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**COVER . . . .** These men are operating oil purification equipment in a Harburg refinery. Germany's oil industry has made an impressive post-war comeback, with new wells drilled and refineries built. Imports of refined products have been cut to 10 per cent of total consumption and the problem now is finding markets for surplus domestic production. (See page two.)

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## West Germany's Oil Boom

*Exploration, production and refining in West Germany's oil industry have all been on the upswing in the postwar years. In fact, the refineries' production is outstripping consumption and exports must take up the slack.*

BONN—To most Canadians the rapid growth of Canada's petroleum industry during the past six years is a familiar story. But perhaps few realize that an interesting parallel development, on a smaller scale, has been unfolding in West Germany during the same period. New oil fields have been discovered, new refineries have been built, and the greater production resulting has meant a substantial saving of foreign exchange.

Under the guidance of the Marshall Plan program for increasing West Europe's petroleum refining capacity, West Germany has made impressive gains. The total annual refining capacity of 1.5 million tons in 1945 had grown to over 6 million tons at the beginning of 1952, and to 8.1 million tons at the end of the year. If present plans are realized, the potential annual production of the West German refineries will reach 11.2 million tons by the end of 1954. If this figure is achieved, part of the industry may have to shut down, unless consumption improves or exports expand.

Despite the enormous increase in refining capacity, Western Germany still lags considerably behind other European countries. For example, France has a total capacity of 40 million tons, and England, 42 million tons.

### Consumption Higher

Total mineral oil consumption in West Germany amounted to 5,619,052 tons in 1952, an increase of 13.5 per cent over the previous year. This compares with an increase of 21.8 per cent from 1950 to 1951, and of 44 per cent between 1949 and 1950.

West German per capita mineral oil consumption is still very low when compared with that of other European countries. The average per capita figure for 1952 is estimated at 56 lb., or 54.2 per cent of the average consumption of 103 lb. in Western Europe. Consumption in Great Britain last year was 152 lb. per capita, 147.6 per cent of West European average consumption, and in France, 132 lb. or 128 per cent of the average.

### Near Self-Sufficiency

Germany's imports of petroleum before the war were divided almost equally between crude oil and refined products. Today, Germany relies largely on domestic production for refined petroleum products. By the end of 1953, it is believed, imports of finished products, now running at about 10 per cent of the total consumed, will be practically eliminated.



*Ten new oil fields were discovered in West Germany last year, using geophysical exploration equipment. This year, crude oil production is expected to be over two million tons; output in 1952 covered 30 per cent of domestic needs. Here workers check sluice pipes to go under river.*

Much of this drive towards self-sufficiency originated during the war when the shortage of both crude and refined petroleum products was an ever-present threat to the operations of the Luftwaffe and Germany's vast mechanized land forces. However, severe bomb damage destroyed much that had been achieved, and it was not until the postwar period that the industry reached its present status.

#### **Locating Refineries**

In Germany, as in Canada, the main consideration governing the location of the refining industry is the availability of the crude product. Thus, refining centres have been established in the Hamburg area where imported crude oil is easily accessible, and in the neighbourhood of the leading oil fields in Lower Saxony, Schleswig-Holstein and near Bremen. The longer-established refineries of the Hamburg region suffered from the economic and political partition of the country, and have now lost a good deal of the remaining marketing area to the refineries on the Ruhr where after the war carbon-hydrogenating works were converted into refineries. In 1952 the Rhine-Ruhr refineries accounted for 55 per cent of the gasoline produced in the Federal Republic, and for 33 per cent of the diesel fuel.

The output of crude oil from domestic deposits amounted to 1,755,000 tons in 1952, enough to meet approximately 30 per cent of West Germany's requirements for the year. The 1953 production is expected to exceed two million tons, thus relatively keeping pace with increasing consumption. This development of the national petroleum resources is quite recent; as late as 1930 the oil fields were yielding only 100,000 tons a year. The

growing threat of war during the thirties was an incentive to new discoveries and much greater production. By 1940 output had reached one million tons. This remarkable improvement followed the discovery of major new fields at Brunswick-Celle, Hamburg, and Schleswig-Holstein. Early in the last war drilling teams opened up an oil deposit in the Emsland, close to the Dutch border, and this area has grown in importance to the point where it now rivals the combined production of Brunswick-Celle and Hamburg. Intensive drilling is still going on in various parts of West Germany. In the north, between the towns of Heide on the North Sea and Ploen on the Baltic, 150 out of 370 recent drillings have been successful and the area now provides 13 per cent of Germany's domestic supply.

#### Scientific Methods Adopted

The adoption of geophysical exploration techniques and the use of reflexion-seismic equipment led to the discovery of ten new oil fields during 1952. These scientific methods of exploration are not new, they have been used successfully in North America for some years. However, they were not used widely in West Germany until last year. The equipment is both imported from the United States and manufactured by German firms, one of which is located in the West Sector of Berlin. Exports of the German manufactured sets are expected to grow. They are already being used in Sicily, Switzerland and France under the guidance of German engineers, and may shortly be used in Brazil. Exports of German manufactured drilling machinery are expected to rise considerably in the near future. The drilling equipment now being produced in West Germany incorporates the latest improvements, including such refinements as fluid drive to facilitate the regulation of drilling through varying rock strata. Electric drilling sets have also been developed by one of the largest heavy machinery manufacturers (DEMAG) and these may prove to be of importance, although they have not yet been fully tested.

#### Changing Trade Patterns

Approximately two-thirds of Germany's crude oil requirements are imported, chiefly from Middle East sources. Last year 3,533 million tons were brought in as compared with 3,451 million tons in 1951. The table below illustrates the trend and sources of crude oil imports.

#### WEST GERMAN IMPORTS OF CRUDE OIL

	1938	1950 (in million tons)	1951	1952
Saudi Arabia .....	.....	·615	1·398	1·229
Iraq .....	.....	·515	1·100	1·215
Kuwait .....	.....	·222	·399	·443
Mexico .....	.....	.....	.....	·038
Venezuela .....	.....	·251	·554	·607
Total .....	1·317	1·603	3·451	3·532

Imports of crude oil have remained virtually unchanged since 1951. Of the total, 82 per cent comes from the Middle East. Germany's expenditures on oil are divided almost equally between dollar and sterling cur-

rencies. The average c.i.f. value of one ton of crude oil was \$26.61 in the case of dollar oil, and the equivalent of \$28.27 in the case of sterling oil (1951 average, \$26.50).

The cutting off of supplies from the Iranian oil fields and refineries had little effect on the pattern of West German imports since very little oil had been purchased from Iran before the shutdown.

### **The Outlook**

The refining industry in West Germany continues to expand despite the fact that, by the end of 1954, refining capacity in Europe will be more than sufficient to meet the foreseeable needs of all West European countries, except for a few specialized petroleum products. Bonn's economic planners are not greatly concerned about this situation because no one contends that West Germany's, or for that matter Europe's, output and capacity should conform exactly as long as export markets exist. Thus, the failure of consumption to keep pace with production does not necessarily mean that refineries will be idle. Rather, it indicates a growing effort to sell finished products abroad. In the case of refineries operated by large international companies, export markets will very likely play an important part whether or not production is surplus to domestic needs.

In forecasting export potentialities, the possibility that Abadan will become active again must be taken into consideration. Also, large refineries are now being built at Aden and in India and Australia and, when completed and producing, they will effectively reduce the potential of the East as an outlet for West German production. To date, exports through the Suez Canal to Eastern countries (four million tons in 1952) have been shared by France, the United Kingdom and Italy, in that order of importance. The degree of Germany's success in the export markets may well determine whether the great postwar expansion in its oil industry has been justified, and will doubtless shape the course of future development.

—IAN V. MACDONALD

*Assistant Commercial Secretary for Canada*

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## **Transportation**

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

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

## Australia

### Timber for Battery Separators

*Traditionally, woods for making battery separators have come from North America. Now Australian researchers are finding native woods which meet these specifications.*

MELBOURNE—One of Australia's traditional imports has been high-grade veneer for use in accumulator battery separators. Every year, its battery industry buys more than 10 million square feet, with much of it coming from overseas.

The best woods for the job are Port Orford cedar and Douglas fir from North America. Australia buys as much of the former as possible, but supplies are limited; she also purchases Douglas fir in fairly large amounts.

#### Finding Suitable Species

During the war, when supplies of overseas timbers were cut off, the expanding aircraft and automotive industries sparked a growing demand for lead-acid accumulators. Researchers in the Commonwealth Division of Forest Products therefore began to study whether Australian and South Pacific timbers could be used in battery separators. Recently the Division has published some of the results of its investigations.

The timber used for separators must be relatively tough to withstand machining and handling and must have even grain to provide uniform diffusion of the electrolyte. This means that even when a suitable species is found, rigid selection is still necessary to get a given quantity of veneer that can be used in battery separators. Thus large stands of the timber are needed to fill the industry's needs.

#### Results of Research

In the course of ten-years' research, forty species of timber from Australia and the Southwest Pacific area were examined. Only six of these proved entirely satisfactory—North Queensland kauri and bunya, celery top, hoop, huon and klinki pines. Radiata pine proved satisfactory in a life test but must be confirmed as suitable for commercial use. This species certainly holds great promise.

Jelutong gave good results in a limited life and service test but because of mechanical weakness, it must undergo extensive service tests to establish its commercial suitability. King William pine proved useful only for stationary batteries because of its low resistance to mechanical abrasion. Sassafras, Vanikoro kauri and yellow carrabeen probably warrant further testing if the supply of the more suitable species runs

short. Klinki pine (*Araucaria klinki*) from New Guinea, Queensland kauri (*Agathis palmerstoni*) and Hoop pine (*Araucaria Cunninghamii*) were found the best if obtained from selected logs and subjected to specific treatment. Unfortunately, supplies of these species are limited and they are in demand for many other purposes. However, it has been government policy to encourage production of battery separator veneer from these species to cut down dollar expenditure.

#### Effect on American Suppliers

It now seems possible to supply the bulk of Australian requirements from local production for some years ahead, except for limited quantities of Port Orford cedar, said to be essential for certain types of batteries. What effect will this have on the North American suppliers?

Imports of battery separator veneer from the United States and Canada for the years 1949-50, 1950-51 and 1951-52 are shown below. These figures include a quantity of separators which had to be imported when adequate supplies of imported veneer could not be found.

AUSTRALIAN VENEER IMPORTS			
	1949-50	1950-51 (in square feet)	1951-52
United States .....	1,142,078	1,714,200	1,347,698
Canada .....	2,846,403	2,918,732	1,935,747
Total .....	3,988,481	4,632,932	3,283,445

Imports from North America during the three years were higher than prewar but the increasing demand means greater supplies which, it is hoped, can be made up from local production.

#### Specifications Worked Out

A number of specifications for Australian timbers for battery separators for special purposes were established during the course of the investigation. This in turn made clear the need for a standard specification covering, as far as possible, all requirements. The Standards Association of Australia was approached and a specification issued for the use of approved Australian timbers in the manufacture of wooden separators for lead-acid accumulators. Timbers so far approved are Bunya pine, hoop pine, North Queensland kauri and klinkii pine. Veneers must be quarter cut, i.e., radially, except the ones for use in central station accumulators.

The following defects were either completely excluded or strictly limited—decay, splits, checks (certain slight surface checks are permitted), shakes, holes, bark, resin pockets, prominent dark streaks because of resins or other extraneous material, knots (excluding a small number of clear, intergrown birds' eyes which will be permitted) and sloping grain (which is limited to one in eight from face to face). The moisture content at time of delivery must be between 9 and 15 per cent and close tolerances are laid down for the thickness of the veneer.

Two grades of veneer are specified, a first and a second, differing only in the permissible number of defects. This gives control over the proportion of first-grade separators which can be obtained.

The specification also deals with manufactured separators, giving tolerances to the profile and dimensions of the finished separator and specifying treatment to remove harmful substances and to reduce the electrical resistance to acceptable values. Two grades of separators are specified, a first and a second. Aircraft separators must come up to first-grade requirements. A table of electrical resistances is included; for automobile batteries, for example, it gives a maximum resistance per square inch of face area of 0.070 ohms.

### **Specifications**

The specification limits the manganese content to 1½ mg. per 100 grammes of oven-dry wood. This is done because one of the commoner Australia separator timbers, North Queensland kauri (*Agathis palmerstoni* F.V.M.), has an appreciable manganese content.

The production of synthetic separators is increasing and large quantities are being made and sold in the United States, Canada and the United Kingdom. Wood separators have always been popular because they are usually cheaper than synthetic. Some authorities think that wood, especially Port Orford cedar, has a catalytic action on the positive plates, resulting in a greater activity during discharge.

### **Outlook for American Timbers**

Australian purchases of Canadian timbers for use in battery separators seem likely to be limited to Port Orford cedar, which is only available in small amounts and perhaps some Douglas fir to make up deficiencies in local supply.

If *Radiata* pine proves as satisfactory in commercial use as tests so far indicate, Australia may well become independent of imports altogether, except for Port Orford cedar for special purposes.

—ROY W. BLAKE

*Commercial Secretary for Canada*

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## **Data for Exporters**

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

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

## Singapore's Sawmilling Industry

SINGAPORE—Singapore's sawmilling industry has just passed its fiftieth birthday. Despite the lack of forests on the island, the industry has flourished because of heavy local demand, the excellent shipping facilities, and the plentiful supply of labour. Last year timber was exported to 17 different countries in contrast to a maximum of seven in previous years. There are twenty-one major sawmills (up to 35,000 fbm output a day) and some ten or more minor ones, all owned and operated by Chinese.

The bulk of the saw logs come to Singapore by truck from Johore State on the southern tip of the Malay Peninsula. Tongkangs, a type of Chinese junk, also bring logs from the Rhio archipelago, Sumatra, and areas of the east coast of Malaya inaccessible by road. Since the war, the supply has been obstructed by difficulties in reaching a trading agreement with Indonesia and the disruption caused in Malaya by Communist bandits. In the last year, however, sufficient saw logs have reached Singapore to fill the demand.

### Classifications and Markets

Malayan timbers are classified in three broad categories: primary, secondary and light hardwoods. Primary hardwoods consist chiefly of Chengal, Balau and Merbau; the main secondary hardwoods are Kapur, Keruing, Kempas and Puhah. The light hardwoods include some ten species but the whole group is frequently given the trade name of Seriah.

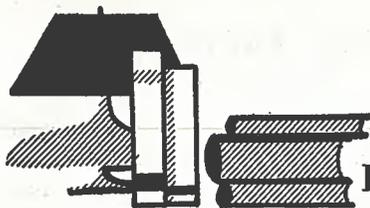
The industry caters to two distinct markets, the local or neighbouring native market, and the overseas export market. The local market does not require grading, but naturally for such buyers as the United Kingdom, Australia, New Zealand, South Africa, the Netherlands, and military contracts in Egypt and South Korea, an effective grading scheme is necessary. Up to June 1949 the timber was graded under the old Empire Grading Rules entirely by Forest Department Inspectors. Thereafter, the Malayan Grading Rules were adopted and a system of private grading, subject to a percentage check by government graders, has proved successful.

Timber production in Singapore reached the record figure of over 108 million fbm in 1952, compared with an estimated 60 million fbm in 1940. However, despite the fact that saw logs were plentiful last year for the first time since the war, exports of both graded and ungraded timber fell appreciably from the 1951 level.

	GRADED EXPORTS		TOTAL EXPORTS	
	Singapore	Malaya*	Singapore	Malaya*
		(thousand feet board measure)		
1948 . . . .	674	2,618	20,138	21,689
1949 . . . .	3,680	13,444	35,368	41,251
1950 . . . .	14,471	42,346	54,210	72,260
1951 . . . .	19,870	36,732	38,667	51,851
1952 . . . .	12,980	25,289	34,712	45,098

\* Includes Singapore exports.

—D. S. ARMSTRONG  
Canadian Government Trade Commissioner



## **Businessman's Bookshelf**

### **Markets in the Caribbean**

*Report of the United Kingdom Trade Mission. 133 pages. \$1.15.*

LAST NOVEMBER, an eight-man British Trade Mission headed by Brigadier W. H. Crosland set out to visit Venezuela, Colombia, the Dominican Republic, Cuba and Mexico. Its objective was to discover how Britain could increase her exports to these countries and ease the strain on her dollar resources. To accomplish it, the Mission travelled 20 thousand miles, visited five capitals and many other towns, and held talks with hundreds of businessmen and officials.

The Mission did not attempt detailed market surveys but assessed the opportunities for business with these countries and suggested how these opportunities might be grasped. Many of its recommendations about agents, personal visits to these countries, delivery dates, the possibilities of supplying capital equipment, etc., are equally pertinent for the Canadian businessman. Those who followed with interest the Canadian Trade Mission to this area last January and February will find this report worth time and study.

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

### **World Economic Report 1951-52**

*By UN Department of Economic Affairs. 132 pages. \$1.50. Ryerson Press.*

THIS IS THE FIFTH in a UN series prepared with two purposes in mind: as a guide in the making of United Nations recommendations in the economic field, and to meet the needs of the general public. Part one describes the major national economic changes in 1951-52, dividing the countries into three groups—economically developed private enterprise economies, centrally planned economies, and economically under-developed private enterprise economies. Part two analyzes the changes in international trade and payments. The authors point to three areas of continuing difficulty, varying from country to country: the maintenance of economic stability, persistent disequilibrium in international payments, and the relatively slow economic advance in the under-developed countries.

*Order from: Ryerson Press, 299 Queen St. W., Toronto, Ontario.*

## **Canadian Foreign Trade Routes**

*By Transportation and Communications Section, Department of Trade and Commerce. 37 pages (mimeographed). Free.*

AS A SERVICE TO CANADIAN TRADERS, this pamphlet breaks down the world shipping routes into seven main groups: to Europe; Far East and South Pacific; Africa; Australia and New Zealand; Caribbean and South America; North America, East and West Coast; Great Lakes. These are then sub-divided further and the regularly scheduled shipping services in each category listed, giving the name of the steamship company, the agents, and the type of service provided. Additional information on vessel departures and ports of call for either scheduled or non-scheduled services may be obtained from the section.

*Order from: Transportation and Communications Section, Department of Trade and Commerce, Ottawa.*

## **Introducing East Africa**

*Prepared by the British Colonial Office and Central Office of Information. 91 pages. 50 cents.*

THE HISTORY, THE PEOPLE, THE PRODUCTS and the growth of the four territories which make up British East Africa—Kenya, Uganda, Zanzibar and Tanganyika—are briefly but adequately described in this little book. Fascinating chapters deal with the coming of the Europeans and the missionaries, the building of the first railway in Kenya (called the "lunatic line" by those who opposed it), and with the abundant wild-life. The forms of government are outlined and other chapters cover the improvements in health, education services and social conditions over the years. The businessman interested in these markets or the would-be traveller will find it valuable and the interest is enhanced by excellent photographs. An appendix lists other books about East Africa and where to write for further information.

*Order from: U.K. Information Office, 275 Albert St., Ottawa, Ontario.*

## **Britain's Economic Problem and Its Meaning for America**

*By Research and Policy Committee, Committee for Economic Development. 52 pages. 35 cents.*

BRITISH ECONOMIC HEALTH depends basically upon two conditions, says this pamphlet which sets out the views of the CED's research and policy committee. One is "greater initiative in introducing technological innovations, increasing labour productivity, and expanding output". The other is "access to expanding and secure foreign markets". Before reaching this conclusion, the committee studies Britain's present situation against the prewar background of the problem. Steps which the United States could take to help Britain solve its economic difficulties are fully discussed, though at the moment Washington does not seem to be moving in the indicated direction.

*Order from: Committee for Economic Development, 285 Madison Avenue, New York 17, N.Y.*

## **Report on Norwegian Shipping**

OSLO—"The Norwegian merchant fleet, at January 1st, consisted of 2,191 vessels of more than 100 tons gross, having an aggregate of 6,043,000 tons gross. Of this, 366 vessels totalling 3,107,000 tons gross were tankers. On the same date there were 3,046,000 tons gross under construction or on order for Norwegian companies; 666,000 tons of this total represented orders placed with Norwegian yards." This quotation from an Oslo daily newspaper shows more clearly than columns of statistics could the importance and breadth of the Norwegian shipping industry. The country's merchant fleet is the third largest in the world, and in tonnage per capita Norway leads the principal shipping nations of the world by a very wide margin. With a population of 3·2 million the per capita tonnage is in the region of 1·45, the closest competitor being Great Britain with 0·65; the United States and Canada stand well down the list with 0·325 and 0·15 respectively.

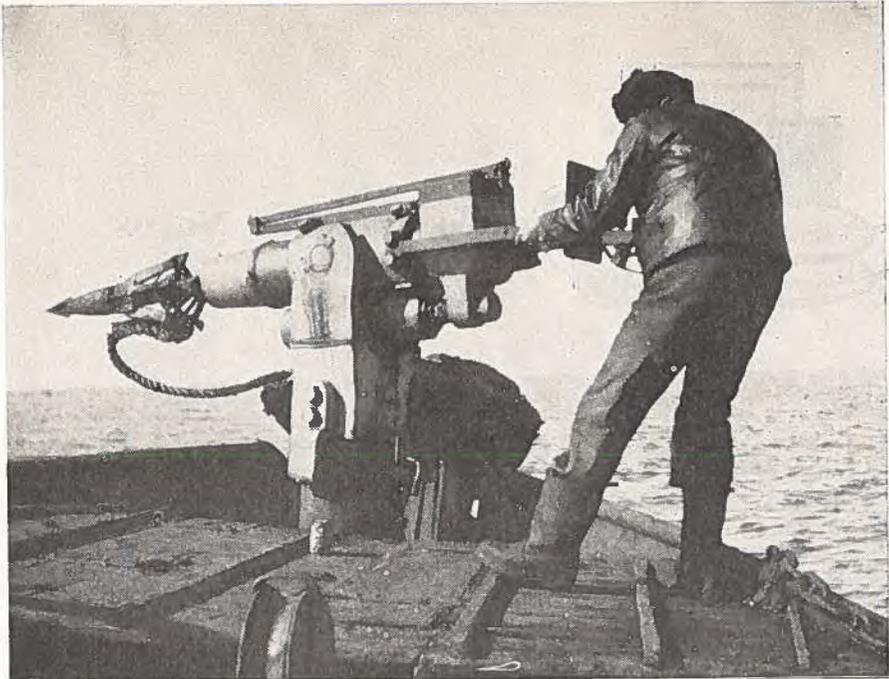
### **Major Source of Revenue**

This means that Norway's investment in the shipping industry is very large; in fact it can be said to be the backbone of her international trading economy. Although Norway's balance of foreign trade in 1951 showed a deficit of about \$261 million, this was more than offset by the revenue derived from shipping alone, about \$277 million. All other foreign revenue during that year amounted to not more than about \$5·5 million.

Because of her small population and therefore modest export and import trade, only 15 to 20 per cent of Norway's merchant fleet plies the home waters. By far the greater part is employed between foreign ports—90 per cent of the tramp fleet, 75 per cent of the liner fleet and 95 per cent of the tanker fleet. The whole merchant fleet's existence depends almost entirely on foreign charter work. However, the fleet is now experiencing rather heavy weather.

### **Heavy War Losses**

During the years 1940-45 Norway lost around 2·4 million tons of shipping, that is, roughly 50 per cent of her prewar fleet. Not only had these losses to be replaced, but many of the ships used during the war required long overdue major overhauls and, in many cases, complete rebuilding. Norwegian yards were not able to undertake such a large program and 80 to 90 per cent of the new building was contracted for abroad. World prices rose at an alarming rate and with them the cost of shipbuilding and repairs. In 1948 the Norwegian Government prohibited further building contracts abroad. This prohibition was upheld until 1950 when it was partly relaxed. It had already been estimated that by 1952 one-third of the Norwegian fleet would be over 20 years old and therefore due for replacement. But with all available yards working at



*Shipping is a large contributor to Norway's national income and forms the backbone of her trading economy. The industry's problem today is to catch up on the overhauling of old ships and building of new ones, delayed by the war. This harpoon gunner is serving on a Norwegian whaler.*

full capacity, deliveries could not and still cannot be made within less than three to four years and the building program has been delayed, although the prewar tonnage figure has long been passed.

The largest additions have been to the tanker fleet. In spite of operating costs five or six times as high as before the war, and building costs ten times as high, new building of tankers predominates because these vessels are often chartered for periods of up to ten years. With this guaranteed income, plus insurance of the vessels, it has been possible to spread the costs of building.

#### **Looking Ahead**

However, Norwegian shipowners are afraid they may be outstripped by foreign competition. The high freight rates obtained in the last four years are dropping, and some smaller vessels have been laid up. The companies themselves must bear the burden of any losses because the shipping industry is entirely unsubsidized. Furthermore, in the days of high freighting charges the Government imposed a flat rate tax on all gross earnings accruing from loads carried in Norwegian vessels, and this tax is still in force.

The Norwegian shipping industry is, however, a healthy one. Allowed to compete freely on the world's markets, it will undoubtedly continue to contribute, as in the past, between 5 and 8 per cent of the entire national income.

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



## Commodity Notes

### AUSTRALIA

**Gold**—Figures announced by the Victorian Minister for Mines show that Victorian output of gold in April was 6,412 fine oz. worth £99,330, an increase of 1,446 fine oz. on the figure for April, 1952. Production for the first four months of the year was 23,789 oz., 3,174 oz. more than for the same period of 1952, valued at £368,534. The sustained improvement in the gold yield was mainly the result of greater output at the Morning Star mine, Wood's Point—Melbourne, July 15.

### BRAZIL

**Abrasives**—The formation of a new company, Carborundum S.A. (Industria Brasileira de Abrasivos), to make abrasives of all kinds and insulating and refractory materials has been announced. Principal stockholder is reported to be the Carborundum Co. of Niagara Falls, N.Y.—Rio de Janeiro, July 18.

### INDIA

**Shellac**—Bihar State faces the prospect of a serious decline in shellac production, its most important cottage industry. Over 150 shellac factories, constituting half the total in Bihar, and about 200 lac factories closed down in 1952. During the last three quarters of 1952 the value of exports of shellac dwindled to Rs.57·8 millions, as against Rs.122·3 millions during the same period of 1951. The volume of exports fell from 365,499 maunds in 1951 to 228,445 maunds in 1952 (one maund=80 lb.). The main reason is the growing and effective competition of synthetic resins. The solution lies in the production of shellac of a better and more uniform quality, and intensive exploitation of the home market—New Delhi, July 4.

### ISRAEL

**Wrapping Paper**—The first paper plant to be established in Israel has recently begun producing, with a monthly capacity of 200 tons of wrapping paper to be made from scrap paper which is available locally. The new plant will mean a considerable saving in foreign exchange—Athens, July 13.

## JAPAN

**Scrap Steel**—The Ministry of International Trade and Industry has announced that, for the year ending March 31, 1953, actual imports of steel scrap amounted to 662,265 tons, as compared with the 360 thousand tons originally estimated. India was the chief supplier, 191,778 tons, followed by Ryukyu Islands, 97,750 tons—Tokyo, July 20.

## NETHERLANDS

**Eggs**—A 30 per cent increase in egg production (representing 325 million eggs) in the last six months of 1953 has been forecast by the Netherlands Minister of Agriculture. This would mean a total of over 1,000 million eggs for export in the next six months, 50 per cent more than in the same period last year when 680 million were exported. The Minister expressed confidence in market prospects, particularly in Germany whose egg imports are liberalized. Eighty-five per cent of Holland's egg exports, half her total output, is marketed in Germany with smaller amounts going to France, Switzerland, Belgium, the U.S. and, from time to time, Canada—The Hague, July 23.

## NEW ZEALAND

**Meat**—During the 1951-52 season (ending September 30, 1952) 600 thousand tons carcass weight of meat was produced. The previous record was 577,400 tons in 1949. Beef and mutton accounted for the main increases. Prewar average production of meat is put at about 468 thousand tons, which indicates an increase of some 28 per cent in last season's production—Wellington, July 14.

## SOUTH AFRICA

**Wheat**—Dr. A. W. O. Bock, Manager of the Wheat Industry Control Board, announced on his return from Washington recently that South Africa was assured of wheat imports during the 1953-54 season, although the price of imported wheat would increase for a period. Dr. Bock said that South Africa's wheat consumption was rising steadily and had increased in a few years from eight million to more than nine million bags (200 lb.) a year. During the 1952-53 season, South Africa will import nearly three million bags of wheat from the United States and Canada at a landed cost of about £7 million—Johannesburg, July 16.

## WEST GERMANY

**Iron and Steel**—In 1952 production of crude iron blocks and rolled steel exceeded 1936 production for the first time since the end of the war. During the second half year, crude steel production exceeded that of the previous year by 11 per cent; production of rolled steel was 14 per cent higher. Exports of rolled steel decreased from 1.4 million tons in 1951 to 1.06 million tons in 1952—Bonn, July 20.

## Mexico

### The Changing Market in Oils and Fats

*Not long ago, Mexico had to import large quantities of these products. Now domestic production covers most of her needs; the few imports are balanced by sales abroad.*

MEXICO CITY—In the last few years, Mexico has become self-sufficient in vegetable and animal oils and fats. Canadian producers of tallow and hog lard, and of some vegetable oils and fats, still can find buyers in Mexico, but these Mexican purchases abroad are compensated by exports.

Production of vegetable oils and fats in the five years 1934-38 averaged 53,789 metric tons—largely from cotton seed, copra, palm nuts, sesame, peanuts and linseed—and about 23,000 metric tons of copra fat had to be imported every year. In addition, Mexico imported an average of 1,794 metric tons of hog lard and 277 tons of tallow to bolster domestic production of only 46,667 metric tons.

By 1951, the story was different, as the table below, giving the increase, shows:

	1934-38	1951	Relative (per cent)
Vegetable fats and oils .....	53,789	183,424	341·01
Animal fats .....	46,667	69,226	148·34
Totals .....	100,456	252,670	251·50

#### Demands of Industry

As Mexican industry developed, soap-makers needed heavy imports of copra and used from 15 to 17 per cent of the total fats consumed. But in the course of the seven years ending in 1951, domestic production grew so quickly that industry's needs were satisfied, imports remained more or less stable, and a small margin became available for export.

The National Bank of Foreign Trade, a government agency, calculated the apparent consumption of oils and fats as follows:

PRODUCTION	1945	1950	1951	1952
		(in metric tons)		
Vegetable oils and fats ....	86,529·0	175,548·0	183,424·0	179,000·0
Hog lard .....	11,548·3	16,582·5	11,911·4	14,000·0
Tallow .....	25,788·3	65,032·4	57,315·1	62,000·0
Total .....	123,865·6	257,162·9	252,650·5	255,000·0
IMPORTS				
Vegetable oils and fats ....	999·1	1,921·9	8,255·6	
Hog lard .....	20,842·0	9,446·0	12,511·0	
Tallow .....	8,681·0	848·0	11,539·0	
Total .....	30,522·1	12,235·9	32,305·6	
Total (disposable) ..	154,387·7	269,399·8	284,956·1	

EXPORTS	1945	1950	1951	1952
Vegetable oils and fats ....	85,209·0	166,844·8	185,112·5	
Hog lard .....	32,390·3	26,048·5	24,422·4	
Tallow .....	24,469·3	65,880·4	68,854·1	
Total .....	152,068·6	258,813·8	278 389·1	

### Vegetable Oilseeds

Production of vegetable oil seeds increased notably between 1940 and 1950:

	1940	1949	1950
	(in metric tons)		
Cotton seed .....	96·7	304·1	393·0
Sesame seed .....	34·2	68·9	78·8
Peanuts in shell .....	15·8	35·1	59·0
Copra and palm nut .....	24·1	42·4	56·4
Linseed .....	1·7	47·3	49·8
Castor seed .....	3·4	2·1	2·5
Total .....	175·9	499·9	639·5

Production in 1950 thus showed an increase of 175 per cent over 1940. In 1940, imports of oil seeds amounted to 67,321 metric tons as compared with an average of 6,487 metric tons annually from 1946-50. And where, in 1940, the soap industry bought 98 per cent of all imports, purchases abroad in 1950 consisted almost entirely of cotton seed for planting.

### Exports and Consumption

Quantity of oil seeds exported rose from 225 metric tons in 1940 to 5,315 metric tons in 1946, 39,491 metric tons in 1950 and about 45,000 tons in 1952. These sales abroad chiefly consisted of linseed and peanuts.

The apparent consumption of oil-bearing seeds, which continues to rise and has been paced by production in 1950-52, developed in the following way:

	1940	1949	1950
	(in metric tons)		
Cotton seed .....	97·7	308·1	395·6
Sesame seed .....	34·2	69·9	78·8
Peanuts in shell .....	15·8	34·6	43·7
Copra and palm nut .....	90·3	44·9	56·5
Linseed .....	1·6	9·7	27·3
Castor seed .....	3·4	2·1	2·5
Total .....	243·0	468·3	604·4

—C. B. SMITH

Office of the Commercial Counsellor for Canada

In May, Canada's production of steel ingots reached an all-time high of 358,896 tons, says a recent DBS report. This represented a gain of nearly 7,000 tons over April 1953. Output for the first five months of 1953 reached 1,723,649 tons, a gain of 11 per cent over the first five months of 1952.



## General Notes

### ARGENTINA

**German Car Assembly Plant**—An article in a Buenos Aires trade paper states that the Daimler-Benz Company of West Germany has sent representatives to Argentina to examine the possibility of establishing a plant for the assembly of their motor cars. The preliminary negotiations were carried on for two years and full agreement has now been reached between the company's representatives and the Argentine Government. Technicians imported from Germany will be used while Argentine personnel are being trained. No mention is made of the date when this factory will begin operations—Buenos Aires—July 17.

### AUSTRALIA

**Labelling Textile Imports**—The Federal Government has introduced a new system for the labelling of imported textiles and wearing apparel. From now on, it will be necessary for all such items to be marked according to wool percentages in their content, together with the names of other fibres they contain. Textile products will now be classified under the following headings:

1. Goods with 95 per cent or more pure wool will be marked "pure wool".
2. Goods containing less than 95 per cent but not less than 5 per cent of wool will show the percentage of wool in addition to the names of other fibres in order of their dominance.
3. On goods of less than 5 per cent wool the trade description will show the names of non-woollen fibres in order of dominance, followed by the words "less than 5 per cent wool".
4. On goods containing no wool the description will indicate the name of the fibre of the goods, or if two or more fibres are present, they will be indicated in order of dominance—Melbourne, July 14.

### CUBA

**Public Works Program**—Cuba plans to float a bond issue not exceeding \$20 million, the bonds to be issued on a 20-year basis with interest at 5 per cent. The revenue will be used to continue a public works program which includes completion of the airport at Santiago de Cuba and the aqueduct of Santiago de Cuba, construction of a sports palace and sports field in Havana, and a number of road construction projects—Havana, July 20.

## DENMARK

**Marshall Aid No Longer Required**—From 1948 up to the end of 1952, Denmark has been allotted Marshall goods to the value of \$270 million, or 2 per cent of the total Marshall Aid granted to Europe. Of this amount, \$238 million was a gift and the remainder a long-term loan at 2½ per cent. Since the end of the year Denmark has received another \$30 million. As a result of this aid, reconstruction in Denmark has now reached a point where further allocations of Marshall Aid are unnecessary, and the Danish Government has advised the Marshall organization to this effect. This will not entail Denmark's exclusion from the American offshore purchases in Europe. The possibilities of Danish participation in this program have so far been restricted but attempts are being made to increase the country's capacity to share in the offshore procurement program—Oslo, July 22.

## PHILIPPINES

**Central Bank Controls Imports**—The Import Control Commission of the Philippines will end its activities on June 30, 1953 and the Central Bank will take over the task, by virtue of the Philippine Foreign Exchange Control Regulations. Interested exporters and others may inspect copies of the rules issued by the Central Bank to control imports after July 1st, by writing to the Director, Trade Commissioner Service, Department of Trade and Commerce, Ottawa, or to the Western Representative of the Department of Trade and Commerce, Marine Building, 355 Burrard Street, Vancouver, B.C.—Manila, July 18.

## UNITED KINGDOM

**Fuel Efficiency**—The British Productivity Council will form and sponsor a non-profit-making company to develop fuel efficiency advisory services for industry. The company is promised an income of £450 thousand, of which the national Coal Board will contribute £250 thousand, and the British Electricity Authority and the Gas Council £100 thousand each. This income is to be supplemented by voluntary contributions and fees—London, July 24.

## UNITED STATES

**Cattle Prices**—Cattle prices averaged \$17.30 at U.S. farms in mid-April; hogs averaged \$20.70. A year earlier cattle averaged \$27.70; hogs, \$16.40. These figures reflect the opposite price trends of the two major meat animals in the past year, when cattle declined 38 per cent and hogs advanced 26 per cent. Hog prices passed the all-cattle average in February. On the basis of annual average prices, hogs had lagged below cattle since 1948. Before 1948, hogs usually averaged higher than cattle.

The sharp boost in hog prices has reflected the holding back of more gilts for breeding and a more active storage demand by packers, as well as the smaller supply because of the farmers' cut-back in the number raised. It indicates that there is still a considerable demand for pork and that it enjoys some independence from beef prices—Chicago, July 27.



## Trade Commissioners on Tour

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

**G. F. G. Hughes**, Canadian Government Trade Commissioner in Beirut, begins a tour of Canada in Montreal, September 8-15. His itinerary is:

Montreal—September 8-15  
Arvida—September 16  
Peterborough—September 18  
Toronto—September 21-25  
Hamilton—September 28  
Brantford—September 29

London—September 30  
Vancouver—October 1-7  
Edmonton—October 8  
Winnipeg—October 12  
Ottawa—October 13-16

**J. H. Stone**, Assistant Commercial Secretary for Canada in Paris, begins a tour of Canada in Montreal, August 31-September 4. His itinerary is:

Montreal—August 31-September 4  
Vancouver: Victoria—September 8-11  
Edmonton—September 16  
Winnipeg—September 18  
Ottawa—September 21-22  
Toronto—September 24-30  
Hamilton—October 1

St. Catharines: Welland—October 2  
Windsor: Walkerville—October 5  
Sarnia—October 6  
Kitchener—October 7  
Preston: Brantford—October 8  
Guelph—October 9  
Ottawa—October 12

**T. R. G. Fletcher**, Canadian Government Trade Commissioner in Hong Kong, began a tour of Canada in Ottawa, June 29-July 10. His itinerary is:

Montreal—August 17-26  
Toronto—August 27-September 4  
Welland: St. Catharines—September 8  
Hamilton—September 9  
Brantford: Guelph—September 10  
Windsor—September 11

Winnipeg—September 27  
Calgary—October 1  
Edmonton—October 2  
Vancouver—October 6-19  
Victoria—October 20

**Richard Grew**, Commercial Counsellor in New Delhi, India, began a tour of Canada in Ottawa on June 29. He will visit Montreal, August 3-7.

**C. M. Croft**, Commercial Counsellor for Canada in Sydney, Australia, begins the second part of his Canadian tour in Halifax, August 3-4. His itinerary is:

Saint John—August 6  
Montreal—August 10-19  
Ottawa—August 20-22

Winnipeg—August 25-26  
Vancouver—August 29-September 4

**T. J. Monty**, Commercial Secretary for Canada in Brussels, Belgium, begins his Canadian tour in Montreal, August 24 to September 4. His itinerary is:

Montreal—August 24-September 4  
Ottawa—September 7-12  
Toronto—September 14-19  
Guelph: Fergus—September 21  
Brantford: Hamilton—September 22  
St. Catharines: Welland—September 23

London—September 24  
Sarnia—September 25  
Windsor—September 26  
Vancouver—October 5-10  
Winnipeg—October 12-13  
Ottawa—October 15-17

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

Windsor: Walkerville—August 17  
Chatham—August 18  
London—August 19  
Kitchener—August 20  
Guelph—August 21  
Hamilton—August 24-25

Victoria—August 31  
Vancouver—September 1-3  
Calgary—September 4  
Edmonton—September 5  
Saskatoon—September 7  
Winnipeg—September 9

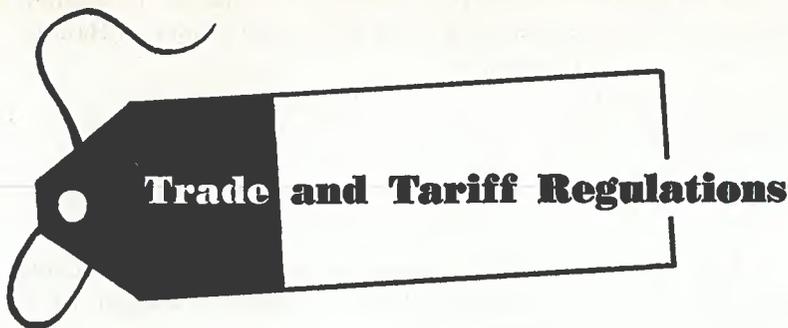
**B. A. Macdonald**, Commercial Counsellor for Canada in Bonn, Germany, began a tour of Canada in Ottawa, July 6-10. His itinerary is:

Winnipeg—August 24-26  
Regina—August 27  
Calgary—August 28

Edmonton—August 29-31  
Vancouver: Victoria—September 9-16  
Ottawa—September 28-October 2

Note: Mr. Macdonald's tour of Ontario has been postponed temporarily because of illness.

Businessmen may get in touch with these officers through the Board of Trade in Saskatoon, Chatham, Brantford, Guelph, Montreal, Quebec, Saint John, Sydney and Halifax; the Chamber of Commerce in Calgary, Regina, Kitchener, London, Welland, St. Catharines, Windsor, Sarnia, Hamilton, Peterborough, Preston, Brockville, Arvida, Chicoutimi, Rimouski, Shawinigan and Three Rivers; the Canadian Manufacturers Association in Edmonton, Winnipeg and Toronto; the Dept. of Trade and Industry in Victoria; the Dept. of Industry and Development in Fredericton (295 Queen St.); and the Department of Trade and Commerce in Ottawa, Vancouver (355 Burrard St.) and St. John's (Stott Bldg.).



# Trade and Tariff Regulations

## BRAZIL

**Sale of Foreign Exchange**—The Free Exchange Market law of January provided that all or part of the foreign exchange proceeds from minor Brazilian exports might be sold in the free market. Subsequently, percentages ranging from 15 to 50 per cent of proceeds from specified exports have been so authorized.

By a notice of July 7, all the export items accorded these various mixed export rates were made subject to a single mixed rate of 50 per cent at the free and 50 per cent at the official. This uniform export rate is to remain in effect until December 31st, 1953. After this date the effective rate will be reduced to 40 per cent at the free and 60 per cent at the official. The official rate of exchange is 18·5 cruzeiros to the U.S. dollar; the free rate is approximately 43·5 cruzeiros to the U.S. dollar.

## GREECE

**Tariff Coefficients Reduced**—Effective July 21, 1953, the coefficients for converting specific rates of duty of the Greek Import Tariff from metallic drachmae to actual currency were reduced on a considerable number of tariff items.

The reductions were made in compliance with Greece's obligations under the General Agreement on Tariffs and Trade. Under the General Agreement, Greece had bound the coefficient rates on scheduled items. However, in July 1952 the rates on some items were increased to meet what were held to be acute financial difficulties. In response to protests from other members of the GATT, Greece undertook to restore the lower rates by July 1953.

The restoration of the former conversion coefficient rates affect such items as cardboard, packing paper and wallpaper; certain iron bars and sheets; iron wire, screws and rivets; nitric acid, ammonium chloride, glycerine, iodine, zinc oxide, and ink. Information on the specific items affected may be obtained from the International Trade Relations Branch.

*This change does not affect the additional coefficient which was announced in Foreign Trade of May 16.*

## UNITED KINGDOM

**Private Buying of Copper**—The Board of Trade has made arrangements to facilitate the private purchase of unwrought, refined and blister copper in the form of anodes, bars, billets, cakes, cathodes, ingots, ingot-bars, slabs and wirebars, by consumers and other traders when dealings re-open on the London Metal Exchange on August 5th.

Members of the London Metal Exchange who participate in the Bank of England Exchange Control Scheme will be granted Open Individual Licences valid for imports from any source.

Applications for Open Individual Licences to import copper will also be considered from consumers' and producers' agents, who wish to import regularly substantial quantities other than through the medium of the London Metal Exchange. These applications must state the quantities expected to be imported during the ensuing 12-month period and the sources of supply, and must be supported by an undertaking to make regular monthly returns to the Board of Trade.

Applications for specific licences will be considered from any others who may wish to import—London, July 27.

## UNITED STATES

**Tariff Commission Investigation into Wool Imports**—By direction of the President, the United States Tariff Commission instituted on July 10, 1953, an investigation under section 22 of the Agricultural Adjustment Act to determine whether wool is being, or is practically certain to be, imported into the United States under such conditions and in such quantities as to render, or tend to render, ineffective, or materially interfere with the price-support program for wool undertaken by the U.S. Department of Agriculture, or to reduce substantially the amount of products processed in the United States from domestic wool. A public hearing will be held in the Tariff Commission Building, Washington, at 10 a.m. on August 31, 1953.

## VENEZUELA

**Ban on Canadian Livestock Lifted**—The Venezuelan Minister of Agriculture announced on June 16th the lifting of the ban on imports of Canadian livestock into Venezuela. The import of Canadian cattle has been prohibited since the outbreak of foot and mouth disease in Saskatchewan in February 1952—Caracas, June 23.

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*Plans to develop native sources of vermiculite—used for insulation in buildings, for acoustic tile and wallboard, as a concrete and plaster aggregate and as a rooting medium—are moving forward. At present most of the vermiculite used here comes from the United States and South Africa.*

# Foreign Trade Service Abroad

† Indicates a change since previous publication.

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

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
<b>Argentina</b> Paraguay Uruguay	C. S. Bissett, Commercial Counsellor  Acting Agricultural Secretary	Canadian Embassy, Bartolome Mitre 478, BUENOS AIRES	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 33-8237
<b>Australia</b> (Capital Territory, New South Wales, Queensland, Northern Territory) Dependencies	C. M. Croft, Commercial Counsellor for Canada	City Mutual Life Building, 60 Hunter Street, SYDNEY	<i>Mail:</i> P.O. Box 3952 G.P.O. <i>Cable:</i> CANADIAN <i>Tel.:</i> BW 9351
<b>Australia</b> (Victoria, South Australia, Western Australia, Tasmania)	R. W. Blake, Commercial Secretary for Canada and Agricultural Secretary	83 William Street, MELBOURNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> MU 4716
<b>Belgian Congo</b> Angola, French Equatorial Africa	W. Gibson-Smith, Canadian Government Trade Commissioner	Forescom Building, LEOPOLDVILLE 1,	<i>Mail:</i> Boite Postale 373 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2706
<b>Belgium</b> Luxembourg	T. J. Monty, Commercial Secretary	Canadian Embassy, 35 rue de la Science, BRUSSELS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 11-33-88
<b>Brazil</b>	C. R. Gallow, Commercial Secretary	Canadian Embassy, Edificio Metropole, Av. Presidente Wilson 165, RIO DE JANEIRO	<i>Mail:</i> Caixa Postal 2164 <i>Cable:</i> CANADIAN <i>Tel.:</i> 42-4140
<b>Brazil</b>	C. J. Van Tighem, Consul of Canada and Trade Commissioner	Canadian Consulate, Edificio Alois, Rua 7 de Abril 252, SAO PAULO	<i>Mail:</i> Caixa Postal 6034 <i>Cable:</i> CANADIAN <i>Tel.:</i> 36-6301
<b>Ceylon</b>	Acting Canadian Government Trade Commissioner	Galle Face Hotel, COLOMBO	<i>Mail:</i> P.O. Box 1006 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5876
<b>Chile</b>	M. R. M. Dale, Commercial Secretary	Canadian Embassy, 6th Floor, Av. General Bulnes, 129, SANTIAGO	<i>Mail:</i> Casilla 771 <i>Cable:</i> CANADIAN <i>Tel.:</i> 64189
<b>Colombia</b> Ecuador	W. J. Millyard, Commercial Secretary	Canadian Embassy †Avenida Jimenez No. 7-25 Office 613, BOGOTA	<i>Mail:</i> Apartado 1618 <i>Airmail:</i> Apartado Aereo 3562 <i>Cable:</i> CANADIAN <i>Tel.:</i> 12-251
<b>Cuba</b>	A. W. Evans, Commercial Secretary	Canadian Embassy, Edificio Motor Centre, Calle Infanta 16, HAVANA	<i>Mail:</i> Apartado 1945 <i>Cable:</i> CANADIAN <i>Tel.:</i> UO-9457
<b>Dominican Republic</b> Haiti, Puerto Rico	R. E. Gravel, Canadian Government Trade Commissioner	Edificio Copello 410, Calle El Conde, CIUDAD TRUJILLO	<i>Mail:</i> Apartado 451 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5318
<b>Egypt</b> Aden, Sudan, Cyprus, Ethiopia, Jordan, Saudi Arabia	Acting Canadian Government Trade Commissioner	Osiris Building, Sharia Walda, Kasr-el-Doubara, CAIRO	<i>Mail:</i> P.O. Box 1770 <i>Cable:</i> CANADIAN <i>Tel.:</i> 23110
<b>France</b> Algeria, French Morocco, French West Africa, Tunisia	R. G. C. Smith, Commercial Counsellor for Canada	3 rue Scribe, PARIS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> OPEra 42-30
<b>Germany</b> Federal Republic	B. A. Macdonald, Commercial Counsellor	Canadian Embassy, 22 Zitelmannstrasse, BONN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Bonn 21971
<b>Germany</b>	Wm. Van Vliet, Agricultural Secretary		

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
<b>Greece</b> Israel, Turkey	H. W. Richardson, Commercial Secretary	Canadian Embassy, 31 Vassilissis Sophias Ave., ATHENS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 72-853
<b>Guatemala</b> Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	J. C. Depocas, Canadian Government Trade Commissioner	28, 5a Avenida Sud, GUATEMALA CITY	<i>Mail:</i> P.O. Box 400 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5590
<b>Hong Kong</b> China, Indo-China, Macao, Taiwan	T. R. G. Fletcher, Canadian Government Trade Commissioner	Hong Kong and Shanghai Banking Corporation Bldg., HONG KONG	<i>Mail:</i> P.O. Box 126 <i>Cable:</i> CANADIAN <i>Tel.:</i> 28336
<b>India</b>	Richard Grew, Commercial Counsellor	Office of the High Commissioner for Canada, 4 Aurangzeb Road, NEW DELHI	<i>Mail:</i> P.O. Box 11 <i>Cable:</i> CANADIAN <i>Tel.:</i> 40191
<b>India</b> Burma	B. I. Rankin, Commercial Secretary for Canada	Gresham Assurance House, Mint Road, BOMBAY	<i>Mail:</i> P.O. Box 886 <i>Cable:</i> CANADIAN <i>Tel.:</i> 20672
<b>Indonesia</b>	W. D. Wallace, Commercial Secretary	Canadian Embassy, Tanah Abang Timur 2, DJAKARTA	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Gambir 499
<b>Ireland</b>	T. G. Major, Commercial Counsellor	Canadian Embassy 66 Upper O'Connell St., DUBLIN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 44251
<b>Italy</b> Libya, Malta, Yugoslavia	S. G. MacDonald, Commercial Counsellor	Canadian Embassy, Via Saverio Mercadante 15, ROME	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 846-842
<b>Italy</b>	C. F. Wilson, Agricultural Counsellor		
<b>Italy</b>	M. S. Strong, Commercial Secretary (Fisheries)		
<b>Jamaica</b> Bahamas, British Honduras	M. B. Palmer, Canadian Government Trade Commissioner	Canadian Bank of Commerce Chambers. KINGSTON	<i>Mail:</i> P.O. Box 225 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2858
<b>Jamaica</b>	E. M. Gosse, Canadian Trade Commissioner (Fisheries)		
<b>Japan</b> Korea	J. C. Britton, Commercial Counsellor	Canadian Embassy TOKYO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 48-4116
<b>Lebanon</b> Iraq, Syria	G. F. G. Hughes, Canadian Government Trade Commissioner	Centre Urbain Emir Beshir, Bâtiment A1, Rue Emir Beshir, L'Azarieh, BEIRUT	<i>Mail:</i> Boîte Postale 2300 <i>Cable:</i> CANADIAN
<b>Mexico</b>	M. T. Stewart, Commercial Counsellor	Canadian Embassy, Edificio Internacional, Paseo de la Reforma, MEXICO, D.F.	<i>Mail:</i> Apartado 126-Bis <i>Cable:</i> CANADIAN <i>Tel.:</i> 36-27-90
<b>Netherlands</b>	J. A. Langley, Commercial Counsellor	Canadian Embassy, Sophialaan 1-A, THE HAGUE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 18-51-06
<b>Netherlands</b> Belgium, Denmark, Luxembourg	Acting Agricultural Secretary		
<b>New Zealand</b> Fiji, Western Samoa	L. S. Glass Commercial Secretary	Office of the High Commissioner for Canada, Government Life Insurance Bldg., WELLINGTON	<i>Mail:</i> P.O. Box 1660 <i>Cable:</i> CANADIAN <i>Tel.:</i> 70-644
<b>Norway</b> Denmark, Greenland	J. L. Mutter, Commercial Secretary	Canadian Legation, Fridtjof Nansens Plass 5, OSLO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 33-30-80

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
<b>Pakistan</b> Afghanistan, Iran	A. P. Bissonnet, Commercial Secretary	Office of the High Commissioner for Canada, Hotel Metropole, Victoria Rd., KARACHI	<i>Mail:</i> P.O. Box 3703 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5826
<b>Peru</b> Bolivia	H. J. Horne, Commercial Secretary	Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin, LIMA	<i>Mail:</i> Casilla 1212 <i>Cable:</i> CANADIAN <i>Tel.:</i> 71950
<b>Philippines</b>	F. H. Palmer, Consul General of Canada and Trade Commissioner	Ayala Building, Juan Luna Street, MANILA	<i>Mail:</i> P.O. Box 1825 <i>Cable:</i> CANADIAN <i>Tel.:</i> 3-33-35
<b>Portugal</b> Azores, Madeira	L. M. Cosgrave, Commercial Counsellor	Canadian Legation, Avenida de Praia da Vitoria, 48-1°D., LISBON	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 53117
<b>Singapore</b> Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak, Thailand	D. S. Armstrong, Canadian Government Trade Commissioner	Room D-5, Union Building, SINGAPORE	<i>Mail:</i> P.O. Box 845 <i>Cable:</i> CANADIAN <i>Tel.:</i> 7739
<b>South Africa</b> (Natal, Transvaal) Southern Rhodesia, Northern Rhodesia, Nyasaland, Mozambique, Kenya, Tanganyika, Uganda, Zanzibar	C. B. Birkett, Canadian Government Trade Commissioner	Mutual Building, Harrison Street, JOHANNESBURG	<i>Mail:</i> P.O. Box 715 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 33-2628
South Africa (Cape Province, Orange Free State), Southwest Africa, Mauritius, Madagascar	K. F. Noble, Canadian Government Trade Commissioner	Grand Parade Centre Bldg., Adderley Street, CAPE TOWN	<i>Mail:</i> P.O. Box 683 <i>Cable:</i> CANTRACOM <i>Tel.:</i> 2-5134/5
<b>Spain</b> Balearic Islands, Canary Islands, Gibraltar, Rio de Oro, Spanish Morocco, Tangier	E. H. Maguire, Canadian Government Trade Commissioner	70 Avenida Jose Antonio, MADRID	<i>Mail:</i> Apartado 117 <i>Cable:</i> CANADIAN <i>Tel.:</i> 21-28-32
<b>Sweden</b> Finland	F. W. Fraser, Commercial Counsellor	Canadian Legation Strandvagen, 7-C, STOCKHOLM	<i>Mail:</i> P.O. Box 14042 <i>Cable:</i> CANADIAN <i>Tel.:</i> 67-92-15
<b>Switzerland</b> Austria, Czechoslovakia, Hungary	Yves Lamontagne, Commercial Counsellor	Canadian Embassy Kirchenfeldstrasse 88 BERNE	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 4-63-81
<b>Trinidad</b> Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, French West Indies	P. V. McLane Canadian Government Trade Commissioner	Colonial Building, 72 South Quay, PORT-OF-SPAIN	<i>Mail:</i> P.O. Box 125 <i>Cable:</i> CANADIAN <i>Tel.:</i> 4787
<b>United Kingdom</b> (South of England, East Anglia, Scotland), Iceland, British West Africa (Gambia, Gold Coast, Nigeria, Sierra Leone)	R. P. Bower, Commercial Counsellor	Office of the High Commissioner for Canada, Canada House, Trafalgar Square, LONDON, S.W.1	<i>Mail:</i> (City Address) <i>Cable:</i> SLEIGHING <i>Tel.:</i> Whitehall 8701
United Kingdom	R. Campbell Smith, Commercial Secretary		
United Kingdom	D. A. B. Marshall, Commercial Secretary (Agricultural)		
United Kingdom	G. H. Rochester, Commercial Secretary (Timber)		<i>Cable:</i> TIMCOM

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
United Kingdom (Midlands, North England, Wales)	M. J. Vechslor, Canadian Government Trade Commissioner	Martins Bank Building, Water Street, LIVERPOOL	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Central 0625
United Kingdom (Northern Ireland)	T. G. Major, Canadian Government Trade Commissioner	36 Victoria Square, BELFAST	<i>Mail:</i> (City Address) <i>Tel.:</i> 21867
United States Delaware, Maryland, Virginia, West Virginia	Commercial Counsellor	Canadian Embassy, 1746 Massachusetts Ave., N.W., WASHINGTON, 6, D.C.	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> DEcatur 2-1011
United States	Dr. W. C. Hopper, Agricultural Counsellor		
United States (Connecticut, New Jersey, Pennsylvania, New York), Bermuda	A. E. Bryan, Deputy Consul General of Canada and Trade Commissioner	Canadian Consulate General, 620 Fifth Ave., NEW YORK CITY	<i>Mail:</i> (City Address) <i>Cable:</i> CANTRACOM <i>Tel.:</i> J Udson 6-2400
United States	M. B. Bursey, Consul of Canada and Trade Commissioner (Fisheries)		
United States (Massachusetts, Maine, Rhode Island, Vermont, New Hampshire)	G. S. Patterson, Consul General of Canada	Canadian Consulate General, 532 Little Building, 80 Boylston Street, BOSTON 16	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> HANcock 6-4320
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri)	D. S. Cole, Consul General of Canada	Canadian Consulate General, Chicago Daily News Bldg., 400 West Madison Street, CHICAGO 6	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> STate 2-7312
United States (Michigan, Ohio)	B. C. Butler, Consul of Canada and Trade Commissioner	Canadian Consulate, 1035 Penobscot Building, DETROIT, 26	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> WOODward 5-2811
United States (City of Los Angeles, Southern California, Arizona)	†Leslie G. Chance, Consul General of Canada	Canadian Consulate General 510 West Sixth Street, LOS ANGELES 14	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> VANDike 7114
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	G. A. Newman, Consul of Canada and Trade Commissioner	Canadian Consulate, 215-217 International Trade Mart, NEW ORLEANS	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> RAYmond 2136
United States (Northern California, Montana, Oregon, Idaho, Washington, Wyoming, Nevada, Utah, Colorado, New Mexico), Hawaii	C. C. Eberts, Consul General of Canada	Canadian Consulate General, 3rd Floor, Kohl Building, 400 Montgomery Street, SAN FRANCISCO 4	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> SUTter 1-3039
Venezuela Netherlands Antilles	J. A. Stiles, Commercial Secretary	Canadian Embassy, Edificio Pan American, Puente Urapal, CARACAS	<i>Mail:</i> Apartado 3306 <i>Cable:</i> CANADIAN <i>Tel.:</i> 55818
Venezuela Colombia	Acting Agricultural Secretary		

# Foreign Exchange Rates

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

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

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

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

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

For conversion to United States dollar equivalents multiply by 1.00883.

Country	Unit	Type of Exchange	Canadian dollar equiv. July 23	Notes (See below)
Argentina	Peso	Preferential buying	.1321	(1)
		Basic buying	.1982	
		Preferential selling	.1982	
		Basic selling	.1321	
		Free	.07135	
Austria	Schilling		.03812	
Australia	Pound		2.2330	
Belgium-Luxembourg & Belgian Dependencies	Franc		.01984	
			.00522	
Bolivia	Boliviano	Official	.00522	
British West Indies	Dollar		.5815	(3)
			2.7912	(4)
Brazil	Cruzeiro	Brit. Honduras	.6978	
		Official	.05358	tax 8%
Burma	Kyat	Free	.02276	(2)
			.2093	
Ceylon	Rupee		.2093	
Chile	Peso	Official	.00901	(1)
Colombia	Peso	Basic	.3965	tax 3% (2)
Costa Rica	Colon	Official	.1765	(5)
		Controlled Free	.1492	*
Cuba	Peso		.9912	tax 2%
Czechoslovakia	Koruna		.1377	
Denmark	Krone		.1435	
Dominican Republic	Peso		.9912	
Ecuador	Sucre	Official	.06609	(6)
		Free	.05703	
Egypt	Pound		2.8464	
Fiji	Pound		2.5146	
Finland	Markka		.00431	
France	Franc		.00283	
French Africa	Franc		.00566	
French Pacific	Franc		.01557	
Germany	D Mark		.2360	
Greece	Drachma		.000033	
Guatemala	Quetzal		.9912	
Haiti	Gourde		.1982	
Honduras	Lempira		.4956	
Hong Kong	Dollar	Free	.1643	*July 10
		Official	.06087	
Iceland	Krona	Special buying	.04687	
		Special selling	.03776	
India	Rupee		.2093	
Indonesia	Rupiah	Basic	.08695	(7)
		Dollar certificate	.00187	*

\* Latest available quotation date.