homs to Tartous.

According to Syrian sources, Syria's experience in the direct marketing of its oil has so far been satisfactory. Up to October 1968, firm contracts for the sale of 2.5 million tons had been concluded and contracts for 300,000 tons more were being negotiated. First sales were on the basis of 50 per cent payment in goods and services, but Syria has now received several offers for full payment in convertible currencies. Early irregularities in the specifications of Syrian crude (which has a high sulphur content) have been eliminated. The Syrians are estimating a net profit of 78 cents per barrel for their crude, which will contribute nearly \$60 million a year to the national income during the period 1969-73.

Agricultural Reform

Earlier forecasts of a much better cotton harvest this year proved correct. Unginned cotton delivered to the ginning factories totalled 380,000 tons

The Government is pressing ahead with agrarian reform and irrigation schemes. The ambitious Euphrates Dam project is getting under way and will add substantial cropland. A new wheat variety, obtained by crossing Mexican with local strains, promises to boost the harvest and silos with 360,000 tons capacity will be built during the next three years.



in 1968/1969 compared with 329,086 in 1967/1968 and 375,324 in 1966/1967. This year the principal buyers were the People's Republic of China and the Soviet Union.

The Government has announced the completion of agrarian reform in Syria, under which 708,000 hectares of land in 1,413 villages have been redistributed to 40,000 families over the past ten years. The Syrian Agrarian Reform Organization has signed an agreement with the UN Special Fund for a contribution of \$1.04 million to the second stage of the Ghab project. This will consist of excavating canals and establishing co-operatives over an area of 5,000 hectares. The Ministry of Agriculture has announced the development of a promising new variety of wheat adapted to Syrian conditions by crossing Mexican "Yac-tana" wheat with Syrian strains; the new variety is to be called "Syrmax". Grain silos will be built in all growing areas in the next three years; these will have a total capacity of 360,000 tons and will cost \$8.2 million.

Priority Projects

The Second Five Year Plan, which ends in 1970, envisaged an investment of \$1,400 million, of which \$930 million was allocated to the Euphrates project, irrigation, land reclamation, petroleum production, industrial progress, metallurgy, energy, fuels, and transport and communications.

The Euphrates project is most important from the point of view of economic returns. It aims at irrigating large areas of fertile land and at generating 1.5 billion kw. of electricity a year. More than \$180 million has already been allocated to this project; total cost of the dam and power station are estimated at \$280 million and of the irrigation and drainage system at an additional \$280 million.

Projects to be completed or partially completed under the Five Year Plan include:

Processing of agricultural and animal products, such as milk starch, glucose, cotton, wool, onions, vegetable oils, vegetables and fruits.

Establishing of agricultural support industries such as nitrogen and phosphate fertilizers and fodder.

State Trading Organizations in Syria

Simex, P.O. Box 829, Damascus. Cable Address: Simex, Damascus. This is the State Export/Import Company and as such controls imports of coffee beans, tea, copra, canned meats and canned fish, salt, raw sugar, rice, rubber tires, raw hides and skins, various iron and steel products, timber, various natural and artificial fibers and yarns, combed and carded wool and woollen fibers, jute bags and hessian cloth, harvesters and threshers, agricultural tractors, motor vehicles and motor chassis, various types of paper, chemical fertilizers.

Pharmex, P.O. Box 3052, Damascus, is the exclusive importer of various pharmaceutical products, antibiotics, sera, vaccines, veterinary and laboratory products, bandages and dressings, and foodstuffs for infants. Pharmex enjoys financial independence and operates under state guarantee and control.

Syrian General Authority for Maritime Transport, P.O. Box 730, Damascus. Cable address: Syriamak, Damascus. Under the supervision of the Minister of Economy, the Syrian General Authority for Maritime Transport is the competent government organization to supervise maritime transport operations, including the purchase of vessels and related equipment.

General Petroleum Authority, Damascus. Attached to the Ministry of Oil & Electricity, the General Petroleum Authority, Damascus, is concerned with exploration for and exploitation of Syrian oil.

The General Authority for the Execution of Industrial Projects, P.O. Box 2493, Damascus. Implements projects under the Five Year Plan.

Manufacture of water supply and electricity meters, dry batteries, printing, melting of steel and cast iron, manufacturing of steel pipes, circuit breakers, electric bulbs, bicycles, various tires, cement, porcelain, clay, eternit, television sets and similar products that meet local requirements and replace imports.

Creation of industrial support projects such as centers for industrial testing and research, productivity, and industrial training; geological mapping and mineral exploration.

Setting up of an electrical transmission network between the various electricity producing and consuming centers.

Construction of the Lattakia-Aleppo-Kamishly railway, the third most important project of the Five Year Plan after the Euphrates Dam.

Road construction. The International Development Association has granted the Syrian Arab Republic a loan of \$8.5 million to improve the Damascus-Aleppo and Aleppo-Rikka roads.

More Industry Stressed

Syria is determined to proceed with the industrialization of the country. At the present time, it has 2,027 firms engaged in the textile industry, with a

capital of S£202 million; 347 firms in the chemical field, with a total capital of S£117 million; 1,412 in the food sector with a capital of S£84 million, and 558 in the engineering field, including electric power, with a capital of S£73 million. The Second Five Year Plan includes the construction of a fine cotton yarn plant, a plant making cotton and medical gauze, a paint plant, and a number of factories in the metals sector, including some producing electrical apparatus, gas containers, butane stoves, and central heating equipment, a plant for the assembly of electric fans, and another for printing tin sheets. Special attention will be given to the manufacture of drugs and medicines; a contract has been signed to establish a laboratory that will turn out antibiotics and one that will produce various medicines.

Syria has close economic ties with the Eastern European countries. An agreement was signed with Hungary in January providing for a \$1.7 million credit ceiling for Syrian imports of Hungarian goods and services. The Bulgarian firm Technoimpex is to build a 135-km. road linking Homs to the phosphate mines near Palmyra at an estimated cost of \$5.9 million. The Soviet Union has signed three agreements with Syria, totalling \$2.8 million, for the Euphrates Dam proj-

ect. One is for equipping the Sheikh Sai hydroelectric station which will power the dam's construction machinery, another is for training Syrian personnel, and the third is for materials for the dam. It is also reported that Poland is to supply Syria with eight complete factories, including one to produce 100,000 tons of superphosphates a year, a steel complex, and factories producing spinning machinery, electric bulbs and accumulators. A delegation from the Kuwait Fund for Arab Economic Development has toured Syria and a loan offer is expected.

The French firm Someca will deliver 1,000 tractors in 1969 and will

also begin construction shortly of a factory to produce Someca tractors and diesel engines.

Foreign Trade Picture

A deficit in the commercial balance of payments and the lack of sufficient foreign currency to finance development projects have resulted in growing imports of goods by barter, with Syria making payment in oil, agricultural or industrial products. Several barter contracts have been concluded between Syria and East Germany, Bulgaria, the U.S.S.R., Iraq and the United Arab Republic.

During the last few years, 50 per cent of Syria's imports (\$337.9 mil-

lion in 1968) have consisted of manufactured goods, 33 per cent of raw materials and semi-processed goods, and 17 per cent of food products. This pattern is now changing, with the stress on imports of capital goods, plant and equipment. Over 60 per cent of imports are made through government agencies (see list page 14) which handle the most important items, such as tractors and harvesters, threshers, steel products, and certain foodstuffs such as coffee and tea, hides, and weaving thread. The private trade still looks after agricultural pumps, excavators, levelling machines, dyes and chemicals.

In 1967, among Syria's imports were the following:

Food Products—Powdered milk, butter, eggs, honey, jelly preparations, juices, chocolate, \$17 million worth of wheat and rice, and \$3.5 million worth of fish and meat products.

Raw Materials—Raw hides for state and private tanneries; fir, poplar and beech timber, timber products (value \$7.5 million).

Manufactured Goods—Various kinds of paper and cardboard (\$7 million); tires, chemicals and pharmaceuticals, porcelain and ceramic tiles, bricks, household utensils, hygienic equipment, glass, and steel products. Some \$50 million worth of various kinds of steel products (iron bars, sheets, steel angle), mainly for the construction of the huge Euphrates Dam or the railways; boilers, water heaters, well-drilling machinery, pumps and compressors, cables, medical equipment and toys.

Canadian exports to Syria expanded substantially in 1968 (see Table II) mainly because of our first wheat sales to Syria and the supply of coins minted in Canada by Sherritt Gordon. On September 10, 1968, the Hon. Jean-Luc Pepin, Minister of Industry, Trade and Commerce, announced the conclusion of a contract for the sale of approximately two million bushels of Ontario wheat to Syria. The contract was negotiated by Northern Sales Limited, Winnipeg, acting as agent for the Ontario Wheat Producers' Marketing Board. This first sale of Canadian wheat to Syria was worth \$3.5 million. The many projects listed in this article should suggest other marketing opportunities.

TABLE I
WHAT SYRIA IMPORTS

Article	1963	1964	1965	1966	1967
	(Cdn.\$ million)				
Foodstuffs	39.6	54.6	43.0	65.4	49.5
Medicines	10.1	10.4	9.3	12.4	11.8
Poplar and beech sawn timber	4.8	4.8	5.0	5.3	5.3
Artificial silk thread	6.5	8.2	6.2	10.7	5.6
Iron bars and angles	6.7	7.3	9.3	10.1	9.3
Vehicles and tractors	2.8	3.1	2.8	2.8	3.1
Lubricating oil	15.5	16.1	16.1	16.7	14.1
Gas oil	7.6	8.7	2.5	27.7	9.0
Tires	5.9	4.8	4.8	4.5	4.8
Total imports, including all others	254.1	253.8	232.8	316.7	285.8

TABLE II
WHAT CANADA SELLS TO SYRIA

	1965	1966	1967	1968
	(Cdn.\$'000)			
Dairy products	53	6	191	131
Oats	42	—	46	409
Wheat	—	—	62	3,364
Wheat flour	17	1	16	246
Tobacco—Virginia	88	6	—	—
Textile rags	91	85	16	20
Asbestos milled fibers	—	—	1	93
Yarn and thread	45	119	42	69
Narrow fabrics	—	—	—	30
Nickel and alloy fabricated materials	—	—	—	134
Steel products	109	29	—	—
Asbestos brake lining	29	16	14	7
Parts for washing machines	—	—	7	18
Tractors and implement tires	14	—	—	—
Apparel and apparel accessories	36	39	—	—
Antibiotics for human use	24	3	2	—
Total exports, including all others	665	554	510	4,678

Source: DBS

Iraq

Increasing oil revenues are enabling the State to push ahead with development.

Office of the Commercial Counsellor, Beirut

■ Iraq has been able to push ahead with development in many fields, thanks to increasing revenues from oil which went up by Cdn.\$127 million last year to reach Cdn.\$522 million. The Five-Year Development Plan (1965-69) allocated Cdn.\$2 billion for the development of agriculture, industry, and communications and the construction of government buildings. About Cdn.\$1 billion will be obtained from oil revenues which are shared equally between the Plan and the ordinary budget. The 1968-69 investment program totalled Cdn.\$414 million: Cdn.\$120 million for agriculture, Cdn.\$118.5 million for industry, Cdn.\$70.5 million for social services, Cdn.\$62 million for communications, and Cdn.\$43 million for the rehabilitation of the north.

A Five-Year Economic Plan has been prepared for 1970-74. It allocates a total of Cdn.\$2,919 million; of this, Cdn.\$1,470 million will be raised from oil royalties and the remaining Cdn.\$1,449 million will be invested by public and private commercial and industrial organizations. The government allocations are: agriculture Cdn.\$600 million, industry Cdn.\$510 million (Cdn.\$45 million in 1970 and 1971, Cdn.\$120 million in 1972, Cdn.\$150 million in 1973 and 1974), transportation and communications Cdn.\$180 million, and housing and buildings, Cdn.\$180 million.

The State budget for 1968/69 envisaged a deficit of Cdn.\$258 million with expenditures at Cdn.\$1,830 million (an increase of Cdn.\$558 million over the figure budgetted for the previous year) and receipts at Cdn.\$1,572 million. Government revenues from oil are crucial because they constitute 80 per cent of the total. Deficit in the budget was to be met in part by internal and external borrowing.

Crude production by the Iraq Petroleum Company (BP, Royal Dutch/Shell Group, Standard Oil of New Jersey, Mobil Oil, Compagnie Fran-

caise des Petroles and the Gulbenkian interests) and its associated companies in Iraq averaged 1.5 million barrels a day in 1968, an increase of 22 per cent over the previous year. This compares with an 11.6 per cent drop in 1967 and an average annual growth of 4 per cent during the 1962-67 period. Further growth this year is limited by Iraq's ability to move the oil. In the north, where the principal oilfields are located, the pipeline is already working at full capacity. Any increase in production must therefore come from the southern fields, where the deep water terminal is rated at 440,000 barrels a day and 1968 throughput averaged 341,000.

In the longer term, however, Iraq's oil prospects are bright. The state-owned Iraq National Oil Company (INOC) is expected to put the North Rumaila field into production, which could increase the country's total output by as much as one-third in the next ten years. In April, INOC set an initial budget of \$18 million to provide facilities for a rate of 5 million tons a year from North Rumaila.

An agreement was signed in February 1968 under which the French ERAP will act as contractor for INOC in exploration, drilling, production, transportation and marketing in five areas of central and southern Iraq. The agreement is for 26 years, but ERAP's operations will be limited to the areas with proved reserves after the sixth year. It was announced early in 1969 that oil had been found in the first well drilled by ERAP in southern Iraq.

In 1968 Iraq undertook to export 175,000 tons of oil products to Turkey over a period of five years. Iraq also agreed to supply Turkey with natural gas. The contract for a feasibility study of a gas pipeline from Mosul to Istanbul was awarded in 1968 and the pipeline should be operating in 1971.

A new lubricating oil plant was inaugurated during the year. It has an

annual capacity of 36,000 tons. By-products of the new plant include 7,000 tons of paraffin and 80,000 tons of asphalt. Three offers were received for the construction of a new 70,000-barrels-a-day oil refinery at Basra, but no final decision has yet been taken.

A sulphur extraction plant in Kirkuk (capacity 120,000 tons and total cost \$30 million) went into operation last April. A liquid gas plant is now under construction and expected to start operation about the middle of 1969.

The establishment of a state-owned national mining company took place during 1968. This company, allocated \$15 million as capital, will undertake geological, mining and hydrological surveys in Iraq.

Emphasis on Agriculture

The position of cereals improved substantially in 1968. Production of wheat, barley, and rice increased by 50, 40 and 30 per cent respectively, eliminating the need for imports. In fact, the 1968 wheat crop of 1.5 million tons enabled Iraq to export 50,000 tons. The date crop was estimated at 265,000 tons and the outlook for 1969 is even more favorable.

The authorities seem committed to emphasize agriculture in the coming years. It will receive 41 per cent of total allocations under the new Five Year Plan. Part of this will be used for further mechanization and part for handling and providing storage for crops. There are reports of discussions with the World Bank about the construction of additional grain silos.

Power Needs Growing

The Cdn.\$6 million atomic reactor built near Baghdad with Soviet aid was officially commissioned in January 1968. It will produce radioactive isotopes and will be used for training

—continued on page 25

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Telex: 28806 (DOMCAN A PARIS)

Territory:
Algeria, Andorra, Monaco, Morocco

GERMANY

Commercial Counsellor
Canadian Embassy
Friedrich-Wilhelmstrasse 18
53 Bonn, West Germany

R. R. Parlour
Commercial Counsellor
C. D. Caldwell
Assistant Commercial Secretary
R. Frenette
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 76995
Telex: 886421 (DOMCA D)

Territory:
States of Baden-Wuerttemberg, Bavaria,
Hesse, Rhineland-Palatinate, Saar;
West Berlin

Consul General
Canadian Consulate General
Koenigsallee 82
4 Duesseldorf 1, West Germany

G. A. Browne
Consul General
A. E. Grant
Consul
J. H. Lang
Vice Consul

Cable: CANADIAN
Phone: 320525
Telex: 8587144 (DMCN D)

Territory:
State of North Rhine-Westphalia

(continued)

GERMANY

Consul General
Canadian Consulate General
Esplanade 41-47
2000 Hamburg 36, West Germany

E. A. Driedger
Consul General
D. S. Armour
Consul
D. H. Clemons
Consul

Cable: CANADIAN
Phone: 351805
Telex: 215555 (DMCNH D)

Territory:
City States of Bremen and Hamburg;
States of Lower Saxony and Schleswig-
Holstein

GHANA

Commercial Secretary
Office of the High Commissioner for
Canada
P.O. Box 1639
E 115/3 Independence Avenue
Accra, Ghana

George Hazen
Commercial Secretary
B. Dussault
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 28555
Telex: DOMCANADA ACCRA 2024

Territory:
Guinea, Ivory Coast, Liberia, Mali,
Mauretania, Togo, Upper Volta

GREECE

Commercial Counsellor
Canadian Embassy
31 Vassilissis Sophias Avenue
Athens 138, Greece

M. B. Bursey
Commercial Counsellor

Cable: CANADIAN ATHENS 5584
Phone: 714-041
Telex: 5584 (DOMCAN ATHENS)

GUATEMALA

Commercial Counsellor
Canadian Embassy
P.O. Box 400
5a Avenida 11-70, Zone 1
Guatemala City, C.A., Guatemala

S. G. Tregaskes
Commercial Counsellor
J. D. Tennant
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 28448

Territory:
Costa Rica, El Salvador, Honduras,
Nicaragua, Panama, and Canal Zone

HONG KONG

Senior Canadian Government Trade
Commissioner
P.O. Box 126
P & O Building, 11th Floor
21-23, Des Voeux Road, Central
Hong Kong, Hong Kong

C. R. Gallow
Senior Trade Commissioner
R. G. Godson
Trade Commissioner

J. L. Swanson
Trade Commissioner
M. C. J. Lemieux
Assistant Trade Commissioner

Cable: CANADIAN
Phone: 224087
Telex: HKG 391 (DOMCAN HX 391)

Territory:
Cambodia, People's Republic of China,
Laos, Macao, Vietnam

INDIA

Commercial Counsellor for Canada
P.O. Box 11
13 Golf Links Road
New Delhi 1, India

D. W. McTaggart
Acting Commercial Secretary

Cable: CANADIAN
Phone: 61-8254
Telex: 346 (DOMCAN DLI)

Territory:
Bhutan, Nepal, Sikkim

INDONESIA

Acting Commercial Secretary
Canadian Embassy
Djalan Budi Kemulaaan No. 6
Djakarta, Indonesia

W. Boychuk
Acting Commercial Secretary

Phone: O.G. 47841

IRAN

Commercial Secretary
Canadian Embassy
P.O. Box 1610
Bezrouke Building
Corner of Takht Jamshid Avenue and
Forsat Street
Tehran, Iran

D. H. M. Branion
Commercial Secretary
G. C. Lambert
Assistant Commercial Secretary

Cable: CANTRACOM
Phone: 613560, 4-9291
Telex: 2037 (DOMCAN TEHRAN)

IRELAND

Commercial Counsellor for Canada
66 Upper O'Connell Street
Dublin, Ireland

D. M. Holton
Commercial Counsellor

Cable: CANADIAN
Phone: 41577
Telex: 5488 (DOMCAN DUBLIN)

ISRAEL

Commercial Secretary
Canadian Embassy
P.O. Box 20140
84 Hahashmonlam Street
Tel Aviv, Israel

J. H. Suggitt
Commercial Secretary
G. Bruneau
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 37161/2
Telex: 740 (DOMCAN TV)

Territory:
Cyprus

ITALY

Minister-Counsellor (Commercial)
Canadian Embassy
Via G. B. De Rossi 27
00161 Rome, Italy

G. F. G. Hughes
Minister-Counsellor (Commercial)
J. E. Montgomery
Commercial Secretary (Agriculture)
C. Renaud
Assistant Commercial Secretary
C. D. Miller
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 864-327
Telex: 61056 (DOMCAN ROME)

Territory:
Provinces of Toscana, Marche, Umbria,
Lazio, Abruzzi-Molise, Puglia, Campania,
Basilicata, Calabria, Sicilia, Sardegna.
Other countries: Libya, Malta

(continued)

ITALY

Consul General and Trade Commissioner
Canadian Consulate General
C.P. 3977
Via Vittor Pisani 19
20124 Milan, Italy

R. W. Blake
Consul General and Trade Commissioner
V. G. Lotto
Consul and Trade Commissioner
D. T. Wismer
Vice Consul and
Assistant Trade Commissioner
B. M. White
Vice Consul and
Assistant Trade Commissioner

Cable: CANTRACOM
Phone: 652-485/652-600
Telex: 31368 (CANTRACOM MILAN)

Territory:
Provinces of Emilia-Romagna, Lombardia,
Piedimonte, Trentino-Alto Adige, Veneto,
Liguria, Trieste, Valle D'Aosta, Friuli-
Venezia

JAMAICA

Commercial Secretary
Office of the High Commissioner for
Canada
P.O. Box 1500
Tobago Road
Corner Trafalgar Road and Knutsford
Boulevard
Kingston 10, Jamaica

R. G. Woolham
Commercial Secretary
D. H. Leavitt
Assistant Commercial Secretary
J. P. Lefebvre
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 65726
Telex: KGN 30 (BEAVER KINOSTON)
Territory:
Bahamas, British Honduras, Cayman
Islands, Turks and Caicos Islands

JAPAN

Minister (Commercial)
Embassy of Canada
Akasaka Post Office
Tokyo 107, Japan

J. A. Stiles
Minister (Commercial)
S. G. Harris
Commercial Secretary
R. E. Pedersen
Assistant Commercial Secretary
G. M. Wansbrough
Assistant Commercial Secretary
M. C. Spencer
Assistant Commercial Secretary
F. M. Galbraith
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 408-2101/8
Telex: TK 2218 (DOMCAN TK 2218)
Territory:
Korea, Okinawa

KENYA

Commercial Counsellor
Office of the High Commissioner for
Canada
P.O. Box 3778
Industrial Promotion Services Building
Kimatbi Street
Nairobi, Kenya

J. B. McLaren
Commercial Counsellor

Cable: DOMCAN NAIROBI
Phone: 27426
Telex: 20198 (DOMCAN/NRB)

Territory:
Ethiopia, Malawi, Somali Republic,
Tanzania, Uganda, Zambia

LEBANON

Commercial Counsellor
Canadian Embassy
Boite Postale 2300
Alpha Building
Rue Clemenceau
Belrut, Lebanon

N. W. Boyd
Commercial Counsellor
D. I. Ditto
Assistant Commercial Secretary
J. J. Y. Trepanier
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 250955
Telex: 652 (DOMCAN BERYT)

Territory:
Iraq, Jordan, Kuwait, People's Republic
of Southern Yemen (Aden), Persian Gulf
area, Saudi Arabia, Syria, Trucial States,
Yemen

MALAYSIA

Commercial Counsellor
Office of the High Commissioner for
Canada
P.O. Box 990
A.I.A. Building, Ampang Road
Kuala Lumpur, Malaysia

D. P. Lindores
Acting Commercial Secretary

Cable: DOMCAN
Phone: 89722/4
Telex: KL/TX279 (DOMCAN KL)

Territory:
Brunei, Burma

MEXICO

Commercial Counsellor
Canadian Embassy
Apartado Postal 5-364
Melchor Ocampo 463, 7th Floor
Mexico 5, D.F., Mexico

T. F. Harris
Commercial Counsellor
A. D. McArthur
Assistant Commercial Secretary
A. T. Gjernes
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 33-14-00
Telex: 000177716 (DOMCAN MEX)

NETHERLANDS

Commercial Counsellor
Canadian Embassy
Sophialaan 7
The Hague, Netherlands

D. H. Cheney
Commercial Counsellor
D. J. S. Winfield
Assistant Commercial Secretary
W. L. Clarke
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 61-41-11
Telex: 31270 (DOMCAN HAGUE)

NEW ZEALAND

Commercial Counsellor
Office of the High Commissioner for
Canada
P.O. Box 12-049 Wellington North
ICI Building, 3rd Floor
Molesworth Street
Wellington, New Zealand

R. H. Gayner
Commercial Counsellor
H. A. C. Heyn
Assistant Commercial Secretary

Cable: DOMCAN Wellington
Phone: 70-644
Telex: 065-3505 (DOMCAN NZ 3505)

Territory:
Cook Islands, Fiji, French Oceania, Gilbert
and Ellice Islands, Tahiti, Tonga, Western
Samoa

NIGERIA

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

J. R. Brocklebank
Acting Commercial Secretary

Cable: CANADIAN
Phone: 25262
Telex: 275 (DOMCAN LAGOS)

Territory:
Dahomey, Gambia, Niger, Senegal,
Sierra Leone

NORWAY

Commercial Counsellor
Canadian Embassy
Fridtjof Nansens plass 5
Oslo 1, Norway

Cable: CANADIAN
Phone: 33-30-80
Telex: Oslo 1880 (DOMCAN OSLO)
Territory:
Iceland

PAKISTAN

Commercial Secretary
Office of the High Commissioner for
Canada
Hotel Shahrazed
Islamabad, Pakistan

J. E. G. Gibson
Commercial Secretary
H. W. Guy
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 21101-04
Telex: TANDCISBAD TLX 875
Territory:
Afghanistan

PERU

Commercial Secretary
Canadian Embassy
Casilla 1212
Edificio El Pacifico
Corner Avenida Arequipa and Plaza
Washington
Lima, Peru

M. R. Bell
Commercial Secretary
D. J. Browne
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 287420
Telex: WLA 5323 (DOMCAN PX 5323)
Territory:
Bolivia

PHILIPPINES

Consul General and Trade Commissioner
Canadian Consulate General
P.O. Box 1825
1414 Roxas Boulevard
Manila, Philippines

J. L. Mutter
Consul General and Trade Commissioner
D. S. M. Baker
Consul and Assistant Trade Commissioner

Cable: CANADIAN
Phone: 50-20-76, 77, 78
Telex: 3252 (DOMCAN PN 3252)
Territory:
Republic of China (Taiwan)

PORTUGAL

Commercial Counsellor
Canadian Embassy
Rua Rosa Araujo, 2-7^o
Seventh Floor
Lisbon 2, Portugal

P. A. Savard
Commercial Counsellor

Cable: CANADIAN
Phone: 56-25-49
Telex: 377 (DOMCAN P)
Territory:
Azores, Cape Verde Islands, Madeira,
Portuguese Guinea

PUERTO RICO

Consul and Trade Commissioner
Canadian Consulate
Pan Am Building, 16th Floor
Hato Rey 00917, Puerto Rico

D. I. Campbell
Consul and Trade Commissioner

Phone: 764-2011 (Area code: 809)
Telex: 3450297
Territory:
Dominican Republic, Haiti,
U.S. Virgin Islands

SINGAPORE

Commercial Counsellor
Office of the High Commissioner for
Canada
P.O. Box 845
International Building, 11th Floor
360 Orchard Road
Singapore 1, Singapore

M. B. Blackwood
Commercial Counsellor

Cable: CANADIAN
Phone: 36-1322
Telex: 277 (DOMCAN SPORE)

SOUTH AFRICA

Canadian Government Trade Commissioner
P.O. Box 715
Mobil House, 17th Floor
Corner Rissik and De Villiers Streets
Johannesburg, South Africa

Wm. Jones
Trade Commissioner
M. A. Brault
Assistant Trade Commissioner
G. P. Orban
Assistant Trade Commissioner

Cable: CANADIAN
Phone: 834-6521
Telex: 7189 (DOMCAN J 7189)
Territory:
Provinces of Natal, Orange Free State,
Transvaal. Other countries: Angola,
Botswana, Lesotho, Malagasy, Mauritius,
Mozambique, Reunion, Swaziland

Canadian Government Trade Commissioner
P.O. Box 683
African Life Centre, 13th Floor
St. George's Street
Cape Town, South Africa

H. W. Richardson
Trade Commissioner

Cable: CANADIAN
Phone: 2-5134/5
Telex: 7060 (5-7060 CT)
Territory:
Cape Province. Other countries:
St. Helena, South West Africa

SPAIN

Commercial Counsellor
Canadian Embassy
Apartado 117
Edificio Espana
Avenida de Jose Antonio 88
Madrid, Spain

F. M. Mulkern
Acting Commercial Secretary

Cable: CANADIAN
Phone: 247-54-00
Telex: 27347 (DOMCA E)

Territory:
Provinces outside the peninsula—Balearic
Islands, Canary Islands, Spanish Sahara.
Other countries: Equatorial Guinea.

SWEDEN

Commercial Counsellor
Canadian Embassy
P.O. Box 14042
Kungsgatan 24
S-104 40 Stockholm, Sweden

D. S. Armstrong
Commercial Counsellor
E. C. H. Sbelly
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 23-79-20
Telex: 10687 (DOMCAN STHLM)

Territory:
Finland

SWITZERLAND

Commercial Secretary
Canadian Embassy
Kirchenfeldstrasse 88
3000 Berne, Switzerland

D. T. Johnston
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 44-63-81
Telex: 32489 (DMCNB CH)

Territory:
Liechtenstein, Tunisia

THAILAND

Commercial Secretary and Consul
Canadian Embassy
P.O. Box 2090
Thai Farmers Bank Building, 7th Floor
142 Silom Road
Bangkok, Thailand

C. E. Rufelds
Commercial Secretary and Consul

Phone: 32956
Telex: 2277

TRINIDAD AND TOBAGO

Commercial Counsellor
Office of the High Commissioner for
Canada
P.O. Box 1246
Colonial Building
72 South Quay
Port-of-Spain, Trinidad

K. G. Ramsay
Commercial Counsellor
D. J. McJanet
Commercial Secretary
J. J. M. C. Lavoie
Assistant Commercial Secretary

Cable: CANAOIAN
Phone: 34787
Telex: 31314 (POS 31314)

Territory:
Barbados, French Guiana, Guadeloupe,
Guyana, Leeward and Windward Islands,
Martinique, Surinam

TURKEY

Commercial Secretary
Canadian Embassy
Vall Dr. Resit Cadessi 52
Ankara, Turkey

D. J. S. Winfield
Commercial Secretary

Phone: 12-24-48

**UNION OF SOVIET SOCIALIST
REPUBLICS**

Commercial Counsellor
Canadian Embassy
23 Starokonyushenny Pereulok
Moscow, U.S.S.R.

R. A. Bull
Commercial Counsellor

Cable: CANAD
Phone: 241-90-34, 241-91-55
Telex: 945 (DOMCAN MSK)

UNITED ARAB REPUBLIC

Commercial Division
Canadian Embassy
Kasr el Doubara Post Office
6 Sharia Rouston Pasha
Garden City
Cairo, Egypt

Cable: CANADIAN
Phone: 23110

Territory:
Sudan

UNITED NATIONS

Permanent Mission of Canada to the United
Nations
866 United Nations Plaza, Suite 250
New York, N.Y. 10017

R. D. Lucas
First Secretary

Cable: CANINUN NYK
Phone: 751-5600 (Area Code 212)
Telex: 126228 (CANINUM NYK)

UNITED STATES

Commercial Counsellor
Canadian Embassy
1746 Massachusetts Avenue, N.W.
Washington, D.C. 20036

W. G. Pybus
Commercial Counsellor
G. W. Green
Commercial Counsellor
W. F. Hillhouse
Commercial Counsellor (Agriculture)

H. C. Armstrong
Commercial Counsellor
G. H. Musgrove
Assistant Commercial Secretary
(Agriculture)

J. D. Belisle
Assistant Commercial Secretary

Cable: CANADIAN
Phone: 332-1011 (Area Code 202)
Telex: 0089664 (DOMCAN WSH)

Territory:
District of Columbia

Deputy Consul General (Commercial)
Canadian Consulate General
680 Fifth Avenue
New York City, N.Y. 10019

S. B. McDowall
Consul and Assistant Trade Commissioner
W. G. Roberts
Consul and Assistant Trade Commissioner

R. J. G. Ledoux
Vice Consul and
Assistant Trade Commissioner

D. Keddie
Vice Consul and
Assistant Trade Commissioner

C. K. Marchant
Vice Consul and
Assistant Trade Commissioner

D. J. Bachand
Vice Consul and
Assistant Trade Commissioner

Cable: CANTRACOM
Phone: 586-2400 (Area Code 212)

Night Line: 586-2321

Telex: 00126242 (DOMCAN NYK)

Territory:
States of Connecticut, New Jersey (twelve
northern counties), New York.
Other countries: Bermuda.

Consul and Senior Trade Commissioner
Canadian Consulate General
500 Boylston Street
Boston, Massachusetts 02116

W. R. Van
Consul and Senior Trade Commissioner
C. A. Carruthers
Consul and Trade Commissioner

J. N. R. Ferland
Vice Consul and
Assistant Trade Commissioner

Phone: 262-3760 (Area Code 617)
Telex: 0094567 (DOMCAN BSN)

Territory:
States of Maine, Massachusetts, New
Hampshire, Rhode Island, Vermont.
Other countries: St. Pierre and Miquelon.

Consul and Senior Trade Commissioner
Canadian Consulate General
310 South Michigan Avenue, Suite 2000
Chicago, Illinois 60604

R. D. Sirrs
Consul and Senior Trade Commissioner
J. A. Doyle
Consul and Trade Commissioner

K. G. DeWolf
Vice Consul and
Assistant Trade Commissioner

A. J. G. Dallaire
Vice Consul and
Assistant Trade Commissioner

Phone: 427-1031 (Area Code 312)
Telex: 00254171 (DOMCAN CGO)

Territory:
States of Illinois, Indiana, Iowa, Kentucky,
Minnesota, Missouri, Nebraska, North
Dakota, South Dakota, Wisconsin

(continued)

UNITED STATES

Consul and Trade Commissioner
Canadian Consulate
Illuminating Building
55 Public Square
Cleveland, Ohio, 44113

D. A. B. Marshall
Consul and Trade Commissioner
J.-G. M. Tardif,
Vice Consul and
Assistant Trade Commissioner
Phone: 861-1660 (Area Code 216)
Telex: 00985364 (DOMCAN CLV)
Territory:
State of Ohio

Consul and Trade Commissioner
Canadian Consulate
2100 Adolphus Tower
1412 Main Street
Dallas, Texas 75202

C. M. Forsyth-Smith
Consul and Trade Commissioner
J. A. Langley
Vice Consul and
Assistant Trade Commissioner
R. C. Lee
Vice Consul and
Assistant Trade Commissioner
Phone: 742-8031 (Area Code 214)
Telex: 00732637 (DOMCAN DAL)
Territory:
States of Texas, Arkansas, New Mexico,
Oklahoma

Consul and Trade Commissioner
Canadian Consulate
1920 First Federal Building
1001 Woodward Avenue
Detroit, Michigan, 48226

J. D. Blackwood
Consul and Trade Commissioner
R. J. P. Archambault
Vice Consul and
Assistant Trade Commissioner
W. B. Schumacher
Vice Consul and
Assistant Trade Commissioner
Phone: 965-2811 (Area Code 313)
Telex: 0023445 (DOMCAN DET)
Territory:
States of Michigan and Indiana

Consul and Trade Commissioner
Canadian Consulate General
510 West Sixth Street
Los Angeles, California 90014

V. B. Chew
Consul and Trade Commissioner
S. F. Pattee
Vice Consul and
Assistant Trade Commissioner
D. M. Lawson
Vice Consul and
Assistant Trade Commissioner
Phone: 627-9511 (Area Code 213)
Telex: 00674119 (DOMCAN LSA)
Territory:
States of Arizona, California, (ten southern
counties), Clark County in Nevada

Consul and Trade Commissioner
Commercial Division
Canadian Consulate General
2110 International Trade Mart
2 Canal Street
New Orleans, Louisiana 70130

W. J. Millyard
Consul and Trade Commissioner
W. M. Maybee
Vice Consul and
Assistant Trade Commissioner

Phone: JACKSON 5-2136, 5-2137
(Area Code 504)

Telex: 0058237 (DOMCAN NLN)

Territory:
States of Alabama, Florida, Georgia,
Louisiana, Mississippi, North Carolina,
South Carolina, Tennessee

Consul and Trade Commissioner
Canadian Consulate
3 Penn Center Plaza
Philadelphia, Pennsylvania 19102

R. V. N. Gordon
Consul and Trade Commissioner
J. N. Grantham
Vice Consul and
Assistant Trade Commissioner

Cable: CANADIAN

Phone: LOCUST 35838 (Area Code 215)

Telex: 00845266 (DOMCAN PHA)

Territory:
States of Delaware, Maryland, New Jersey
(nine southern counties), Pennsylvania,
Virginia, West Virginia

Consul and Trade Commissioner
Commercial Division
Canadian Consulate General
One Maritime Plaza
Golden Gateway Center
San Francisco, California 94111

R. M. Dawson
Consul and Trade Commissioner
J. D. R. Roy
Vice Consul and
Assistant Trade Commissioner

Phone: 981-2670 (Area Code 415)

Telex: 0034321 (DOMCAN SFO)

Territory:
States of California (except the ten southern
counties), Colorado, Hawaii, Nevada
(except Clark County), Utah, Wyoming

Consul and Trade Commissioner
Canadian Consulate General
1305 Tower Building
Seventh Avenue and Olive Way
Seattle, Washington 98101

E. E. Price
Consul and Trade Commissioner

Phone: MUTUAL 2-3515 (Area Code 206)

Telex: 0032462 (DOMCAN SEA)

Territory:
States of Alaska, Idaho, Montana, Oregon,
Washington

URUGUAY

Commercial Division
Canadian Embassy
Casilla Postal 852
1005 Calle Prudencia Vasquez y Vega
Montevideo, Uruguay

Cable: CANADIAN

Phone: 7 68 18

Telex: 398078 (DOMCAN MVD)

Territory:
Falkland Islands

VENEZUELA

Commercial Counsellor
Canadian Embassy
Apartado del Este 62302
Avenida La Estancia No. 10
Ciudad Comercial Tamanaco
Caracas, Venezuela

J. H. Bailey
Commercial Counsellor

D. G. Nelson
Assistant Commercial Secretary
F. M. G. Sullivan
Assistant Commercial Secretary

Cable: CANADIAN

Phone: 32.40.41/44

Telex: 877 (877 DOMCAN)

Territory:
Netherlands Antilles

YUGOSLAVIA

Commercial Secretary
Canadian Embassy
Proleterskih Brigada 69
Belgrade, Yugoslavia

Z. W. Buriannyk
Commercial Secretary

Phone: 44-301

Telex: 11137 (YU DOMCA)

Trade Commissioners on Tour

In Canada

If you wish to meet the officers whose itineraries are listed below, get in touch with—

Ottawa—Department of Industry, Trade and Commerce

St. John's, Halifax, Montreal, Winnipeg, Edmonton and Vancouver—Regional Office, Department of Industry, Trade and Commerce

Toronto—Canadian Manufacturers Association

Windsor, Ontario—Greater Windsor Industrial Commission

Fredericton, New Brunswick—Department of Industry

All other centers—Board of Trade or Chamber of Commerce

Argentina—L. D. Burke, Commercial Counsellor in Buenos Aires:

Montreal—July 14-15

Toronto and Ontario—
July 17-21

Winnipeg—July 22-23

Calgary—July 24-25

Vancouver—July 26-30

Belgium—B. A. Gagosz, Assistant Commercial Secretary in Brussels:

Montreal—July 27-28

Toronto—July 29-30

Vancouver—July 31-

August 1

Hong Kong—F. M. Loh, Commercial Officer in Hong Kong:

Montreal—July 23-August 4

Toronto—August 4-20

Winnipeg—August 21-22

Kelowna—August 25

Vancouver—August 26-29

Thailand—C. E. Rufelds, Commercial Secretary and Consul in Bangkok:

Vancouver—August 13-16

Temporary Duty in Ottawa

The following will be on temporary duty in Ottawa and may be contacted through the Trade Commissioner Service, phone 995-8022 (area code 613).

D. B. Browne, Assistant Commercial Secretary in Oslo, Norway, July 21-August 1.

L. D. Burke, Commercial Counsellor in Buenos Aires, Argentina, July 7-12.

R. A. Fairweather, Vice Consul and Assistant Trade Commissioner in Manila, Philippines, July 21-25.

B. A. Gagosz, Assistant Commercial Secretary in Brussels, Belgium, July 20-26.

B. Northgrave, Assistant Commercial Secretary in Islamabad, Pakistan, July 14-18.

J. S. A. Sotvedt, Assistant Commercial Secretary in Guatemala City, July 14-18.

In Territory

Australia—K. F. Osmond, Commercial Counsellor in Melbourne, will visit South Australia July 23-27.

Barbados, French West Indies—J. M. C. Lavoie, Assistant Commercial Secretary in Port-of-Spain, will visit Barbados, Martinique and Guadeloupe July 20-26.

Bulgaria, Hungary, Romania—Trade Commissioners in the Vienna, Austria, office make frequent visits to these countries, but often there is not time to publish their itineraries in advance. Therefore, Canadian businessmen who would like the Trade Commissioners to undertake assignments for them in these East European countries are advised to write to the Vienna office immediately.

Cameroon—J. R. Brocklebank, Acting Commercial Secretary in Lagos, Nigeria, will visit Yaounde July 15-23.

Cyprus—an officer from the Tel Aviv, Israel, office will visit Cyprus every month for at least three days, usually in the second half of the month.

El Salvador—W. Kuhn, Commercial Assistant in Guatemala City, will visit El Salvador July 28-August 2.

Guyana—D. Hobson-Garcia, Commercial Officer in Port-of-Spain, Trinidad, will visit Georgetown July 16-18.

Honduras—J. D. Tennant, Assistant Commercial Secretary in Guatemala City, will visit Tegucigalpa and San Pedro Sula July 7-12.

Sabah, Sarawak, Brunei—J. P. Lindores, Acting Commercial Secretary in Kuala Lumpur, Malaysia, will visit Sabah, Sarawak and Brunei July 2-21.

Taiwan—D. S. Baker, Consul and Assistant Trade Commissioner in Manila, Philippines, will visit Taipei July 14-18.

Businessmen who would like the above to undertake assignments for them should write to the post as soon as possible.



Iraq continued

Iraqi scientists in the peaceful uses of atomic energy.

The electrification program kept up its momentum during the year. Bids were called for to supply and erect 50 kw. and 100 kw. diesel generating sets in rural areas. Energo Invert of Yugoslavia was awarded the contract for the supply and installation of a power grid linking Amara and Kuwait at a total cost of Cdn.\$3.9 million. The foundation stone has been laid for the Cdn.\$18.9 million Sammara hydroelectric station which will have a capacity of 84 mw. and be commissioned in March 1971. A general survey of power requirements throughout Iraq is expected to start this year.

Transport and Construction

The new 335-mile standard-gauge railroad from Baghdad to Basra was opened to the public this year. It was built by the Soviets to replace the old narrow-gauge one.

A French company has done a survey for a new railroad linking Baja with Sulaimaniya through Kirkuk but no decision has yet been taken on the next step.

At the end of 1968, the Czech CKD contracted to supply the Iraqi Railway Service with 14 switching locomotives of between 350 and 650 h.p. valued at Cdn.\$1.8 million in all. A French firm, Traction Export, contracted early in 1969 to supply twenty 2,400 h.p. diesel-electric locomotives for a total of Cdn.\$4 million.

Tenders have been accepted for the construction of roads, bridges, hospitals, public buildings, dwelling houses and water supply projects. Of special note are the Nassiriya-Chibayish road (Cdn.\$12.6 million), dwelling houses throughout Iraq (estimated at Cdn.\$5 million), Kerbala hospital (Cdn.\$1.7 million), Amara hospital (Cdn.\$1.5 million), Sulaimaniya hospital (Cdn.\$1 million) and Baquba hospital (Cdn.\$1.7 million).

A new international airport in Baghdad is being built by the Bulgarians and is expected to be inaugurated shortly. It cost Cdn.\$45 million.

Industrial Development

The manufacturing sector is growing but it is not yet large. The 1967/68 industrial census shows that there

were 1,207 medium and large industries and 1,206 small industries; total investment is estimated at Cdn.\$758 million and there is a labor force of 108,000, plus those in the oil industry which employs 10,760 technicians, skilled and semi-skilled workers. All major industries in Iraq and banks, insurance companies and the three largest commercial firms are nationalized.

An agricultural machinery plant was completed by the Soviets in 1968 in accordance with the 1959 Iraq-U.S.S.R. Technical Assistance Agreement and it will go into operation in 1969. Mitsubishi of Japan is to build a \$13.4 million chemical fertilizer plant; the Japanese firm has agreed to finance 90 per cent of the project. The plant is expected to go on stream in 1970. The Polish SEKOP organization will enlarge the Mosul sugar plant, the only one in the country. One tender was announced in 1968 and another at the beginning of 1969 for the construction of two cement plants with a total annual capacity of 700,000 tons. Czech consultants have submitted their report for an auto tire plant, but no decision was taken on when to build it. The Ministry of Industry has been discussing the feasibility of setting up an automobile assembly plant.

Trade Prospects

All imports are subject to licensing. Certain imports are prohibited to protect local industry or because they are considered to be non-essential. Despite the severe restrictions imposed on imports, there is a wide trade gap which amounted to Cdn.\$379 million in 1968. Oil accounts for 90 per cent of Iraq's sales abroad.

The embargo on imports from Britain was lifted in June 1968. The embargo on imports from the United States and West Germany, however, remains in force, except when there is no other source of supply.

The Government has allocated Cdn.\$474 million for imports in 1969, Cdn.\$114 million more than last year. Allocations for the import of capital goods in 1969 amount to Cdn.\$263.4 million (Cdn.\$220.3 million in 1968) and for consumer goods Cdn.\$210.6 million (Cdn.\$156.6 million).

MAJOR CANADIAN EXPORTS TO IRAQ 1968

	(Cdn.\$)
Milk	44,962
Wheat and wheat flour	147,543
Asbestos milled fibers	46,212
Textile rags	43,832
Industrial chemicals and explosives	146,923
Nuts, bolts, screws and washers	11,772
Firebrick and similar shapes	38,212
Shoemaking machinery and parts	25,842
Telephone equipment and parts	10,753
Heating equipment and parts	13,413
Refrigerators and freezers	26,854
Air-conditioners	20,321
Cooking stoves, non-electric	18,492
Washing machines and parts	95,321
Pharmaceuticals	51,960
Books and office stationery	51,663
Wearing apparel and gloves	23,612
Photographic equipment and supplies	5,799
Other commodities	58,450
Total	881,936

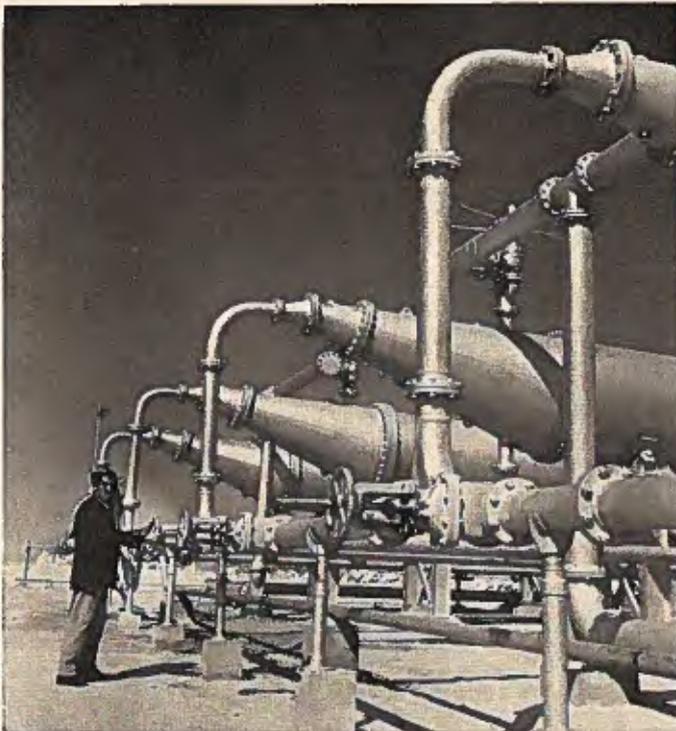
Canadian trade with Iraq is still very limited, although there are good opportunities for our goods and services. (See article on "How to Sell to Iraq" on page 27). In 1968, our exports reached Cdn.\$881,900, an increase of Cdn.\$256,600 over the 1967 figure, Cdn.\$625,300. They consisted mainly of foodstuffs, pharmaceuticals, chemicals and appliances (see table). Our main imports from Iraq were crude oil and dates.

International Loan Announced

Foot-and-mouth control in Argentina—The Inter-American Development Bank will lend \$10.5 million from its Fund for Special Operations towards the Government of Argentina's \$48.5 million foot-and-mouth disease control program. The work will be carried out by the Servicio de Luchas Sanitarias, a government agency which has already vaccinated 88 per cent of the country's livestock. In the next four-year phase, cattle and sheep will be vaccinated three times a year and extensive disinfection and control measures will be put into operation. It is planned to enter the eradication phase within ten years. The work is being co-ordinated within the framework of the Alliance for Progress with similar campaigns in Chile and Paraguay.



Beside the Arch of Ctesiphon, the musician plays an instrument that goes even farther back into antiquity than the ruins. His country has moved rapidly into the twentieth century. Aided by increasing oil revenues, a whole new infrastructure of roads, railways, telecommunications and electric power has been created. Agriculture, however, still plays an important role. Iraq's date crop last year was over a quarter of a million tons. No less than 41 per cent of the allocations under the next Five Year Plan will be for agriculture. Manufacturing industry is growing too and employs 108,000 already in some 2,413 plants.



Selling to Iraq

Here are the basic market facts, addresses of the large state purchasing organizations and guidance on import regulations.

*Office of the
Commercial Counsellor, Beirut*

■ Iraq has an area of approximately 170,000 square miles and a population of 8.5 million. The principal cities are Baghdad (the capital), Basra (the only port), Mosul (agricultural market center) and Kirkuk (main oilfield).

Arabic is the language of the country. In Baghdad and to a lesser extent in Basra most Iraqi businessmen speak some English. Islam is the official religion and Friday the official holiday.

The metric system is used. Domestic electricity supply in major cities and towns is 220 volts, 50 cycles a.c. The basic unit of currency is the dinar (ID) which is divided into 1,000 fils. One dinar is approximately Cdn.\$3.00. Banknotes are issued in denominations of $\frac{1}{4}$, $\frac{1}{2}$, 1, 5 and 10 dinars and there are coins for 1, 5, 10, 25, 50 and 100 fils. Visitors to Iraq may take into the country any amount of currency, travellers' cheques or letters of credit but they must declare it all on entry. They may take out any quantity of foreign currency provided it does not exceed the amount originally imported. Travellers' personal effects are not subject to customs duty nor are commercial samples of no commercial value.

Although Iraq is basically an agricultural country, the large oil industry which has grown up over the last 30 years has been the prime contributor to economic development. It is estimated that 60 per cent of the population derives its livelihood from agriculture. Dates are Iraq's most important agricultural export. Other important crops are wheat, barley and rice. Vegetables and fruits are grown but not enough to meet local demand.

In July 1964, the Government of Iraq nationalized all major industries and the three largest commercial com-

panies. The Government is now the sole importer of automotive vehicles and spare parts, drugs and pharmaceuticals, tea, sugar, poultry products and paper. It is also the major importer of household appliances, tires and tubes, textiles, building materials and chemicals. All commercial banks and insurance companies have been nationalized. Passenger transport services, airlines and railways, and the electric power and water utilities are state-owned. The Government is the only producer of cement, toilet soap, vegetable oil and cigarettes, and the major producer of footwear, matches and textiles.

Import Regulations

The same general principles apply to both private importers and state-owned companies. To import any commodity into Iraq an import licence and foreign exchange permit are required. Foreign exchange permits are granted through the opening of letters of credit to holders of valid import licences upon application to any (state-owned) commercial bank.

Import licences are only granted to established importers within the limit of the allocations made each year by the Directorate General of Imports and Exports. Established importers are state-owned commercial companies, government purchasing agencies, and members of one of the Iraqi Chambers of Commerce who maintain business offices, are registered with the Import and Income Tax Departments, and have previously imported the commodity. There has been no registration of new importers since 1965.

Private importers are classified in the light of their previous imports and financial capacity and a maximum value is placed on the total import licences issued to each class. Import licences are not granted to foreigners except subjects of Arab states.

Import licences are initially valid for six months. They can be extended to 12 months if the letter of credit is established within the initial period. Licences issued to government companies and ministries and to private industries, however, are valid for 12 months and can normally be extended.

Iraq's Import Program

The Ministry of Economics prepares an import program regulating the volume of import licences for the year. The 1969 program allocated a total of \$474 million for imports, excluding purchases by the Ministry of Defence; this is almost one-third more than in 1968. Out of the total, \$263.4 million is for the import of capital goods and \$210.6 million for consumer goods. The Government's imports will account for 80 per cent or more and the remaining 20 per cent will be shared among established private importers.

Permits are not granted for the import of non-essential commodities or commodities already being produced in Iraq in sufficient quantities. On the other hand, permits are readily given to factory owners for the import of raw materials and machinery.

Private Sector

Some 8,000 firms are registered with the Imports Directorate of the Ministry of Economics and are entitled to obtain import licences within their own specialty and the limits of their quota. Each year the quota of every firm is reduced by 10 per cent so that the Government's share will increase. Approximately 3,000 of these firms are active importers; the remaining 5,000 sell their import licences. The importers either deal directly with foreign firms or employ the services of commission agents. Both importers and agents prefer to deal with

the actual manufacturer rather than exporters. They also like to deal on an exclusive franchise basis.

English is the business language in Iraq but a few importers can handle correspondence in French. Nearly all legitimate importers and agents are familiar with international business terms and symbols.

No shipment should be made to any private importer unless he holds a valid import licence and has opened an irrevocable letter of credit. The goods may otherwise be liable to confiscation by the Iraqi Customs. Foreign exchange permits are not given for goods which arrive before letters of credit are opened or for goods whose value exceeds that specified in the import licence.

The Commercial Division of the Canadian Embassy in Beirut maintains status reports on many Iraqi firms and can prepare reports on other firms upon request. The Commercial Division would be pleased to provide Canadian suppliers with names and addresses of legitimate Iraqi importers and exporters.

Government Sector

The principal buyer in Iraq is the Government. State-owned commercial and industrial companies and the ministries purchase almost all of their requirements through bid invitations. However, military supplies and imports for nationalized commercial companies are mostly bought direct from foreign suppliers. Iraq tends to place great stress on price and generally the lowest bid must be accepted unless it does not match the specifications.

Payment is usually made to the supplier by the appropriate government agency by means of an irrevocable and confirmed letter of credit. In most cases, 75 per cent of the total contracted value is paid against presentation of shipping documents and the remaining 25 per cent after receipt and acceptance of goods. However, certain government agencies, including the Central Foreign Purchasing Board and the Ministry of Municipal and Rural Affairs, make payment only after acceptance of goods.

All government agencies which buy through tenders require a refundable bank guarantee to be submitted with

Major Government Purchasing Agencies

General Automobile Company, South Gate, Baghdad. The only importer of automotive vehicles and spare parts. It buys direct from foreign suppliers and spends some \$30 million a year.

African Iraqi Trading Company, South Gate, Baghdad. The largest importer of tires and tubes and household appliances. It also imports radio and TV sets, watches, gas ranges and radio-phonographs. It buys direct from foreign suppliers and spends about \$20 million.

The Iraq Stores (Orosdi-Bank), Rasbid Street, Baghdad. The largest importer of textiles. It also imports department-store merchandise and buys direct from foreign suppliers. Its annual purchases are estimated at \$10 million.

Government Purchasing Board, Samawal Street, Baghdad. The only importer of tea, sugar, chickens and eggs. It buys direct from foreign suppliers. Annual purchases amount to \$80 million.

Agricultural Chemicals and Machinery Co., Samhiry Building, Saadoun Street, Baghdad. The largest importer of agricultural chemicals and insecticides. It also imports agricultural machinery and implements. It both buys direct and through bid invitations.

Cement Marketing Bureau and Construction Materials Co., Jamhuriya Street, Baghdad. The largest importer of structural iron and steel and the only exporter of cement. It buys both direct and through bid invitations.

General Drug Establishment, Khullani Street, Baghdad. The only importer of pharmaceuticals and drugs. It buys direct and through bid invitations.

State-Organization of Industry, Rafidain Bank Building, Bank Street, Baghdad. This organization comprises 32 nationalized factories. It is responsible for the purchase of raw materials, machinery and other requirements of these plants which produce cigarettes, cement and asbestos, matches, vegetable oils and soaps, cotton, rayon and woollen textiles, footwear, jute goods, sugar, electrical equipment, flour, carpets, knitted goods, canned foodstuffs, drugs and men's clothing. Most purchases are made through tenders.

National Electricity Administration, Jamhuriya Street, Baghdad. The Administration buys electric wire and cable, transformers, generators, copper wire, circular poles, insulators and other such equipment through bid invitations.

The Ministry of Oil and Minerals embraces the following:

Iraq National Oil Company, Saadoun Street, Baghdad.

Government Oil Refineries Administration, Ministry of Oil Building, Saadoun Street, Baghdad. It buys only through tenders.

Administration of Distribution of Oil Products, South Gate, Rashid Street, Baghdad. It buys only through tenders.

Oil Planning & Construction Administration, Abu Nawwas Street, Baghdad. It buys only through tenders.

The Directorate General of Projects, Ministry of Municipal and Rural Affairs, Battaween, Baghdad. The Directorate General buys transformers, copper wire, electric cables and wire, generators, electric and water meters, chemicals, electric poles and other items for the water and electricity supply. It buys only through tenders.

General Establishment for Press & Printing, Al-Awqaf Building, Jambouriya Street, Baghdad. It is the sole importer of newsprint in Iraq and also imports cardboard and printing ink. It buys through bid invitations.

Iraqi Ports Administration, Maqil Basra. The Ports Administration buys through tenders all its requirements, including cranes, motor boats and barges, electric cables, transformers, office stationery.

Central Foreign Purchasing Board, Ministry of Finance, Baghdad. The Board buys through tenders all requirements of the Ministry of Finance, the Ministry of Health, and the Ministry of Education.

Iraqi Republican Railways Administration, International Railways Station, Baghdad. The railways buy through tenders only.

Directorate of Contracts and Purchases, Ministry of Defence, Baghdad. The Directorate buys through direct contacts as well as tenders.

the offer. Usually the supplier arranges for the guarantee but a few local agents will do it themselves. These guarantees are released after the award of the tender, after which only the successful bidder must extend the guarantee until final delivery and acceptance of his goods.

Offers must be written in English and prices must be quoted c. and f. Basra in Iraqi dinars. Insurance must be arranged in Iraq through the National Insurance Company, Bank Street, Baghdad. Duty is usually paid by the purchasing agency unless otherwise provided for in the tender documents.

Tender documents are sold for a nominal price except for big projects or projects handled by the Ministry of Municipal and Rural Affairs which cost considerably more.

Shipping Documents

All shipments must be covered by bills of lading, invoices, packing lists, and a vessel certificate as set out in the following paragraphs.

The original bill of lading and one copy are required. Care should be taken to ensure that the correct weight and quantity are recorded on the bill of lading because an error may cause delay and even involve the consignee in difficulties in clearing the goods from Customs. For goods shipped to Iraq in transit, it is important that the accompanying documents be marked accordingly and state the name and address of the ultimate consignee.

Three original copies of invoices covering the Canadian goods exported to Iraq must be presented to the appropriate Iraqi Customs and Excise Department. These invoices should include all details and information necessary for assessment of duty, including c. and f. value, origin of the goods, quantity, quality, weight, number of packages, marks, and freight charges. The original invoice must state that the goods are of Canadian origin and be endorsed by a Chamber of Commerce and authenticated by the Iraqi Consul or by his representative or agent. The original invoice must also bear a certificate from the importer's bank to the effect that a letter of credit has been opened. Invoices should be written in English or in French and the metric system

should be used. The wording on the invoices should agree exactly with the description on the import licence. Differences in wording may result in delay or even in the goods not being cleared.

Goods not of Canadian origin, shipped to Iraq either from Canada or direct from a third country, must be accompanied by the supplier's original invoices or by copies of them. For goods originating in or consigned from Mediterranean countries, the original invoices must be certified by a Chamber of Commerce and an Iraqi Consulate or consular representative acting on behalf of Iraq. A packing list in duplicate is required. The weight should be given in kilograms.

An authenticated certificate to the effect that the vessel is not boycotted by the Arab Bureau for the Boycott of Israel must accompany the shipping documents.

The insurance of imports into Iraq has to be effected in Iraq through the National Insurance Company on the basis of the c. and f. cost. All price quotations should therefore be c. and f. Basra.

Samples and Re-Export

Samples of no commercial value are not subject to customs duty when the c. and f. Baghdad value shown on the invoice is less than \$28.

Re-export licences are not usually granted. However, in a few instances they are given for goods which have been in Customs stores for less than six months and are deemed to be surplus to the requirements of the local market. They are also sometimes granted to foreign building contractors after completion of their contract if they imported earthmoving machinery for their own use and in their own name without transfer of foreign exchange from Iraq.

Appointment of Agents

Canadian suppliers and contractors interested in doing business in Iraq are advised to appoint an agent. Certain government purchasing agencies consider a local agent essential. The Commercial Office of the Canadian Embassy, P.O. Box 2300, Beirut, Lebanon, will provide names of possible agents in Iraq for any Canadian firm which needs them.

The agent must be an Iraqi. Iraqi commercial agency law requires agents of foreign firms to be Iraqis or, for a company, the majority of the shares must be held by Iraqis.

The agent's headquarters must be in Baghdad, the capital, which is also the largest market in Iraq. Many Baghdad firms, however, have either branch offices or sub-distributors in other large cities.

A good agent is one of the most important factors in developing a market and you should choose one who is able to do justice to your particular product.

A well-established agent can help his principal by providing him with advance information on government purchasing programs, on competing firms and the result of tenders. He can follow up an offer on your behalf and may sometimes manage to extend the bid deadline if the closing date doesn't give you time to prepare and submit an offer. Some agents may be willing to establish bank guarantees themselves, although such guarantees are normally arranged by the supplier. The agent can also expedite payment formalities.

More Information

If you would like to have more detailed information on the opportunities for your product in Iraq, write to the Commercial Office of the Canadian Embassy in Beirut, provide brochures, prices and description of the product and say how it is marketed in Canada. The Asia and Middle East Division, Office of Area Relations, Department of Industry, Trade and Commerce, Ottawa, can help you too.

International Loan Announced

Power in Bolivia—The International Development Association will provide a \$7.4 million credit to help finance the \$10.5 million Santa Isabel project. This is the largest single project in the government-owned Empresa Nacional de Electricidad (ENDE) 1969-72 expansion program. It consists of a 34 mw. hydroelectric plant using tailrace water from the Corani station, a four-mile transmission line to the substation, and engineering services. The project is scheduled for completion in 1972.

Automation for Mid-East Oilfields

An Automation Mission sponsored by the Department visited petroleum producers in Iran, Kuwait, Saudi Arabia and Libya last April. Made up of equipment suppliers, contractors, consultants, etc., the mission investigated opportunities for selling Canadian equipment and services.

ROY J. RUSHKA

Electrical and Electronics Branch

■ The oil industry in Iran has been an important part of the economy for many years. Last year Iran produced an average of 2,835,000 barrels per day.

The utilization of gas has always been a problem there. For years large quantities have been burned in flares and it is only recently that projects have been undertaken for its use, such as the new 42-inch, 700-mile pipeline and petrochemical plants for production of PVC, benzene, caustic soda, sulphur, urea, LPG, and so on. All of these projects (pipelines and petrochemical plants) are now under way and nearing completion.

Gas distribution systems will be built and operated in the major cities, starting with Tehran. Canadians have a great deal of experience in this field and should be able to participate in this growth.

To keep up with the 10 per cent per annum growth of crude oil production it will be necessary to double oilfield production installations and export facilities, such as new pipelines and port facilities, within the next six years. This expansion will require automation (remote control) of some existing facilities and certainly the automation of all new ones in order to reach these goals. At present, studies are going ahead for automating of pipelines and oilfield production systems. This is another area where Canadians can provide equipment and knowhow.

Canadian businessmen have good opportunities in Iran in the petroleum industry because:

1. The Iranian oil industry, both the Oil Consortium and the national Iranian oil and gas companies, think

globally when they are purchasing goods and services.

2. Iran is a fast growing and stable country.

3. Iran, like Canada, has long distances to cover to bring petroleum products to consumption centers.

4. Iranian officials are now more conscious of Canada and Canadian firms because of work being done there now and are welcoming additional Canadians.

5. Iran is now arranging to have a special bonded warehouse for manufacturers of equipment who supply the petroleum industry in the area. Spare parts and material can be imported and kept for a number of years without payment of any duty until they are sold.

6. Yearly purchases by the Oil Consortium operating company alone are in the \$100 million range.

Kuwait Accepts Automation

Kuwait, the success story of the Middle East, is a huge oil producer by any standard with an average production of 2,420,000 barrels a day in 1968. As in the other oil-producing countries in the Middle East, the emphasis is on building new petrochemical plants, expansion of existing oil-producing and tanker-loading facilities, and the application of modern techniques to achieve increased efficiency. Because of Kuwait's small population there is economic justification for automating present and new facilities.

The major oil producers in Kuwait are now beginning to accept the idea that automation can benefit them not because of long distances or remote fields but because their systems are large and complex and all labor is in short supply. The producing companies, such as Kuwait Oil Company

and American Independent Oil Company, are considering automation (centralized remote control) of their oilfields. Petrochemical complexes such as the new government refinery are being highly automated; this refinery for the Kuwait National Petroleum Company will have two on-line computers.

Canadian suppliers of equipment and services to the petroleum industry should find this a good market. Kuwait now requires that all tenders be advertised locally, inviting international bids, and orders must be placed through Kuwait agents. This gives all interested suppliers an equal opportunity to bid. Canadians with specialized equipment or knowhow could penetrate this market.

The Trucial States (Abu Dhabi, Qatar, Oman) and others in the southern Gulf area are now experiencing a boom in exploration and production, particularly in offshore areas. They are in the same position as Kuwait about 15 years ago and they are bound to have even more development over the next few years.

Saudis Study Remote Control

In Saudi Arabia there is only one producing oil company, Arabian American Oil Company (ARAMCO). Last year its production averaged out to 2,830,000 barrels per day.

The need to automate (provide remote control) in Saudi Arabia is being studied by a top level management and technical committee in ARAMCO. The urgent need is for the automation of offshore oilfields. The on-shore installations are so large both in quantities handled and in size that the economic advantages of automation will probably be proved and implementation will follow once the committee has completed its studies.

The following were the members of the Automation Mission to the Middle East Petroleum Industry.

W. A. Tracey
Manager, Control Engineering
Hoyles Niblock International Limited
Vancouver, British Columbia.

W. A. Devereaux
Assistant Manager, Business
Development Division
Mon Max Services Limited, Calgary
and
Montreal Engineering Company Limited,
Montreal.

R. A. Marsh
Regional Sales Manager
Western Region and Export
Lenkurt Electric Company of Canada
Limited
Vancouver, British Columbia.

A. A. Douloff
Manager, Systems & Data Processing
Trans-Canada Pipelines Limited
Toronto, Ontario.

Roy J. Rushka (Secretary)
Special Projects
Electrical & Electronics Branch.
Dept. Industry, Trade and Commerce

ARAMCO is international in its buying policies in order to obtain the best quality and price. It has purchasing and engineering offices in The Hague and a purchasing office in New York. Canadian equipment has been

bought through the New York office from companies that have made themselves known to it and offered a competitive product.

Interested Canadian companies should establish contact with ARAMCO in Saudi Arabia for engineering and construction projects and in addition in The Hague for engineered products. To sell off-the-shelf products, information must be sent to the Saudi Arabian and New York offices and if necessary, followed up by personal contact. ARAMCO not only buys all of the usual oilfield, refinery and loading dock requirements but looks after nearly all community needs from the cradle to the grave. Examples are a TV/FM station, building and operating schools for the Eastern Province of Saudi Arabia, hospitals and medical research, etc.

Libya Moving Ahead

Libya leads all major oil-producing countries in the percentage of increased production for 1968. This increase was 49 per cent and the average daily production was 2,600,000 barrels. One of the major producers, Oasis, is now completing the installation of automation to make its system one of the most advanced oilfield operations. Its computer control center is located in the oilfields in the middle of the Libyan desert. From this center the company will control all of its production, pipelines and power systems. Some Canadian electronic

equipment is being used by Oasis in its automation system. The other major producers (such as Mobil, Esso, and Occidental) are studying methods for automating their systems. It is very expensive to maintain skilled labor in these fields and this makes it much easier to justify automation than in countries that have a good supply of skilled labor.

Expansion of facilities is proceeding at a fast pace in order to increase production and to use the gas which is now being flared off. Esso is now completing its LNG plant in Libya for sale of gas to Europe. Major development projects are being undertaken, such as a new 100,000-barrel per hour bow-mooring loading facility for Esso's terminal at Marsa-el-Brega.

Canadians are thoroughly experienced in the petroleum industry and especially in the handling and processing of natural gas. They provide equipment and services in many areas and these can be useful to customers in the huge Middle East petroleum industry. Yearly purchases of equipment and services by the oil companies alone in the four countries of Iran, Kuwait, Saudi Arabia and Libya, total over \$500 million and are expanding.

Companies which would like to have more information on potential markets and ways of doing business in these areas should get in touch with the Department of Industry, Trade and Commerce in Ottawa.

International Loans Announced

Industrialization in the Dominican Republic—The Inter-American Development Bank will lend U.S.\$7 million to assist the Dominican Republic to develop its small and medium-sized industries. Processing of metallic and other minerals, foodstuffs, textiles, footwear, clothing, chemicals, and metals industries will benefit.

Low-cost homes in Guatemala—The Inter-American Development Bank will lend U.S. \$5 million to the Republic of Guatemala to be channeled through the Instituto Nacional de la Vivienda into building or rehabilitating houses for low-income families. In some cases, an enclosure wall with completed bathroom

and kitchen facilities and a concrete floor will be provided. In others, families will be assisted to build their own homes. The country's greatest need for urban housing is in Guatemala City.

Land settlement in Honduras—The Inter-American Development Bank will lend \$7.7 million to the Republic of Honduras to help settle 3,300 low-income families on government lands. The project includes access roads, lands improvement, housing, farm machinery and technical assistance. In the new settlements, family income is expected to rise to between \$800 and \$2,300 a year. The loan is being made from the Fund for Special Operations and will be

within the framework of the Alliance for Progress.

Power distribution in Singapore—The World Bank will lend \$20.5 million towards the \$43.3 million cost of the Public Utilities Board of Singapore's plan for expanding its electric power distribution system in the 1969-71 period. This includes the installation of 430 mva. of primary and 650 mva. of secondary distribution transformers, 250 miles of primary and secondary cables, and switchgear and ancillary equipment for primary and secondary substations. Singapore's power sales have been increasing at an annual 15 per cent in recent years.



The ruined convent of Santa Clara is in Antigua, the old Spanish Colonial capital of this country

Central America Woos the Tourist

New hotels and motels, better roads, improved airports are planned in Central America and Panama. Canadians should seek out trade leads, especially if they can offer financing.

JOHN D. TENNANT, *Assistant Commercial Secretary, Guatemala City*

■ The tourist trade in Central America and Panama has begun to find a broader base on which substantial development can be founded. For Canadians selling to the industry, now is a propitious time to get a foot inside the door.

Ideally situated for the next wave of winter-holiday expansion, the Central American isthmus—comprising Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica and Panama—is not only a part of the “Caribbean rim” but is also just a step south of the booming Mexican market. El Sal-

vador has doubled its tourist inflow since 1965 and in 1967 had 158,000 visitors. Guatemala had over 170,000 tourists the same year.

Tourist traffic from neighboring Central American countries and from South America is, of course, a major factor and can be particularly important in terms of earnings. Panama estimates that the average South American tourist spends four times as much as the average American on each visit.

To date, development of hotels has been confined principally to capital

cities, where they depend more on business than on pleasure travel. Typically, each capital has two or three international-class hotels of varying age. Outside of the major cities (where many of the greatest attractions lie) development is limited and the facilities for visitors are not widely known and usually not extensive or elaborate.

Expansion by the present hotel operators—including Western International, Intercontinental (Pan American) and a Central American chain (Connor/Jacobson)—is planned and,

at the same time, there are to be some important breakaways from the present "capital city" orientation of the industry.

What It Offers

Central America offers outstanding and varied attractions for the tourist. Among them are:

- An excellent climate, varying from lush tropical heat at the coast to the moderate springlike weather at higher altitudes.
- Attractive coastal areas, including a few beautiful islands, in Honduras (Islas de la Bahía and the Caribbean coast), in El Salvador (Pacific Coast), Costa Rica (Pacific) and in Panama (the San Blas Islands, Las Perlas Islands, and excellent beaches on both coasts).
- Hunting and fishing, specifically famous deepsea fishing in Panama and big game hunting and freshwater tula-bee fishing in Guatemala's low-lying Petén region.
- Volcanic mountains, some semi-active, with idyllic lakes, most notably Guatemala's Lake Atitlan, described as the "world's most beautiful".
- A rich and interesting archaeological tradition, particularly the remains of the Mayan civilization in Guatemala.
- Indigenous Indians, famous for their Christian/Pagan beliefs and their excellent handicrafts, and impressive vestiges of the area's Spanish Colonial past, including Antigua (Guatemala) once a colonial capital of 70,000 people and 55 churches and destroyed by earthquakes in 1774.

Current Developments

Several smaller hotels already exist near some of these major attractions, and additional hotels, most of about 50 rooms, are planned. But still more will be needed. Current plans include hotels at Atitlán and Esquipulas (Guatemala), on the Pacific coast of Guatemala, and in El Salvador and Panama. Motels along the Pan American Highway also offer potential.

Major new hotels and expansions include a 224-room Western Interna-

tional Hotel in San Salvador, being financed with help from the International Finance Corporation (IFC); a long-term \$30 million expansion at the El Panama; new Connor/Jacobson hotels in San Pedro Sula and Panama and a 60-room expansion in El Salvador; a third major hotel in Tegucigalpa; a large new hotel in Managua, and several in San José. Hilton has expressed its interest in Guatemala and Western International has completed the first phase of an expansion. In Panama alone, the tourist authority recently had some 70 proposals pending.

Airports and Roads

An important guide to future development will be the selection of the airports to handle jumbo jets. Panama is already a Latin American crossroads—both air and sea—and it seems a certain site for early expansion to handle bigger jets. Guatemala or El Salvador, at the northerly end, will probably follow. Already airport facilities throughout the area are above standard.

Complementing airport facilities is the Pan American Highway—no longer the legendary adventure that it once was. Motorists with a little time can now drive on pavement all the way to San Jose, Costa Rica, and need not fear the final unpaved stretch to Panama. Nevertheless, the 490-mile "Darien Gap" between Panama and Colombia has yet to be bridged by a road to link Central and South America.

Governments Are Active

There is a great deal of government interest expressed in tourism. Tourist incentive laws have been enacted and Tourist Boards are being strengthened. But relatively little has been done by way of detailed studies of travel flows, promotion programs, potential development areas, and coordination of various aspects of tourism. A Central American Tourism Organization has, however, been formed to plan and assist area development.

Pursuing Opportunities

At this stage, direct dealings either with the foreign or Central American developer are the practice rather than the use of agents, though the

latter may come with the industry's expansion. Although outside consultants frequently aid in the development of major locally financed hotels, the architects have traditionally been Central American.

Finance is a key factor. It is difficult to obtain in Central America and developers normally seek suppliers' credits for equipment and/or some shareholding arrangement. Canadian firms should be prepared to specify finance because it is the developer's prime concern. In Panama, the Government will provide guarantees on loans to approved developments of over U.S.\$2 million in Panama City and over U.S.\$150,000 in other parts of the country. Other governments will assist with special loans in some cases.

Equipment suppliers should realize that not all tourist incentive laws allow duty-free import of all goods. Use of locally made items, particularly furniture, when these are available is encouraged. Local associates or at least a knowledge of local suppliers may therefore be essential to interior decorators and others.

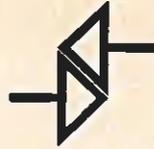
Unquestionably, a visit (probably a minimum of two weeks) is the all-important way to lay the groundwork and to encourage a move away from traditional U.S. suppliers. Most developers and hotel management speak English fluently and language is not likely to be a problem.

Assistance before and during the visit is readily given by the staff of the Embassy in Guatemala, which is responsible for trade promotion throughout the area. Officials of Industry, Trade and Commerce in Ottawa can lay the groundwork on financing, can help with contacts and can provide addresses of home offices of firms such as Hilton and Western International. It might be useful to visit them before setting out on a Central American swing.

An aggressive start at cultivating this market would bring real benefits. After all, the tourist curve is definitely up in Central America.



trade lines



Brazil studies Santos port expansion

The Brazilian Government has earmarked funds for a technical and economic feasibility study to expand the port of Santos. It calls for development of the river bank opposite the present port installations, known as Conceicaozinha and Barnabe Island. The study will include railway and highway access. Some eight miles of new docks providing depths of between five and seven fathoms will allow the port to handle six times the tonnage handled now. The study and subsequent expansion is expected to receive priority because of the present inadequate facilities. Companhia Docas de Santos will supervise the project—Sao Paulo.

Swiss firm supplies equipment for Brazilian power plant

Centrais Electricas de Sao Paulo SA has awarded a contract to two consortia made up of some twenty firms from Europe, Japan and Brazil, to supply electro-mechanical equipment for the world's largest hydro-electric power plant which will be built on the Rio Parana at Ilha Solteira, 600 km. north of Sao Paulo. The total cost of the project will be Cdn.\$75 million. The largest share of Cdn.\$14 million will go to the Swiss firm, Brown Boveri & Co. Ltd., which will supply generators, switchgear and other items. The Brown Boveri plants in Baden (Switzerland), Mannheim (Germany), and Sao Paulo (Brazil), will manufacture the equipment—Berne.

Educational television comes to Hong Kong

Work on educational television studios in Hong Kong will begin immediately and the system is expected to be in operation by the end of 1969. N. J. Pappas & Associates of Montreal is redesigning television studios in Broadcasting House which is occupied by Radio Hong Kong. The cost of modification to Broadcasting House is expected to be H.K.\$155,000. The capital cost of television equipment will be H.K.\$1.7 million (Cdn.\$300,000)—Hong Kong.

Venezuela plans a toll road

The Government of Venezuela has announced its intention of building an expressway linking the petrochemical center of Lake Maracaibo with the heavy industries of Ciudad Bolivar on the Orinoco. It will be financed locally and paid for by levies charged to users—Caracas.

New Zealand gets Samoan sawmill contract

Fletcher Construction Company Limited has won the U.S.\$1 million contract to build a sawmill, offices and housing for Potlatch Forests Incorporated in Western Samoa. The whole project will cost U.S.\$3.5 million and will include veneer slicing equipment as well as sawmills. There will be an extensive tree farm. The plant will begin operations next year—Wellington.

Caracas subway re-examined

The new Venezuelan Government has appointed a commission to go over the whole Caracas subway project again. Senor Armando Vegas, former President of the Venezuelan Congress, is presiding over the Commission, and the study, which will also consider alternatives such as additional expressways or a monorail system, was expected to take two months, according to a report received in April—Caracas.

Business optimism in Sweden

Swedish industry expects output in 1969 to be 8 per cent above last year's. The most expansive sectors are steel, engineering and plastics. Pulp and paper are limited by available capacity—Stockholm.

Ore pelletizing plant being built in Venezuela

A \$100-million iron ore pelletizing plant is under construction at Puerto Ordaz in Venezuela and will be completed by the summer of 1970. This is intended to help the country regain its competitive position in overseas markets for iron ore—Caracas.

Venezuela wants to link up power sources

The Guri Dam in the east of the country and the Santo Domingo Dam in the west are to be linked up. The Guri high-voltage line will go as far as Santa Teresa and the Santo Domingo line to Barquisimeto. The Venezuelan authorities are now planning to extend the line from Santa Teresa to Valencia and then on to Barquisimeto—Caracas.

Norwegians retail frozen fish in Prague

In February 1969, Frionor, a sales organization representing several Norwegian frozen fish producers, opened a shop and fish restaurant in Prague—Prague.

foreign tariffs and trade regulations



Australia

FASTER CUSTOMS CLEARANCE—With effect from May 19, 1969, the scheme to speed up clearance through Customs which went into operation first at Sydney and Melbourne has been extended to Brisbane, Port Adelaide and Fremantle. *Foreign Trade*, January 4, 1969, issue explained that under this scheme immediate release without examination of the specified commodities will be made on presentation of an entry and payment of duty. Permits will still be required for goods subject to quarantine or other restrictions.

With effect from May 19, 1969, all importers of the goods included in the facilitated clearance arrangement will be required to lodge import entries and invoices for such goods with the facilitated clearance officer at the port regardless of whether or not they have previously participated in the scheme. In the past, those considered to be regular importers were free to participate if they so wished. A reference number will be allocated to the importer when import documents are lodged for the first shipment of any of the commodities included in the facilitated clearance arrangements. This reference number is to be quoted on all subsequent shipments of goods included in the scheme. Importers already provided with reference numbers for particular commodities will use those references on future entries for all commodities included in the scheme.

The list of commodities now covered by the scheme is as follows:

- Meat and edible meat offals (chapter 2)
- Fish, crustaceans and molluscs (chapter 3)
- Dairy produce, birds' eggs, natural honey (chapter 4)
- Edible vegetables and certain roots and tubers (chapter 7)
- Coffee (item 09.01)
- Tea (item 09.02)
- Cereals (chapter 10)
- Copra (12.01.900)
- Preparations of meat, fish, crustaceans and molluscs (chapter 16)
- Fruit preserved by freezing containing added sugar (item 20.03)
- Carbon black (28.03.900)
- Fertilizers (chapter 31)
- Black masterbatch (32.07.400; duty rates 28.03.900)

- Natural rubber (40.01.100 and 40.01.200)
 - Factice (40.02.100)
 - Synthetic rubber (40.02.910)
 - Timber (item 44.05)
 - Paper pulp (item 47.01)
 - Newsprint (item 48.01)
 - Animal hair (53.02.900)
 - Cotton waste (item 55.03)
 - Cotton gauze (item 55.07)
 - Waste of jute (57.03.900)
 - Hessian (57.10.190)
 - Sheet glass (items 70.04 to 70.08)
 - Taps, cocks, valves and similar appliances (84.61.990)
- and all goods of New Zealand origin.

Peru

IMPORT PROHIBITIONS AND SURCHARGES—The ban on imports of luxury goods established by Supreme Decree No. 202-68-HC which was originally scheduled to cease on March 31, 1969, has been extended to March 31, 1970, by Decree Law No. 17535 of March 25, 1969.

The 10 per cent surcharge collected upon purchase of foreign exchange certificates used in payments of all imports classified as non-essential items has been extended indefinitely by Decree Law No. 17234. The surcharge will from now on be collected by the Customs authorities rather than by the Central Bank.

By a government decree law of May 27 the 10 per cent surcharge on the importation of capital goods financed by foreign credits and not domestically produced was lifted. To qualify for exemption from the surcharge: (1) at least 90 per cent of the value must be financed with foreign credits, (2) credit terms must be for more than four years, (3) the annual interest on outstanding balances must not exceed the prime rate in the market of origin by more than 3 per cent, including financing costs and commissions in favor of the foreign creditor, and (4) payment instalments must be divided in equal amounts.



Markets in Brief

HUNGARY

Area: 35,918 square miles.

Population: 10,236,000 (1968).

Climate: moderate.

Language: Hungarian.

Currency: forint (100 fillers = 1 forint).
Official rate of exchange: Cdn.\$1.00 equals 10.83 forints. Tourist rate of exchange: Cdn.\$1.00 equals 27.72 forints.

Capital: Budapest

Marketing centers: Budapest (population) 1,951,000, Miskolc 171,000, Szeged 160,000, Debrecen 148,000.

Chief ports: Hungary is a land-locked country. Canadian shipments are usually routed through North European ports (Rotterdam, Hamburg, and Gdynia) or Adriatic ports (Trieste and Rijeka).

Economy: once predominantly agricultural, in the postwar years Hungary has directed its major investments towards industrial sectors. Lacking in most raw materials, it must pay for these essential commodities through exports of products of its industrial and agricultural enterprises.

Agriculture: maize, wheat, barley, potatoes and sugar beet are the principal crops. Agricultural income represents 22 per cent of the GNP.

Industry: principal industries include textiles, chemicals, diverse machinery, engineering (light in particular) and telecommunications.

Transportation: the Hungarian State Railway operates almost 14,000 miles of track, of which 670 miles are electrified. There are some 29,000 miles of road. Navigable inland waterways stretch about 1,556 miles. MALEV, the state-owned airline, links principal cities in Hungary and offers international services.

Weights and measures: metric system.

Conditions of trade: the state has a monopoly over all foreign trade. Under the Ministry of Foreign Trade some 100 foreign trade companies each dealing with a particular group of products are authorized to import and export. This figure includes certain large state factories which are authorized to engage in foreign trade activities on their own. Under the present system of decentralization the number of end users permitted to be active in the import field is increasing. The few Hungarian citizens authorized to act as agents for foreign companies cannot import for their own account, hold stocks or maintain a sales or service organization, but can act only as intermediaries between foreign firms and the Hungarian companies holding foreign trade rights.

Foreign exchange and import regulations: import licences are obtained from the Ministry of Foreign Trade by the foreign trade company concerned.

Total Hungarian imports: 1967—F20,841 million; 1966—F18,378 million.

Chief imports: (per cent) 1967—raw materials and semi-finished products 52.8, machinery and equipment 32.3, foodstuffs 8.5, manufactured consumer goods 6.4.



Chief suppliers: (per cent) 1967—U.S.S.R. 33.3, Eastern Europe 32.0, Western Europe 23.3, rest of the world 11.4.

Value of imports from Canada: 1968—Cdn.\$12.3 million; 1967—Cdn.\$3.5 million.

Chief imports from Canada: (Cdn.\$'000) 1968—wheat, except seed n.e.s. 6,626; copper scrap 2,379; sulphur, crude or refined n.e.s. 1,895; cattle hides, raw 453; milk powder, skim 441.

Total Hungarian exports: 1967—F19,971 million; 1966—F18,705 million.

Chief exports: (per cent) 1967—machinery and equipment 31.1, raw materials and semi-finished products 23.9, manufactured consumer goods 23.1, foodstuffs and raw materials for the food processing industry 21.9.

Chief markets: (per cent) 1967—U.S.S.R. 36.1, Eastern Europe 30.4, Western Europe 21.4, rest of the world 12.1.

Value of Canadian purchases: 1968—Cdn. \$7.9 million; 1967—Cdn. \$6.5 million.

Chief Canadian purchases: (Cdn.\$'000) 1968—overcoats and topcoats 903; print cloth and sheeting cotton colored 732; gloves and mittens, leather 607; tumbler and stemware glass or crystal 390; broad woven fabrics cotton colored n.e.s. 366.

Prices: quote in U.S. or Canadian dollars, f.o.b. Canadian port and c.i.f. North European or Adriatic port.

Usual terms of payment: letter of credit with terms negotiated according to commodity and competition. Credit is often sought for capital equipment purchases.

Samples: samples of no commercial value must be declared and exported. If the samples are of considerable value, a bond equal to sample value must be posted, recoverable on leaving the country.

Visas: business or tourist visas may be obtained from the Hungarian Embassy, Ottawa. **Inoculations:** smallpox.

Tariffs, documentation, marking and labelling: consult the Office of Area Relations, Department of Industry, Trade and Commerce, Ottawa.

Correspondence: English and German; airmail only, letters 15 cents per half ounce.

For detailed information on this market write to: European Division, Office of Area Relations, Department of Industry, Trade and Commerce, Ottawa, or Commercial Counsellor, Canadian Embassy, P.O. Box 190, 1013 Vienna, Austria.

YUGOSLAVIA

Area: 98,000 square miles.

Population: 20,000,000.

Climate: Mediterranean and moderate.

Topography: mountainous, with wide fertile plains.

Language: Serbo-Croat; German, French, Russian, English, and Italian used commercially.

Currency: dinars; one new dinar equals Cdn.\$0.0861 (June 1969).

Foreign exchange and import controls: only licensed import firms are permitted to carry on import operations.

Weights and measures: metric system.

Capital: Belgrade.

Marketing centers: Belgrade (population) 703,000, Zagreb 503,000, Sarajevo 223,000, Ljubljana 183,000, Skopje 230,000.

Economy: Yugoslavia is a socialist country with the means of industrial production and trade owned by the state. Workers' councils participate in the management of factories. The majority of agricultural land is privately owned and agriculture accounts for some 20 per cent of exports. Manufacturing is becoming increasingly important.

Total Yugoslav imports: 1968—U.S.—\$1,741 million; 1967—U.S.—\$1,707 million.

Chief imports: 1968—machinery, industrial and transport equipment, ferrous and non-ferrous metals, food products, chemicals, textiles, fuels.

Chief suppliers: (per cent 1967—COMECON 23, EEC countries 39, United States 7, Britain 5.

Value of imports from Canada: 1968—Cdn.\$6.6 million; 1967—Cdn.\$3.5 million.

Chief imports from Canada: (Cdn.\$'000) 1968—copper scrap, shapes, bars, 3,788, asbestos 1,411; aluminum 303; wood pulp 168; aircraft engines 143; construction machinery 139.

Total Yugoslav exports: 1967—U.S.—\$1,252 million; 1966—U.S.—\$1,220 million.

Chief exports: 1968—meat and other agricultural products, machinery and equipment, timber and forest products, non-ferrous ores and metals, tobacco, hides and leather products, textiles, transport equipment.

Chief markets: (per cent) 1967—COMECON 33, EEC countries 28, Britain 3.6, United States 6.4.

Value of Canadian purchases: 1968—Cdn.\$4.7 million; 1967—Cdn.\$3.8 million.

Chief Canadian purchases: (Cdn.\$'000) 1968—mercury 521, cotton yarn 461, magnesia 370, overcoats and topcoats 318, ski boots 188, print cloth 171, furniture 146, skis 140, radio-phonographs 104.

Prices: normally c.i.f. Rijeka or Trieste, or f.o.b. Canadian port; for certain commodities c.i.f. Salonika (Greece) may be required.

Usual terms of payment: confirmed letter of credit for consumer items; negotiated credit terms for durables and capital equipment.

Samples: of no commercial value, duty-free; with commercial value, may be imported duty-free only if re-exported.

Visas: visa is required, available at entry point. **Inoculations:** none.

Trade agreements: exchange of most-favored-nation treatment; member of GATT.

Correspondence: airmail only; letters 15 cents per half ounce.

Documentation, customs tariffs, markings and labelling: consult the Office of Area Relations, Department of Industry, Trade and Commerce, Ottawa.

For detailed information on this market write to: European Division, Office of Area Relations, Department of Industry, Trade and Commerce, Ottawa, or Commercial Secretary, Canadian Embassy, Proleterskih Brigada 69, Belgrade, Yugoslavia.



Foreign Exchange Rates

These nominal quotations may help exporters in checking prices, but they should consult their banks before making any firm commitments. When more than one rate is shown, the one to be used depends on the commodity traded. Information on the rate for any specific commodity may be obtained from the Office of Area Relations, Department of Industry, Trade and Commerce, Ottawa.

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

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

For conversion of column one to the U.S. dollar equivalent, multiply by .92. To convert column two, divide by .92.

Country and Currency	Value of		Country and Currency	Value of	
	Foreign currency unit in Canadian dollars	Canadian dollar in foreign currency units		Foreign currency unit in Canadian dollars	Canadian dollar in foreign currency units
	June 20			June 20	
Algeria Dinar	.2173	4.62	Denmark Krone	.1437	6.98
Argentina Peso (free)	.0031	322.58	Dominican Republic Peso	1.081	.93
Australia Dollar	1.205	.8340	Ecuador Sucre (official) (free)	.0600 .0538	16.72 18.65
Austria Schilling	.0418	24.03	El Salvador Colon	.4324	2.32
Bahamas Dollar	1.059	.94	Flji Pound	1.239	.80
Belgium and Luxembourg Franc	.0214	46.72	Finland Markka	.2574	3.90
Bermuda Pound	2.567	.38	France, Monaco, etc.² Franc	.2173	4.62
Bolivia Peso	.0908	11.06	Franco-African Republics³ Franc	.0043	232.5
Brazil Cruzeiro (official free)	.2677	3.75	French Pacific⁴ Franc	.0119	84.03
Britain Pound	2.583	.39	Germany D Mark	.2701	3.72
British Honduras Dollar	.6457	1.56	Ghana New Cedi	1.059	.94
Burma Kyat	.2270	4.42	Greece Drachma	.0360	27.93
Ceylon Rupee	.1816	5.53	Guatemala Quetzal	1.081	.93
Chile Escudo (bank rate) (free)	.1204 .1077	8.20 9.17	Guyana Dollar	.5405	1.85
China, Republic of New Taiwan Dollar (official)	.027	37.04	Haiti Gourde	.2162	4.64
Colombia Peso (fixed)	.062	15.87	Honduras Lempira	.5405	1.85
Congo (Kinshasa) Zaire	2.154	.4651	Hong Kong Dollar	.1784	5.62
Costa Rica Colon	.1632	6.15	Hungary Forint (official)	.0921	10.85
Cuba¹ Peso	.....	.....	Iceland Krona (official)	.0122	81.96
Czechoslovakia Koruna	.1501	6.68	India Rupee	.1427	7.00

Country and Currency	Value of		Country and Currency	Value of	
	Foreign currency unit to Canadian dollars	Canadian dollar in foreign currency units		Foreign currency unit to Canadian dollars	Canadian dollar in foreign currency units
	June 20			June 20	
Indonesia⁵ Rupiah	.....	.....	Paraguay Guarani (free)	.0086	116.28
Iran Rial	.0142	70.42	Peru Sol (free)	.0248	40.65
Iraq Dioar	3.026	.33	Phillppines Peso (free)	.2761	3.63
Ireland Pound	2.583	.38	Poland Zloty (fixed basic rate)	.2700	3.71
Israel Pound	.3088	3.25	Portugal & Colonies⁶ Escudo	.0376	26.66
Italy Lira	.0017	588.23	Saudi Arabia Riyal	.2066	4.84
Jamaica Pound	2.583	.38	Sierra Leone Leone	1.509	.66
Japan Yen	.0030	333.33	Singapore Dollar	.3531	2.85
Kenya Shilling	.1526	6.55	South Africa Rand	1.509	.66
Lebanon Pound (free)	.3351	2.99	Spain & Dependences Peseta	.0154	64.93
Malaysia Dollar	.3531	2.85	Sweden Krona	.2090	4.79
Mexico Peso	.0864	11.60	Switzerland Franc	.2509	4.01
Morocco Dirham	.2169	4.69	Syria Pound (free)	.2819	3.55
Netherlands Florin	.2967	3.37	Thailand Baht (free)	.0524	19.15
Netherlands Antilles Florin	.5732	1.75	Trinidad & Tobago⁷ Dollar	.5392	1.85
New Zealand Dollar	1.209	.82	Tunisia Dinar	2.059	.48
Nicaragua Cordoba	.1544	6.50	Turkey Lira	.1201	8.35
Nigeria Pound	2.998	.33	United Arab Republic Pound (official)	2.486	.40
Norway Krone	.1515	6.63	United States Dollar	1.080	.92
Pakistan Rupee	.2270	4.42	Uruguay Peso (free)	.0043	232.56
Panama Balboa	1.081	.92	Venezuela Bolivar (official free)	.2406	4.17
			Yugoslavia Dinar (official)	.0864	11.61

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

2. Franc is also used in French Guiana, Guadeloupe and Martinique.

3. Chad, Central African Republic, Congo (Brazzaville), Dahomey, Gabon, Ivory Coast, Islamic Republic of Mauritania, Niger, Senegal, Upper Volta, Camerouns, Togoland, and Malagasy. Also Reunion, Comoro Islands, St. Pierre and Miqueion.

4. New Caledonia, New Hebrides, French Polyoesia.

5. Because of the complexity of the Indonesian exchange rate system, it is impractical to quote a single representative rate for the rupiah.

6. Approximately same rate for Portuguese territories in Africa.

7. Also used in Barbados, Leeward and Windward Islands.

businessman's bookshelf



British Industry Week

Weekly

£6 6s 0d

Published jointly by the Confederation of British Industry and IPC Business Press Ltd., *British Industry Week* provides a forum for informed opinion on subjects ranging from technology to finance. Much of it, admittedly, has only slight bearing on Canadian export opportunities but it keeps the reader aware of current thinking in the British boardrooms. A sample copy is available from the address below.

Order from: Subscription Dept., *British Industry Week*, 40 Bowling Green Lane, London, E.C.1.

Annuaire de l'OCAM

P. K. Esso, editor 704 pages 3,500 CFA francs

The first edition of the *Annuaire* was published this spring. Its purpose is to provide facts about the Organisation Commune Africaine et Malgache which comprises 14 French-speaking African states—Cameroon, the Central African Republic, Congo (Brazzaville) and Congo (Kinshasa), Ivory Coast, Dahomey, Gabon, Upper Volta, Madagascar, Niger, Rwanda, Senegal, Tchad, and Togo. The reader gets a good overall picture plus much pertinent information about each state.

The *Annuaire* is beautifully illustrated with pictures in color which do really evoke the atmosphere of Africa. We recommend this yearbook to Canadians now trading with the OCAM countries as well as to those planning to visit them for the first time. (The *Annuaire* is available only in French.)

Order from: *Nouvelles Editions Africaines*, 31 rue La Bruyère, Paris 9, France.

Marchés Tropicaux et Méditerranéens

Weekly

FF450 a year by surface mail

This magazine is published in Paris and covers the whole of the African continent, both French-speaking and English-speaking countries. It deals mainly with economic matters but also contains some political commentary.

The Canadian reader will find the special issues (some of which have as many as 200 pages) particu-

larly interesting. The ones which describe a geographical area are often available in English as well as French—this was the case with the special issue on the Tunisian market in May 1969 and the Algerian market in June 1969. The March 1969 issue on "Le Marché Africain et Malgache" gave a survey by product groups of metal products, chemicals, building materials, energy sources, vehicles, machinery, telecommunications, transport equipment, food products, textiles and clothing, household appliances, paper and board products, and office furniture. There were many tables of statistics with commentary and explanations. (If you want to find this in a library or to order it, the issue is No. 1218, dated March 15, 1969, and it is priced at FF 40.)

There are regular features in the magazine on legislation and fiscal matters; international commodity markets; sailings to Africa, and prices of tropical products. If these interest you, you may find that surface mail does not bring the magazine to you quickly enough.

Order from: *Marchés Tropicaux et Méditerranéens*, 190 boulevard Haussmann, Paris 8, France.

Traveller's Instant Money Converter

George J. McLeod Limited 50 pages \$1.49

The *Converter* is about the size of a pocket diary. Transparent plastic sheets slip over the scales printed on the pages which enable you to do your calculations with a minimum of arithmetical expertise. However, there are two snags. The scales are based on the official rate for U.S. and not Canadian dollars. When a country devalues or makes a significant change in its exchange rates, you really need a new edition of the *Converter*.

Businessmen probably want a more accurate conversion than a ready-reckoner can provide but they will find some of the other information useful. For each of the score or so of countries listed, denominations of coins and notes usually received as change are given. There are hints on tipping ("in Britain use a shilling as you would use a quarter for tipping barbers, checkroom attendants, etc."), and conversions of clothing sizes and weights and measures to European or metric equivalents.

Obtainable from bookstores and George J. McLeod Limited, 73 Bathurst Street, Toronto 2-B, Ontario.



These golf balls have been dipped in red polyurethane enamel. Yes, it's quite true. Campbell Manufacturing Co. Limited of Willowdale, Ontario, received an order from its agent in Kuwait for several thousand bright red golf balls and has just dispatched them.

Imagine a game of golf in Kuwait and you will see the reason for the color. When the players are ready to begin, they go to the first cocamat and tee off. The sand on the fairway is white—if the balls are also white, they take a lot of watching. (Apart from genuine mirages, there is always the chance that your opponent will "adopt" a lost ball that happens to be in a convenient spot.) And so the game goes on in a world that is just a string of bunkers. Even the greens are oiled sand. But golf's fascination remains; the companionship and the solitude have a quality of their own.

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