

FOREIGN TRADE

OTTAWA, OCTOBER 25, 1947

Published Weekly
By
Foreign Trade Service
Department of Trade and Commerce

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COVER SUBJECT—Wheat, which is Canada's principal export item, is flowing steadily towards the Atlantic and Pacific seaboard for shipment to countries that depend largely on the surplus available in this Dominion for their daily bread. Although most of the crop is grown on the prairies, wheat flourishes far up the Alaska Highway, under the shadow of the Rockies. This photograph was taken at a Dominion Experimental Station, one thousand miles north of Dawson Creek in the Peace River district of British Columbia. Wheat exports last year were valued at \$250,300,000, compared with \$475,800,000 in 1945, while shipments of wheat flour in 1946 were valued at \$126,700,000, as against \$97,900,000 in 1945. The value of Canada's wheat and wheat flour exports in 1938 was only \$107,000,000.

National Film Board Photo

Argentine Market for Consumer Goods Limited by Restrictions

Annual report of the Banco Central outlines general import policies—Canadian producers of semi-manufactured goods and capital equipment can seek an outlet in this market for limited quantities—General aim is to become self-supporting in production of consumer goods.

By H. L. Brown, Commercial Secretary, Canadian Embassy

BUENOS AIRES, September 27, 1947.—There have been a number of official statements made in Argentina which, combined with recent experiences of importers, definitely indicate that overseas exporters must expect the market in Argentina for consumer goods to be limited mainly to specialty lines whenever trade restrictions may be eased. Until exchange becomes more freely available, Argentina will not be a market for the majority of consumer goods. Canadian producers of semi-prepared materials and of capital equipment can justifiably seek an outlet in Argentina for such quantities as may be possible under present conditions, with reasonable expectation of expansion of such business when the world's exchange problems have been alleviated.

The Banco Central de la Republica Argentina is the government agency controlling the issuance of exchange permits and thereby of import permits. The Banco Central recently issued its Annual Report for 1946, which gives some useful general information regarding import policy and deals also with industrial growth which has a bearing, in these days of restricted exchange, on policy concerning importations. In order better to understand the Argentine point of view on importations, it appears desirable briefly to survey industrial development.

Statistical Records of Industry Still Limited in Scope

Statistical records of industry in Argentina have been available only from 1935 and are still very limited in scope. It is hoped that greater detail will be available when the results of the industrial census of May, 1947, are published. Nevertheless, it is known that, of the total of 30,700 industrial establishments initiated in Argentina between 1911 and 1935, more than 10,000 were started during the period 1931-35. On the basis of statistics of employees in industry, the Banco Central estimates that development from 1935 to 1940 showed an average increase of 7 per cent a year, despite the growth of importation of finished articles in that period. From 1941 to 1943 industrial activity increased at a faster pace and averaged 10 per cent a year, principally as a result of the stimulus provided by lack of overseas goods during the war years. As there was also a lack of industrial equipment, the increase in production was achieved mainly by an increase in the number of shifts worked.

In the overall period from 1935 to 1943, an increase of nearly 100 per cent was shown in the physical volume of industrial and mining production. Employment in industry and construction has increased by nearly 500,000 workers, which almost doubles the total employed in 1935. This figure does not include the additional employment which industrial expansion brought about in commerce, transport and distribution generally. One feature of the increased employment is the marked acceleration in

the rate of employment of women. Another is the drift of agricultural workers from the country to city industry. The Banco Central points out that this re-allocation of labour has increased the population of Buenos Aires, where activities have been concentrated, thus accentuating the housing problem and possibly providing the seed of future social and economic problems in the event of decreased industrial activity and consequent unemployment.

Expansion of Industry Reduces Certain Imports

In some spheres, the expansion of industry has reached a point at which, especially when present plans are completed, it would be necessary to import very little of some goods. Textiles, vegetable oils, pharmaceutical preparations and some chemicals are good illustrations. The production of semi-processed goods, such as cotton yarns, cement and metals in various forms, has brought about decrease in imports of these goods. The aggregate of importations, however, has been maintained by increased imports of raw materials, such as rubber, textile fibres, tinsplate, sulphur, sundry chemicals, etc., for local industry. The exhaustion of stocks of certain raw materials, especially in the metallurgical industries, the need for replacement of machinery and the demand for new equipment will all tend to bring about a considerable increase in purchases of raw materials and capital goods from abroad. It would also be necessary to purchase equipment for the production of fuels and for the harnessing of such hydraulic power as is available.

Estimated Volume of Domestic Production Indicates Increase

The Banco Central has made some estimates of the volume of domestic production based on the physical volume of the national income. In terms of percentages, the Banco Central estimates that mining, in 1946, contributed 3·8 per cent of the national income as compared with 2·9 per cent in 1935. Respective figures for construction are 5·5 and 4·9. Pastoral farming remained practically unchanged at 22·7 per cent in 1946 compared with 22·5 per cent in 1935, but arable farming decreased very definitely in its importance as a contributor toward the national income. In 1935, arable farming was responsible for 34·6 per cent of the total, but by 1946 it had decreased to 21·8 per cent. This latter figure stands out in marked contrast to the expansion in industry which, in 1935, contributed 35·1 per cent of the national income, but in 1946 had risen to 46·2 per cent, and thus became the most important contributor to the national income and in itself exceeds the total of both forms of farming.

The use of these general figures is open to criticism, especially in view of the fact that the prices for farm products have been artificially kept down while the prices for the products of industry have gone up with higher wages and some inflation. It is also important to remember that the volume of goods produced by industry has not altered to a great extent. It must be emphasized that the contribution of industry to the national income is found mainly in enhanced prices. Nevertheless, the figures are an indication that Argentina is developing industrially. Demand is higher than supply and production is certainly not at its maximum even with existing equipment and the present strength of labour. When labour settles down and when raw materials and related essential supplies are more readily available, there is good reason to anticipate that the contribution of industry will be higher in volume as well as in value.

Considerable Requirements to be Met by Imports

The Banco Central states definitely in the Annual Report for 1946 that "there is no reason to predict that Argentina will restrict her purchases from abroad, rather the contrary; the country will have considerable requirements to be met by imports which obviously will be of a different nature from those needed when industry had not reached its present stage of development and when there were no official and private plans for expansion such as are now beginning to be put into effect." This statement should be read with care. Argentina does not wish to restrict imports but circumstances control. Argentina does not plan to restrict all importations, but will certainly impede some while encouraging others. The statement is symptomatic of a general trend, which can be observed in the history of other countries such as Canada. Imports of many types of consumer goods fall away when industry develops, but imports as a whole increase in volume and in value as a result of the demands of industry and the increased buying power of the population. Over the course of the next decade or so, this general trend will undoubtedly be noticeable in Argentina, even though its application must inevitably be irregular and intermittent, according to the more essential needs of the country and limitations on the supply of foreign exchange.

Banco Central Responsible for all Exchange Control Operations

The Banco Central calls attention to Government Decree No. 12596 of 1946 whereby the Bank itself was made responsible for all operations connected with exchange control. That decree stated that exchange policy is to be aimed at "a preferential application of foreign exchange to the payment for imports required to replace machinery and transport equipment, to build up stocks of raw materials, manufactured and semi-processed goods essential to the normal activity of the country and to consumer requirements which cannot be met by local industry". The Banco Central in its Annual Report adds the comment that "in view of the heavy import requirements in raw materials and industrial and transport equipment for the purposes of replacement and expansion, it is natural that the available foreign exchange should not be used for the purchase of articles which can be satisfactorily supplied by local industry". A policy of strict protection is thus definitely stated. The Annual Report goes on to point out that "until it is certain that all the essential requirements of the country's economic activities can be met with the foreign exchange available (and that to be acquired through exports in future), it is expedient to reduce the use of foreign exchange for imports that are not essential, even in the case of goods which are not produced in the country". The controller of exchange thus makes a definite statement that exchange will not necessarily be available for non-essentials even when there are none in the country.

Plan to Foster Greater Diversification and Development of Industry

The Banco Central summarizes by stating "the ultimate aim of this plan is: to foster a greater diversification and development of industry; to bring about the proper conditions for full employment of the existing forces of labour and those which may arrive by way of immigration; a solid basis for the maintenance of wages at a high level without detriment to the country's industrial economy; and, by these means, the expansion of the domestic market to avoid the fluctuations and maladjustments which arise out of Argentina's extreme dependence on foreign markets for

the disposal of her agricultural products". It will be noted that there is no present aim to develop industrial exports. The present aim is to become self-supporting in the production of consumer goods. It is fully understood in Argentina that capital goods will have to be imported. It is expected that these will be paid for by continuance of the exportation of Argentina's cereal and meat products. There will undoubtedly be setbacks, and the policy will probably falter from time to time, but the plan is not merely a beginning, it is the continuation of development which has been under way for some years.

Canadian Trade Mission Concludes Today Tour of Eight Countries

Hon. James A. MacKinnon and leading businessmen visited Belgian Congo, South Africa, Southern Rhodesia, Kenya, Egypt, Greece, Italy and Portugal in five weeks—Discussions held with government officials and trade associations.

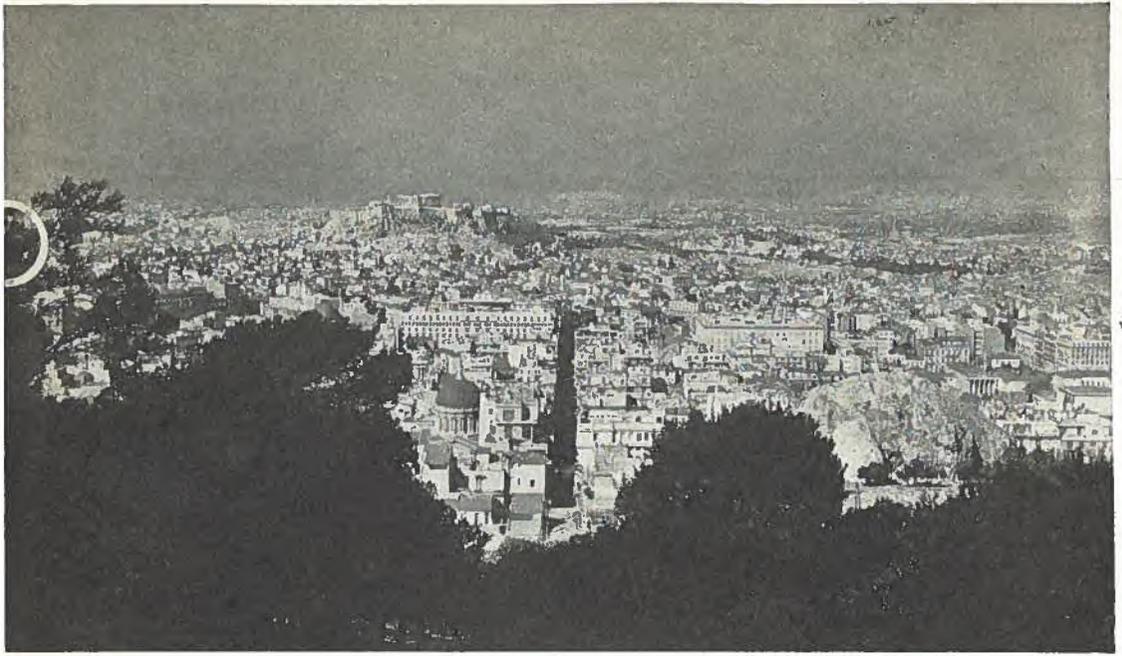
CANADA'S Trade Mission to South Africa, headed by the Hon. James A. MacKinnon, concludes today in Lisbon the official program that enabled its members to discuss commercial relations with government authorities and leading businessmen in eight countries during the last five weeks. Although Johannesburg was the immediate destination of the mission on its departure by air from New York, arrangements were made for an official visit to Leopoldville, in the Belgian Congo. Delays, occasioned by bad weather, prevented the Minister from visiting Brazzaville, in French Equatorial Africa, and curtailed the period of his stay in Leopoldville. Before leaving Johannesburg on October 14, the Canadian officials and businessmen had trade talks in Southern Rhodesia.

An official reception was arranged in Nairobi, Kenya, during an overnight stay northward to Cairo, where the development of trade between Canada and Egypt formed the basis of discussions. Less two members of the mission, who remained on in South Africa, the party continued last Saturday to Athens. Official visits were made this week to Rome and Lisbon, in each of which the Hon. Mr. MacKinnon delivered an address to businessmen.

Excepting the initial delay in New York, the program was carried out according to plan. Arrangements for the trade mission were made in Ottawa, but considerable assistance was rendered by the following officers of the Canadian Trade Commissioner Service under the direction of George R. Heasman, who accompanied the Minister on the tour: John H. English, Commercial Counsellor for Canada in Johannesburg; S. V. Allen, Commercial Secretary for Canada in Cape Town; L. H. Ausman, Canadian Government Trade Commissioner in Leopoldville; J. M. Boyer, Canadian Government Trade Commissioner in Cairo; L. S. Glass, Canadian Government Trade Commissioner in Lisbon; J. P. Manion, Canadian Commercial Representative in Rome; T. J. Monty, Commercial Secretary for Canada in Athens; and R. Campbell Smith, Acting Canadian Government Trade Commissioner in Cairo, before the recent arrival of Mr. Boyer.

Address Delivered in Athens

During an address delivered in Athens, the Minister explained that he welcomed the opportunity of paying the respects of his comparatively young country to the ancient cradle of western civilization, which was



Athens, indicating in bold shadow the ancient street, Lycabettos, renamed Mackenzie King Street last year in honour of Canada and her Prime Minister. In the background rises the Acropolis, crowned by the Parthenon, a famous Greek temple. The port of Piraeus may be seen in the distance.

known to all the world as the birthplace of democracy. "As I looked up at your Acropolis, I felt that these revered and venerable relics, beautiful though they may be, are not the only symbols of the grandeur that is Greece", he said. "That symbol is less tangible, but more enduring. It is the living, dauntless spirit which stood firm and unbroken against overwhelming odds at the very flood tide of the enemy's power; just as it did when Grecian arms flung back the Asiatic hordes so long ago. Once again the western world owes a debt to Greece for its shining example of unswerving courage against the invaders.

"Relations between Greece and Canada have always been close. They are strengthened by the establishment of Greek shipping companies operating out of Canada with Canadian vessels made available from our surplus war assets. This, I think, is a particularly happy augury, because we in Canada look forward to the day when the products of every nation will travel freely back and forth across the seas. Canada is doing everything possible to help re-establish that multilateral world trade on which depends so much of our hope for future prosperity and peace.

Mention Made of Trade Agreement with Greece

"Canada and Greece completed a commercial '*modus vivendi*' on July 28 by an exchange of notes, which provides for the reciprocal exchange of unconditional 'most-favoured-nation' treatment. Under this agreement, the products of each country, when imported into the other, will not be subject to customs duties or charges greater than those which apply to any third country. Any concessions that either Canada or Greece may grant in the future to a third country will automatically be extended to

the other. Thus, imports from Greece to Canada will be subject to our intermediate tariff and lower rate, rather than the general tariff, as heretofore. This new agreement is the first commercial convention to be concluded between Greece and Canada by direct negotiation," the Hon. Mr. MacKinnon reminded his audience. "It will continue in force for a definite period of one year, after which it may be terminated by either country upon three months' notice."

In conclusion, the Minister said: "We are very conscious of the fact that trade must be a two-way street. We are eager to buy more goods from those countries to which we sell our products. These are difficult days, and it is hard to make plans with any certainty. But, I was gratified to learn of the visit to Canada of Greek industrialists and other businessmen, in an effort to stimulate trade between our two countries. Although the way may be hard and long, I do not doubt that, once again, your gallant courage will prevail, so that Greece will eventually rejoin the company of peaceful nations in the prosperous pursuit of international commerce."

Commercial Relations with Italy Discussed

When in Rome, the Hon. Mr. MacKinnon paid tribute to the fact that it was the fountain source of much that has endured over the centuries in many lands. "The age-old memories, which dignify and distinguish this world-famous city, stir us all very deeply," he said. "The sense of their presence must be a constant spur to the imagination and enterprise of all who come within the steady influence of these great traditions. We of this mission come from a much younger country, a nation still very much in the making. Canada is comparatively new, and its traditions are for the most part being forged and shaped on the busy anvil of Time,



Italy—St. Peter's and the Vatican, in Rome, where the Canadian Trade Mission discussed commercial relations this week.

unlike those of this land. Nevertheless, over the years Canada has established in the eyes of the world the firm tradition of being a world trader. Canada, today, more than ever, is anxious to see world trade extended and expanded. Actually, our country cannot prosper unless international commerce thrives. About one-third of our total national income normally comes from the proceeds of our exports to other countries. Almost one-third of all Canadians are directly dependent upon export markets.

Value of Two-way Trade Stressed by Minister in Rome

"But that is only one side of the trade picture. Too often in the past, emphasis has been placed by many countries on increasing exports, while neglecting to increase imports. In our judgment, that attitude is a contradiction of the true aim and purpose of world trade. We in Canada believe that commerce between nations cannot develop properly or permanently unless it flows two ways. By that, I mean there should be profit and advantage to both the importer and exporter.

Continuing, the Minister said: "Canada does not want to see the world divided into rigid trading groups, each with special trading privileges and selfish advantages. We want to see a world trading community formed and functioning on the widest possible scale. We want to see the greatest possible degree of freedom in the movement and exchange of goods across national boundaries and across the seven seas. Canadians are confident that when this is accomplished, the broad highway of the future will once again open up to the benefit and advancement of millions of people in every land.

Canada Seeking to Promote Imports as Well as Exports

"There are a number of ways in which Canada is seeking to promote its imports as well as its exports. We have greatly enlarged our Canadian Foreign Trade Service in recent years. We have government trade representatives in every major trading centre. We have in Rome, for instance, Mr. J. P. Manion, a young but experienced man whose diligence and ability ranks among the very highest in our service. Mr. Manion, like other Canadian Government Trade Commissioners, is instructed to encourage and promote imports of goods into Canada, as well as to assist in the sale of Canadian products in his territory.

"In addition to these measures, Canada is holding an International Trade Fair in Toronto, Canada, during the first two weeks of next June. The manufacturers of every country have been invited to display goods to the buyers of all the world who will gather there. The chief purpose is to stimulate the transaction of business between nations. It is a further contribution that Canada is seeking to make toward the expansion of world trade, and it is the first time that such a fair has been held on the North American continent.

"Canada is taking an active part in every international organization which will lead to the reduction of trade barriers and restrictions. Canadians are eager to do all in their power, by deed as well as by word, to restore the world's shattered commerce and liberate the channels of trade on a sound and permanent basis. In this task of reconstruction and international co-operation we have the helpful services of excellent men. In conclusion, may I repeat that Canada is only too happy to be an active partner, working with all other countries in matters concerning trade and the promotion of world prosperity. There will be many opportunities for service in this direction. If we work together with determination, success will be our sure reward."



Lisbon, capital of Portugal, is situated on a succession of terraces that front on the River Tagus. Its white houses, parks and gardens, as seen from the river, present an attractive appearance. Centre of social and commercial activity, the Praça do Commercio, is a spacious square that faces the river, the other three sides being occupied by arcaded buildings of the customs house, post office and ministries. A triumphal arch on the north side leads to Rua Augusta, originally intended to be the cloth-merchants' street.

Trade Relations with Portugal of Long Standing

Trade relations between Portugal and Canada date from the latter part of the eighteenth century, wheat having been exchanged for port wine as early as 1787, the Hon. Mr. MacKinnon told an audience of businessmen in Lisbon. It was believed that the brothers Corte Real were among the first explorers to touch Canadian territory during the early part of the sixteenth century, however, and cod fishermen from Portugal sailed through waters of the Atlantic seaboard of Canada since the start of the fifteenth century.

"Our trade relationships, therefore, have the dignity of age, but were not developed until recently," the Minister explained. "Even in 1920, total trade between our countries was only valued at \$500,000. Since then, it has grown considerably, and amounted to almost \$3,000,000 during the first six months of 1947. It is a matter of some concern to the Canadian Government, however, that the balance of this exchange is heavily in our favour. An office of the Canadian Trade Commissioner Service was established last year in Lisbon," he said, "and Mr. L. S. Glass would assist Portuguese exporters in selling their goods to Canada."

Portugal was the principal source of supply in 1946 for cream of tartar, canned anchovies and sardines imported by Canada, and was in second place as the source of supply for various manufactures of corkwood, still wines and shelled almonds. Other items, of which Canada made relatively large purchases in Portugal during 1946 were brandy, unmanufactured corkwood, corks over three-quarters of an inch in length and jewellery.

The task of producing thousands of millions of dollars' worth of highly specialized war material provided Canadian manufacturers with a wealth of experience and tools that enabled them to produce countless items for

export. Much of this new industrial capacity has been working overtime to supply the demand of the home market for all the goods of which it has been so long deprived. In spite of this, Canada was able to maintain her position as third among world trading nations. "It is our earnest hope that the normal channels of world trade may soon be re-established, and that we may look forward to an ever-growing exchange of products with Portugal," the Hon. Mr. MacKinnon concluded.

High Returns from Exports Bring Prosperity to Haiti

Improved export position attributable to both higher prices and expanded volume—Imports also higher but less noteworthy than exports—Customs duties main source of national revenue—Prosperous conditions extend into 1946-47 fiscal year—Lower prices for coffee and higher tax thereon occasion concern.

By R. G. C. Smith, Commercial Secretary, Canadian Legation in Cuba

(Editor's Note—This is the first of two articles on economic conditions in Haiti. All values are in United States dollars.)

HAVANA, August 6, 1947.—The fiscal year ending September 30, 1946, was a period of considerable prosperity for Haiti, since the value of its main export crops reached near-record levels. The total value of exports was \$28,500,000 as compared with \$21,390,000 for the previous year and \$8,810,000 for the prewar 1937-41 annual average. The figure is also high when compared with what may be termed the last boom period, 1917-26, when exports averaged under \$19,000,000 annually. The value of exports of main products for each of the last two fiscal years (October 1 to September 30), with the comparable prewar (1937-41) and 1917-26 annual average values, are shown in the following table:

Comparative Values of Principal Exports

	Average 1917-26	Average 1937-41	1944-45	1945-46
			(Thousands of Dollars)	
Coffee	13,429	4,130	9,113	9,537
Bananas .....	....	880	3,134	5,029
Sisal fibre	12	872	2,095	3,685
Raw cotton	1,848	1,135	412	2,183
Sugar	335	1,028	2,436	2,094
Sisal shoes .....	....	....	170	831
Sisal hand bags .....	....	....	421	476
Total exports: ...	18,598	8,810	21,390	28,529

That this improved export position is not the result of increased values alone is indicated by the following table showing exports by volume of the same items:

Comparative Volumes of Principal Exports

	Average 1917-26	Average 1937-41	1944-45	1945-46
			(Short Tons)	
Coffee	33,800	26,000	33,000	26,790
Bananas (1,000 stems) .....	....	2,054	4,015	5,859
Sisal fibre	68	8,720	10,100	18,530
Raw cotton	3,520	4,510	1,140	5,360
Sugar	5,110	33,400	32,250	22,750
Sisal shoes .....	....	....	46	230
Sisal hand bags .....	....	....	176	263

Reference to the two foregoing tables shows that, although the volume of coffee shipments declined appreciably from the figure for the previous year, better world prices for this commodity increased the total return. Figures for bananas and sisal fibre, comparative newcomers in the export field, are indicative of the continued increasing trend, not only in value but in volume. The development of these two crops into major export commodities is of considerable significance, in that they are tending to broaden the basis of exports and therefore of Haitian domestic economy as a whole. Comparison with the 1917-26 period is particularly significant. Whereas in that period coffee accounted for about 72 per cent of the value of total exports, by the 1937-41 period it accounted for 47 per cent, and in 1946 for only 33 per cent of the total.

The recent development of the sisal handbag and shoe trade was a direct result of the establishment of new war industries, largely organized and fostered by refugees from Europe. Further expansion of this industry is unlikely, so that it is largely in sisal fibre and bananas that the trend toward diversification may be hoped for.

There is little prospect of any increase in sugar production (it will be noted that the volume was well below the immediate prewar level). Neither was the increase in raw cotton in 1946 of any permanent significance, since the ravishes of the boll-weevil would seem to limit any real expansion in this direction.

Imports Failed to Keep Pace With Exports

The import trade of Haiti during the fiscal year ending October 1, 1946, did not increase to the same extent as export sales, although the figure was one of the highest in recent years. The value for 1946 was \$19,902,000, which compares favourably with the \$16,442,000 for 1945.

The following comparative table shows imports and exports for the last two years, for the immediate prewar period (1937-41) and for the previous boom period 1917-26:

	Average 1917-26	Average 1937-41	1945	1946
			(Values in Thousands of Dollars)	
Exports	18,598	8,810	21,390	28,529
Imports	19,444	10,090	16,442	19,902
Balance of trade	-846	-1,280	+4,948	+8,627

The foregoing table reflects the greatly improved economic position brought about by the war and the broadened economic base. Whereas adverse trade balances are recorded for the prewar periods, there is currently a substantially favourable balance of trade. The extent of this change in the trading position can be better realized when it is pointed out that the total adverse balance of trade for the 25 years 1917 to 1941 inclusive amounted to some \$8,250,000 (for the years 1927 to 1936 the average balance was slightly in favour of Haiti), but in the last five years, 1942 to 1946, the total favourable balance was \$14,675,000.

Customs Duties Main Source of Revenue

Custom duties continue to be the principal source of Haitian revenue, although internal taxes have been steadily increasing in importance. Revenue for the fiscal year 1945-46 showed some increase over that for the previous year, but the increase was not as pronounced as might have been expected in view of the expansion in foreign trade. Total revenue for the year stood at \$11,139,000, an increase of \$667,000 over the figure for the previous year, or about 6 per cent. The figure was the highest in

recent years but still below the 1928 record, when it exceeded \$12,000,000. Of the total, Customs dues from both import and export taxes accounted for \$8,200,000, or 74 per cent of total revenue. This compares with 81 per cent for 1937-41, and 92 per cent for 1917-26. The balance was almost entirely supplied from internal revenue (\$2,719,000, a record figure), of which income tax (\$1,091,000) was the principal factor, followed by the excise tax on cigarettes (\$319,000).

Of the Customs revenue, import taxes yielded \$6,268,000, and export taxes \$1,862,000. It is apparent, therefore, that, although internal taxes are increasing in importance, the country still relies on Customs duties for its main source of revenue.

Public Debt Reduced

At the end of the year the total public debt stood at \$12,362,000, of which \$7,619,000 represented foreign indebtedness to the United States. Although the public debt rose from 1939 to 1942, as a result of public works contracts of 1938, Haiti has steadily reduced its foreign indebtedness to the point where it is within range of liquidating it entirely. Owing to a default on a United States loan in 1922, the United States has maintained financial control of the Haitian treasury, making amortization payments on the loan the first charge against revenue.

Gain Continued into Current Fiscal Year

For the first six months of the current fiscal year (October, 1946 to March, 1947), foreign trade and, with it, revenue, continued to increase to unprecedented levels. In this period exports increased in value to \$20,176,000 as compared with \$12,065,000 for the same period last year and with \$28,500,000 for the whole year. This heavy increase was largely the result of improved prices for coffee, bananas and sisal, although for all these items greater volume also contributed to the gain.

Of still greater significance was the increase in imports, the value of which for the same six months was \$15,644,000 as compared with \$9,232,000 for the corresponding period of last year. This rising level of imports tends to check the inflationary trend created by an unbalanced trading position. In February, 1947, for the first time in some years, imports exceeded exports in value. This trend continued into March and, although the adverse balance in the two months was only \$724,000, the change must be regarded as healthy. As a result of the prosperous conditions engendered by the volume of exports, there has developed a strong demand for most imports, and the improved ability of foreign exporters, particularly in the United States, to make deliveries was responsible for the better import showing.

Revenue was quick to respond to these record trade figures, particularly in import duties. Duties are imposed on an ad valorem or specific basis, whichever is higher, so that collections responded to the generally higher unit values of the majority of imported commodities. Thus, total revenue for the six months was \$7,802,000 as compared with \$5,545,000 for the corresponding period last year and with the total of \$11,139,000 for the whole year. Although the increase was mostly accounted for by higher Customs revenues, internal taxes were also higher.

No Import-Export Bank Loan Obtained

Early in 1947, the Government sent a commission to Washington to negotiate a \$20,000,000 loan, to pay off the outstanding United States loan and to promote agricultural and industrial development. These negotiations fell through but, according to a recent announcement, a \$10,000,000

internal loan, at 5 per cent (the United States loans were at 6 per cent), has been authorized. The proceeds of the loan will be used to amortize the outstanding United States loan. It is too early to assess the effects of this loan on market conditions.

Break in Coffee Prices of Vital Importance

On April 10 of this year, the price of coffee dropped nearly ten points, and this sudden break is of the utmost importance to Haiti. It was probably the result of large accumulations of coffee in Brazil and Colombia being placed on world markets as shipping space became more plentiful to move it into consumption. Formerly most of Haiti's coffee was sold through the bonded warehouse at Le Havre, France, but during the war the United States became the principal outlet. The United States, returning to its traditional sources of supply, has recently shown little interest in Haitian coffee. Since the Le Havre market has not yet resumed operations, and as the lack of exchange in Europe is preventing the return of an active market for Haitian coffee, prospects for this trade are not bright.

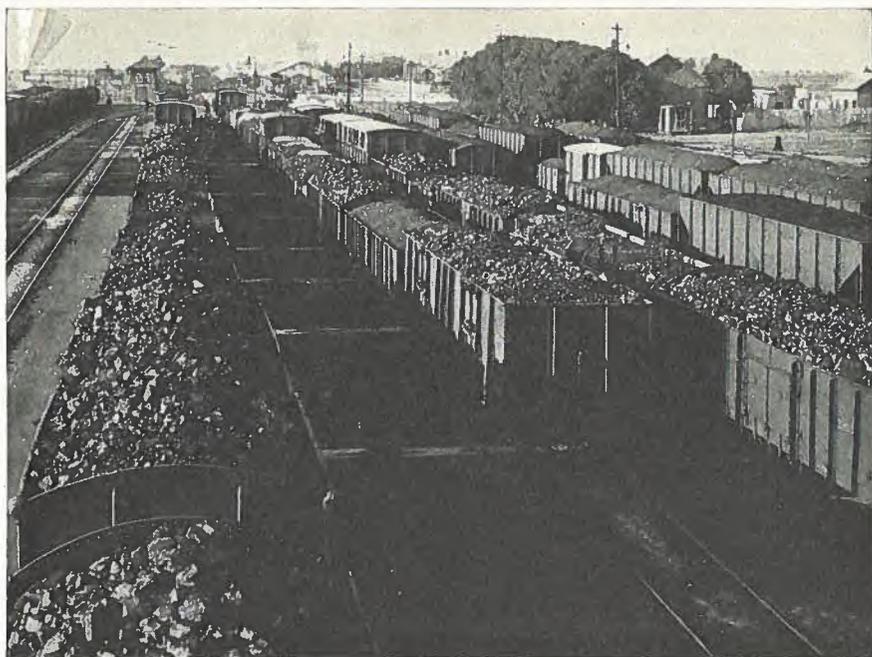
Nevertheless, the price is still above the average at which most of last year's crop was sold. However, in December of 1946 the tax on coffee was increased from an average of \$3.51 for a bag of 80 kilograms to nearly \$7.50 on the price then in effect (about \$5.85 at the current rate). This increase in taxes, along with the drop in coffee values, has occasioned some concern in the trade, and appeals have been made for the abolition of the new tax.

South African Railways Increased Freight Rates in 1946 as Operating Costs Rose

In some departments all-time traffic records broken—Freight earnings maintained but operating costs reached such a high level that ten per cent increase in rates was made effective in September—Volume of goods traffic through ports severely taxed their capacity at times—Scheduled freight services to South African ports revived during the year.

By J. H. English, Commercial Counsellor for Canada

JOHANNESBURG, August 15, 1947.—In spite of crippling shortages of rolling stock and equipment, as well as experienced labour, in some departments the South African Railways broke all-time traffic records during 1946. While complete records for the year have not yet been published, preliminary estimates indicate over a 25 per cent increase over 1944 in "passenger journeys". While freight earnings were maintained, operating costs due to increased wage rates and cost of living bonuses as well as higher material costs reached such a high level that, beginning in September, 1946, a ten per cent increase in freight rates was made effective. The new tariff applies to goods, livestock and parcels moved by rail and motor road transport and to harbour dues. In addition, special rebates on bunker and export coal and certain agricultural commodities were withdrawn. Passenger fares and freight rates on gasoline were not altered. Although the result is that with the rates now in effect freight charges are approximately twenty per cent above prewar levels, the railways are expected to operate with larger deficits during the next two or three years.



South Africa—Loaded coal trucks line sidings in Witbank, Transvaal. While freight earnings were maintained, operating costs rose to such an extent that a ten per cent increase in freight rates was made effective in September, 1946.

The excess of expenditures over railway revenue for the six months ending September 30, 1946, was £989,000 as compared with a deficit for the corresponding period of 1945 of £672,000.

Currently, the estimated additional expenditure to be defrayed by the government during the year ending March 31, 1947, including capital outlays on railway and harbour account, is about £8,500,000.

The September increase in freight rates was followed by authorized price increases in the controlled prices of a large number of cost-of-living items and has re-opened the whole complex question of railway rating in relation to the Union's economic structure. Apart from criticism concerning the effect on the price level, much press comment has deplored the decision to increase freight rates at a time when many new industries were struggling to become efficient producers and were getting a foothold in neighbouring markets.

Heavy Volume of Goods Handled by Ports

The volume of goods traffic through the Union's ports at times severely taxed their capacity. No breakdown of estimates by ports is available, but preliminary figures indicate that about 5,430,000 tons were landed at, and 4,446,000 tons were shipped from, all South African ports, approximately thirty-five per cent more than in 1944. The total of 9,900,000 tons, however, was only about ten per cent higher than 1936. Port congestion was more marked following the settlement of the strikes affecting American flag vessels. Lumber clearances were disappointingly slow during the last part of the year, due to unfavourable factors in the building industry as well as the shortage of freight cars. The importing and shipping community had made representations against the September increase in harbour dues and increased bunker coal prices, which it is felt may discourage foreign shipping companies from operating to South African ports.

Municipalities Will Be Assisted in Building Airports

In November the Minister of Transport announced the government's intention to assist the municipalities in the construction of airfields by public grants, especially where they would develop privately operated feeder services for the government-owned lines and providing they were owned and operated by the municipalities. The operations of the South African Airways during the April-September period showed an encouraging increase in operating revenue to £804,000 as compared with £220,000 for the corresponding period of 1945. An operating surplus of £166,000 was shown for this period in 1946, when an appreciable expansion in external services to the United Kingdom took place.

Scheduled Ocean Freight Services Resumed

Last year witnessed the revival of scheduled freight services to South African ports to meet the space requirements of the large volume of goods shipped to this market, especially from the United Kingdom and North America. The number of vessels of United States registry calling at South African ports increased tremendously, despite the shipping strikes which seriously interrupted the flow of American and Canadian goods during the fall months. Direct services from Canadian ports were well maintained and increased during the year, although the volume of South African freight offering for return voyages was generally disappointing. Shipping services between South African ports and Northern Europe are being restored with Swedish, Dutch, French and Norwegian flag vessels, some of which are very modern fast craft. The Union Castle Line re-inaugurated its fast scheduled service from Southampton and the United Kingdom.

South African firms in 1946 for the first time acquired ocean-going vessels for registry in this country. To date plans call for the operation or acquisition by several firms of about twenty-five vessels, of which nine have actually been purchased. Hitherto the railway administration has been the sole owner and operator of about six ships of South African registry.

Settling Agents Appointed for Marine Insurance Policies

The Institute of London Underwriters, an organization formed in 1884 by marine insurance companies in London, introduced in 1939 a scheme for the issue of a Companies' Combined Policy. This policy embodies the names of all companies, members of the Institute subscribing to it, and therefore replaces a number of policies issued by individual companies. The roll of membership of the Institute at present includes 93 companies, the combined assets of which exceed £431,000,000 (excluding life). All these companies subscribe to the Companies' Combined Policy scheme.

In order to facilitate prompt settlement of claims, when the policies provide for the payment abroad of losses and/or damages due under such combined policies, the Institute has appointed settling agents who are authorized to settle and pay on behalf of the subscribing companies claims due under the combined policies.

Dale & Company, Limited, with offices at Halifax, Montreal, Toronto, Winnipeg and Vancouver, and that of their associate, Payne & Hardy, Limited, at Hamilton, have been appointed settling agents under this scheme. Holders of Companies' Combined Policies, providing for payment of claims, should apply to them for settlement.

Australian Economy Affected By Britain's Dollar Crisis

Drastic reductions in all dollar imports made necessary by suspension of conversion privilege of sterling to dollars—Standard 40-hour work week to be commenced in January, 1948—Exceptionally high wheat crop forecast—Substantial surplus of exports over imports recorded for year ended June 30.

By F. W. Fraser, Commercial Secretary for Canada

(£ Australian equals \$3.2240 at the present rate of exchange)

MELBOURNE, September 18, 1947.—All other happenings in Australia during the past few months have been overshadowed by Britain's impending "dollar" crisis, with its inevitable reaction on the Australian economy. Following the British Government's announcement of the suspension of the conversion privilege of sterling to dollars, official statements from Canberra made it clear that there would be a further tightening up on imports from dollar countries.

On September 3, the Prime Minister (Mr. Chifley) announced drastic reductions on all dollar imports. Such purchases as were to be made from the dollar area would be strictly limited to goods of an essential character, essential capital machinery and raw materials not obtainable from sterling sources. Articles mainly affected are: newsprint, aircraft, passenger motor car chassis, tobacco, film royalties, textiles, and a long list of miscellaneous articles yet to be announced. Rigid control will also be exercised over travel expenditure, both for personal and business purposes.

Some observers believe that the restrictions on imports will eventually benefit Australian industry by encouraging local production. Workers deprived of employment as a result of the restrictions will, it is stated, find ready employment in other industries where there are still many vacancies.

Judgment Establishes Forty-hour Work Week

A judgment of national importance, and one of interest to other industrial countries, was made on September 9 by the Federal Arbitration Court after a 22-month hearing, by virtue of which forty hours will be Australia's standard working week from January, 1948. Over 900,000 employees will be affected by the judgment.

The application was opposed by management groups, mainly on the ground that shortages were so acute and widespread that nothing should be done which would hamper production or delay recovery. Another objection was that shorter hours of labour would inevitably lead to higher costs, which would, in most cases, have to be passed on to the consumer, thus increasing the cost of living.

In introducing the judgment, however, the Court stressed the fact that in estimating the loss of production as a result of the 40-hour week, they had taken into consideration the expected elimination of industrial unrest generally. In their opinion, such loss of production might well be less than anticipated. They pointed out that all the criteria of an active, virile progressive economy were present today. Business was booming, and the time for granting industrial benefits was never more favourable. "All the economists of both sides," they added, "agree that never in our



Business centre of Melbourne, capital of the State of Victoria and Queen City of Australia.

history have all the factors been so favourable, nor is it easy to conceive their ever being more favourable". The Court stipulated, however, that reasonable overtime should be worked and that no party to the award should impose bans on overtime.

Government Plans to Nationalize Trading Banks

A third event of major importance was the announcement by the Prime Minister on August 17 of the Government's intention to proceed with legislation to nationalize the nine trading banks. This announcement followed closely a decision of the High Court restraining the Government from requiring municipal bodies to conduct their banking affairs with the government-owned Commonwealth Bank, and has of course aroused considerable opposition. Legal opinion appears to differ as to whether the Government has the requisite power under the constitution to carry out this undertaking.

The settlement in May of the long dispute in the Victorian metal trades, which had extended to other states, has led to relative peace in Australian secondary industry, and has permitted those firms dependent on the metal and engineering trades for supplies to resume active operations. The effects of the dispute, however, are still being felt throughout the entire country. Many industries, notably steel and those producing building materials, are still operating at well below full plant capacity. This, in turn, has its repercussions in the production of housing materials, farming implements and most consumer goods.

Surplus Spending Power of Public Has Decreased

Signs are not lacking that the surplus spending power in the hands of the people has dropped considerably from the peak years following the war. Greater resistance to high prices is reported, and more discrimination is being exercised by the purchaser. There has also been a decided increase in credit buying and in installment-plan buying, while more advantage is being taken of the "lay-by" system of purchasing. All these factors, coupled with a drop in amounts on deposit with savings banks, suggest a possible diminishing of consumers' cash reserves. Nevertheless, the general level of wholesale and retail trading remains buoyant, and the extension of credit on the part of the merchant shows confidence in the ability of the consumer to meet future obligations.

Bank clearings rose to an all-time high in July, the weekly average being £A104,691,000 as compared with £A98,564,000 for July of last year. Amounts on deposit in savings banks, however, dropped from £A666,621,000 in July, 1946, to £A660,645,000 in June, 1947.

Excellent Growing Conditions Prevailed in August

Growing conditions throughout the Commonwealth at the end of August were generally excellent. Widespread rains during the month brought relief to many inland areas in Queensland and New South Wales which had been short of moisture, and benefited important producing areas in other states. The wheat crop is off to a good start and, provided normal rainfall develops during the balance of the growing season, the yield promises to be exceptionally high. A recent estimate by the Australian Wheat Board places the current season's crop at 20,000,000 bushels, an increase of 80,000,000 over last year.

Conditions in pastoral areas are reported as generally satisfactory. Ample feed and water appear to be assured in most districts and pastoralists are experiencing an excellent lambing season in all states.

Wool Clip Proceeding Satisfactorily

The wool clip is proceeding satisfactorily and offerings at auction promise to exceed last year's by a considerable margin, with high prices ruling. Statistics recently released by the National Council of Wool Selling Brokers of Australia covering sales for the fiscal year 1946-47 show an average price for greasy wool of 24·486 pence per pound. The average in 1938-39 was 10·39 pence per pound, and the controlled price was increased for the 1942-43 and later wartime clips to about 15·45d. per pound.

Record Cheese Production Recorded

Butter production during the twelve months ended June 30, 1947, was 138,408 tons, being 7,163 tons less than the previous year. Cheese production, however, increased by 864 tons to 41,828 tons for the year, which established a record. Prospects for the present season are good, the output for July having been much higher than for the corresponding period last year. Unusually cold weather in New South Wales and Queensland, however, has retarded production in those states during the past few weeks and, if continued, may cause a downward revision of the estimates.

Figures recently released by the Commonwealth statistician record increased production in many fields of industry, although in some important

directions output is still below prewar volume, and shortages are still the rule in a number of key materials.

Black coal production increased to just over 14 million tons during the year ended June 30, 1947, as compared with 12,636,000 tons in the previous year, and 12,216,000 tons in 1938-39.

Ingot Steel and Pig-iron Production Increased

Ingot steel output was 1,230,000 tons compared with 1,054,800 tons last year and 1,170,000 tons in 1938-39, while pig-iron production rose at about the same rate, the average monthly production reaching 95,000 tons in 1946-47, as against 75,500 tons last year and 92,100 tons in 1938-39.

Refined zinc dropped to 5,860 tons from 6,710 during the previous year, but was slightly higher than in 1938-39 when output was 5,820 tons.

Brick production rose sharply from a monthly average of 25 million in 1945-46 to 40 million in 1946-47, but was still far below 1938-39, when the monthly average was 60 million.

Native sawn timber production continued to expand, jumping to a monthly average of 81 million super feet in 1946-47 as against 71.5 million in 1945-46 and 59.8 million in 1938-39.

Increases are also recorded in cement building sheets, fibrous plaster sheets, roofing tiles and Portland cement.

The total number of employed persons at the end of May, 1947, (exclusive of rural, household domestic and defence forces) was 2,260,500 as compared with 2,066,000 for May, 1946, and 1,730,000 for July, 1939, while those employed in factories stood at 788,000 in May, 1947, as against 741,000 in May, 1946, and 540,000 in 1939.

Substantial Surplus of Exports over Imports Recorded

The Commonwealth's overseas trade figures for the year ended June 30 show a substantial surplus of exports over imports. Exports of merchandise for the year totalled £A307,897,000, as against £A196,424,000 during the previous year, while merchandise imports were valued at £A228,886,000, as compared with £A194,572,000 in 1945-46. Exports of bullion and specie at the same time dropped from £A26,864,000 in 1945-46 to £A120,000 in 1946-47, and imports from £A1,796,000 to £A1,121,000. Imports from Canada in 1946-47 were valued at £14,620,000 stg. or almost double 1938-39, when the value was £7,724,000. Exports to Canada amounted to £A5,356,000 in 1946-47 as against £A1,994,000 in 1938-39.

Cost of Living Has Risen

Increased awards in the basic wage throughout Australia and the gradual withdrawal of government subsidies on a number commodities, which had been paid to lower living costs, have contributed to higher price levels. It is anticipated by some observers that the introduction of the forty-hour working week will add possibly a further 5 per cent to existing living costs. Already increased rail charges for passengers and freight have been announced by Victoria and New South Wales Railways, averaging about 15 per cent; higher freight rates on coastal shipping have been sanctioned, and increased prices have been approved by the Prices Commissioner on a number of items, including tea, soap, candles, animal fats and oils, and gasoline, with other increases pending. Motor car insurance has also advanced by 12½ per cent.

Iran Affords Sales Opportunities For Capital and Consumer Goods

Primarily an agricultural and pastoral country — Oil resources an important asset—Textiles, principally carpets, a leading export item—Motor cars principal means of transport—Trade with Canada not extensive.

By Trade Commissioner Service, Foreign Trade Service

IRAN, formerly known as Persia, has an area of about 628,000 square miles. A kingdom of Western Asia, it is bounded on the north by the U.S.S.R. and the Caspian Sea; on the south by the Gulf of Oman and the Persian Gulf; on the east by Afghanistan and Baluchistan; and on the west by Turkey and Iraq.

Iran is mostly an arid tableland, encircled, except on the east, by mountains. The central and the eastern part of the plateau is a large salt desert, and the remainder, about one-fourth, is suitable for cultivation. The only navigable river is the Karun; the others are widely used for irrigation purposes.

Iran has a dry climate, except in the north, on the shores of the Caspian Sea, where the winter is very damp and the summer very warm. Tehran has a mean temperature of 65° F. in January and 80° F. in July. The summer temperature on the Persian Gulf coast may go as high as 120° F.

Population in 1944 Estimated at 700,000

The population of Iran during the past decade was estimated at 12,000,000 to 15,000,000; latest estimates put the figure at 15,000,000. Tehran had a population in 1942 of 540,000; it was estimated in 1944 to have reached 700,000. Figures for the other principal towns are approximately: Tabriz, 213,000; Ispahan, 204,000; Meshed, 176,000; Shiraz, 129,000.

Commercial correspondence with firms abroad is conducted mostly in French and English, the latter now being more widely used. Iranian is the official language and is spoken throughout almost the entire country.

For many years, until early in the present century, the Shahs of Persia ruled with absolute power. Public opinion was, however, pressing for reform, and in 1906 a constitution was granted under which a Majlis, or National Consultative Assembly, was established. In 1925 the then prime minister, Reza Khan Pahlevi, became Shah, and remained in power until his abdication, in September, 1941, in favour of his son, Mohammed Reza, the present Shah. For the purpose of local government the country is divided into ten divisions (ustans), comprising 49 provinces (Shahristans) under governors-general and governors respectively.

Agriculture is Principal Industry

Iran is primarily an agricultural and pastoral country. The chief products are cereals, cotton, gums, fruits and nuts, silk, tobacco and opium. Wheat, barley and rice are the principal cereals exported. Among the fruits grown are oranges, lemons, raisins, dates, peaches, apricots, cherries and olives. Nut production include almonds, walnuts and pistachios.

Considerable attention has been paid for some years to the necessity of improving irrigation in various parts of the country. Iran has used a system of irrigation for many years, but it was suitable only for comparatively small areas of land.

The cultivation of raw cotton is important to the local industry and foreign trade, that product being one of the country's chief exports. About 80,000 acres were under cotton before the war.

Oil Resources an Important Asset

Iran's most productive industry is the extraction and refining of mineral oil. The principal concession, originally granted in 1901, is held by the Anglo-Iranian Oil Co., Limited, an important United Kingdom concern. The company's property, covering an area of some 100,000 square miles, is in southern Iran.

The forest resources, located in the Caspian Sea provinces, supply the northern provinces, as well as Soviet Russia, with wood fuel, charcoal and various types of woods. In recent years the government adopted a stricter policy with respect to these forests and other forest areas, with a view to greater utilization of their raw materials in the development of the domestic wood industry.

The principal fishing activity is concentrated in the Caspian Sea, and it has always been a valuable source of income, both for domestic and foreign trade.

Other items of comparatively minor significance, and produced in varying quantities, include coal, copper ore, and oxide of iron. The existence of lead, manganese, cobalt and nickel has also been reported.

Carpets Among Principal Exports

The manufacture of carpets is one of Iran's important industries for export. Carpet manufacture on a commercial basis dates from the 19th century, when markets were first opened up. From 1936 to 1939 the export of carpets was in the hands of the Société des Tapis de l'Iran, a monopoly company, but since then the trade has become free, and permits have been granted to private merchants.

There are twenty-three cotton mills with a total of about 120,000 spindles. The annual production is 4,500 tons of yarn and about 5,000 yards of cloth. Some 6,000 men and 1,300 women are employed.

Nine woollen mills, with a total of some 25,000 spindles, are in operation, employing 2,700 men and 500 women. Iran still exports valuable quantities of raw wool but retains sufficient of the nation's wool clip to supply the local woollen-manufacturing industry, which is of considerable importance.

There are also twenty-five hosiery factories, some using machines but others hand labour entirely. Six hundred men and 500 women are employed.

Sugar and Chemicals also Produced

Seven state-owned sugar refineries produce annually about 10,000 tons of lump sugar and a similar quantity of granulated sugar. At the busiest time of the year some 50,000 people are employed.

The chemical industry has been developed to only a limited extent in relation to the large range of raw materials found in Iran. Tar and benzol are produced by a plant at Tehran, and at Shirgah there is an installation for creosoting railway sleepers. Sulphuric and nitric acids, paraffin, industrial alcohol, ether and explosives are produced at the government factory at Parchin.

Some half dozen firms are engaged in the canning industry, producing fair quantities of canned fish, meat, vegetables, jams, pickles, etc. A cement plant near Tehran has a productive capacity of 90,000 tons per annum. All the materials required are available locally in large quantities.

Automobiles are Principal Means of Transport

The construction of the Trans-Iranian Railway, covering some 870 miles between Bundar Shah, on the Caspian Sea, and the Persian Gulf was completed in 1938. This section does not serve important commercial centres, although rail extensions are contemplated.

The construction of new roads in Iran was under consideration before the war. The automobile is still the principal means of transport. The bulk of heavy freight is handled by the Persian Gulf ports, but lighter products and merchandise sufficiently valuable to pay the higher freight charges usually move across the desert by motor car via Iraq and Syria.

There is an air service between Tehran, Kermanshah and Bagdad, with connecting lines to Europe.

The basic unit of currency is the rial, subdivided into 100 dinars. Five dinars are currently called "shahi", and 10 rials a "toman". Official control is exercised over all foreign exchange transactions. Current official buying and selling rates are 32 rials and 32.5 rials respectively to the dollar.

The metric system, introduced 1935, is used throughout the country.

Consumer and Capital Goods in Demand

The standard of living of the people of Iran is very low, but during the war it improved appreciably in urban centres. However, there will be an interesting market both for consumer and capital goods. In consumer goods the demand will be chiefly for those common items which, owing to supply and transport difficulties, were not obtainable during the war or which were not available in sufficient quantities to meet requirements. Capital goods will be required in connection with the execution of various irrigation, water supply, electric power and other public works contracts. The construction of several new railways is also a possible development in the future. Iran manufactures none of the machinery required by public utility concerns and has to rely completely on imports to meet its requirements in railway coaches, wagons and rails, as well as motor vehicles. The main competitors for this market will probably be the U.S.S.R., the United Kingdom and the United States.

Trade with Canada Limited

The principal commodities imported into Iran during past years were metals and metal goods of all kinds; cotton piece-goods; machinery of all kinds, and parts; motor cars and cycles; sugar; and woollen piece-goods and mixtures.

The principal commodities exported were mineral oils, woollen carpets, raw cotton, raw wool, lamb skins, gum tragacanth, rice, sheep, raisins and almonds.

The total value of Canadian imports from Iran in 1946 amounted to \$274,446, the principal items being as follows:

	Quantities	Canadian \$
Oriental carpetsNo.	34,997	104,035
Fur skins, Persian lambNo.	14,331	63,057
Fur skins, undressed, n.o.p.No.	2,391	5,223
Almonds, shelledLb.	110,130	45,915
Walnuts, shelledLb.	64,485	35,553
Gums, barbery elemi, geddaCwt.	17,997	19,621

The total value of Canadian exports to Iran in 1946 amounted to \$430,980, quantities and values of the principal items being as follows:

	Quantities	Canadian \$
Motor vehicle casingsNo.	2,405	66,533
Tacks of ironCwt.	4,862	82,234
Copper rod, strips, sheetsCwt.	2,200	49,115
Automobile parts . . . . .	....	19,228
Lamps and lanterns of metals . . . . .	....	18,639
Stoves, gasoline and oilNo.	5,892	18,237
Book paperCwt.	1,594	17,310
Brass bar rodsCwt.	605	15,668
Medicinal preparations . . . . .	....	12,578

Volume of United States Tobacco Leaf Exports High During 1946

About 643 million pounds declared weight were shipped, 37 per cent more than in 1945 and 53 per cent more than the 1934-38 average—Flue-cured leaf comprised 85 per cent of total exports—In past two years, there has been a decided swing towards prewar trade patterns, with the United Kingdom and China the two principal importers.

By F. T. Cook, Assistant Commercial Secretary, Canadian Embassy

(Editor's Note—This is the last of two articles on the United States tobacco trade. The first appeared in the September 13 issue of *Foreign Trade*.)

WASHINGTON, July 24, 1947.—Both the quantity and value of tobacco leaf exports excluding stems, trimmings and scrap were high in 1946. About 643 million pounds declared weight were shipped, 37 per cent more than in 1945 and 53 per cent more than the 1934-38 average. Flue-cured was the principal export leaf and comprised 85 per cent of the total compared to 80 per cent in 1945 and 77 per cent in 1934-38. Burley exports of 35 million pounds in 1946 were higher than in any other year. Total fire-cured exports in 1946 were about 38 million pounds declared weight, compared to 65 million pounds in 1945 and annual average of 58 million pounds from 1935-39.

United States Exports of Leaf Tobacco

(Approximate Farm-Sales Weight Equivalent¹)

Year ²	Flue-Cured	Burley	Fire-Cured	Dark		
				Air Cured	Mary-Land	Cigar
1935-39						
Average	366.1	12.5	69.8	11.7	5.6	1.5
1940	289.5	11.6	38.9	7.4	2.4	.6
1941	155.6	5.6	18.6	4.7	2.6	2.0
1942	291.3	6.4	17.5	3.0	1.0	.6
1943	289.1	5.9	15.6	4.1	1.4	.6
1944	355.3	9.0	16.7	3.2	1.8	2.6
1945	454.3	9.4	63.9	6.3	3.0	3.5
1946	486.6	35.3	47.6	13.1	6.8 ³	6.8

¹ Estimated farm-sales weights of exports are subject to revision.

² Crop year basis varies by types—flue-cured, year ending in June; Maryland, year ending in December; all others, year ending in September.

³ Month of December estimated.

Tobacco Exported to Many Countries

Prior to 1939 American tobacco was shipped to approximately one hundred countries. During the war years, trade was restricted and exports were confined to the United Kingdom and British Empire claimants, European neutral countries, Switzerland, Sweden, Portugal and South America. In 1945 and 1946 there was a decided swing towards prewar trade patterns, with the United Kingdom and China becoming the two principal importers of American-type tobacco. Of American export tobacco, flue-cured is most prominent. According to an analysis covering seventeen years of flue-cured tobacco distribution in the foreign trade by the Tobacco Division of the United States Department of Commerce, it was revealed that over one-half of the entire volume grown in the United States during the period 1923-39 was exported in the form of leaf. The next important type during this period was fire-cured tobacco with an average leaf export of 100,000 pounds. Burley tobaccos are next on the export list. The remainder of American export tobacco types are relatively unimportant in the overall export picture.

Factors Influencing Export Distribution

Demand for American tobacco is influenced broadly by two groups of factors aside from those of short term significance. One of the most important which the tobacco industry generally has experienced during the last twenty-five years has been the change in tobacco habits from the stronger types of tobacco, such as chewing, or pipe, to the milder cigarette tobaccos. In the same category, quality and price play a great part in affecting foreign demand. These two factors may be grouped as non-governmental and are fairly static. There is, however, another group of influencing factors which are more flexible and which may be termed governmental factors for lack of a better name. Into this category fall monopolies, fiscal policies, subsidized leaf production, import quotas, exchange control, clearing and compensation agreements and war. These factors do, in varying degrees, affect demand and production of American tobacco types.

Empire Preference is Contentious Point to Growers

As the United Kingdom export market is second only to the United States domestic market, the British Empire preference looms as a very contentious point in the minds of the United States tobacco growers. Statistics, however, fail to show any drastic changes in the overall exports of American tobacco to the United Kingdom. There are fluctuations within a given year when new legislation is passed to curtail importation of American tobacco, but in the final analysis tobacco consumer tastes win out. A recent article in the London *Financial Times* states, "... after considerable decline immediately following the new budget, consumption is improving steadily and no one can tell at what level it will settle. All distributors agree however that it has been increasing each week since the budget. Sales for a few days before the budget were exceptionally heavy owing to stocking up by the public, and a few days afterwards they were artificially low. This fall and slow recovery since were almost parallel to those after the severe budget of 1942. In that year it took four or five months for sales to recover their previous volume although eventually they considerably surpassed it. The position of Empire tobacco in cigarette manufacture may be threatened by the return to a buyers' market." The article further states that cigarettes currently in greatest demand are those brands containing the highest percentage of American tobacco and correspondingly lower amounts of Empire leaf.

U.K. Tobacco Consumption and Imports from Empire Sources

Calendar Year	Home Consumption Million Pounds	Empire Sources Million Pounds	Empire Sources Per cent
1919	142.9	1.01	1.44
1920	139.1	3.20	4.45
1921	139.8	4.27	5.97
1922	133.6	5.82	7.78
1923	129.2	6.95	8.98
1924	128.9	8.42	10.85
1925	133.6	9.82	13.12
1926	135.5	13.10	17.75
1927	138.2	14.71	20.33
1928	141.7	16.62	23.55
1929	147.8	17.10	25.27
1930	151.7	17.29	26.23
1931	150.5	19.15	28.82
1932	149.7	21.68	32.45
1933	149.7	23.66	35.42
1934	159.0	22.22	35.33
1935	164.6	22.06	36.31
1936	175.0	22.66	39.66
1937	183.1	24.34	44.57
1938	190.0	23.77	45.16
1939	199.2	24.82	49.44
1940	191.2	26.01	49.75
1941	221.9	31.04	68.87
1942	233.7	32.40	75.71
1943	221.7	25.40	56.30
1944	219.6		} No Data Available
1945	231.3		
1946	250.4		

This is further clarified by the shipments from the United States to the United Kingdom of flue-cured tobacco. It will be noted that in spite of the war, with its shipping and financial difficulties, the United Kingdom still wished to import large amounts of American flue-cured tobacco leaf.

The information contained in the above statements and accompanying tables may be somewhat altered, following the announcement on July 3, by Mr. Hugh Dalton, United Kingdom Chancellor of the Exchequer, revealing the 20 per cent cut in American tobacco imports in the next twelve months. United States exports of manufactured tobacco up to World War II were insignificant in comparison with the overall domestic production and consumption. This was true even during the war when large shipments of cigarettes, cigars and smoking tobacco went to armed forces overseas and to lend-lease. In 1945, when more cigarettes were exported than in any other single year, the percentage of the total production amounted to 7 per cent.

"ABC of Canadian Export Trade"

The "ABC of Canadian Export Trade", compiled by G. A. Newman, Assistant Director of the Export Division, Foreign Trade Service, is now available for distribution to firms and individuals interested in foreign trade. Copies are available, at 25 cents a copy in Canada and 50 cents a copy abroad, from the King's Printer, Government Printing Bureau, Ottawa, to whom all applications should be submitted. A discount of 25 per cent will be granted on orders of 100 copies and over.

United Kingdom Establishes Machinery To Govern Marketing of Furs in Crisis

Scheme formulated by the Fur Trade Emergency Committee has the approval of Board of Trade and Treasury—Basis of plan is compensatory quotas under licence against exports.

By C. G. Venus, Office of the Commercial Counsellor for Canada

LONDON, October 4, 1947.—It was recently announced by the Board of Trade that the open general licence, which freely admitted importations into the United Kingdom of raw furs, had been cancelled and that henceforward importations would be allowed only against individual import licences. A later development has been the formation by the United Kingdom fur trade of the Fur Trade Emergency Committee to establish new machinery to govern the marketing of furs in the United Kingdom during the present economic crisis.

The scheme has now been formulated with the approval of the Board of Trade and Treasury under which the trade will operate during the emergency. The basis of the scheme is compensatory quotas under licence against exports, and its general outlines are as follows:

Auctions

To enable the London auctions to continue, the two auction houses will be permitted to import under open licence and the goods imported are to be disposed of by physical export or to the home trade against compensatory quota certificates.

Rabbitskins

Imports of raw rabbit skins will not come within the scheme, nor will exports of rabbit skins or articles manufactured from them qualify for import quota.

Stocks

All stocks held in the United Kingdom, as well as those despatched to the United Kingdom before August 28 and which arrived before September 18, 1947, and, in addition, those for which an irrevocable letter of credit was opened prior to August 28, will be treated as free stocks.

Compensatory Imports

All exporters will be entitled to a compensatory quota based on the monetary value of their exports and re-exports of their free stock (excluding rabbit skins) since August 28, 1947. The amount of compensation due will be assessed on the following percentages: 100 per cent on raw skins, 95 per cent on dressed skins, 90 per cent on dressed and dyed skins, 85 per cent on plates, 80 per cent on shells, and 70 per cent on manufactured fur garments. This quota will enable the holder either to purchase in the auctions goods imported by the auction houses under their open licence, or wholly or partly exchange their quota certificate for an import licence.

Should exporters obtain a specific buying order from an overseas client, consideration will be given to applications for a special licence for the amount involved on condition that 100 per cent physical re-export of the skins is effected. Such re-exports will not rank for compensation. Applicants will be required to submit audited figures showing the amounts of their exports and the country of destination.

Provision will be made for the transfer of the allocation of entitlement to compensation due where the exporter is not the importer, e.g., as between a manufacturer and his supplier of the skins, a commission agent and merchant, etc. Such transfers will be effected by means of a special form which will be completed by both parties and lodged with the Secretariat for record purposes. The Fur Trade Emergency Committee will provide the Secretariat for administering the scheme.

United Kingdom Announces Open General Licence for Undressed Rabbit Skins

A notice to importers issued by the Board of Trade announces that, with effect as from September 29, an open general licence has been granted for the importation into the United Kingdom of rabbit furskins, undressed, consigned from any country. As a consequence, individual licences to import these goods will not be required.

Shipments from Canada to Singapore Delayed

Singapore, August 11, 1947.—(FTS)—Despite the continuing shortage of shipping space, the number and capacity of vessels operating to Singapore and from local ports to the Atlantic and Pacific coasts show a steady improvement. The office of the Canadian Trade Commissioner has, nevertheless, received numerous representations in connection with undue delay in the delivery of Canadian cargoes which, in some instances, have been afloat from four to six months, with justifiable complaints from consignees and dealers who have, in various instances, suffered heavy losses as a result.

Japanese Import Requirements are Listed

Washington, October 17, 1947.—(FTS)—Japanese import requirements are set forth in a list issued recently by the Supreme Commander for the Allied Powers (SCAP). This list, which is subject to revision by SCAP, only includes major items that may be exported to Japan. It is expected that a revised list will be made available in the near future. The items are as follows:

Animal Glue (crushed bone, sinews and hide fleshings)	Lead
Bauxite (mfg. alum. pots and pans)	Magnesia Clinker
Carbon Black	Mica
Caustic Soda	Paraffin, Grade I
Coal (coking)	Paraffin, Grade III
Cork	Petroleum Products
Dyes and Toners (acid, basic, direct, chrome)	Pig Iron
Fats, Oils and Waxes (raw materials from which fats and oils are derived)	Rosin
Graphite, Crystalline	Rubber (crude, scrap and latex)
Graphite, Amorphous	Shell (for buttons)
Gums, Resins and Balsams	Shellac (superfine)
Ilmenite	Silicon Steel (sheets)
Kaolin	Soda Ash
Kraft Pulp	Talc
Lacquer, natural	Tanning Materials
	Tin plate
	Tungsten concentrate (light bulb filament).

Raw materials for textile production:

Bristles	Ramie
Cotton, raw	Raw Wool
Hides and Skins	Rayon Pulp
Jute	

Trade Commissioners on Tour

CANADIAN Trade Commissioners return periodically from their posts in foreign lands to familiarize themselves with conditions in this country and the special requirements of the commercial community. They are in a position to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, with a view to establishing connections that will assist in the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following offices in the areas concerned:

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Brantford—Board of Trade.
Brockville—Chamber of Commerce.
Calgary—Board of Trade.
Chatham—Board of Trade.
Edmonton—Can. Manufacturers' Association.
Fredericton—Board of Trade.
Galt—Board of Trade.
Granby—Board of Trade.
Guelph—Board of Trade.
Halifax—Board of Trade.
Hamilton—Chamber of Commerce.
Kingston—Chamber of Commerce.
Kitchener—Chamber of Commerce.
London—Chamber of Commerce.
Montreal—Montreal Board of Trade.

Niagara Falls—Chamber of Commerce.
Oshawa—Chamber of Commerce.
Quebec City—Board of Trade.
Saint John—Board of Trade.
St. Catharines—Chamber of Commerce.
Sarnia—Chamber of Commerce.
Toronto—Can. Manufacturers' Association.
Vancouver—H. W. Brighton, Foreign Trade Service, Room 318, Marine Building.
Victoria—Dept. of Trade and Industry.
Windsor—Chamber of Commerce.
Winnipeg—Can. Manufacturers' Association.

J. A. Langley, Commercial Counsellor, Canadian Embassy, The Hague, commenced his Canadian tour in Vancouver on September 6. During the course of the next few months, he will discuss Netherlands trade with businessmen across the country.

M. T. Stewart, Canadian Trade Commissioner in New York, began his Canadian tour in Halifax on September 8. Until recently, Mr. Stewart was trade commissioner in Bogota, Colombia, and is in a position to advise Canadians on trade with that area.

J. A. Langley

(Commercial Counsellor, Canadian Embassy, The Hague)

Montreal—October 20—November 3.

Granby—November 4.

M. T. Stewart

(Canadian Trade Commissioner, New York)

Winnipeg—October 25-27.

Vancouver—November 3-8.

Victoria—November 10.

Ottawa—November 17-21.

Montreal—November 24-29.

Richard Grew Appointed Commercial Secretary

Mr. Richard Grew, Canadian Government Trade Commissioner in Bombay, has recently been accorded diplomatic status, and should be addressed as Commercial Secretary for Canada. There is no change in the address for letters, as indicated in the listing in each issue of *Foreign Trade of Canada's Foreign Trade Service Abroad*.

Trade and Tariff Regulations

Valid Import Licences Required for Shipments to British West Indies

Port-of-Spain, September 23, 1947.—(FTS)—Exporters shipping to the British West Indies must have a valid import licence at the time of making a shipment, otherwise the goods may be confiscated on arrival or, if they are admitted, the importer will be subject to a heavy fine.

Legalization of Shipping Documents to Chile

Sanitago, October 8, 1947.—(FTS)—Recently the Chilean Government issued instructions to its consular officers stationed abroad that they were not to legalize any documents covering shipments to Chile which were not supported by a certificate issued by a bank stating that the necessary exchange had been covered through the bank granting the certificate. This ruling was later withdrawn, following objections by the commercial community, and was replaced by a new ruling, the terms of which were less drastic. Briefly the modified ruling permits the legalization by Chilean Consuls of documents covering shipments to Chile under any of the following conditions:

- (a) On sight draft payable against documents in Chile;
- (b) Payable against letters of credit even if exchange has not been delivered or covered by the Central Bank of Chile;
- (c) On the basis of bank or private credits conceded in the country of the exporter;
- (d) Where imports are for the account of nitrate, copper or iron producing concerns or for the account of the Chilean Government or government-controlled institutions; and
- (e) On consignment or payable on credit or in relation to merchandise in transit.

These instructions are effective as from October 1.

Eire Announces Further Import Quotas for Hosiery and Spark Plugs

Dublin, October 7, 1947.—(FTS)—By two Orders of the Eire Government, issued under the Control of Imports Acts, 1934 and 1937, further quotas and quota periods have been announced as follows:

Hosiery—(other than half-hose) of silk or artificial silk— 640,000 pairs for the period November 1, 1947 to February 29, 1948. This is equal in amount to that announced for the last similar quota period.

Spark Plugs and component parts thereof: 30,000 articles for the period November 1, 1947 to April 30, 1948. The quota for the previous six months was 10,000 articles.

New Zealand Restricts Imports of Canned Fish

Wellington, New Zealand, September 30, 1947.—(FTS)—The New Zealand Customs Department announces that no further 1948 licences will be issued for imports of canned fish from Canada, and the distribution of any supplies imported under such licences already issued is to be made under the direction of the Food Controller. All 1948 licences already issued in respect of these goods will therefore be recalled for noting that any goods imported under it will be distributed under the direction of the Food Controller.

Trade and Tariff Regulations—Concluded

Import Licences Required for Shipments to Portugal

Lisbon, October 6, 1947.—(FTS)—Portugal, in common with many other countries, feels the necessity of protecting hard-currency exchange. To implement this, orders in council have been issued requiring that certain classes of goods may only be imported after previous acquisition of an import licence to be issued by the *Concelho Tecnico Corporativo* (Technical Council of Corporative Bodies of the Ministry of Economy). Previously the only goods requiring import licences were: automobiles, tires, tubes, macaroni, flour, starches and dextrines. Under the new order, the list has been expanded to cover about 175 more tariff items, including luxury or non-essential goods and goods which may be adequately supplied by Portuguese industry. Among the goods affected are a wide range of textile products, spirituous liquors, confectionery, preserved fish, canned foodstuffs, dried fruits, honey, radio apparatus, motor cycles, bicycles, gloves, manufactured furs, jewellery, hats, toys and games, toilet preparations and soaps of all kinds.

The import of passenger motor vehicles, other than those destined for public conveyance, has been temporarily prohibited, pending such time as the Ministry of Economy can determine those which might be considered as falling within the luxury class.

Importers in Portugal, at the moment, are perturbed in view of the measures which the Ministry of Economy has felt obliged to impose on trade. Furthermore, the market has become saturated with a number of commodities, such as small household items, cigarette lighters, aluminium ware, small electric appliances, plastic goods and certain foodstuffs, particularly farinaceous paste. European producers of many of these articles and also of confectionery, light machinery, etc. have recognized Portugal as being one of the few hard currency markets available to them and have been shipping very heavily in order to increase their hard-currency reserves. It would be advisable, therefore, for Canadian exporters to continue to ship only against established irrevocable letters of credit. In the case of the goods requiring import licences, shipment should not be made before receipt of payment, under any circumstances, unless proof of import licence is presented.

(Note—Exporters are reminded that exports from Canada are entitled to the minimum rate of duty in Portugal only when they proceed directly without transshipment at any port to a port in Portugal or, if not shipped directly, when accompanied by a certificate of origin furnished by the Portuguese Consular authorities in Canada.)

Establish November Quota of Canadian Businessmen to Visit Germany

The quota of Canadian businessmen permitted to visit the occupied zones of Germany for the month of November has been set at 75. Applicants are required to provide the following information: name; nationality; firm; German products in which he is interested; names and addresses of firms to be visited; and the proposed date of entry into Germany. This information should be submitted on separate sheets in quadruplicate, signed and dated by the applicant, to the Foreign Trade Service, Department of Trade and Commerce, Ottawa.



Ocean-Going Sailing Schedules

Information contained in the following list of sailings, such as destination, port of departure, loading date, name of ship and operator, is furnished by steamship companies and agents concerned. This is the latest available and subject to change after *Foreign Trade* has gone to press, particularly as this relates to the loading date and name of vessel. All ships are not as yet under the complete control of operators, and one or other may have to be withdrawn to fulfil a government demand for space. A substitute ship is normally provided, and the operator will immediately notify shippers of any change in the date of departure. If no substitute is available, operators will advise shippers of an alternative sailing by another line.

The loading date and name of ship are not indicated in some instances, due to the fact that on certain routes information available is not sufficiently definite to mention the steamer that will be placed on a berth for the destination shown. The name of the probable operator is given, however, and exporters should seek further particulars from the operator or agent indicated.

Departures from Montreal

*Calls at Halifax about five days later.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques...	October 18-27	<i>Cargill</i>	Elder Dempster
Lourenço Marques...	November 1-10	<i>Cottrell</i>	Elder Dempster
Lourenço Marques...	November 10-22	<i>Langleecrag</i>	Elder Dempster
Beira.....	November 10-22	<i>Langleecrag</i>	Elder Dempster
Africa-South—			
Cape Town.....	October 18-27 November 1-10 November 10-22	<i>Cargill</i> <i>Cottrell</i> <i>Langleecrag</i>	Elder Dempster Elder Dempster Elder Dempster
Port Elizabeth.....			
East London.....			
Durban.....			
Argentina—			
Buenos Aires.....	October 29-Nov. 2	<i>Royal Prince</i>	Furness Withy
Buenos Aires.....	November 5-7	<i>Clara Barton</i>	Montreal Shipping
Australia—			
Adelaide.....	November 5-9	<i>Port Halifax</i>	Montreal Australia New Zealand Line
Geelong.....			
Melbourne.....			
Sydney.....			
Belgium—			
Antwerp.....	October 24-31	<i>Marchdale</i>	March Shipping
Antwerp.....	Oct. 26-Nov. 2	<i>Twickenham</i>	Cunard Donaldson
Antwerp.....	October 27	<i>Mont Rolland</i>	Montreal Shipping
Antwerp.....	October 28	<i>Kent County</i>	Canada Steamships
Antwerp.....	November 3-6	<i>Sein</i>	Furness Withy
Antwerp.....	November 5	<i>Ravnefjell</i>	Brock Shipping
Antwerp.....	November 8-15	<i>Brant County</i>	Canada Steamships
Antwerp.....	November 10	<i>Hedel</i>	Shipping Limited
Antwerp.....	November 10-15	<i>Beckenham</i>	Cunard Donaldson
Antwerp.....	November 15-22	<i>Kent County</i>	Canada Steamships
Antwerp.....	November 19	<i>Marchcape</i>	March Shipping
Antwerp.....	November 20	<i>Actor</i>	Montreal Shipping
Antwerp.....	November 28	<i>Grey County</i>	Canada Steamships
Antwerp.....	November 30	<i>Mont Sandra</i>	Montreal Shipping
Brazil—			
Rio de Janeiro.....	November 5-7	<i>Clara Barton</i>	Montreal Shipping
Rio de Janeiro.....	Oct. 29-Nov. 2	<i>Royal Prince</i>	Furness Withy
Santos.....			

Departures from Montreal—Continued

Destination	Loading Date	Vessel	Operator or Agent
Ceylon—			
Colombo.....	Oct. 25–Nov. 2	<i>Islandside</i>	March Shipping
Colombo.....	Oct. 29–Nov. 4	<i>City of Lyons</i>	McLean Kennedy
Colombo.....	November 1–2	<i>Gulfside</i>	March Shipping
Colombo.....	November 5	<i>Cliffside</i>	March Shipping
Colombo.....	November 20	<i>City of Agra</i>	McLean Kennedy
Colombo.....	November 20–23	<i>A Ship</i>	March Shipping
China—			
Shanghai.....	November 1–2	<i>Gulfside</i>	March Shipping
Shanghai.....	November 5	<i>Cliffside</i>	March Shipping
Shanghai.....	November 20–22	<i>A Ship</i>	McLean Kennedy
Cuba—			
Havana.....	October 27–31	<i>Federal Pioneer</i>	McLean Kennedy
Denmark—			
Copenhagen.....	October 21–28	<i>Svaneholm</i>	Swedish American Line
Egypt—			
Alexandria.....	Oct. 25–Nov. 2	<i>Islandside</i>	March Shipping
Alexandria.....	November 5	<i>Bayside</i>	March Shipping
Port Said.....	October 27–30	<i>Java Mail</i>	Cunard Donaldson
Suez.....			
Elre—			
Dublin.....	October 18–26	<i>Fanad Head</i>	McLean Kennedy
Dublin.....	October 27–31	<i>Irish Poplar</i>	Shipping Limited
Dublin.....	November 25	<i>Lord Glentoran</i>	McLean Kennedy
Finland—			
Helsinki.....	October 21–28	<i>Svaneholm</i>	Swedish American Line
France—			
Le Havre.....	October 31	<i>Marchdale</i>	March Shipping
Le Havre.....	November 3–6	<i>Sein</i>	Furness Withy
Le Havre.....	November 8–15	<i>Brant County</i>	Canada Steamships
Le Havre.....	November 15–22	<i>Kent County</i>	Canada Steamships
Le Havre.....	November 19	<i>Marchcape</i>	March Shipping
Le Havre.....	November 20	<i>Actor</i>	Montreal Shipping
Le Havre.....	November 28	<i>Grey County</i>	Canada Steamships
Le Havre.....	November 30	<i>Mont Sandra</i>	Montreal Shipping
La Pallice.....	October 24–31	<i>Marchdale</i>	March Shipping
La Pallice.....	October 28	<i>Mont Rolland</i>	Montreal Shipping
Germany—			
Hamburg.....	Oct. 26–Nov. 2	<i>Twickenham</i>	Cunard Donaldson
Hamburg.....	October 27	<i>Mont Rolland</i>	Montreal Shipping
Hamburg.....	October 31	<i>Marchdale</i>	March Shipping
Hamburg.....	November 10–15	<i>Beckenham</i>	Cunard Donaldson
Hamburg.....	November 19	<i>Marchcape</i>	March Shipping
Hamburg.....	November 20	<i>Actor</i>	Montreal Shipping
Hamburg.....	November 30	<i>Mont Sandra</i>	Montreal Shipping
Gibraltar	October 27	<i>Mont Clair</i>	Montreal Shipping
	October 29	<i>Marchport</i>	March Shipping
Greece—			
Piraeus.....	October 19–27	<i>Marchport</i>	March Shipping
Hong Kong	November 1–2	<i>Gulfside</i>	March Shipping
	November 5	<i>Cliffside</i>	March Shipping
	November 25	<i>A Ship</i>	March Shipping
India and Pakistan—			
Bombay.....	November 25	<i>A Ship</i>	March Shipping
Calcutta.....			
Madras.....			
Karachi.....	Oct. 25–Nov. 2	<i>Islandside</i>	March Shipping
Bombay.....	Oct. 29–Nov. 4	<i>City of Lyons</i>	McLean Kennedy
Calcutta.....	November 5	<i>Bayside</i>	March Shipping
Madras.....	November 20	<i>City of Agra</i>	McLean Kennedy
	November 25	<i>A Ship</i>	March Shipping

Departures from Montreal—Continued

Destination	Loading Date	Vessel	Operator or Agent
Italy—			
Genoa.....	October 19-27	<i>Marchport</i>	March Shipping
Venice.....	October 27	<i>Mont Clair</i>	Montreal Shipping
West Coast Ports...	{ November 22 November 23	<i>Mont Alta</i> <i>Mont Gaspe</i>	Montreal Shipping Montreal Shipping
Malayan Union—			
Penang.....	October 27-30	<i>Java Mail</i>	Cunard Donaldson
Port Swettenham..			
Malta.....			
	October 19-27	<i>Marchport</i>	March Shipping
Mediterranean—			
Central and	{ October 19-27 October 27	<i>Marchport</i> <i>Mont Clair</i>	March Shipping Montreal Shipping
Western Areas....	{ November 22 November 23	<i>Mont Alta</i> <i>Mont Gaspe</i>	Montreal Shipping Montreal Shipping
Mexico—			
Vera Cruz.....	October 24-27	<i>Lutz</i>	States Navigation
Vera Cruz.....	October 27-31	<i>Federal Pioneer</i>	McLean Kennedy
Netherlands—			
Amsterdam.....	November 5	<i>Ravnefjell</i>	Brock Shipping
Amsterdam.....	November 15-22	<i>Kent County</i>	Canada Steamships
Rotterdam.....	October 24-31	<i>Marchdale</i>	March Shipping
Rotterdam.....	October 27	<i>Mont Rolland</i>	Montreal Shipping
Rotterdam.....	November 10	<i>Hedel</i>	Shipping Limited
Rotterdam.....	November 19	<i>Marchcape</i>	March Shipping
Rotterdam.....	November 20	<i>Actor</i>	Montreal Shipping
Rotterdam.....	November 28	<i>Grey County</i>	Canada Steamships
Rotterdam.....	November 30	<i>Mont Sandra</i>	Montreal Shipping
Amsterdam.....	Oct. 26-Nov. 1	<i>Twickenham</i>	Cunard Donaldson
Rotterdam.....			
	November 8-15	<i>Brant County</i>	Canada Steamships
	November 10-15	<i>Beckenham</i>	Cunard Donaldson
Netherlands East Indies—			
Batavia.....	October 27-30	<i>Java Mail</i>	Cunard Donaldson
Samarang.....			
Soerabaya.....			
Newfoundland—			
Corner Brook.....	October 25-27	<i>Trenora</i>	Clarke Steamships
St. John's.....	November 3-7	<i>Ashleaf</i>	Shaw Steamships
St. John's.....	November 6-8	<i>Island Connector</i>	Clarke Steamships
St. John's.....	November 6-8	<i>Marjory</i>	Furness Withy
St. John's.....	November 7	<i>Blue Peter II</i>	Montreal Shipping
St. John's.....	November 22	<i>Blue Peter II</i>	Montreal Shipping
New Zealand—			
Auckland.....	Oct. 24-Nov. 1	<i>Cape Ortelgal</i>	Montreal, Australia New Zealand Line
Wellington.....			
Northern Ireland—			
Belfast.....	November 11	<i>Lord O'Neil</i>	McLean Kennedy
Norway—			
Oslo.....	October 21-28	<i>Savneholm</i>	Swedish American Line
Stavanger.....	November 10	<i>Svanefjell</i>	Brock Shipping
Bergen.....	November 17	<i>Ornefjell</i>	Brock Shipping
Philippines—			
Manila.....	November 1-2	<i>Gulfside</i>	March Shipping
Manila.....	November 5	<i>Cliffside</i>	March Shipping
Poland—			
Gdansk.....	October 21-28	<i>Svaneholm</i>	Swedish American Line
Portugal—			
Lisbon.....	October 27	<i>Mont Clair</i>	Montreal Shipping
Lisbon.....	October 29	<i>Marchport</i>	Montreal Shipping

Departures from Montreal—Continued

Destination	Loading Date	Vessel	Operator or Agent	
Singapore	October 27-30	<i>Java Mail</i>	Cunard Donaldson	
	November 1-2	<i>Gulfside</i>	March Shipping	
	November 5	<i>Cliffside</i>	March Shipping	
	November 25	<i>A Ship</i>	March Shipping	
Sweden— Stockholm.....	October 21-23	<i>Staneholm</i>	Swedish American Line	
	November 25	<i>Braeholm</i>	Swedish American Line	
Trieste	October 19-27	<i>Marchport</i>	March Shipping	
Tunisia— Bizerte.....	November 5	<i>Marchport</i>	March Shipping	
United Kingdom— Avonmouth.....	October 26-31	<i>Boston City</i>	Furness Withy	
	Oct. 30-Nov. 7	<i>Delilian</i>	Cunard Donaldson	
	November 5-12	<i>Salacia</i>	Cunard Donaldson	
	Bristol.....	October 26-31	<i>Boston City</i>	Furness Withy
	Cardiff.....	October 26-31	<i>Boston City</i>	Furness Withy
	Glasgow.....	October 26-31	<i>Norwegian</i>	Cunard Donaldson
	Glasgow.....	November 8-14	<i>Dorelian</i>	Cunard Donaldson
	Hull.....	October 23-27	<i>Marengo</i>	McLean Kennedy
	Hull.....	November 20	<i>Consuelo</i>	McLean Kennedy
	Leith.....	November 2-4	<i>Cairnvalona</i>	Furness Withy
	Leith.....	November 15-18	<i>Cairnesk</i>	Furness Withy
	Liverpool.....	October 18-26	<i>Fanad Head</i>	McLean Kennedy
	Liverpool.....	October 21-27	<i>Beaverburn</i>	Canadian Pacific
	Liverpool.....	October 23-30	<i>Port Melbourne</i>	Cunard Donaldson
	Liverpool.....	November 1-7	<i>Valacia</i>	Cunard Donaldson
	Liverpool.....	November 2-5	<i>Empress of Canada</i>	Canadian Pacific
	Liverpool.....	November 6-10	<i>Jessmore</i>	Furness Withy
	Liverpool.....	November 11	<i>Lord O' Neill</i>	McLean Kennedy
	Liverpool.....	November 13-18	<i>Beaverford</i>	Canadian Pacific
	Liverpool.....	November 13-19	<i>Asia</i>	Cunard Donaldson
	Liverpool.....	November 25	<i>Lord Glenoran</i>	McLean Kennedy
	Liverpool.....	November 29	<i>Empress of Canada</i>	Canadian Pacific
Liverpool.....	November 30	<i>Beaverburn</i>	Canadian Pacific	
London.....	Oct. 29-Nov. 4	<i>Beaverdell</i>	Canadian Pacific	
London.....	November 5	<i>Ravneffell</i>	Brock Shipping	
London.....	November 1-7	<i>Fort Spokane</i>	Cunard Donaldson	
London.....	November 9-14	<i>Beaverlake</i>	Canadian Pacific	
London.....	November 18-24	<i>Fort Miami</i>	Cunard Donaldson	
London.....	November 26	<i>Beaverglen</i>	Canadian Pacific	
Manchester.....	Oct. 27-Nov. 1	<i>Manchester Regiment</i>	Furness Withy	
Manchester.....	November 3-8	<i>Manchester Trader</i>	Furness Withy	
Manchester.....	November 10-15	<i>Manchester Port</i>	Furness Withy	
Manchester.....	November 17-22	<i>Manchester Shipper</i>	Furness Withy	
Newcastle.....	November 2-4	<i>Cairnvalona</i>	Furness Withy	
Newcastle.....	November 15-18	<i>Cairnesk</i>	Furness Withy	
Newport.....	Oct. 30-Nov. 7	<i>Delilian</i>	Cunard Donaldson	
Uruguay— Montevideo.....	Oct. 29-Nov. 2	<i>Royal Prince</i>	Furness Withy	
	November 5-7	<i>Clara Barton</i>	Montreal Shipping	
West Indies— Antigua.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National	
	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships	
	November 18-25	<i>Canadian Cruiser</i>	Canadian National	
Bahamas.....	October 22-27	* <i>Canadian Leader</i>	Canadian National	
Bahamas.....	Oct. 30-Nov. 3	<i>Canadian Conqueror</i>	Canadian National	
Bahamas.....	November 8	<i>Canadian Highlander</i>	Canadian National	
Bahamas.....	November 13	<i>Canadian Victor</i>	Canadian National	

Departures from Montreal—Concluded

Destination	Loading Date	Vessel	Operator or Agent
West Indies—Con.			
Barbados.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
Barbados.....	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships
Barbados.....	November 18-25	<i>Canadian Cruiser</i>	Canadian National
Bermuda.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
Bermuda.....	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships
Bermuda.....	November 18-25	<i>Canadian Cruiser</i>	Canadian National
British Guiana.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
British Guiana.....	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships
British Guiana.....	November 18-25	<i>Canadian Cruiser</i>	Canadian National
Dominica.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
Dominica.....	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships
Dominica.....	November 18-25	<i>Canadian Cruiser</i>	Canadian National
Grenada.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
Grenada.....	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships
Grenada.....	November 18-25	<i>Canadian Cruiser</i>	Canadian National
Jamaica.....	October 22-27	* <i>Canadian Leader</i>	Canadian National
Jamaica.....	Oct. 30-Nov. 3	<i>Canadian Conqueror</i>	Canadian National
Jamaica.....	November 8	<i>Canadian Highlander</i>	Canadian National
Jamaica.....	November 13	<i>Canadian Victor</i>	Canadian National
Montserrat.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
Montserrat.....	November 18-25	<i>Canadian Cruiser</i>	Canadian National
St. Kitts.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
St. Kitts.....	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships
St. Kitts.....	November 18-25	<i>Canadian Cruiser</i>	Canadian National
St. Lucia.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
St. Lucia.....	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships
St. Vincent.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
St. Vincent.....	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships
St. Vincent.....	November 18-25	<i>Canadian Cruiser</i>	Canadian National
Trinidad.....	October 22-29	* <i>Canadian Constructor</i>	Canadian National
Trinidad.....	October 22-31	* <i>Alcoa Puritan</i>	Alcoa Steamships

Departures from Halifax

*Calls at Saint John three days earlier.

Destination	Loading Date	Vessel	Operator or Agent
Cuba—			
Santiago.....	November 8-12	<i>Dufferin Bell</i>	Pickford and Black
Newfoundland—			
St. John's.....	October 25-27	<i>Nova Scotia</i>	Furness Withy
St. John's.....	October 25-27	<i>Mayfall</i>	Shaw Steamships
St. John's.....	October 27-30	<i>Fort Townshend</i>	Furness Withy
St. John's.....	October 29-30	<i>Vera B. Humby</i>	Rowlings Limited
St. John's.....	November 4-7	<i>Fort Amherst</i>	Shaw Steamships
St. John's.....	November 8-10	<i>Mayfall</i>	Shaw Steamships
St. Pierre et			
Miquelon	October 25-27	<i>Mayfall</i>	Shaw Steamships
	October 28-31	<i>M. & L. Lodge</i>	Nord Atlantique Cie
	November 8-10	<i>Mayfall</i>	Shaw Steamships
United Kingdom—			
Avonmouth.....	Oct. 29-Nov. 1	<i>Gracia</i>	Cunard Donaldson
Liverpool.....	October 25-27	<i>Nova Scotia</i>	Furness Withy
Liverpool.....	December 20	* <i>Empress of Canada</i>	Canadian Pacific
Southampton.....	October 28	<i>Aquitania</i>	Cunard Donaldson
Southampton.....	November 16	<i>Aquitania</i>	Cunard Donaldson
Southampton.....	December 5	<i>Aquitania</i>	Cunard Donaldson
Southampton.....	December 23	<i>Aquitania</i>	Cunard Donaldson

Departures from Halifax—Concluded

Destination	Loading Date	Vessel	Operator or Agent
West Indies—			
Antigua.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
Barbados.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
Bahamas.....	November 27	<i>Canadian Observer</i>	Canadian National
Bermuda.....	November 3-6	<i>Fort Townshend</i>	Furness Withy
Bermuda.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
Bermuda.....	November 10-13	<i>Fort Amherst</i>	Shaw Steamships
British Guiana.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
Dominica.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
Grenada.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
Jamaica.....	November 8-12	<i>Dufferin Bell</i>	Pickford and Black
Montserrat.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
St. Kitts.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
St. Lucia.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
St. Vincent.....	November 8-14	<i>*Lady Nelson</i>	Canadian National
Trinidad.....	November 8-14	<i>*Lady Nelson</i>	Canadian National

Departures from Saint John

Destination	Loading Date	Vessel	Operator or Agent
Ceylon—			
Colombo.....	December 20	<i>City of Leeds</i>	McLean Kennedy
China—			
Shanghai.....	December 5	<i>City of Lille</i>	McLean Kennedy
Dominican Republic—			
Ciudad Trujillo.....	October 25-28	<i>Shakespeare Park</i>	Saguenay Terminals
Haiti—			
Port au Prince.....	October 25-28	<i>Shakespeare Park</i>	Saguenay Terminals
Hong Kong.....	December 5	<i>City of Lille</i>	McLean Kennedy
India and Pakistan—			
Bombay.....	December 20	<i>City of Leeds</i>	McLean Kennedy
Calcutta.....			
Madras.....			
Karachi.....			
Philippines—			
Manila.....	December 5	<i>City of Lille</i>	McLean Kennedy
United Kingdom—			
Liverpool.....	December 23	<i>Beaverford</i>	Canadian Pacific
Liverpool.....	January 1	<i>Beavrburn</i>	Canadian Pacific
London.....	December 14	<i>Beaverdell</i>	Canadian Pacific
London.....	December 27	<i>Beaverlake</i>	Canadian Pacific
Venezuela—			
La Guaira.....	October 25-28	<i>Shakespeare Park</i>	Saguenay Terminals

Departures from Vancouver

Ships listed under "Departures from Vancouver" may possibly be loading in addition at New Westminster. Exporters should communicate with agents in Vancouver to obtain information concerning loading dates, berths, available cargo space and rates.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East— Lourenço Marques... Lourenço Marques... }	November 2	<i>Manoeran</i>	Dingwall Cotts
Africa-South— Cape Town..... Port Elizabeth..... East London..... Durban..... }	November 2	<i>Manoeran</i>	Dingwall Cotts
Argentina— Buenos Aires.....	November	<i>Mindanger</i>	General Steamships
Australia— Sydney..... Melbourne..... Adelaide..... }	October 29 November 18 December 20	<i>Boolongena</i> <i>Boogabilla</i> <i>Narrandera</i>	Empire Shipping Empire Shipping General Steamships
Melbourne..... Sydney..... }	November 3 November 20	<i>Reynolds</i> <i>Waitemata</i>	Canadian Australasian Canadian Australasian
Hobart..... Melbourne..... Sydney..... }	December 3	<i>Waikawa</i>	Canadian Australasian
Belgium— Antwerp..... Antwerp..... Antwerp..... Antwerp.....	October 29 November 10 November 14 December 5	<i>Suecia</i> <i>Brest</i> <i>Argentina</i> <i>Panama</i>	Gardner Johnson Empire Shipping Gardner Johnson Gardner Johnson
Burma— Rangoon.....	November	<i>Silverguava</i>	Dingwall Cotts
Chile— Valparaiso..... Punta Arenas.....	November November 1	<i>Hindanger</i> <i>Don Anselmo</i>	General Steamships General Steamships
China— Shanghai..... Taku Bar..... Keelung..... }	November 11	<i>Vilja</i>	Empire Shipping
Shanghai..... Taku Bar..... }	December	<i>Vingnes</i>	General Steamships
Shanghai.....	November 7-8 November 9-24 November 21-22 December 5-6 December 19-20	<i>Island Mail</i> <i>Lake Sumas</i> <i>American Mail</i> <i>Washington Mail</i> <i>China Mail</i>	American Mail Line Anglo Canadian Ship'g American Mail Line American Mail Line American Mail Line
Colombia— Buenaventura.....	November 1	<i>Don Anselmo</i>	General Steamships
Formosa.....	November 9-24 Nov. 17-Dec. 2	<i>Lake Sumas</i> <i>Lake Winnipeg</i>	Anglo Canadian Ship'g Canada Shipping
France— Le Havre.....	November 10	<i>Brest</i>	Empire Shipping
Greece— Piraeus.....	November	<i>Aristotelis</i>	General Steamships
Guatemala— San Jose de Guate- mala.....	November 1	<i>Don Anselmo</i>	General Steamships

Departures from Vancouver—Continued

Destination	Loading Date	Vessel	Operator or Agent
Honduras— Amapala.....	November 1	<i>Don Anselmo</i>	General Steamships
Hong Kong	{ November 7-8 Nov. 17-Dec. 2 November 21-22 November 21-22 December 5-6 December 19-20	<i>Island Mail</i> <i>Lake Winnipeg</i> <i>Castleville</i> <i>American Mail</i> <i>Washington Mail</i> <i>China Mail</i>	American Mail Line Canada Shipping Balfour Guthrie American Mail Line American Mail Line American Mail Line
India and Pakistan— Bombay..... Karachi.....	{ November 5 Mid-November November 29	<i>Manz Sailor</i> <i>Høegh Trader</i> <i>Høegh Silverlight</i>	Dingwall Cotts Dingwall Cotts Dingwall Cotts
Calcutta.....	November	<i>Silverguava</i>	Dingwall Cotts
Madras..... Bombay..... Karachi.....	Late October	<i>Sarangen</i>	Dingwall Cotts
Italy— Genoa.....	November	<i>Aristotelis</i>	General Steamships
Japan— Yokohama.....	November 7-8	<i>Island Mail</i>	American Mail Line
Malayan Union— Penang..... Port Swettenham..	November 8	<i>Castleville</i>	Balfour Guthrie
Morocco— Casablanca.....	November	<i>Aristotelis</i>	General Steamships
Netherlands— Rotterdam.....	November 10	<i>Brest</i>	Empire Shipping
Netherlands East Indies— Batavia..... Soerabaya.....	{ Mid-November November 5 November 8 November November 29	<i>Høegh Trader</i> <i>Manz Sailor</i> <i>Castleville</i> <i>Silverguava</i> <i>Høegh Silverlight</i>	Dingwall Cotts Dingwall Cotts Balfour Guthrie Dingwall Cotts Dingwall Cotts
New Zealand— Auckland..... Wellington.....	{ November 10 November 26	<i>Reynolds</i> <i>Waitemata</i>	Canadian Australasian Canadian Australasian
Dunedin..... Lyttleton..... Wellington.....	November 26	<i>Waihemo</i>	Canadian Australasian
Wellington..... Dunedin.....	Early November	<i>Waikemo</i>	Canadian Australasian
Wellington.....	December 10	<i>Waikawa</i>	Canadian Australasian
Nicaragua— Corinto.....	November 1	<i>Don Anselmo</i>	General Steamships
Palestine— Jaffa.....	Nov. 20-Dec. 5	<i>Lake Shawinigan</i>	Anglo Canadian
Philippines— Manila..... Iloilo..... Cebu.....	{ November 8 November 7-8 November 29 December 5-6	<i>Castleville</i> <i>Island Mail</i> <i>Høegh Silverlight</i> <i>Washington Mail</i>	Balfour Guthrie American Mail Line Dingwall Cotts American Mail Line
Manila..... Manila..... Manila..... Manila..... Manila..... Manila..... Manila..... Manila.....	{ November 11 Mid-November Mid-November November 5 November 21-22 November 29 December December 19-20	<i>Vilja</i> <i>Høegh Trader</i> <i>Silverguava</i> <i>Manz Sailor</i> <i>American Mail</i> <i>Høegh Silverlight</i> <i>Vingnes</i> <i>China Mail</i>	Ampire Shipping Dingwall Cotts Dingwall Cotts Dingwall Cotts American Mail Line Dingwall Cotts General Steamships American Mail Line

Departures from Vancouver—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Salvador— La Libertad.....	November 1	<i>Don Anselmo</i>	General Steamships
Singapore	November 5	<i>Høegh Trader</i>	Dingwall Cotts
	November 5	<i>Manz Sailor</i>	Dingwall Cotts
	November 8	<i>Silverguava</i>	Dingwall Cotts
	November 29	<i>Castleville</i> <i>Høegh Silverlight</i>	Balfour Guthrie Dingwall Cotts
South Seas— Papeete.....	November 26	<i>Waitemata</i>	Canadian Australasian
Sweden— Gothenburg..... Stockholm.....	October 29	<i>Suecia</i>	Gardner Johnson
	November 14	<i>Argentina</i>	Gardner Johnson
	December 5	<i>Panama</i>	Gardner Johnson
Syria— Beyrouth.....	November	<i>Aristotelis</i>	General Steamships
Turkey— Istanbul.....	November	<i>Aristotelis</i>	General Steamships
United Kingdom— Liverpool..... London..... Manchester.....	Oct. 31–Nov. 15	<i>Lake Kamloops</i>	Anglo Canadian
	Oct. 31–Nov. 15	<i>Lake Sicamous</i>	Anglo Canadian
	Oct. 31–Nov. 15	<i>Lake Chilco</i>	Anglo Canadian
	November 11–26	<i>Lake Cowichan</i>	North Pacific Shipping
	Late November Nov. 27–Dec. 12	<i>Pacific Exporter</i> <i>Lake Nipigon</i>	Furness Pacific Canada Shipping

Foreign Trade Enquiries

Canadian firms interested in any enquiries listed in this section are requested to communicate directly with the companies or individuals concerned. As far as can be ascertained, they are in good standing, though the Foreign Trade Service cannot assume responsibility for business transactions undertaken with them. A copy of the initial reply from the enquirer should be forwarded to the Department of Trade and Commerce for follow-up purposes. Confidential information concerning the financial status of enquirers may be secured from this Department by bona fide Canadian manufacturers and exporters. In writing this Department in connection with enquiries, the name of the enquirer, file number of the enquiry and the date of issue of *Foreign Trade* in which it was shown should be supplied.

62. **Netherlands West Indies**—West India Mercantile Company, Limited, (Wimco), Curaçao and Aruba, Netherlands West Indies, and Caracas, Venezuela, are interested in contacting Canadian manufacturers of general merchandise, lumber, floor covering, sanitary ware, plywoods, food products, beer, canned fish, flour, wrapping paper and furniture. File: B-1304.

New Zealand Invites Tenders for Electrical Equipment

The New Zealand State Hydro-Electric Department, Wellington, New Zealand, invites tenders for the following electrical equipment:

Pilot Wire Transmission Line Protective Relay Equipment for Penrose, 110 KV. Lines, Contract No. 57, Section 24—Auckland.

Pilot Wire Transmission Line Protective Relay Equipment for Maraetai—Whakamaru Lines, Contract No. 58, Section 334—Hamilton.

Carrier Current Protective Relaying and Communication Equipment—for Otahuhu—Whakamaru—Bunnythorpe Transmission Lines, Contract No. 59.

Grit Arresters—for King's Wharf Power Station—Auckland District, Contract 60, Section 49—Auckland.

Tenders for contracts 57 to 59 inclusive, close with the Secretary, Tenders Committee, State Hydro-Electric Department, Wellington, on February 10, 1948, and for contract 60 on February 3, 1948. Interested Canadian firms may obtain further particulars and specifications from J. A. Malcolm, New Zealand Government Trade Commissioner, Sun Life Building, Montreal.

Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit		Nominal Quotations Oct. 13	Nominal Quotations Oct. 20
Argentina.....	Peso	Off.	2977	-2977
		Free	-2480	-2483
Australia.....	Pound	....	3-2240	3-2240
Belgium and Belgian Empire.....	Franc	....	-0228	-0228
Bolivia.....	Boliviano	....	-0238	-0238
British West Indies (except Jamaica).....	Dollar	....	-8396	-8396
Brazil.....	Cruzeiro	....	-0544	-0544
Chile.....	Peso	Off.	-0517	-0517
		Export	-0322	-0322
Colombia.....	Peso	....	-5714	-5714
Cuba.....	Peso	....	1-0000	1-0000
Czechoslovakia.....	Koruna	....	-0200	-0200
Denmark.....	Krone	....	-2083	-2083
Ecuador.....	Sucre	....	-0740	-0740
Egypt.....	Pound	....	4-1330	4-1330
Eire.....	Pound	....	4-0300	4-0300
Fiji.....	Pound	....	3-6306	3-6306
Finland.....	Markka	....	-0073	-0073
France and French North Africa.....	Franc	....	-0084	-0084
French Empire—African.....	Franc	....	-0142	-0142
French Pacific Possessions.....	Franc	....	-0201	-0201
Haiti.....	Gourde	....	-2000	-2000
Hong Kong.....	Dollar	....	-2518	-2518
Iceland.....	Krona	....	-1541	-1541
India.....	Rupee	....	-3022	-3022
Iraq.....	Dinar	....	4-0300	4-0300
Italy.....	Lira	....	-0028	-0028
Jamaica.....	Pound	....	4-0300	4-0300
Malayan Union.....	Dollar	....	-4701	-4701
Mexico.....	Peso	....	-2059	-2059
Netherlands.....	Florin	....	-3769	-3769
Netherlands East Indies.....	Florin	....	-3769	-3769
Netherlands West Indies.....	Florin	....	-5302	-5302
New Zealand.....	Pound	....	3-2402	3-2402
Norway.....	Krone	....	-2015	-2015
Pakistan.....	Rupee	....	-3022	-3022
Palestine.....	Pound	....	4-0300	4-0300
Peru.....	Sol	....	-1538	-1538
Philippines.....	Peso	....	-5000	-5000
Portugal.....	Escudo	....	-0403	-0403
Siam.....	Baht	....	-1000	-1000
Spain.....	Peseta	....	-0916	-0916
Sweden.....	Krona	....	-2783	-2783
Switzerland.....	Franc	....	-2336	-2336
Turkey.....	Piastre	....	-0035	-0035
Union of South Africa.....	Pound	....	4-0300	4-0300
United Kingdom.....	Pound	....	4-0300	4-0300
United States.....	Dollar	....	1-0000	1-0000
Uruguay.....	Peso	Controlled	-6583	-6583
		Uncontrolled	-5629	-5629
Venezuela.....	Bolivar	....	-2985	-2985

Foreign Trade Service

Head Office Directory

The work of the Service is co-ordinated by an executive committee, of which the undernoted directors are members, and the Deputy Minister of the Department of Trade and Commerce is chairman.

Head office personnel, to whom requests should be addressed for specific information concerning their respective divisions, with local government telephone numbers in parentheses, are as follows:

Trade Commissioner Service

Director, G. R. Heasman (2530)

Recruiting, training and posting of trade commissioners; direction and supervision of overseas officers; trade inquiries concerning countries and areas.

Assistant Director, H. W. Cheney (3058)

Area Officers—

Asia, G. S. Hall (5249)

British Commonwealth, V. A. White (4404)

Europe, R. T. Young (4404); R. W. Rosenthal, K. Nyenhuis (5605)

Latin America, A. Savard (7641)

Area Traffic Officer, W. J. Fisher (6236)

Export Division

Director, W. F. Bull (6748)

General liaison with Canadian export industries; trade inquiries concerning commodities; maintenance of Exporters' Directory; administration of Export Permit Branch.

Assistant Director, G. A. Newman (5983)

Assistant to Director, A. E. Fortington (5670)

Commodity Officers

Foods Section—Chief, H. A. Gilbert (2380)

Livestock and products, H. A. Gilbert (2380)

Fish and fish products, T. R. Kinsella (5983)

Plants and products, G. F. Clingan and D. G. W. Douglas (7523)

Food allocations, K. L. Melvin (3172)

Machinery, Metals and Chemicals Section

Machinery and industrial equipment, E. C. Thorne (4082)

Iron and steel products, E. L. Smith (4082)

Non-ferrous metals and non-metallic minerals, A. M. Tedford (4863)

Chemicals and allied products, S. G. Barkley (7601)

Electrical machinery and equipment, A. S. MacRae (7601)

Automotive equipment and vehicles, B. R. Hayden (7886)

Textiles, Leather and Rubber Section—Chief, G. R. Poley (3004)

Textiles and apparel, G. R. Poley and E. G. Gerridzen (3004)

Leather, rubber and products, (3004)

Wood and Paper Section—Chief, G. H. Rochester (4863)

Wood and products, G. H. Rochester (4863)

Paper and products, E. Clarke and N. R. Chappell (6974)

General Products Section—Chief, W. H. Grant (3209)

General products and durable consumer goods, W. H. Grant and W. H. Black (3209)

Miscellaneous products, P. G. Jones (4160)

Exporters' Directory—G. L. Tighe (Acting) (6681)

Export Permit Branch—Chief, W. F. Bull (6748); Assistant Chief, T. G. Hills (3640)

Token Shipments to United Kingdom—A. E. Fortington (5670)

Foreign Trade Service

Head Office Directory—Continued

Import Division

Director, Denis Harvey (5417)

Assistance to importers in locating and procuring desirable imports; general import trade inquiries; maintenance of Importers' Directory.

Assistant Director, C. F. McGinnis (7163)

Raw Materials Section—Chief, C. F. McGinnis (7163)

Supply Research, A. C. Fairweather (6905), F. T. Carten, P. E. Jensen,
M. C. Hughes (6958)
Trade Controls, W. G. Hopkins (6552)

Manufactured Goods Section—Chief, H. B. Scully (6519)

G. C. Clarke, G. W. Rahm (3873)

Trade Services Directory—A. J. Langdon (6905)

Canadian Importers' Directory—Miss M. E. Adams (6552)

Commercial Relations and Foreign Tariffs Division

Director, H. R. Kemp (5151)

Preparation of data pertaining to the negotiation of trade treaties; general economic and commercial policy; maintains complete records of foreign tariffs and trading regulations.

Treaty Research Section—Acting Chief, A. L. Neal (7696)

L. E. Couillard (7594)

Foreign Tariffs Section—Chief, G. C. Cowper (2250)

United States, G. C. Cowper (2250)

British Commonwealth, Miss H. K. Potter (2250)

Europe, E. J. McMeekin (2250)

Latin America, H. V. Jarrett (5642)

Industrial Development Division

Director, G. D. Mallory (3819)

Liaison with other agencies connected with the establishment of new industries; special problems connected with the development of new export business.

Trade Publicity Division

Director, B. C. Butler (2479)

Publication of *Foreign Trade*, weekly journal of the Foreign Trade Service, and preparation of brochures, news letters and press releases; advertising programs in Canada and abroad.

Assistant Director, J. Fergus Grant (2186)

Advertising and News Section—Chief, R. M. Williams (6588)

Foreign Trade Service Abroad

Offices of the Canadian Trade Commissioner service are located in thirty-four countries. Trade Commissioners are responsible to headquarters in Ottawa for the development of commercial relations with many other countries within their respective territories, as set forth in the alphabetical list below.

It is recommended that prospective exporters and importers should communicate with the Director of the Trade Commissioner Service, in Ottawa, before discussing their various problems with Trade Commissioners, as much of the information required can be made available to them by officers at headquarters responsible for the various geographical areas.

Country	Post Responsible	Country	Post Responsible
Algeria.....	Paris	Madeira.....	Lisbon
Angola.....	Leopoldville	Malta.....	Rome
Argentina.....	Buenos Aires	Malayan Union.....	Singapore
Australia.....	Sydney and Melbourne	Mauritius.....	Cape Town
Azores.....	Lisbon	Mexico.....	Mexico City
Bahamas.....	Kingston, Jamaica	Netherlands.....	The Hague
Barbados.....	Port of Spain	Netherlands East Indies.....	Singapore
Belgian Congo.....	Leopoldville	Netherlands Guiana.....	Port of Spain
Belgium.....	Brussels	Netherlands West Indies.....	Caracas, Venezuela
Bermuda.....	New York	Newfoundland.....	St. John's
Bolivia.....	Santiago, Chile	New Zealand.....	Wellington
Brazil.....	Rio de Janeiro and São Paulo	Nicaragua.....	Guatemala City
British Guiana.....	Port of Spain	Nigeria.....	London
British Honduras.....	Kingston, Jamaica	North Borneo.....	Singapore
Brunei.....	Singapore	Northern Ireland.....	Belfast
Burma.....	Bombay	Northern Rhodesia.....	Johannesburg
Canal Zone.....	Bogotá, Colombia	Norway.....	Oslo
Canary Islands.....	Lisbon	Nyasaland.....	Johannesburg
Ceylon.....	Bombay	Pakistan.....	Karachi
Chile.....	Santiago	Palestine.....	Cairo
China.....	Shanghai	Panama.....	Bogotá, Colombia
Colombia.....	Bogotá	Paraguay.....	Buenos Aires
Costa Rica.....	Guatemala City	Peru.....	Lima
Cuba.....	Havana	Philippine Islands.....	Hong Kong
Cyprus.....	Cairo, Egypt	Portugal.....	Lisbon
Czechoslovakia.....	Rome	Portuguese East Africa.....	Johannesburg
Denmark.....	Oslo, Norway	Puerto Rico.....	Havana, Cuba
Dominican Republic.....	Havana, Cuba	Salvador.....	Guatemala City
Ecuador.....	Lima, Peru	Sarawak.....	Singapore
Egypt.....	Cairo	Scotland.....	Glasgow
England.....	London and Liverpool	Siam.....	Singapore
Falkland Islands.....	Buenos Aires	Sierra Leone.....	London
Fiji.....	Wellington, New Zealand	Singapore.....	Singapore
Finland.....	Stockholm	South Africa.....	Johannesburg and Cape Town
France.....	Paris	South China.....	Hong Kong
French Equatorial Africa.....	Leopoldville	South-West Africa.....	Cape Town
French Guiana.....	Port of Spain	Southern Rhodesia.....	Johannesburg
French Indo-China.....	Hong Kong	Spain.....	Lisbon
French Morocco.....	Paris	Spanish Morocco.....	Lisbon
French West Indies.....	Port of Spain	Sudan.....	Cairo
Gambia.....	London	Sweden.....	Stockholm
Gibraltar.....	Lisbon	Switzerland.....	Paris
Gold Coast.....	London	Syria.....	Cairo
Greece.....	Athens	Tanganyika.....	Leopoldville
Guatemala.....	Guatemala City	Tasmania.....	Melbourne
Haiti.....	Havana, Cuba	Trinidad.....	Port of Spain
Hawaii.....	Los Angeles	Tunisia.....	Paris
Hong Kong.....	Hong Kong	Turkey.....	Athens
Iceland.....	Glasgow	Uganda.....	Leopoldville
India.....	Bombay	United States.....	Washington, New York, Chicago and Los Angeles
Iran (Persia).....	Cairo	United Kingdom.....	London, Liverpool and Glasgow
Iraq (Mesopotamia).....	Cairo	Uruguay.....	Buenos Aires
Ireland.....	Dublin	Venezuela.....	Caracas
Italy.....	Rome	Wales.....	Liverpool
Jamaica.....	Kingston	Western Samoa.....	Wellington, New Zealand
Kenya.....	Leopoldville	Windward Islands.....	Port of Spain
Leeward Islands.....	Port of Spain	Yugoslavia.....	Rome
Libya.....	Rome		
Luxembourg.....	Brussels		
Madagascar.....	Cape Town		

Agricultural and Timber Specialists

Buenos Aires—W. B. McCullough, Commercial Secretary (Agricultural Specialist).

London—W. B. Gornall, Commercial Secretary (Agricultural Specialist). *Cable address: Canfrucom, London.*

London—R. D. Roe, Commercial Secretary (Timber Specialist). *Cable address: Timcom, London.*

Paris—J. H. Tremblay, Commercial Secretary (Agricultural Specialist). Territory includes Belgium, Denmark, France and the Netherlands.

Sydney—W. C. Hopper, Commercial Secretary for Canada (Agricultural Specialist).

Washington—G. R. Paterson, Commercial Secretary (Agricultural Specialist).

Foreign Trade Service Abroad

Cable address:—*Canadian*, unless otherwise shown.

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

Argentina

Buenos Aires—H. L. BROWN, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.

Territory includes Uruguay and Paraguay.

Australia

Sydney—C. M. CROFT, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

Melbourne—F. W. FRASER, Commercial Secretary for Canada, 83 William Street.

Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

Belgian Congo

Leopoldville—L. H. AUSMAN, Canadian Government Trade Commissioner, Palace Hotel. Address for letters: Boîte Postale 373.

Territory includes Kenya, Uganda, Tanganyika, Angola and French Equatorial Africa.

Belgium

Brussels—B. A. MACDONALD, Commercial Secretary, Canadian Embassy, 46 rue Montoyer.

Brazil

Rio de Janeiro—MAURICE BÉLANGER, Commercial Secretary, Canadian Embassy, Ed. Métropole, Avenida Presidente Wilson, 165. Address for letters: Caixa Postal 2164.

São Paulo—J. C. DEPOCAS, Canadian Government Trade Commissioner, Canadian Consulate, Edificio Alois, Rua 7 de Abril 252. Address for letters: Caixa Postal 6034.

Chile

Santiago—J. L. MUTTER, Commercial Secretary, Canadian Embassy, Bank of London and South America Building. Address for letters: Casilla 771.

Territory includes Bolivia.

China

Shanghai—L. M. COSGRAVE, Commercial Counsellor for Canada, 27 The Bund. Postal District (0).

Colombia

Bogotá—H. W. RICHARDSON—Acting Canadian Government Trade Commissioner, Edificio Colombiana de Seguros. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.

Territory includes Republic of Panama and the Canal Zone.

Cuba

Havana—R. G. C. SMITH, Commercial Secretary, Canadian Legation, Avenida de las

Misiones 17. Address for letters: Apartado 1945.

Territory includes Haiti, Dominican Republic and Puerto Rico.

Egypt

Cairo—J. M. BOYER, Canadian Government Trade Commissioner, 22 Shari Kasr el Nil. Address for letters: Post Office Box 1770.

Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria and Iran.

France

Paris—YVES LAMONTAGNE, Commercial Secretary, Canadian Embassy, 3 rue Scribe. Territory includes Switzerland, Algeria, French Morocco and Tunisia.

Greece

Athens—T. J. MONTY, Commercial Secretary, Canadian Embassy, 31 Vassilissis Sophias Avenue.

Territory includes Turkey.

Guatemala

Guatemala City—C. B. BIRKETT, Canadian Government Trade Commissioner, Post Office Box 400.

Territory includes Costa Rica, El Salvador, Honduras and Nicaragua.

Hong Kong

Hong Kong—K. F. NOBLE, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126.

Territory includes South China, the Philippine Islands and French Indo-China.

India

Bombay—RICHARD GREW, Canadian Government Trade Commissioner, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.

Territory includes Burma and Ceylon.

Ireland

Dublin—H. L. E. PRIESTMAN, Commercial Secretary for Canada, 66 Upper O'Connell Street.

Belfast—H. L. E. PRIESTMAN, Canadian Government Trade Commissioner, 36 Victoria Square.

Italy

Rome—J. P. MANION, Canadian Commercial Representative, via Saverio Mercadante 15-17. Address for letters: Casella Postale 475.

Territory includes Czechoslovakia, Malta, Yugoslavia and Libya.

Jamaica

Kingston—M. B. PALMER, Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Territory includes the Bahamas and British Honduras.

Foreign Trade Service Abroad—Concluded

Malayan Union

Singapore—PAUL SYKES, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.

Territory includes Singapore, North Borneo, Brunei, Sarawak, Siam and Netherlands East Indies.

Mexico

Mexico City—D. S. COLE, Commercial Counsellor, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

Netherlands

The Hague—J. A. LANGLEY, Commercial Counsellor, Canadian Embassy, Sophialaan 1-A.

Newfoundland

St. John's—J. C. BRITTON, Commercial Secretary, Office of the High Commissioner for Canada, Circular Road.

New Zealand

Wellington—P. V. MCLANE—Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 1660. Territory includes Fiji and Western Samoa.

Norway

Oslo—S. G. MACDONALD, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5. Territory includes Denmark.

Pakistan

Karachi—G. A. BROWNE, Acting Canadian Government Trade Commissioner. Address for letters: Post Office Box 531.

Peru

Lima—C. J. VAN TIGHEM, Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212. Territory includes Ecuador.

Portugal

Lisbon—L. S. GLASS, Canadian Government Trade Commissioner, Rua Rodrigo da Fonseca 103. Territory includes the Azores and Madeira, Spain, Spanish Morocco, the Canary Islands and Gibraltar.

South Africa

Johannesburg—J. H. ENGLISH, Commercial Counsellor for Canada, Mutual Buildings, Harrison Street. Address for letters: Post Office Box 715.

Territory includes Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, and Nyasaland.

Cable address, Cantracom.

Cape Town—S. V. ALLEN, Commercial Secretary for Canada, New South African Mutual Buildings, 21 Parliament Street. Address for letters: Post Office Box 683.

Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.
Cable address, Cantracom.

Sweden

Stockholm—F. H. PALMER, Commercial Counsellor, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.

Territory includes Finland.

Trinidad

Port-of-Spain—T. G. MAJOR, Canadian Government Trade Commissioner, Colonial Life Insurance Building. Address for letters: Post Office Box 125.

Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, and the French West Indies.

United Kingdom

London—A. E. BRYAN, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Sleighing, London.

London—R. P. BOWER, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Territory includes the South of England, East Anglia and British West Africa (Gold Coast, Sierra Leone and Nigeria).

Cable address, Sleighing, London.

Liverpool—M. J. VECHSLER, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.

Territory includes the Midlands, North of England and Wales.

Glasgow—G. F. G. HUGHES, Acting Canadian Government Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Iceland.

Cable address, Cantracom.

United States

Washington—H. A. SCOTT, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

New York City—M. T. STEWART, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Center. Territory includes Bermuda.

Cable address, Cantracom.

Chicago—J. M. BOYER, Canadian Government Trade Commissioner, Suite 1607, 188 West Randolph Street.

Los Angeles—V. E. DUCLOS, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

Venezuela

Caracas—C. S. BISSETT, Canadian Government Trade Commissioner, Canadian Consulate General, Edificio America. Address for letters 8° Piso. Esq. Veroes. Territory includes Netherlands West Indies.

Foreign Commercial Representatives in Canada

This directory of Commercial Representatives of Foreign Governments, presently in Canada, is published as a special service to the commercial community. It is requested that any changes in the appointments or addresses be forwarded to the Editor, *Foreign Trade*.

Argentina—Carlos M. Braceras, Representative of the Argentine Institute of Trade Promotion, 31 St. James Street West, Montreal. Telephone—MARquette 2811.

Australia—Clifton J. Carne, Commercial Attaché, Office of the High Commissioner for the Commonwealth of Australia, 114 Wellington Street, Ottawa. Telephone—3-8458.

Belgium—Jean Querton, Consul-General, Room 709, Sun Life Building, Montreal. Telephone—PLateau 8375.

Brazil—Caio de Lima Cavalcanti, Commercial Counsellor, Brazilian Embassy, 400 Wilbrod Street, Ottawa. Telephone—5-1485.

A. G. de Miranda Netto, Commercial Attaché, Brazilian Embassy, agent of the Department of Trade and Commerce of Brazil, 662A Rideau Street, Ottawa. Telephone—5-1486.

Luiz Correa, assistant to the agent of the Department of Trade and Commerce of Brazil, Brazilian Embassy, 662A Rideau Street, Ottawa. Telephone—5-1486.

British West Indies and British Guiana—C. Rex Stollmeyer, Trade Commissioner, 37 Board of Trade Building, Montreal. Telephone—PLateau 8282.

Chile—Carlos Croharé, Second Secretary Chilean Embassy, Room 215, 56 Sparks Street, Ottawa. Telephone—5-4402.

Mariano Bustos, Consul-General, 1410 Stanley Street, Montreal.

China—There is no commercial representative in Canada. All commercial matters are handled by the Chinese Embassy in Washington.

Cuba—Dr. Guy Pérez Cisneros, Commercial Attaché, Cuban Legation, 499 Wilbrod Street, Ottawa. Telephone—5-6834.

Czechoslovakia—K. Bala, Commercial Attaché, 171 Clemow Avenue, Ottawa. Telephone—2-1545.

Denmark—Theodor Schultz, Consul, Danish Consulate, Room 812, Keefer Building, 1440 St. Catherine Street West, Montreal. Telephone—PLateau 2030.

Dominican Republic—Julio A. Ricart, Consul-General, 46 Delaware Avenue, Ottawa. Telephone—2-1130.

Ecuador—Camilo J. Andrade, Consul-General, Room 917, 1410 Stanley Street, Montreal. Telephone—PLateau 8473.

France—Bernard Lechartier, Commercial Counsellor and Financial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Jacques Humbert, Commercial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Gérard Dubois, Commercial Attaché, French Embassy, 610 St. James Street West, Montreal. Telephone—HARbour 2271.

Robert Le Guyader, Assistant Commercial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Greece—Pami Malamaki, Commercial Counsellor, Greek Embassy, Suite 110, Chateau Laurier, Ottawa. Telephone—5-2255.

Haiti—Philippe Cantave, Consul-General, Room 308, 18 Rideau Street, Ottawa. Telephone—2-1272.

India—M. R. Ahuja, Trade Commissioner, Royal Bank Building, Toronto. Telephone—ELgin 3223.

Ireland—Eamonn L. Kennedy, Official Secretary, Office of the High Commissioner for Ireland, 140 Wellington Street, Ottawa. Telephone—3-6281.

Italy—Pietro Migone, Second Assistant to The Representative of Italy (Personal rank of Vice-Consul), 384 Laurier Avenue East, Ottawa. Telephone—2-8761.

Lebanon—Maurice J. Tabet, Consul, Consulate of Lebanon, 200 Metcalfe Street, Ottawa. Telephone—2-3155.

Mexico—Consul-General, Room 507, 1410 Stanley Street, Montreal. Telephone—LANcaster 2502.

Foreign Commercial Representatives in Canada

Netherlands—E. L. Hechtermans, Commercial Secretary, Netherlands Embassy, 8 Range Road, Ottawa. Telephone—4-3312.

Dr. A. S. Tuinman, Agricultural Attaché, Netherlands Embassy, 8 Range Road, Ottawa. Telephone—2-4142.

H. de Vos, Consul, Netherlands Consulate-General, Room 1111, 1410 Stanley Street, Montreal. Telephone—PLateau 9682.

New Zealand—J. A. Malcolm, Trade Commissioner, Room 609, Sun Life Building, Montreal. Telephone—LAncaster 4104.

A. W. Broadbent, Assistant to the Trade Commissioner, Room 609, Sun Life Building, Montreal. Telephone—LAncaster 4104.

Norway—Knut Orre, First Secretary, Norwegian Legation, 1410 Stanley Street, Montreal. Telephone—PLateau 9785.

Peru—Francisco Pardo de Zela, Commercial Attaché, Peruvian Embassy, 36 Elgin Street, Ottawa. Telephone—5-7201.

Poland—T. Wiewiórowski, Commercial Attaché, Polish Legation, 183 Carling Avenue, Ottawa. Telephone—2-4076 and 2-3233.

Sweden—B. G. Järnstedt, Second Secretary, Swedish Legation, 720 Manor Road, Rockcliffe Park (Ottawa). Telephone—2-1729.

C. H. Nauckhoff, Attaché, Swedish Legation, 720 Manor Road, Rockcliffe Park (Ottawa). Telephone—2-1729.

Switzerland—Walter E. A. Jaeggi, Secretary, Swiss Legation, Room 254, Chateau Laurier, Ottawa. Telephone—2-5455.

Dr. Frédéric Kaestli, Consul General, Room 1521, Sun Life Building, Montreal.

Jean Oertly, Consul, Room 714, 64 Wellington Street West, Toronto.

Turkey—Rifki Zorlu, Counsellor of the Turkish Embassy, Room 560, Chateau Laurier, Ottawa. Telephone—3-4701.

Union of South Africa—J. H. Brand, Commercial Attaché, Office of the High Commissioner for the Union of South Africa, 15 Sussex Street, Ottawa. Telephone—2-1771.

Union of Soviet Socialist Republics—N. I. Betin, Acting Commercial Counsellor, Soviet Embassy, 24 Blackburn Avenue, Ottawa. Telephone—5-1824.

United Kingdom of Great Britain and Northern Ireland—A. M. Wiseman, C.M.G., M.C., United Kingdom Senior Trade Commissioner and Economic Adviser to the High Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

A. R. Bruce, Trade Commissioner 56 Sparks Street, Ottawa. Telephone—3-8814.

R. K. Jopson, O.B.E., Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

W. D. Lambie, Trade Commissioner for the Maritime Provinces, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

P. S. Young, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

J. Paterson, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADelaide 2174.

A. P. Timms, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADelaide 2174.

W. G. Coventry, Trade Commissioner, 703 Royal Bank Building, Winnipeg. Telephone—9-2956.

H. Oldham, Trade Commissioner, 850 West Hastings Street, Vancouver. Telephone—Pacific 4644.

United States of America—Colonel Henry M. Bankhead, Counsellor for Economic Affairs, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

Homer S. Fox, Commercial Attaché, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

Oliver B. North, Assistant Commercial Attaché, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

Paul F. DuVivier, Third Secretary, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

Yugoslavia—Pero Cabrić, Chargé d'Affaires, 259 Daly Avenue, Ottawa. Telephone—5-4966.

Associated Agencies Concerned With Development of Foreign Trade

Canadian Government Exhibition Commission

479 Bank Street, Ottawa

Director, Glen Bannerman (3558)

Responsible for arrangements concerning participation by Canada in all exhibitions, display promotions and trade fairs outside Canada, and for international trade fairs held in Canada; advises individual firms in the display of their commodities in foreign countries.

Assistant Director, F. P. Cosgrove (7818)

Wheat and Grain Division

Director, C. F. Wilson (5648)

Serves as the medium through which wheat, flour, and other cereal products are procured for other countries. It maintains a constant survey of Canada's grain position, respecting supply, transportation, domestic and export demand. The Director is secretary to the Wheat Committee of the Cabinet, and liaison officer between the Department of Trade and Commerce and the Canadian Wheat Board.

Assistant to Director, J. B. Lawrie (5830)

Canadian Commercial Corporation

No. 2 Temporary Building, 70 Lyon Street, Ottawa

Managing Director, W. D. Low (3736)

Serves as a purchasing agent in Canada for governments of other countries, and for international bodies. Assists private enterprise in obtaining from ex-enemy territories essential supplies that cannot be obtained through ordinary commercial channels. Facilities of the Corporation are utilized in the purchase of supplies for the Department of National Defence and those required for defence projects.

Cable address—*Cancomco*.

Secretary, J. D. McCarthy (4955)

Comptroller, G. F. Wevill (5316)

General Purchasing Agent, W. J. Atkinson (5767)

Foreign Purchasing Section, A. E. Annetts (5092)

Export Credits Insurance Corporation

240 Wellington Street, Ottawa

General Manager, H. T. Aitken (2-4828)

Provides exporters with protection against the principal risks of loss involved in foreign trade, and insures them against the insolvency of the foreign buyer, protracted default in payment by the buyer when the goods have been duly accepted by him, and difficulties in the transfer of exchange, preventing the Canadian exporter from receiving payment for goods he has sold. Cable address—*Excredcorp*.

Chief Credit Officer, A. W. Thomas (2-4828)

Secretary, T. Chase-Casgrain (2-4828)