



foreign trade

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COVER . . . Freight cars move along the shores of Lake Superior, carrying some of Canada's exports on the first lap of their long journey overseas. So far in 1953 Canada's foreign trade, both import and export, has followed a different trend from 1952. For the complete story, turn to page two.

—Photo by Malak

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Canada

The Trade Picture Changes

- *First six months of '53 saw imports rise sharply.*
- *Exports fell slightly and export prices declined.*
- *Sales to U.S. rose slightly; those to other areas fell.*

OTTAWA—The renewed increase in the volume of Canada's imports was the most striking development in our foreign trade in the first half of 1953. The increase actually began in the last months of 1952, more than a year after the collapse of the Korean war price boom retarded the rate of import growth by inducing reductions in inventories of some imported goods and postponement of further purchases. The underlying factors in the persistent increase in imports over the past five years remain unchanged: a record level of domestic investment and of consumer income in Canada. An additional and rather important factor in the difference between the first six months of 1952 and of 1953 was the recovery in demand for textiles and textile products, which had suffered a recession throughout most of 1952.

Imports Rise, Exports Fall

Although imports were, as usual, seasonally low in the first quarter of 1953, their volume was sharply above that of the 1952 quarter. In the second quarter the margin of increase was even greater. At the same time, import prices firmed under the influence of renewed buying, although they remained below the level of the first half of 1952. In spite of lower prices, the *value* of imports for the six months reached \$2,221.2 million, 5.7 per cent above the previous first-half record set in 1951, and the *volume* of imports was almost one-fifth greater than in the 1952 half-year, the previous record for volume.

Export Prices Decline

Though imports increased rapidly in the first half-year, exports fell slightly below their 1952 level. Export prices declined gradually throughout the six months and averaged about 3.6 per cent below the level of the first six months of 1952. The volume of exports was about 1.3 per cent lower. The prolonged strike of grain handlers on the Pacific Coast exercised an important restraining influence on the volume of exports. Overseas purchases of Canadian forest products, metals and manufactures also declined.

A sizable import balance on the half-year's trade resulted from these opposite trends in exports and imports. The change from last year's export balance amounted to some \$373 million, and represents the effect

of the sharp increase in import volume and slight decrease in export volume. The terms of trade actually averaged fractionally better than in the six months of 1952 although they have deteriorated steadily since the third quarter of that year.

Summary Statistics of Canadian Trade, 1952-1953

	1952				1953	
	1Q	2Q	3Q	4Q	1Q	2Q
	\$'000,000					
Value of Trade						
Total Exports..	1,001·8	1,119·9	1,069·2	1,165·0	913·9	1,105·8
Imports	916·1	1,034·2	995·2	1,084·9	998·0	1,223·2p
Total Trade....	1,917·9	2,154·2	2,064·4	2,250·0	1,911·9	2,329·0p
Trade Balance..	+ 85·7	+ 85·7	+ 74·0	+ 80·1	- 84·1	- 117·4p
			1948=100			
Price Indexes						
Export Prices..	124·8	122·2	120·7	119·9	119·2	118·8
Import Prices..	117·2	111·0	107·1	108·1	108·5p	109·0a
Terms of Trade	106·5	110·1	112·7	110·9	109·9p	109·0a
			1948=100			
Volume Indexes						
Export Volume	103·0	117·9	113·6	124·8	98·3	119·7
Import Volume.	118·2	140·8	140·6	151·4	138·7p	169·3b

p: Preliminary.

a: Average of April and May only.

b: Calculated using April-May average price.

In spite of the passive trade balance, the value of the Canadian dollar remained above that of the United States dollar throughout the half-year. The continued net inflow of foreign capital for investment in Canada provided adequate foreign currency to cover the current account deficit. However, the margin of premium on the Canadian dollar narrowed steadily in the half-year.

The defence requirements of Canada and other countries continued to influence trade in the six months. Although there was a considerable change in the nature of the goods imported for defence purposes, their net value increased only slightly. The renewed increase in import volume was due almost entirely to non-military demand. With the easing of international tension, the influence of economic considerations on purchases has again increased and supplies of many goods have become more adequate. This permitted overseas countries to cut their buying of metals and other industrial materials from Canada in favour of non-dollar supplies.

Direction of Trade Altered

Changes in the direction of Canada's trade, and especially of exports, were almost as pronounced as the changes in the trade totals themselves. Exports to the United States increased moderately in the first half-year but those to most overseas countries declined sharply. Larger sales of grains to Egypt and Korea increased shipments to the residual "other countries" group in the table. Otherwise exports to all overseas areas fell off.

On the basis of five months' data, most areas seem to have increased sales to Canada in the half-year, although the margins of increase varied greatly. Imports from the United Kingdom were more than a third

greater than in the 1952 period; those from Latin America were almost unchanged. Purchases from the Commonwealth and the residual "other countries" group continued to decline. The chief decreases were in imports of raw materials from these areas. This illustrates the effect of final stages in the readjustment of Canadian demand, together with somewhat lower prices for certain commodities than prevailed a year ago.

Direction of Canadian Trade, 1952-53

	Domestic Exports		Change %	Imports		Change %
	January-June			January-May		
	1952	1953		1952	1953	
	\$'000,000			\$'000,000		
United States	1,113.3	1,188.4	+ 6.7	1,222.5	1,372.6	+12.3
United Kingdom	401.0	314.3	-21.6	129.9	176.8	+36.1
Other Commonwealth	147.4	119.7	-18.8	74.9	59.3	-20.8
Other Europe	192.0	174.9	- 8.9	59.6	64.0	+ 7.4
Latin America	148.3	99.5	-32.9	113.7	114.5	+ 0.7
Other Countries	94.6	96.8	+ 2.3	25.5	23.1	- 9.4

U.S. Share of Exports Greater

The share of Canada's exports taken by the United States showed a marked increase in the first half of 1953. The proportion sent to this one market increased to 59.6 per cent, from 53.1 per cent a year ago. Non-ferrous metals, especially copper and aluminum, led this movement. After the United States abandoned its attempt to regulate the price of imported copper in the middle of 1952, Canadian producers again began to sell the largest part of their output in that market. Previously a major share had moved overseas in response to higher prices in that area. United States requirements for imported aluminum increased because power shortages there in 1952 caused reductions in domestic output. A large part of these exports represents aluminum produced under contract for sale to the United Kingdom but diverted to the United States by mutual agreement. Exports to the U.S. of newsprint, lumber, barley, primary iron and steel, and radio apparatus also increased in value and proportion.

Imports from the U.S.

There was relatively little increase in the share of Canada's imports drawn from the United States, but the increase in dollar value was greater than for exports. Textiles (especially cotton goods), automobiles and parts, machinery and equipment, electrical apparatus, chemicals and refrigerators were among the commodities showing the biggest gains. The relation of all these commodities to consumer and investment spending is close.

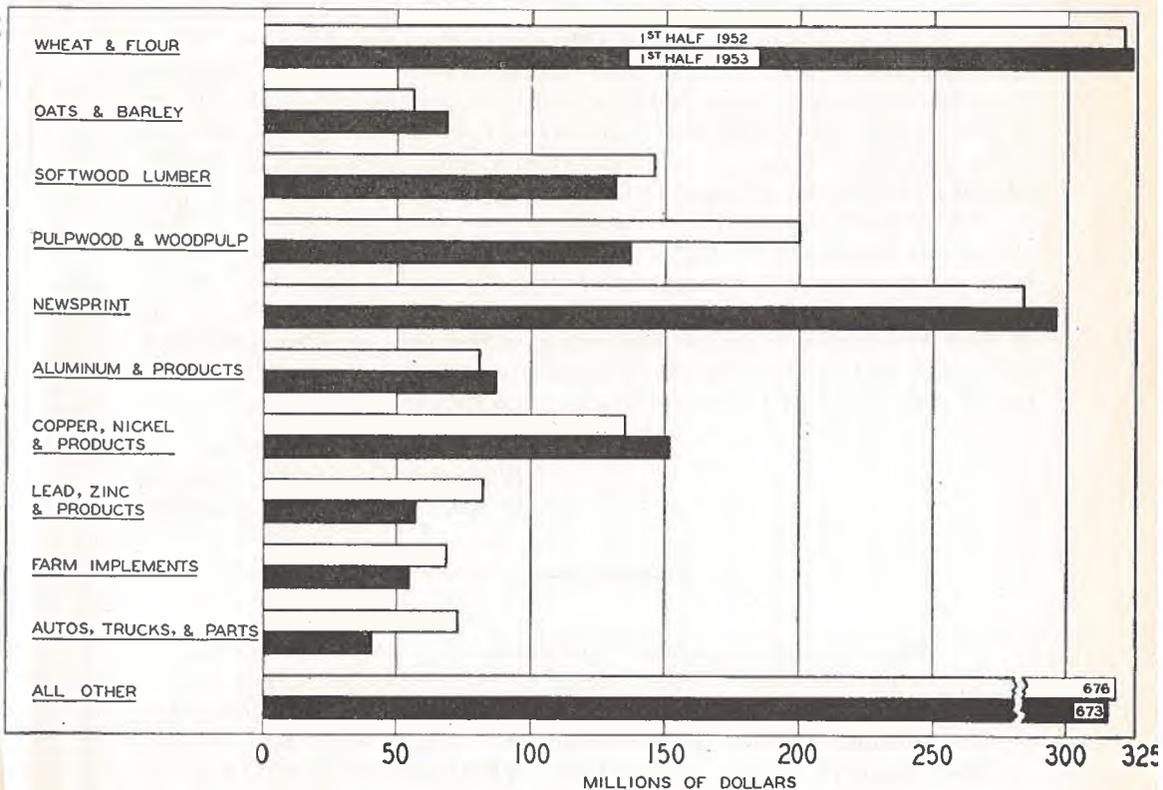
The import balance on trade with the United States rose to \$470 million in the half-year, second only to the record first-half deficit of \$488 million incurred in 1947. At that time Canada was exporting capital to other countries to meet reconstruction and relief needs; in recent years, she has become a net importer of capital for development. The steep decline in Canada's exchange reserves which paralleled the 1947 import balance on trade with the United States contrasts sharply with the continued strength of the Canadian dollar on the free exchange markets this year.

While the size of the balance on Canada's trade with the United States increased in the first half of 1953, that on trade with most other areas decreased. This was especially true of trade with the United Kingdom. Here the export balance fell from \$242 million in the first half of 1952 to only about \$97 million in the 1953 period. Both lower exports and increased imports contributed to this change.

Wood products and metals showed the sharpest drops in shipments to the United Kingdom. Supplies of lumber, wood pulp, and other wood and paper products were easier to procure from non-dollar sources than in the preceding year and soft currency prices of these goods were again competitive with North American prices. The re-direction of aluminum exports to the United States was responsible for the largest part of the decline in metals shipments, but the drop in prices of lead and zinc and in quantities of copper and zinc also contributed to the lower value of metal sales. Grain exports to the United Kingdom remained high throughout the half-year and exercised little influence on the lower export total.

Automobiles, aircraft engines, wool and cotton textiles and electrical apparatus accounted for the greater part of the increase in Canada's imports from the United Kingdom. Since the abolition of credit controls in Canada in the spring of 1952, imports of automobiles from the United Kingdom have recovered considerably though they have not yet reached

VALUE OF SELECTED EXPORTS



—Statistical Summary, Bank of Canada

the level of 1950 and 1951. The recovery of Canadian demand for textiles late in 1952 and early in 1953 had a special importance for the United Kingdom. Imports from that country in the half-year were about 36 per cent above the corresponding 1952 value but they have not reached the record value of 1951.

Other Areas

Exports to Europe declined less than those to the United Kingdom and imports increased less sharply. Nevertheless there was great similarity in changes in trade with these areas. Wood products and metals again suffered the largest export declines and textiles and metal products achieved the greatest import gains. The export balance on trade with Europe therefore declined but remained proportionately larger than the balance on trade with any other area.

Exports to Latin America decreased more than those to any other area. Sales to Brazil were little more than half as great as in the 1952 period and exports to Mexico and Cuba were also cut severely. Exchange difficulties hampered trade with some countries (especially Brazil) and Canadian exporters faced increased competition. In addition, some manufacturers were under less pressure to export than in 1952, when credit controls limited the domestic market. Imports from Latin America remained close to their 1952 level; the Canadian market for most of their goods has not changed greatly in 1953.

Only with the Commonwealth did both export and import trade fall off. The trade controls extended by these countries in 1952 for balance-of-payments reasons were a major influence in the export decline. Wood products, metals and manufactured goods again showed the sharpest export drops; sales of grains held up well. On the import side, purchases of New Zealand dairy products, of Malayan rubber and tin, of East African coffee and hard fibres, and of sugar from Commonwealth territories in America showed the greatest declines.

Statistics of trade during the first half-year show little sign of further changes developing in the pattern of Canada's trade. If the usual seasonal pattern continues into the second half-year, the trade deficit may well be smaller then. However, several uncertainties over exports arising out of such developments as the new wheat agreement, and the continued downward drift of some prices as supplies increase, make it difficult to project the trends of the first half-year into future months.

—L. A. SHACKLETON
International Trade Division
Dominion Bureau of Statistics

The year 1952 achieved something of a shipping record, according to a recent report issued by the Dominion Bureau of Statistics. Cargoes in international sea-borne shipping loaded at Canadian customs ports reached 32.5 million short tons, an increase of 19.4 per cent over 1951. Wheat cargoes, at 9,077,612 tons, were up 37.1 per cent over '51 and barley cargoes doubled.

Brazil

Frost Damages Coffee Plantations

SAO PAULO—Early in July, a very severe frost hit the coffee plantations of southern Brazil. The most seriously affected area was the State of Parana, which in recent years has been undergoing a transition to coffee as a major crop. Parana has been making great headway as a producing area and its coffee exports promised to be an increasing source of badly needed dollar exchange. São Paulo, traditional coffee state, also suffered from the frost—but to a lesser degree.

It has been difficult for the various agricultural departments and associations to arrive at a concrete estimate of the damage suffered and only now are reliable statistics available.

Loss in Parana

Various estimates continue to appear but it seems certain that there will be a 50 per cent reduction in the Parana crop estimates of 6 to 6.5 million bags. This will mean a Parana crop of about 3 to 3.5 million bags. Parana has made rapid strides towards topping São Paulo's coffee production and has long been considered a highly profitable, low-cost coffee area. Some 184 million trees were affected in varying degrees by the severe frost.

The Secretariat of Agriculture of the São Paulo State Government has issued the final result of intensive studies of the frost damage. Over 210 million trees, out of an estimated total of 1,205 million, were damaged to some extent. The Secretary of Agriculture had forecast production for 1954 at 10,373,000 bags and the drop because of frost damage is 23.3 per cent. The revised coffee production estimate is thus 7,958,000 bags. This compares with the 1953 São Paulo production figure of 8,022,000 bags. This decrease of 2,415,000 bags in São Paulo alone will mean a loss to Brazil of about 3,140 million cruzeiros.

Except for a small area in southeastern Minas Gerais, the frost damage was confined principally to the Parana-São Paulo sectors. Of course these two areas produce a very large percentage of Brazil's total coffee crop. The increase in the Parana crop for the next few years was to be main feature in Brazil's efforts to correct its economic ills.

Exports to Be Maintained

It is generally believed that during the present coffee year exports of coffee will remain about the same as last year. The carryover from the previous crop, when 15.8 million bags were exported, may well keep the market more or less satisfied in 1953. The 1954-55 crop, however, will be seriously affected and a falling-off in exports may be expected. The 1955 crop should be larger than in 1954 and Brazil can then export perhaps 15 million bags. The frost certainly eliminated the possibility of coffee surpluses which some had forecast for the next several years.

—M. P. CARSON

*Vice-Consul of Canada and
Assistant Trade Commissioner*

Trade in the Netherlands Antilles

No restrictions on imports, low rates of duty, a good supply of dollars make Curaçao and Aruba attractive, though small, markets. Canadians might well win a larger share of this trade.

CARACAS—Of the six islands in the Caribbean area which form the Netherlands Antilles, the two largest, Curaçao and Aruba, are the only ones of commercial importance. These two have dollar-earning trade and industries and permit imports at a low rate of duty and without any restrictions. The others—Bonaire, which adjoins Curaçao and Aruba just off the Venezuelan coast, and St. Martin, Saba and St. Eustatius lying to the southeast of Puerto Rico—contain a few sparsely populated farming and fishing settlements.

The 120 thousand inhabitants of Curaçao and Aruba enjoy a high standard of living and good working conditions compared with their neighbours in the Caribbean area, thanks largely to the huge oil refineries on these islands which daily refine a combined total of 750 thousand barrels of crude oil from Colombia and Eastern Venezuela. Trans-shipping operations, marine supplies and repair depots, phosphate mining and a growing tourist trade round out the islands' economy. Local merchants and traders report reduced sales and profits for the current year, but this stems primarily from increased competition rather than from a business recession.

The Industrial Scene

The oil refineries at Curaçao are affiliated with the Royal Dutch Shell Group and in Aruba a subsidiary company of Standard Oil of New Jersey runs the second largest refinery in the world. The local government has an agreement with the British Treasury that permits the conversion into dollars of sterling earned from oil-refining. The control and maintenance of huge tanker fleets for transporting crude oil from Venezuela and the refined products to world markets is an important phase of these operations. Venezuela wants to have more of its crude oil processed at home and the companies have already erected refineries to comply with this program. However, exports of crude oil will probably be permitted in order to keep the huge refineries in the Netherlands Antilles in operation, but no further increases in refining capacity there seem likely. Plant installations at Curaçao have recently been modernized and new cracking units erected. In Aruba the main refinery is maintaining maximum production of 350 thousand barrels daily but a small independent refinery was closed at the end of 1952.

Curaçao has a flourishing maritime trade because of the excellent port at Willemstad, the principal city. Ships enter the protected basin through a narrow channel which divides the business district, and visitors are impressed with the volume of traffic as the pontoon bridge opens and

closes continuously throughout the day. Some 75 per cent of the 8,462 vessels which called in 1952 were oil tankers and the remainder consisted of freighters from all parts of the world and 17 cruise ships. Over 400 ships were repaired during 1952 and orders have been received for the construction of two tugboats and a coastal vessel.

The phosphate mine on the island of Curaçao shipped 107 thousand tons to the United States during 1952. This English-owned company has steadily expanded its postwar production and is now an important part of the island's economy. The phosphate is not suitable as a fertilizer but is in demand for cattle fodder. The by-products, lime and limestone, are sold to local oil and construction companies.

Other industries are of only minor importance. Additional export business is required for the liqueur distillery although retail sales to tourists are satisfactory. An earthenware factory established in 1950 has already justified its existence and has increased production each year to keep pace with domestic and export sales. Building contractors are busy supplying the demand for business premises and houses and lower materials prices this year have encouraged owners to start several delayed projects.

Government and business officials realize the need for other industries but the lack of natural resources limits the industrial potential. The islands, however, have some attractive features which should appeal to the tourist trade: sandy beaches, protected harbours, a tropical climate tempered by trade winds, and a show-place of bargains for the shopper.

The tourist folders describe the Netherlands Antilles as the "buy spot of the Caribbean". Each retail store carries a wide range of merchandise from numerous foreign sources but variety in each item is limited.



This aerial view shows the entrance to the harbour of Willemstad, main city of Curaçao. In the centre foreground is the famous pontoon bridge which can be swung aside to allow ships to enter the protected basin.

Stores cannot expand because the business districts are wholly occupied and every inch of space is used for display. Visitors are attracted to the bargains in perfumes, cosmetics, leather goods, jewellery, photographic equipment and colourful summer clothing from all parts of the world. Low overhead and taxes and a nominal import duty of 3.3 per cent combine to permit retail prices often below those in the country of origin.

The Influx of Imports

The volume of imports is surprising when one remembers the small population of the islands. In 1952 Curaçao and Aruba purchases from abroad totalled approximately \$76 million and \$36 million respectively, excluding all products directly concerned with oil refining, such as crude oil, chemical additives, etc. The United States supplied 50 per cent of the total, Holland 20 per cent, the United Kingdom 13 per cent, and Germany 1.6 per cent. Negligible quantities came from several other countries. Imports from Canada in 1952 amounted to \$1,540,000 which was 17 per cent lower than in 1951. Monthly statistics up to May 1953 show a 40 per cent drop in imports from Canada compared with the same period of last year.

Principal products coming from the United States were fabrics and clothing, automobiles and accessories, industrial machinery, household appliances and a wide variety of food products. Imports from Holland were almost exclusively foodstuffs, particularly meats and dairy products. The United Kingdom supplied whisky, wool fabrics, ships, chemicals, and steel products. Canada's small share of the market consisted mainly of flour, lumber, newsprint and fish products.

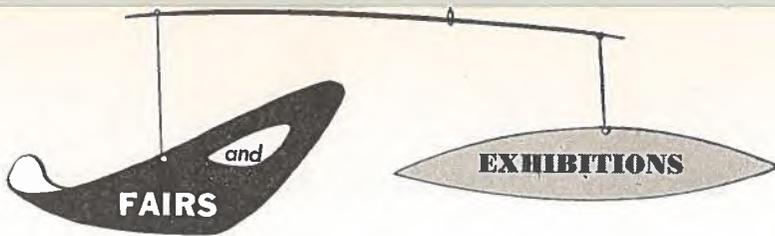
Canadian Prospects

Importers and agents are interested in trading with Canada but direct shipping service is a must to permit competitive quotations. Transshipments in New York or Venezuelan ports are now necessary and this means delays and higher freight rates. Because of consumer preference, Canadian flour and canned fish will soon be the only important survivors among the foods, unless direct service becomes possible. There are still good sales prospects for Canadian durable goods such as men's wearing apparel, ladies' light clothing and accessories, shoes, household appliances, furniture and building supplies.

Merchants in Curaçao and Aruba consider their business of sufficient importance to merit an occasional personal call from exporters. An attempt to do business by correspondence alone does not have any permanent success. Many U.S. firms have their representatives call regularly with a range of samples in line with the market preferences and buyer and seller discuss transactions directly. Canadian exporters will find this an agreeable and worthwhile place to do business and if Canada were to obtain merely a 10 per cent share of the import trade, it would mean over \$11 million a year. Although there are no immediate prospects for further industrial development in the Netherlands Antilles, neither should there be any serious retreat from the present favourable position.

—F. B. CLARK

Assistant Commercial Secretary for Canada



For the Sporting Set

FALL AND WINTER FASHIONS for the well-dressed sports enthusiast and the newest in the equipment he will want to take with him to the forests, streams and mountains make up the current exhibit in the Canadian Showroom at Rockefeller Center in New York. Some ten Canadian sports clothing manufacturers and 15 sports equipment firms have contributed to the display which will be on view throughout September and October.

Two typical settings have been designed by the Canadian Government Exhibition Commission. In one, mannequins dressed for winter sports are posed on the steps of a ski chalet. They carry skis and around them are grouped samples of other equipment for fun in the snow.

A realistic camping scene, even to animals (stuffed, of course), has been set up in another part of the Showroom. Around the fire, in front of a Canadian-made tent, mannequins display the latest in Canadian-made clothes for the hunter and fisherman. The scene is complete to sleeping bags, camping utensils, flashlights and fishing bait.

Featured items that should catch the eye of visitors to the show are:

- A sleeping bag of the same type as those supplied to the successful Mount Everest expedition,
- Nylon, down-filled hunting jackets, vests, caps, etc.,
- Another sleeping bag, full-size (35 by 80 inches, not including hood) made of nylon and filled with down, that folds up into a container that is only 17 by 7 by 7 inches,
- A new lightweight youth's bicycle with cyclo derrailleur gear, and a new motorized bicycle.

The range of Canadian sport clothes and equipment in the exhibit includes men's and women's ski suits; women's suits, skirts and blouses; children's quilted winter suits; baseball bats; hockey sticks and gauntlets; toboggans and sleds.

A number of these lines are already selling in the United States, and it is hoped that the Canadian Showroom exhibit will help to develop this market. Members of the staff of the Canadian Trade Commissioner's office in New York, and commodity officers from the Department of Trade and Commerce, will be in attendance.

Greece Generates More Power

Economic progress in Greece will be quickened when four new projects, now under way, bring electricity to a power-starved country.

ATHENS—With the exception of Bulgaria, Greece has so far ranked lowest among European nations in per capita consumption of electricity—only 100 kwh a year, or 7 per cent of Belgian use, for example. Soon, however, this situation is due to change, thanks to an electric power program under the Marshall Plan, now nearing completion. A Greek philosopher, Thales of Miletus, was the first to observe and describe static electricity as generated by amber (in Greek “electron”) rubbed on a woollen surface. Over 2,500 years later, the blessing of more and cheaper power will come to his descendants to help them write a new chapter in their history.

Little Power Available

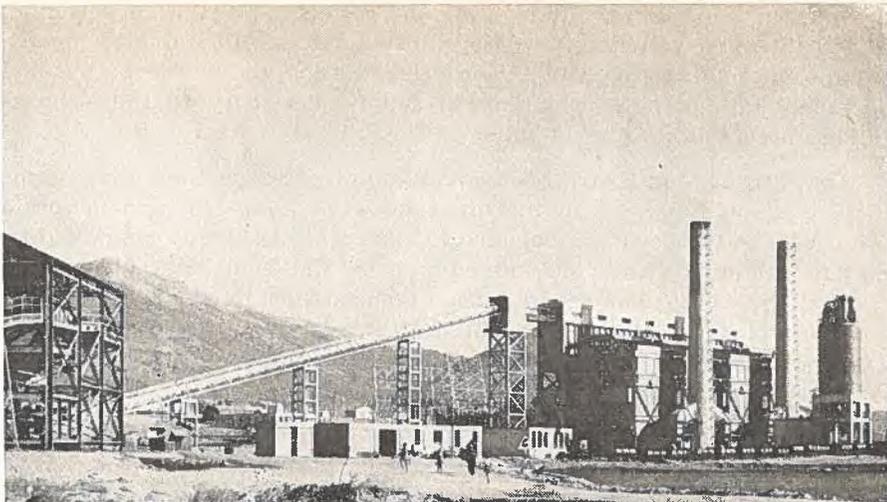
Throughout most of Greece, electric power has been simply non-existent. A postwar survey disclosed that of 10,000 organized communities, only about 300 had any electric power. Even in these places it is usually the by-product of a small diesel generator connected to an olive oil press or small sawmill during the day and providing feeble oscillating current for a few dim lights in homes and shops for a few hours in the evening. These local plants range from direct to alternating current, from 110 to 220 volts, accompanied by a bewildering variety of electrical fittings and appliances.

In Athens, the rates are only moderately high but in rural towns and villages they are very steep, largely because all these electric plants consume about 500 thousand tons of imported liquid fuel annually, costing about \$13 million in scarce foreign exchange. Even these plants, however, are now beginning to prove inadequate and without a new power system the Athens-Piraeus and Salonica areas—main industrial sites in Greece—would soon have an acute power shortage.

Planning the Program

The new electrification program as worked out has taken into account the natural resources and potential development of the various sections of the country. For one thing, it is expected to help in breaking up a heavy over-concentration of industry in the Athens-Piraeus area by encouraging the establishment of factories in the rest of the provinces. Fundamentally it is based upon a comprehensive survey of the Grecian economy as a whole and upon geological exploration for adequate water flows and native fuel supplies for both hydro and thermal electric power.

The projects finally selected depend upon the country's first inter-connecting modern transmission line, combining power from several hydro plants with one large thermal plant, all being developed at the same time.



The Aliveri steam-electric station, seen above, is located on the island of Euboea, about 100 miles from Athens. First of several included in the electrification program, it is now supplying the Athens-Piraeus area.

Lignite deposits abound in several areas of Greece. Lignite contains remnants of carbonized wood and some non-combustible material and is a relatively low-grade fuel, but with proper processing and special boiler grates it will serve as an efficient fuel for the large modern thermal plant at Aliveri, less than 100 miles northeast of Athens. An American engineering firm is supervising the construction and providing the key staff of the Greek Public Power Corporation, which is building and will operate the system. On completion of the entire project in 1955, this firm will withdraw and the operation will be handled by the Greek Government corporation.

Financing the Program

The total cost of the program is estimated at about \$90 million provided mainly by direct grants under the Marshall Plan in foreign exchange, by the Greek Government's Marshall Plan counterpart funds in drachmae, and by some funds available through the Greek-Italian War Reparations Agreement and the European Payments Union. Opinion is that the previous trend towards steady annual increases in the dollar exchange requirements for fuel oils for generating electricity will now change and will remain near recent levels of about \$13 million for slightly over half a million tons—half light diesel fuel oil and half heavy bunker oil. The present plan includes the three following hydro-electric plants and one thermo-electric plant burning lignite from a "captive mine" being developed nearby.

● The *Aliveri Steam-Electric Station* is an 80,000 kw. steam-electric plant of two 40,000 kw. units installed by two U.S. contracting firms on the large island of Euboea, close to the north shore of the Attica peninsula less than 100 miles from Athens. Major equipment consists of American-made boilers and German-made turbo-generators. A British firm has

designed and engineered the transmission system, consisting of 246 miles of 150 thousand volt lines, built by Societa Edison, an Italian company, north to Larissa and south to Athens. This station, the first to be put into operation, is just now beginning to supply electricity to the Athens-Piraeus area from one of its units.

● *The Ladhon Hydro-Electric Station* of two 25,000 kw. units is the most spectacular project in the program, with a 108-foot dam across a deep gorge in the Central Peloponnese. The project is being completed by Societa Edison of Italy and all equipment and construction costs are covered by Italian war reparations. Transmission lines 220 miles long will run northeast to Athens and northwest to Patras, completing a connection with the Aliveri power by linking up with the Athens-Corinth-Patras transmission line.

● *The Agra Hydro-Electric Station* of two 20,000 kw. units is being built by the Societa Edison of Italy, under terms of the Greek-Italian Agreement of Economic Co-operation. Greece has furnished scrap metal and other raw materials from which Italian factories have been fabricating machinery and equipment. Here again, manufacturing costs and the fees of the Societa Edison are to be charged against Italian war reparations due to Greece.

● *The Louros Hydro-Electric Station* located south of Ioannina, traditional capital of Epirus and principal inland city of western Greece. Smallest of the four projects, it has a capacity of only 5,000 kw. It has been contracted out to Omnium Lyonnais of France and all equipment is provided under the Italian war reparations.

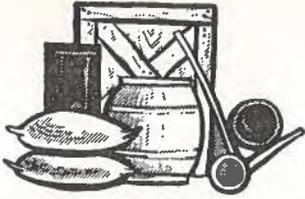
There is some additional potential capacity remaining for future development, particularly on the Acheloos River in West Central Greece, but the completion of the present program will greatly improve economic prospects. It will boost the production of Greek mineral resources and become a challenge to foreign capital to invest in the country. It will make possible new development and more rational distribution of Greek industries, using as a labour supply farm and village residents, normally employed only during seeding and harvest time. It will make possible the extension of arable land under irrigation. In short, it will contribute in many ways to raising the living standards of the Greek people.

—H. W. RICHARDSON

Commercial Secretary for Canada

For Your Information . . .

The Directories listed were last published in these issues:
Foreign Trade Service Abroad In this issue
Head Office Directory July 11
Area Breakdown, Foreign Trade Service April 18
Foreign Commercial Representatives in Canada . . . August 8



Commodity Notes

AUSTRALIA

Bauxite—Surveys have revealed that at least 10 million tons of good quality bauxite are available on Machinbar Island, in the Wessel group, off the coast of Arnhem Land, Northern Territory. Considerable areas of good quality bauxite ore were also reported in Arnhem Land itself, but these have not yet been fully surveyed. Experts say that these deposits represent a valuable national asset. Government approval is awaited for developing facilities to work the deposits at a cost of £500 thousand. The ore has been assayed to yield 50 per cent aluminum, the highest quality yet located in Australia. It is claimed that, on a long-term basis, it would be cheaper to develop and produce aluminum from this ore than to import higher-quality ore from Malaya—Melbourne, Aug. 8.

BARBADOS

Molasses—A recent 240 thousand-gallon bulk shipment of fancy molasses to the United States was the first such shipment from Barbados. The molasses was pumped into the ship in nine hours; formerly it would have taken several days to handle and load the 2,200 puncheons. It is expected further bulk shipments will be made to Canada and the United States—Port of Spain, Aug. 11.

BRAZIL

Carnauba Wax—The carnauba wax market has been brisk during the last month. Prices in the U.S. have improved and the Bank of Brazil is selling its stocks. U.S. prices are \$1.60 per pound for first yellow and \$1.35 a pound for fatty—Rio de Janeiro, July 31.

Coffee—Brazil's total income from coffee exports in all currencies dropped 14.2 per cent during the first quarter of this year, compared with the same quarter of 1952. During the first three months of 1953 dollar revenue amounted to \$154,464,853, against \$173,940,801 in 1952, a drop of 11.2 per cent—Rio de Janeiro, Aug. 7.

LEBANON

Wheat—Canada was the principal supplier of wheat to the Lebanon in 1952, with 53,000 tons, as compared with 14,000 tons in 1951, according to Lebanese statistics. Syrian exports to Lebanon amounted to 38,000 tons, compared with 9,000 tons in 1951. Other suppliers

were the United States, with approximately the same quantity as in 1951—20,000 tons—and Rumania, 3,621 tons, compared with 101 tons in 1951. Total imports of all cereals showed a considerable increase over the previous year, 138,938 tons against 106,321 tons in 1951—Beirut, Aug. 15.

MEXICO

Sugar—As the sugar milling season drew to a close, the National Union of Sugar Producers announced that about 100 thousand metric tons of sugar will be available for export before March 1954—Mexico City, Aug. 10.

Oil—Crude oil production capacity reached 257 thousand barrels a day in July and will be increased to 280 thousand barrels before the end of the year, Petroleos Mexicanos (PEMEX) has announced. Exports of petroleum and fuel oil during the first quarter of this year were valued at 48·7 million pesos—11·5 million pesos above the figures for the corresponding period of 1952—Mexico City, Aug. 10.

NORWAY

Whale Oil—According to the final reports of the seven Norwegian whaling expeditions which took part in the Antarctic whaling season this year, total production amounted to 738 thousand barrels of whale oil and 27 thousand barrels of sperm oil. This compares with 972 thousand and 116 thousand barrels respectively from the ten expeditions during the 1952 season. The entire production of whale oil has been sold at an average price of £71·10 per ton, bringing in a total of 187 million kroner; the average price last season was £82 per ton. The sperm oil production has not yet been sold and a number of by-products are also expected to fetch a fairly reasonable price on the world market. Last season the total value of whale oil, sperm oil and by-products amounted to 310 million kroner—Oslo, Aug. 15.

UNITED STATES

Plywood—Production of pulpwood in the Southern States in 1951 reached an all-time high of 14 million cords, or 56 per cent of all the pulpwood cut in the United States, and accounted for 18 per cent of the total wood volume removed from Southern forests. The outstanding growth of the pulp and paper industry in the South is indicated by the fact that the daily capacity in 1950 was 23 thousand tons, compared with 5,000 tons in 1936—New Orleans, Aug. 25.

WEST GERMANY

Steel and Iron—During the first six months of 1953, Germany produced about 7·99 million tons of raw steel and 6·25 million tons of crude iron, which is a decrease of about 3·4 per cent and 6·9 per cent respectively, compared with production during July-December 1952. This decrease stems, it is said, from lessened demand. The original production goal for 1953, 18 million tons of raw steel, is not likely to be reached this year. About 16·7 million tons seems a more realistic figure—Bonn, Aug. 17.

Detroit Looks Ahead • • •

Defence and car dealer orders combined have kept the Michigan motor industry working at top capacity during the first half of 1953. A decrease in activity is expected, however.

DETROIT—It is expected that 20 per cent of the sales of automotive firms this year will represent deliveries to the armed forces—principally tanks, motor vehicles and aircraft components. A more important factor in pushing factory output to new highs, however, has been the excellent market for new cars. This market totalled some 3·25 million in the first half of 1953, almost 50 per cent more than in the same period of 1952. Most industry forecasts indicate an output of between 5·5 and six million cars for 1953 as a whole. This would mean that output during the second half-year would be 40 to 45 per cent of the year's total; the prewar pattern was about 55 per cent in the first half and 45 per cent in the second. So far in the postwar years no significant seasonal trend has been apparent because of the backlog of demand, strikes, and material shortages. Thus 1953 may be the first year since the war to witness the return of a normal market pattern.

The Outlook

It becomes increasingly difficult to chart the future course of business as expansion of defence work tapers off. For the past three years, high and rising levels of activity in Michigan were virtually guaranteed as national defence outlays more than tripled. At the present time the build-up of the Armed Forces, particularly the Air Force, is undergoing a second major "stretch-out", thanks to the easing of international tension. Some important new orders are still being placed with Michigan factories but the decision of the Defence Department to concentrate production in the hands of primary producers will eliminate a number of contracts with secondary suppliers.

In the last half of 1953, Michigan business will be directly affected by the trend of passenger car output. Industry forecasts had indicated there would be a gradual decline in production of vehicles in the last two quarters. However, the destruction by fire in mid-August of the huge General Motors transmission plant is resulting in a much greater reduction in the third quarter than had been expected. This one plant supplied more than one-third of the industry's automatic transmissions. Production slowed down almost immediately in Cadillac, Pontiac and Oldsmobile plants and production schedules at Nash, Kaiser, Hudson and Lincoln were expected to drop substantially in the following weeks. As motor vehicle employment in April accounted for 44 per cent of all Michigan manufacturing workers, this slowdown in production will mean a loosening of the employment situation. It is estimated that at least 50,000 workers will be affected temporarily.

The ingenuity of the automobile industry, however, should overcome the effects of this fire in the next few weeks. It is expected, however, that it will mean a return to a greater use of standard transmissions, a reduction in dealer stocks which had been rising for some time and which were considered by some authorities to be dangerously high, and higher production in the fourth quarter than could have been expected without the fire.

The weight of evidence at mid-year suggests that the national industrial boom, in which Michigan has shared so fully, has reached its crest. Overall momentum is still strong, however, and generally high activity may well continue for some time. Businessmen from all parts of the United States will undoubtedly be watching trends in the Detroit automotive industry for the next six months very closely, because it is considered to be one of the basic indicators of general economic activity in the United States.

—J. H. BAILEY

*Vice-Consul of Canada and
Assistant Trade Commissioner*

The Demand for Australian Copper

MELBOURNE—Reviewing the Australian copper industry recently, the Commonwealth Department of National Development estimated the 1953 demand for copper and copper alloy products in Australia, compared with the estimated demand for 1951, as follows:

Product	1951 (tons)	1953 (tons)	Per cent decrease 1953 on 1951
Wire and cable (copper content)	40,000	22,690	43
Sheet and strip	13,000	10,040	23
Tube	8,000	6,420	20
Bar, rod and section	15,000	10,805	28
Ingot for foundry purposes	22,000	13,600	38
Total	98,000	63,555	35

According to the Department, the supply of refined copper should be adequate to supply all Australian needs in 1953. To meet the estimated consumption of 63,500 tons of copper and copper alloys, containing 53,000 tons of copper, it is estimated that 47,500 tons will be available from local sources. This will be made up of 35,000 tons of refined copper from Australian ores, and 12,500 tons of reclaimed copper; these supplies will be supplemented from stocks of refinery shapes. Later in the year, supplies are expected to be freely available from overseas.

Though supplies should be sufficient to meet this year's requirements, there is evidence of idle capacity in processing, according to the Department's review. Under normal conditions, the industry could process about 110 thousand tons of copper and copper alloy market shapes. Such an output, if it could be absorbed, would require about 90,000 tons of copper, with a minimum of 67,000 tons of primary copper.



General Notes

AUSTRALIA

Population Nears Nine Million—Figures recently released by the Acting Commonwealth Statistician indicate that the population of Australia, at March 31, was 8,795,778—4,454,420 males and 4,341,358 females. This is an increase of 197,170 over the 12 months from March 31, 1952, when the population stood at 8,598,608. The natural increase in population over the twelve months was 122,204 persons, and the net increase from immigration 74,966. The population in Victoria on March 31st was 2,377,297, compared with 2,322,327 on March 31st, 1952—Melbourne, Aug. 12.

July Exports Increase—The value of Australia's exports in July—the first month of the current financial year—was £80 million, an increase of £21.7 million over July 1952. This marked rise in exports was responsible for an increase in the margin over imports to £28.2 million, compared with £8.4 million the previous July. However, the excess of exports over imports was greater last June, at more than £32 million. July imports totalled £51.8 million, compared with £49.9 million in July 1952—Melbourne, Aug. 12.

BRAZIL

Spare Parts Factory—A Belgian industrial group has decided to install a factory close to Acesita in the Rio Doce Valley to make auto parts, according to an announcement from Belo Horizonte, State of Minas Gerais. Acesita is slated to produce special high-grade steels shortly—Rio de Janeiro, Aug. 7.

CHILE

Technical Assistance—The Governments of Chile and United States have signed an agreement for technical assistance with irrigation in the south of Chile. Both countries will contribute equally but any construction under the scheme will be for the exclusive benefit of Chile. The construction and improvement of irrigation canals and irrigation by aspersion are included in the scheme—Santiago, Aug. 10.

ISRAEL

Canadian Credit Facilities—A credit agreement which places \$3.5 million in working capital at Israel's disposal every six months for purchases in Canada was signed recently between the Government of Israel and the newly formed Canada-Israel Corporation. The

Canadian Jewish Congress and the Zionist Organization of Canada have provided \$500 thousand between them as basic capital. On the basis of foreign exchange risk protection for exporters under the Export Credits Insurance Corporation, Canadian banks will advance up to a further \$3 million in credits as working capital. The terms of the agreement limit purchases at present to the Government of Israel through the Israel Supply Mission in New York. The revolving credit will be used solely for essential consumer goods in view of its short-term nature. Interested Canadian firms should contact Mr. S. Unterberg at the company's offices, 493 Sherbrooke Street West, Montreal, for details of requirements, terms, etc.—Athens, Aug. 3.

THAILAND

Rice Development—Thailand, the world's largest rice exporter, is making long-range plans to cope with the international rice situation and the change from a sellers' to a buyers' market. With foreign financial and technical aid, it is hoped during the next four years to increase the yearly output by one-third; to improve the quality of Thai rice through hybrid seed, fertilization and other means; to reduce prices by streamlined marketing methods, and to improve storage and milling facilities so that gluts and shortages will be avoided.

The most important since the war, this project will be financed through government funds, Mutual Security Administration economic aid, and World Bank loans. In addition to loans to farmers against crops as security, a chain of silos with a capacity of 550 thousand tons will be built during the four-year plan—Singapore, Aug. 5.

UNITED KINGDOM

Trade Balance Improved—United Kingdom exports in July were valued at £ 234.2 million, a rise of 14 per cent as compared with June which, however, contained three fewer working days. Imports amounted to £ 292.9 million which is only a fractional increase over June—a sign that the recent growth in imports is slackening. The surplus of imports over total exports fell sharply to £ 50.1 million, compared with £ 80 million in June.

Exports to North America broke the record. Shipments to the United States in July reached £ 15.2 million, compared with £ 14.4 million in June. Exports to Canada, at £ 14.9 million, were a little less than the June total of £ 16.1 million—London, Aug. 20.

UNITED STATES

Furniture Sales Decrease—The furniture industry in Michigan is facing a difficult period in the near future. Furniture sales during the big market months of June were nearly 20 per cent short of last year's mark when all orders were tallied. The bookings at the big furniture shows at Chicago and Grand Rapids left much to be desired and actual shipments in June were the smallest of any month thus far this year, and 10 per cent below May shipments. Cancellations, a thing practically unheard of in the recent past, were back to what may be considered normal—6 per cent, on the average, of new orders booked—Detroit, Aug. 22.

Chile's Steel Industry • • •

Set up two years ago, the national steel plant at Huachipato is turning out both ingots and manufactured products; today is exporting about 20 per cent of its output.

SANTIAGO—The new national steel plant at Huachipato, in the vicinity of Concepción, has now been in operation for just over two years. The production for 1952 consisted of 248 thousand tons of pig iron converted into 242 thousand tons of ingots, with 180 thousand tons of manufactured products. The latter comprised 102,737 tons of mild steel bars, wire drawing rods and angle iron; 69,980 tons of steel plate, black sheets and tinplate, and 7,619 tons of welded steel tubes. At the same time, the Corral plant produced about 24,000 tons of liquid castings.

Of this production, nearly 20 per cent was exported and the remainder was used locally. Exports had a total value of US\$7,300,000. Some US\$5 million represented sales to the Argentine, US\$1.2 million to Peru, and the remainder shipments to the United States, Colombia, Ecuador, the United Kingdom, Bolivia and Panama. Total sales reached 3,994,471,000 pesos in Chilean currency of which 3,175,704,000 pesos went to consumers in the home market.

In its annual report and balance sheet of December 31, 1952, the plant disclosed a net profit of US\$3,523,904, for the second complete year of operation.

Raw Materials Used

Of a total of 390 thousand tons of coal used in the blast furnaces, 160 thousand tons were imported from the United States. The company had budgeted to use in 1953 only 80,000 tons of imported coal against 380 thousand tons of national coal, but because domestic coal ran short, it may have to import about 200 thousand tons—that is, operate on a basis of 50 per cent of national and 50 of imported coal. The borings completed by this company in the Arauco district have shown that this concession contains a reserve of about 50 million tons of coal, which it will exploit once the loan of US\$10 million, solicited from the Export-Import Bank, is forthcoming to finance the project.

At present, in addition to coal, other Chilean products used include some 400 thousand tons of iron ore, 18,000 tons of manganese, 85,000 tons of limestone and 10,300 tons of dolomite.

The following by-products are turned out each year: 5,365,600,000 cubic feet of coal gas; 1,300,000 gallons of benzol, light lubricating oils, creosote and ammonia water; 3,640,000 gallons of pitch; 11,000 tons of industrial coke and 22,000 tons for home use, and 119 thousand tons of slag from the blast furnace for use in cement.

The plant is scheduled soon to deliver tinplate sufficient for local requirements, with a surplus for export. Extensions during 1952 cost US\$8,248,000, with a further expenditure of US\$8,354,000 in the present year to include equipment for tinplate and a rolling plant.

Production for 1953 is expected to exceed 300 thousand tons which will mean turning out some 250 thousand tons of finished products. Exports are expected to reach US\$14 million; imports of necessary materials will cost about US\$16 million.

Effect on Economy

Present Chilean consumption is only 79 pounds of iron and steel per capita a year, or just under 7 per cent of the annual consumption per capita in United States. This emphasizes the need for a permanent export market to carry on the new industry successfully. It has had an important influence on the Chilean economy and in the present year the net saving in foreign exchange is expected to be more than \$15 million. This amount should increase as the program of replacing certain imported raw materials with domestic ones continues.

The company has no privileges in the matter of foreign exchange rates and both its imports and exports are made at the free rate. Its exports to Argentina help to pay for approximately 50 per cent of the Chilean purchases of wheat and edible oils from Argentina. Only one concession is made by the Chilean Government—the Government pays interest on the company's debt to the Export-Import Bank of the U.S., to the value of the steel shipments to Argentina.

Discussions are now taking place over the possibility of constructing ships in Chile. If this proves feasible, the steel works would be enlarged to meet this new demand for special types of steel.

—M. R. M. DALE
Commercial Secretary for Canada

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.

Malaya's Import Control Policy

SINGAPORE—Malaya, with sizable exports of tin and rubber, earns far more hard currency foreign exchange than she spends. As a British dependent territory (differing constitutionally from a colony) and hence a member of the sterling area, the unspent portion of her dollars goes to what is commonly known as the London dollar pool. Apart from earnings from exports, Malaya's surplus of dollars is made possible to some extent by restrictive import control on goods from Canada and the United States.

Drawing Up the Policy

The policy governing imports is laid down by officials in Kuala Lumpur (the Federation's capital) and Singapore. The organizations concerned with import control—and consulted when it was drawn up or is revised—include the three local trade bodies, the Indian, Chinese and British Chambers of Commerce, as well as such offices in London as the Colonial Office, the Board of Trade, the Exchequer and the Bank of England. A local Trade Advisory Committee consisting of businessmen meets regularly with government officials to revise details and make changes in the policy. Broadly speaking, this ensures that the interests of both the local population and government agencies in England are well looked after.

Licences for direct import from Canada and the United States are issued only if the goods cannot be obtained (or not in sufficient quantity) from sterling or other soft currency countries. Under present world supply conditions, when most goods are available reasonably freely, Malaya's "free list" is far from comprehensive. Import licences are issued only for the following goods from Canada and the United States:—

Freely Issued

- Arms and ammunition (except for shotgun ammunition)
- Asphalt and bitumen
- Books, magazines, periodicals (technical, educational, scientific or religious publications)
- Carbon black
- Fish, canned (herrings, pilchards, salmon, sardines)
- Fuel oil
- Grease, lubricating
- Hog casings
- Milk, sweetened condensed
- Motors, outboard, over 15 h.p.
- Rope, Manila
- Rubber colours (dispersed)
- Rubber samples
- Shoe tacks
- Steel strapping (including hoop iron)
- Tractors, crawler—of 45 to 64 D.B.H.P. only
- Wheat flour

Issued on the Merits of Each Case

- Air conditioning equipment
- Aluminum sheets
- Asbestos fibre
- Bearings, roller

Boilers, steam and accessories
 Cotton duck
 Dyes and dyestuffs
 Earth-moving equipment
 Engines, internal combustion
 Films, photographic (in rolls, packs or plates)
 Generators and generator sets
 Instruments, scientific
 Iron sheets, galvanized (plain or corrugated)
 Lenses, optical (coloured)
 Lubricating oils
 Machines, calculating (electric)
 Machines, mining
 Machines and machinery not elsewhere specified, and spares and accessories therefor
 Motors, electric
 Newsprint in rolls and in sheets
 Petrolatum
 Pipes, cast iron (for water)
 p-methylaminophenol sulphate
 Pumps
 Rosin
 Round bars, mild steel
 Rubber accelerators
 Rubber stabilizers
 Spares for motor vehicles
 Steel and iron constructional superloid (ammonia alginate)
 Tinplate, secondary products
 Tools, engineers'

Issued Subject to Quota

Apples, fresh
 Milk, powdered (other than milk based infant foods)
 Oranges (fresh)

Issued on the Recommendation of the Director of Medical Services

Drugs, medicines and medicinal preparations, raw, manufactured or prepared

Issued on Official Film Censor's Recommendation

Films, cinematograph (exposed)
 Films, cinematograph (unexposed)

Canada has a large trade deficit with Malaya; in 1952 we bought twice as much from Malaya as we sold there. In view of this, why are not more licences granted for Canadian goods? There are two basic reasons.

● First, if import controls were dropped or relaxed appreciably, not only might Britain lose a valuable export market, but less of Malaya's dollar surplus would find its way to the sterling area's central pool. This obviously would be detrimental to the sterling area as a whole and would possibly mean further cuts in imports from Canada into the West Indies, for example. Hence Canadian exports to the sterling area as a whole would not be improved. Except for a small portion which goes to build up reserves, the dollars earned by Malaya are being spent, if not by this country, then by other members of the sterling group.

● Second, Malaya's import controls are not relaxed partly because of the unique loophole through which virtually any dollar commodity can enter Malaya via Hong Kong. If an importer in Singapore cannot get a licence to import from Canada direct (a licence is an automatic guarantee that foreign exchange will be provided at the official rate), he can import the same goods via Hong Kong and pay by purchasing U.S. dollars in Hong Kong's free foreign exchange market.

The Singapore importer uses the services of an agent in Hong Kong to buy and ship the goods, or place an order in Canada and re-invoice them when they reach Hong Kong. For these services and the financial transactions the Hong Kong agent charges a commission of 4 or 5 per cent. The price of U.S. dollars in the Hong Kong foreign exchange market varies but normally it bears a direct relationship to the strength of transferable sterling in other free exchange markets. At present sterling is strong and thus the price of U.S. dollars in Hong Kong is only slightly higher than the official rate in Singapore. The landed cost of Canadian goods imported into Singapore in this way is at present approximately 10 per cent above the cost if allowed to be imported direct.

Based on Malayan statistics for January-June, imports from Canada via Hong Kong have been running at an annual rate of M\$3.2 million during 1953, compared with an annual rate for total imports from Canada of M\$14.3 million. In 1952 Malayan imports from Canada totalled M\$35.7 million, of which M\$4.2 million arrived via Hong Kong.

The principal reason for the decline in imports via Hong Kong is the drop in business activity generally in Malaya because of lower rubber and tin prices, and this is reflected in the drop in total imports from Canada. Other reasons are that not many Canadian commodities are sufficiently competitive to stand the additional premium, and a lack of adventurousness in Malayan importers which keeps them from trying new lines or this more complicated method of importing.

—D. S. ARMSTRONG

Canadian Government Trade Commissioner

Trade and Tariff Regulations

PHILIPPINES

▪ **Certificate Required for Imported Flour**—The Price Stabilization Corporation (PRISCO) of the Government of the Philippines has recently taken another step in its efforts to ensure a pure food supply. The new regulation covers imports of flour, and is effective September 8.

(1) All importations of wheat flour must be accompanied by a certificate of classification and analysis showing, among other things, the protein content, ash content, moisture and extraction appearing either in the invoices and bills of lading or in a separate certificate for the particular brand or brands indicated in the invoice.

(2) Any importation of wheat flour arriving in the Philippines without the certificate required in (1), shall not be issued the corresponding clearance required by the Bureau of Customs, unless the importer can first present a certificate of analysis from the Public Health Research laboratories of the Department of Health—Manila, August 12.



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.

D. S. Armstrong, Canadian Government Trade Commissioner in Singapore, began a tour of Canada in Ottawa, September 1-4. He will visit Montreal, September 21-25, and Toronto, October 19-24.

J. C. Depocas, Canadian Government Trade Commissioner in Guatemala City, began a tour of Canada in Quebec City on August 17. His itinerary is:

Windsor—September 8
London—September 9
Guelph—September 10
Kitchener—September 11
Hamilton—September 14

Winnipeg—September 16
Calgary—September 18
Vancouver—September 21-26
Montreal—September 30-October 10

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

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

Vancouver: Victoria—September 9-16 Ottawa—September 28-October 2

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

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

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:

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

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

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:

Calgary—September 8
Edmonton—September 9

Saskatoon—September 10
Winnipeg—September 11-12

Businessmen may get in touch with these officers through the Board of Trade in Brantford, Guelph and Montreal; the Chamber of Commerce in Calgary, Kitchener, London, Welland, St. Catharines, Windsor, Sarnia, Hamilton, Peterborough, Preston and Arvida; the Canadian Manufacturers Association in Edmonton, Winnipeg and Toronto; the Dept. of Trade and Industry in Victoria; and the Department of Trade and Commerce in Ottawa and Vancouver (355 Burrard St.).

The index to "Foreign Trade" for the first six months of 1953 is now ready in mimeographed form. Readers who would like a copy should write to the Editor, c/o Information Branch, Department of Trade and Commerce, Ottawa.

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
Argentina 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
Australia (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
Australia (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
Belgian Congo Angola, French Equatorial Africa	W. Gibson-Smith, Canadian Government Trade Commissioner	Forescom Building, LEOPOLDVILLE 1,	<i>Mail:</i> Boîte Postale 373 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2706
Belgium 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
Brazil	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
Brazil	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
Ceylon	Acting Canadian Government Trade Commissioner	Galle Face Hotel, COLOMBO	<i>Mail:</i> P.O. Box 1006 <i>Cable:</i> CANADIAN <i>Tel.:</i> 5876
Chile	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
Colombia 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
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Dominican Republic 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
Egypt 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
France 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
Germany Federal Republic	B. A. Macdonald, Commercial Counsellor	Canadian Embassy, 22 Zitellmannstrasse, BONN	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Bonn 21971
Germany	Wm. Van Vliet, Agricultural Secretary		

TERRITORY	OFFICER	CITY ADDRESS	MAIL AND CABLES, OFFICE TELEPHONE
Greece 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
Guatemala 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
Hong Kong 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
India	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
India 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
Indonesia	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
Ireland	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
Italy 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
Italy	C. F. Wilson, Agricultural Counsellor		
Italy	M. S. Strong, Commercial Secretary (Fisheries)		
Jamaica Bahamas, British Honduras	M. B. Palmer, Canadian Government Trade Commissioner	Canadian Bank of Commerce Chambers, KINGSTON	<i>Mail:</i> P.O. Box 225 <i>Cable:</i> CANADIAN <i>Tel.:</i> 2858
Jamaica	E. M. Gosse, Canadian Trade Commissioner (Fisheries)		
Japan Korea	J. C. Britton, Commercial Counsellor	Canadian Embassy TOKYO	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> 48-4116
Lebanon Iraq, Syria	G. F. G. Hughes, Canadian Government Trade Commissioner	Centre Urbain Emir Beshir, Bâtiment A1, Rue Emir Beshir, L'Azariah, BEIRUT	<i>Mail:</i> Botte Postale 2300 <i>Cable:</i> CANADIAN
Mexico	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
Netherlands	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
Netherlands Belgium, Denmark, Luxembourg	Acting Agricultural Secretary		
New Zealand 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
Norway 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
Pakistan 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
Peru 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> 71150
Philippines	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
Portugal 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
Singapore 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
South Africa (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
Spain 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
Sweden 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
Switzerland 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
Trinidad 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
United Kingdom (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. Vechsler, Canadian Government Trade Commissioner	Martins Bank Building, Water Street, LIVERPOOL	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> Central 0625
United Kingdom (Northern Ireland)	T. G. Major, Canadian Government Trade Commissioner	36 Victoria Square, BELFAST	<i>Mail:</i> (City Address) <i>Tel.:</i> 21867
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> JUDson 6-2400
United States	M. B. Bursey, Consul of Canada and Trade Commissioner (Fisheries)		
United States (Massachusetts, Maine, Rhode Island, Vermont, New Hampshire)	G. S. Patterson, Consul General of Canada	Canadian Consulate General, 532 Little Building, 80 Boylston Street, BOSTON 16	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> HANcock 6-4320
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri)	D. S. Cole, Consul General of Canada	Canadian Consulate General, Chicago Daily News Bldg., 400 West Madison Street, CHICAGO 6	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> STate 2-7312
United States (Michigan, Ohio)	B. C. Butler, Consul of Canada and Trade Commissioner	Canadian Consulate, 1035 Penobscot Building, DETROIT, 26	<i>Mail:</i> (City Address) <i>Cable:</i> CANADIAN <i>Tel.:</i> WOODward 5-2811
United States (City of Los Angeles, Southern California, Arizona)	†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 1.01330.

Country	Unit	Type of Exchange	Canadian dollar equiv. Aug. 27	Notes (See below)
Argentina	Peso	Preferential buying .....	.1316	(1)
		Basic buying .....	.1974	
		Preferential selling .....	.1974	
		Basic selling .....	.1316	
		Free .....	.07104	
Austria	Schilling .....	.....	.03796	
Australia	Pound .....	.....	2.2200	
BelgiumLuxem- bourg & Belgian Dependencies ...	Franc .....	.....	.01975	
Bolivia	Boliviano	Official .....	.00519	
British West Indies	Dollar .....	.....	.5781	(3)
	Pound .....	.....	2.7750	(4)
Brazil	Cruzeiro	Dollar .....	.6938	tax 8% (2)
		Brit. Honduras .....	.05334	
		Official .....	.02520	
Burma	Kyat	Free .....	.2072	
		.....	.2081	
Ceylon	Rupee .....	.....	.00897	
Chile	Peso .....	.....	.3947	
Colombia	Peso	Basic .....	.1758	(5)
Costa Rica	Colon	Official .....	.1486	*
		Free .....	.9869	tax 2%
Cuba	Peso .....	.....	.1371	
Czechoslovakia	Koruna .....	.....	.1429	
Denmark	Krone .....	.....	.9869	
Dominican Republic	Peso .....	.....	.06579	(6)
Ecuador	Sucre	Official .....	.05688	
Egypt	Pound	Free	2.8339	
		.....	2.5000	
Fiji	Pound .....	.....	.00429	
Finland	Markka .....	.....	.00282	
France	Franc .....	.....	.00564	
French Africa	Franc .....	.....	.01550	
French Pacific	Franc .....	.....	.2350	
Germany	D Mark .....	.....	.000033	
Greece	Drachma .....	.....	.9878	
Guatemala	Quetzal .....	.....	.1974	
Haiti	Gourde .....	.....	.4934	
Honduras	Lempira .....	.....	.1652	*Aug. 14
Hong Kong	Dollar	Free .....	.06060	
Iceland	Krona	Official .....	.04666	
		Special buying .....	.03760	
		Special selling .....	.2081	
		.....	.08657	(7)
India	Rupee	Basic .....	.00186	*
Indonesia	Rupiah	Dollar certificate		

* Latest available quotation date.