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COVER SUBJECT—Quebec Harbour, one of eight maintained by the National Harbours Board, indicating Louise Basin and the wide sweep of the St. Lawrence, as it passes around the fertile Island of Orleans. Imports through Quebec, which were three times the exports in 1946, are mostly of a domestic character, and consist largely of pulpwood and bituminous coal. Imports amounted to 1,158,884 tons, of which 1,123,334 were domestic and 35,550 foreign. Exports amounted to 381,875 tons, of which 237,330 were foreign and 144,545 domestic. Facilities include 20,425 feet of berthing, ten transit sheds, 22 miles of terminal railway, an elevator with a capacity of 4,000,000 bushels, a cold storage warehouse and a fish house.

Photo by Spartan Air Services

Manufacturers Receive Report On Canadian Trade Mission

Hon. James A. MacKinnon presents observations and impressions to businessmen in Montreal—Many Canadian Products required by Belgian Congo, South Africa, Southern Rhodesia, British East Africa, Egypt, Greece, Italy and Portugal—Two-way trade stressed.

OBSERVATIONS and impressions of the Canadian Trade Mission, which recently concluded visits to the Union of South Africa and eleven other countries, were presented to members of the Canadian Manufacturers' Association by the Hon. James A. MacKinnon, Minister of Trade and Commerce, who headed the group of government officials and leading businessmen. Speaking in Montreal last Wednesday, the Minister pointed out that members of the mission had travelled over 25,000 miles, of which more than 20,000 were by air, and visited twenty cities. Representatives of the Canadian Chamber of Commerce, the Canadian Exporters Association and the Canadian Importers and Traders Association, all of which were closely concerned with the success of the mission, were present at this luncheon meeting.

Besides the Minister, government members of the mission were: George R. Heasman, Director, Canadian Trade Commissioner Service; Vincent A. White, Area Officer for the British Commonwealth Section of the Canadian Trade Commissioner Service, who was Secretary of the mission; and Don W. Thomson, Secretary to the Minister.

Canadian businessmen who, at their own expense, accompanied the mission were: R. C. Berkinshaw, President, Canadian Manufacturers' Association, and Vice-President, Goodyear Tire & Rubber Company of Canada, Limited, Toronto; Paul Bienvenu, President, Catelli Food Products, Limited, Montreal; Victor M. Drury, President, Canadian Car and Foundry Company, Limited, Montreal; James S. Duncan, President, Massey-Harris Company, Limited, Toronto, who represented the Canadian Exporters Association; Norman D. Moffat, Director, Moffats, Limited, Weston, Ont.; Arthur K. Tate, General Sales and Export Manager, Canadian Car and Foundry Company, Limited, Montreal; and E. E. H. Wright, Vice-President, Welland Vale Manufacturing Company, Limited, St. Catharines, Ont., who represented the Canadian Chamber of Commerce.

Twenty Cities and Towns Visited

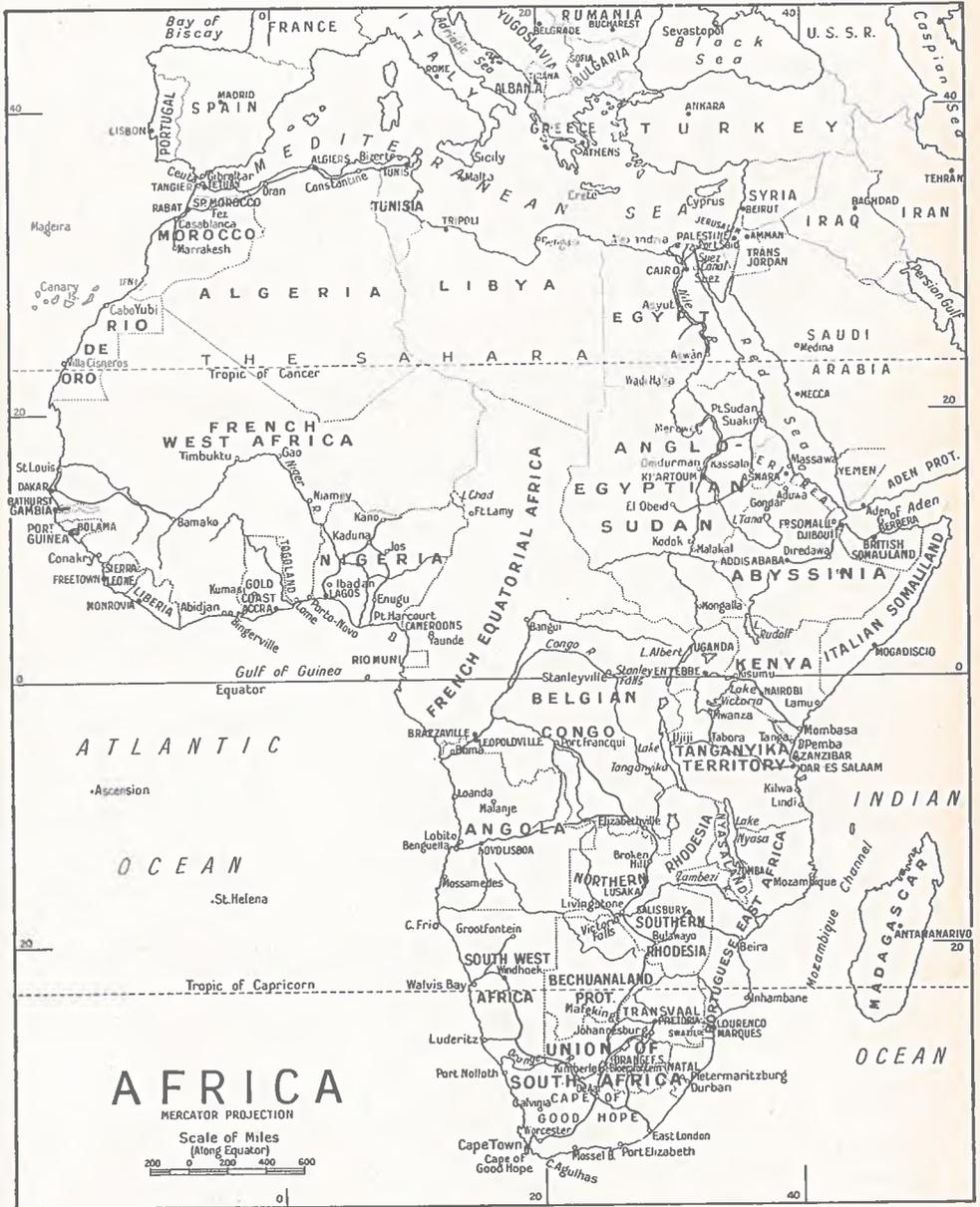
Cities and towns visited by members of the mission were: Brussels, Belgium; Leopoldville, Belgian Congo; Johannesburg, Pretoria, Kimberley, Cape Town, Port Elizabeth, and Durban, South Africa; Salisbury and Bulawayo, Southern Rhodesia; Nairobi, Kenya; Dar es Salaam, Tanganyika; Khartoum, Anglo-Egyptian Sudan; Cairo, Egypt; Athens, Greece; Rome, Italy; Madrid, Spain, Lisbon, Portugal; Paris, France; and London, England.

The Minister said that the Belgian Congo was a rich territory. It had some 3,000 miles of railways and a good inland water transportation system. The Congo was one of the world's largest producers of copper. It was well served with shipping lines. The Belgian Congo had no tariff preferences, not even to Belgium, the mother country. Leopoldville, the capital, was a growing, modern city of 6,000 Europeans and 110,000 natives.

There was a good market in the Belgian Congo for Canadian flour and cereals, motor car accessories, canned fish, paper products, whisky, gin and a wide range of manufactured products.

English and Afrikaans Spoken in South Africa

The Hon. Mr. MacKinnon said that South Africa, like Canada, had two official languages, English and Afrikaans. Apart from the natives in the urban areas, 53 per cent of the population spoke English in their homes and 41 per cent spoke Afrikaans. In the rural areas, 84 per cent spoke Afrikaans and 14 per cent spoke English.



Canadian Geographical Society Map
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Members of the mission received a very warm welcome from Field Marshal Jan Christian Smuts, Prime Minister of South Africa, who presided at luncheon in his Pretoria residence. Field Marshal Smuts expressed a hope that the visit of this trade mission would stimulate an exchange of visits between Canada and South Africa, resulting in the mutual development of commercial relations.

The Union of South Africa is today a very prosperous country, whose exports are based largely on gold, the Minister declared. It is the largest gold-producing country in the world, with a production of between ten and twelve million fine ounces a year, compared with the production by Canada of between three and four million fine ounces. Gold and diamonds account for between 50 and 85 per cent of South Africa's exports.

Mention Made of Noted McGill Graduate

Mention was made by the Hon. Mr. MacKinnon of John Thorburn Williamson, a graduate of McGill University, who discovered what is claimed to be the world's greatest diamond mine. It is located in the Shinyanga Valley, about ninety miles south of Mwanza, on Lake Victoria. When asked for a contribution to the cost of providing a war memorial to McGill graduates, Dr. Williamson was reported to have given \$50,000. Exchange regulations made difficult, however, the transfer of this sum.

"In all our speeches, we of the mission stressed Canada's desire to assist exporters of other countries, as well as to sell Canadian products," the Minister reported. "It was a fundamental aim of the mission, of course, to survey and develop markets abroad for Canadian goods, but we emphasized that international trade should be a two-way affair, if it was to flourish. We wanted people to know also that, in the light of Canada's present trade position, we were anxious to direct our purchases in such a way as to bring about a better balance of trade generally. This attitude was appreciated by the countries visited, because in most cases Canada had a balance of trade in its favour so pronounced as to be almost embarrassing. I am satisfied that, as a result of this mission of ours, paths of goodwill and better understanding were opened up, along which private firms and individuals can follow in future trading transactions."

Canadian Products Required by South Africa

The Minister maintained that the South African market could absorb substantial quantities of newsprint, wheat and wheat products, canned and dried fish, electrical appliances, heavy railway and other transportation equipment, stoves and refrigerators, in addition to a wide variety of other manufactured goods. Exporters were urged to maintain a high standard of quality. Mention was made of a shipment of inferior lumber from Eastern Canada to South Africa, where the purchaser suffered a loss of at least \$200,000. "Such examples are rare," he said, "but Canadians should ensure that this sort of thing does not happen."

The South African market is particularly attractive, as payment for imports can be made in gold or dollars. Real prosperity is reflected in the busy cities of South Africa. Johannesburg is a dynamic city, full of vitality, and the centre of gold production. Its commercial district, with high office buildings and modern transportation facilities, is the equal of that in any city of a million people on this continent. Even Pretoria, the picturesque administrative capital, has important heavy industries. Members of the mission visited a steel plant, which commenced operations in 1934 and is now producing 520,000 tons of ingots per annum. This is approximately 20 per cent of Canadian production. Provision is made for a new plant, having a production of one million tons of steel per annum, or twice that of the present mill.

Automobile Assembly Plants to be Enlarged

Two large plants, engaged in the assembly of automobiles, were inspected in Port Elizabeth. Both firms are about to move into very much larger premises. Four of the world's leading manufacturers of automobile tires have or will have a plant in the Union shortly. The boot and shoe industry is already seeking markets for its products, chiefly in North Africa. "I hope, by giving you this brief outline of secondary industry in South Africa, to bring home to Canadian manufacturers and exporters the need for taking whatever steps they deem best to protect their interests in this very excellent market", the Minister explained.

"I would like to impress on you the desirability of visiting this market." There is no good substitute for personal contacts and first-hand knowledge gained. "In some cases, you owe it to your customers to visit them. In other cases, you will need to find out—first hand—just how you should proceed to market your own particular product to best advantage. Our Canadian Trade Commissioners are there to help you."

East African Ground Nut Project Inspected

Reference was made to the visit of Messrs. Berkinshaw, Duncan and Heasman to Tanganyika, where they were much impressed by the plan for mechanized production of ground nuts. This project, being undertaken by the British Colonial Office, involves an expenditure of \$100,000,000, of which over \$19,000,000 will be for agricultural machinery. Hundreds of bulldozers are engaged in clearing the land, while many different types of agricultural machinery from Canada are on the site, awaiting use. The immediate need is for equipment to clear the land, but the future will present a demand for more railway rolling stock, railway equipment generally, harbour facilities, such as cranes, and building material. Finally, when the plan has been developed, there will be an increase in the standard of living for tens of thousands of natives. East Africa may be expected to take on new importance as a market for manufactured goods, the Minister declared.

Southern Rhodesia Market for Essentials

Imports into Southern Rhodesia of certain food and clothing items will be subject to control, but it is unlikely that the entry of essential goods from Canada will be affected, including wheat and wheat products, timber, heavy railway equipment, steel rails, automotive parts, etc. The hope was expressed there, and in South Africa, that Canadian capital would be invested in these countries.

Egypt was passing through a difficult transition period. A five-year plan of industrialization has been prepared, and it was hopeful that capital from North America would be made available for the development of new industries. It was maintained that Canada should establish her position in Egypt as rapidly as possible.

Greece requires foodstuffs, such as wheat, wheat flour and dried fish, agricultural implements, lumber and capital equipment to assist that country in the development of its natural resources, such as bauxite, emery, manganese and chrome.

Italy is anxious to supply Canada with an increasing quantity of silk thread, silks generally, almonds, olive oil, gloves and hats. In turn, she is prepared to import from Canada aluminum bars and ingots, wood pulp, flour and dried fish, agricultural machinery and fertilizers. Italy appeared to have a tremendous surplus of population, and was prepared to encourage emigration as one means of solving her labour problem.

Portugal Good Potential Market

Portugal was found to be a good potential market for Canadian goods, especially industrial and other capital equipment, for which she has the necessary funds to pay. One company was prepared to purchase pulp and paper-making machinery in Canada to the value of \$4,000,000. Portugal was one of the few countries visited by members of the mission with which Canada did not have a large trade balance in her favour. Exports, in 1946, were valued at \$2,600,000, while imports were valued at \$2,200,000.

Having learned much of the domestic problems prevailing in other countries visited by members of the mission, the Hon. Mr. MacKinnon expressed the opinion that Canada was favoured among the nations, and that her difficulties seemed less imposing in this perspective, though real. "Here, in Canada, we have not suffered the very real hardship of almost uncontrolled inflation, as experienced in some of the countries we visited. For instance, we would find in some cases that the normal official rate of exchange for one U.S. dollar was eleven units of the local currency, whereas a tourist was entitled to sixteen units and an astute bargainer could obtain from thirty to thirty-five units. As a nation, Canada can be a vitally important instrument in shaping the future of mankind," the Minister declared in conclusion. "As a result of our experience on this mission, I am sure each one of us feels the utmost confidence in Canada's ability to discharge that trust faithfully and well."

Pakistan Currency Managed by Reserve Bank of India Until Next October

Rupee will continue as standard monetary unit until September 30, 1948—Pakistan bank notes may be issued after March 31, 1948—Provision made for purchase and sale of foreign exchange.

(One Rupee equals \$0.3022)

KARACHI, October 27, 1947.—(FTS)—The Reserve Bank of India will continue to manage the currency of Pakistan and to carry on the business of banking in Pakistan until September 30, 1948, in accordance with arrangements effected by the Dominions of India and Pakistan before partition. The rupee will continue as the standard monetary unit in Pakistan until the legislature of that country decides otherwise, and no change will be made until after September 30, 1948.

Although the Reserve Bank of India is to carry out the banking business of the Pakistan Government and the governments of its provinces until September 30, 1948, it has been laid down that the Reserve Bank of India shall not manage the public debt of Pakistan, the issue of new loans and exchange operations after March 31, 1948. This, according to a statement of the Reserve Bank of India, "is probably due to the failure of understanding between the two governments in regard to monetary and foreign exchange policies to be pursued after the expiry of the standstill agreements".

The Indian notes will be legal tender at any place in Pakistan until September 30, 1948. On and after April 1, 1948, however, the Reserve Bank in Pakistan may issue Pakistan bank notes, inscribed with the words "Government of Pakistan", in English and Urdu. Such notes will be legal tender in Pakistan only. One-rupee notes will cease to be legal tender in Pakistan after September 30, 1948.

The Reserve Bank of India will, up to March 31, 1948, sell or buy from any authorized person at its office in Karachi foreign exchange at such

rates of exchange and on such conditions as the Government of Pakistan, in consultation with the Government of India, may determine. The minimum amount for which the bank is to sell foreign exchange in Pakistan is Rs 2 lakhs (Can. \$60,000).

The Reserve Bank of India has also been vested with powers for controlling scheduled banks in Pakistan, in the same manner as is now being done in India. Banks, which are scheduled banks in India, automatically become scheduled banks in Pakistan until September 30, 1948, and will continue to work in Pakistan undisturbed for another thirteen months.

German Industrial Plants Made Available As Reparations to the Western Allies

The Allied Control Council has allotted to the Western Allies, through the Inter-Allied Reparation Agency (I.A.R.A.), the German plants listed below. Expressions of interest are being sought from the member governments of I.A.R.A. on which Canada is represented. The closing date for the submission of bids concerning these plants is listed in each case. Inventories of the plants in the present offering are in the hands of the Industrial Development Division of the Department of Trade and Commerce. All enquiries regarding these should be addressed to the Director of the Division.

List A of the French Emergency Delivery Scheme—This is a list of machines freed for reparations under the F.E.D.S. A copy of this list is available in Ottawa for examination. Machinery includes: lathes and drills, drilling machines (horizontal and vertical), hydraulic presses, moulding machines. There is no war damage. (Bid date, Dec. 13.)

74—Dornier-Werke G.m.b.H. at Weilheim. This plant was a part of the German airplane industry. The whole plant is offered for disposal and machinery includes: turret lathes, milling machines, planing machines, boring machines. War damage is heavy. (Bid date, Dec. 19.)

442—Lab. 1 and 2—Messerschmitt A.G. at Gannisch-Partenkirchen. Both plants were testing laboratories for the German airplane industry. Machinery includes: electric motors, motors and dynamos, engine lathes, external caliper gauges. (Bid date, Dec. 30.)

1152—H. Burgsmuller & Sohne G.m.b.H. at Kreiensen/Hannover. Before the war, this plant was engaged in the production of precision instruments and electro-surgical appliances. During the war part of the plant was transferred to making grenades, etc. It has since returned to peacetime production. The whole plant is offered for disposal. Machinery includes: engine lathes, turret lathes, milling machines, multiple spindle drills, cylindrical grinding machines and lapping machines. War damage is slight. (Bid date, Dec. 30.)

1398—Land-und See-Leichtbau G.m.b.H., Kolonnenweg-Kiel/S.-Holstein. This plant produced light metal constructions such as wagons and trailers before the war. During the war it manufactured aircraft components. The whole plant is offered for disposal and machinery includes: high-speed planers and engine lathes, drilling machines, turret lathes, etc. War damage is slight. (Bid date, Dec. 30.)

1409—Gustav W. C. Burmester at Trittau/S.-Holstein. Prior to the war, the firm manufactured fireworks and rockets. During the war, the plant produced flares and tracers. Since the end of the war, the plant has been producing insecticides and pharmaceutical articles. The whole plant is offered for disposal. Machinery includes: hydraulic presses, low pressure steam and heating boilers. There is no war damage. (Bid date, Dec. 30.)

1494—Fritz Husemann K.-G., Gutersloh/N.-Rhein-Westf. This plant was engaged in the manufacture of shell parts during the war, but has now ceased to operate. This is listed as a part plant and the machinery contained therein is as follows: engine and centre lathes, thread milling machines, water pressure operated presses, ring presses. There is no direct war damage. (Bid date, Dec. 30.)

Poultry Producers Seek Foreign Market for Surplus Birds Here

United Kingdom unable at present to purchase dressed poultry from Canada, as in the past—Increased shipments made to Newfoundland—Plant processing capacity three-fold that of prewar years—High standards, required of poultry for export, enable Canadian birds to meet any competition.

By K. L. Melvin, Export Division, Foreign Trade Service

WHILE Canadian exports of dressed poultry only amount to a relatively small percentage of total production, the foreign market is an important outlet for a surplus which would otherwise depress prices on the domestic market. The export market is, therefore, of considerable importance both to producers and processors.

Traditionally, the United Kingdom has been Canada's best customer for dressed poultry, as is evidenced by the fact that between 1935 and 1939 average annual exports to that market amounted to approximately 2,500,000 pounds, during which time average annual exports to all countries were approximately 3,000,000 pounds. Other markets, in order of importance, were Newfoundland, Bermuda, and the United States, while intermittent shipments were made to several islands in the British West Indies and to Hawaii.

During the early war years, total exports of dressed poultry declined considerably. This was due chiefly to the fact that shipping space was at a premium and had to be utilized for more important cargoes. As a result, the United Kingdom did not import any dressed poultry from Canada in 1941 and 1942, while imports in 1943 were negligible. Exports to some other countries, however, increased during this period, Newfoundland being a notable example. Imports from Canada amounted to approximately 1,000,000 pounds in 1942, as compared with a prewar annual average of slightly over 200,000 pounds. While this level was not maintained, except in 1944, average annual exports to that market between 1940 and 1946 amounted to about 680,000 pounds.

Shipments in 1944 Totalled 30,000,000 Pounds

The year 1944 was notable in that almost 30,000,000 pounds of dressed poultry were exported by Canada, of which about 2,000,000 pounds were shipped to the United Kingdom. Some 21,000,000 pounds were delivered by the Special Products Board to the United States Government for their armed forces, and an additional 2,500,000 pounds were shipped to the United States through private trade channels. Total exports declined during 1945 from the peak of 1944 to about 12,500,000 pounds. No shipments were made to the United Kingdom in 1945, the bulk of Canada's exports going to the United States through both government and private trade channels.

During 1946 a contract was signed with the United Kingdom for 12,500,000 pounds of dressed poultry, to be supplied through the Special Products Board. This contract was carried over into 1947, and was completed last July, slightly in excess of the original 12,500,000 pounds having been shipped. While this contract was in effect, there was practically a complete embargo on the export of both live and dressed poultry to all other countries, with the exception of Newfoundland, Bermuda, British



Canada—Dressed poultry, exported from Canada, which must conform with high standards of the Live Stock and Live Stock Products Act. Production of poultry meat in Canada during 1946 totalled 272,815,000 pounds.

Photo by National Film Board

Honduras, British Guiana, and the British West Indies, these countries being supplied with their normal requirements. The completion of this contract with the United Kingdom and the improbability of its being renewed, in view of the dollar crisis, resulted in the relaxation of export controls over live and dressed poultry. Export permits are now being granted freely, and there is every likelihood that poultry will be removed from control entirely in the near future.

Poultry Principally Processed in Plants

Prior to the war, much more poultry was processed (dressed) on the farm than is now the case. The war, however, changed this situation, with the result that there was almost a complete switchover from farm to plant processing. Many modern and efficient processing plants have been constructed during the last few years, and processing capacity has been increased from less than 100,000 to over 325,000 birds daily. The number of plants in operation on June 1, 1946, was 223, with 96 in Ontario, 27 in Quebec, 14 in the Maritime Provinces, and 86 in Western Canada.

The following table shows the revised unofficial estimates of poultry meat production during the ten-year period 1937-46:

Poultry Meat Production		(Pounds)
1937	.....	197,205,000
1938	.....	195,715,000
1939	.....	214,060,000
1940	.....	219,131,000
1941	.....	226,694,000
1942	.....	261,009,000
1943	.....	259,813,000
1944	.....	295,482,000
1945	.....	284,568,000
1946	.....	272,815,000

These figures include chicken and fowl, turkeys, ducks, and geese, with chicken and fowl constituting approximately 85 per cent of the production. It is interesting to note that, during the last ten years, the per capita consumption of poultry in Canada increased from 18 pounds in 1937 to 25 pounds in 1946. This increase can be partially attributed to the shortage of meats during the war years, which necessitated rationing, and the setting aside of two meatless days a week. Consumption has also increased to some extent as a result of the popularity of the many barbecues opened in recent years and to the fact that much poultry is now attractively marketed in ready-to-cook form.

High Standards Demand for Export

All dressed poultry exported from Canada must meet the very high standards of the Live Stock and Live Stock Products Act. It must be inspected and certified by a Department of Agriculture inspector at point of shipment to ensure that it has been graded and packed, and the containers marked in accordance with the regulations. Furthermore, each individual bird must be marked with a tag bearing the appropriate grade. Dressed poultry may be graded, marked, or packed only in a registered poultry packing station which has met the exacting requirements of the Department of Agriculture as to cleanliness, equipment, and method of operation.

The principal kinds of dressed poultry under Canadian grading regulations are classified as follows: chickens, fowl, turkeys, ducks and geese, and the grades are: Grade Special, Grade A, Grade B, Grade C, Grade D.

To qualify for these grades, the poultry must meet certain specifications as to condition, conformation, flesh, fat, and dressing. Ducklings and chickens of the grades "Special", "A", or "B", which show white or creamy white fat, and have been especially finished for market, are described as milkfed, and are designated as "Grade Special Milkfed", "Grade A Milkfed", or "Grade B Milkfed", as the case may be.

During 1946, 85 per cent of the dressed chickens inspected in Canada graded "B" or higher, 46 per cent of the total meeting the requirements of the various milkfed grades, while 87 per cent of the chickens exported graded "B" or higher, with 44 per cent being designated as Milkfed. Of all poultry inspected during 1946, 87 per cent was graded "B" or higher.

Export Position Presently Uncertain

It is rather difficult at this time to comment on future export markets for dressed poultry, in view of the restrictions which many countries have placed on imports from the dollar area. As has been seen, the normal export market for Canadian dressed poultry is the United Kingdom, but due to that country's financial position, the immediate future is some-

what uncertain. For the same reason, markets developed during the war years in the British West Indies are likely to decline; in fact, it is almost certain that some of them will be closed entirely to Canadian exporters.

As indicated earlier, the Newfoundland market has improved considerably during the last few years, and it is hoped that shipments to that country will continue at the same high level. There is no reason to believe that there will be any substantial falling off in the near future; in fact, exports to date this year are somewhat higher than at the same time last year.

Based on past experience, there is no steady long-term market for Canadian dressed poultry in the United States, but as long as prices remain high enough to offset the duty, there will be a certain demand. Since the export restrictions on poultry were relaxed in July, there has been a considerable movement to the United States, although most of the trade to date has been in live birds.

Notwithstanding the present difficulties confronting the exporter, it can be said that Canadian poultry, the quality of which is ensured by the grading and inspection regulations now in effect, will, from a quality standpoint, meet and more than meet competition from the best packs of any other country, and exporters are looking toward the day when this fact can once more be demonstrated.

American Railroads Place Embargo on the Movement of Prohibited Goods to Canada

*Satisfactory evidence required that commodities will be admitted—
Coal and petroleum products excluded from ban—Consignees should
advise shippers.*

THE Association of American Railroads has placed an embargo on shipments from the United States to Canada, other than coal, petroleum products and other commodities for which satisfactory evidence can be produced to show that their importation into Canada will not be prohibited. This action was taken in an effort to prevent the congestion of railroad equipment at border points, and follows the imposition by Canada of restrictions on imports.

Canadian consignees should consult their local collector of customs to ascertain whether their particular commodities are likely to be affected by the recent regulations. If these commodities are not affected, the consignees should advise the shipper in the United States immediately. If, in the opinion of the collector of customs, the consignee should have no difficulty in securing the necessary import clearance, he should furnish this information by telegram, and certify that he has made application for an import licence, which he expects will be granted. The United States consignors or shippers will then certify the bills of lading on the basis of this information, and such shipments will be exempt from the general embargo now in effect.

Air View of Montreal Harbour

The air view of Montreal Harbour, reproduced on the cover of the November 22, 1947, issue of *Foreign Trade*, was taken by the Spartan Air Services, Limited, of Ottawa. The photograph was taken in the vicinity of the Jacques Cartier Bridge, indicating in the foreground the Market Basin, from which river steamers set sail, with the Sailors' Memorial on the left and the cold storage warehouse on the right.

Britain Depends Largely on Canada For Her Wheat, Flour and Oats

Approximately 80 per cent of her foreign wheat requirements, 70 per cent of her flour purchases and 95 per cent of her imports of oats filled by this Dominion in first seven months of 1947—United States, Argentina and Australia supplied relatively small quantities.

By M. J. Vechsler, Canadian Trade Commissioner

LIVERPOOL, October 23, 1947.—Canada served as the source of supply for 81.5 per cent of Great Britain's foreign purchases of wheat during the first seven months of the current calendar year, 68.2 per cent of her flour purchases and 94 per cent of the oats imported in this period. Relatively small quantities of wheat were procured from the United States and Argentina, and flour from the United States and Australia. Fairly substantial supplies of maize were obtained from Argentina and the United States, but none from Canada. Although imports of foodstuffs are controlled by the government, interest is displayed in the quantities, values and supply sources of such commodities. Recent returns furnish information of this character.

Wheat imports during the first seven months of 1947 amounted to 53,998,098 cwts., valued at £59,042,781, which figures compared with 41,777,545 cwts., valued at £38,873,345, during the corresponding period of 1946. Although purchases for seven months of 1938 were higher, at 59,282,041 cwts., the value was considerably lower, at £22,532,740.

Sources of British Wheat Supply

	Seven months of 1938	Seven months ending July	
	Cwts.	1946 Cwts.	1947 Cwts.
British India	2,564,984	.....	.....
Australia	18,080,550	.....	.....
CANADA	16,817,807	38,869,326	44,044,983
Other British countries	10	.....	.....
United States	9,219,752	755,951	5,275,876
Argentina	3,389,549	2,152,268	4,229,712
Other foreign countries	9,209,389	.....	447,527
Total	59,282,041	41,777,545	53,998,098

Corresponding Values

	Seven months of 1938	Seven months ending July	
	£	1946 £	1947 £
British India	936,894	.....	.....
Australia	6,961,040	.....	.....
CANADA	6,539,419	35,932,637	43,749,432
Other British countries	12	.....	.....
United States	3,934,037	1,001,904	7,042,030
Argentina	1,462,699	1,938,804	7,359,621
Other foreign countries	2,698,639	.....	891,698
Total	22,532,740	38,873,345	59,042,781

Flour.—Substantial increases in both quantities and values have occurred in imports of wheat meal and flour. In 1938, seven-twelfths of that year's imports amounted to 4,478,104 cwts., valued at £2,321,660. During the first seven months of 1946, these imports were 7,753,314 cwts.,

valued at £9,538,038, while for the corresponding period of 1947 they were 11,235,082 cwts., valued at £17,296,709.

Sources of British Flour Supply

	Seven months of 1938	Seven months ending July	
	Cwts.	1946 Cwts.	1947 Cwts.
Australia	1,709,440	59,307	1,193,205
CANADA	2,130,693	7,200,721	7,653,279
Other British countries	3,395	1,395	.....
United States	230,558	319,031	2,388,576
Argentina	227,100	172,860	.....
Other foreign countries	176,918	.....	22
Total	4,478,104	7,753,314	11,235,082

Corresponding Values

	Seven months of 1938	Seven months ending July	
	£	1946 £	1947 £
Australia	828,419	83,584	2,234,273
CANADA	1,219,404	8,847,091	10,790,786
Other British countries	1,283	1,276	.....
United States	131,291	364,794	4,271,622
Argentina	83,401	241,293	.....
Other foreign countries	57,862	.....	28
Total	2,321,660	9,538,038	17,296,709

Oats.—During the first seven months of the present year, 2,123,671 cwts. of oats, valued at £2,272,208, were imported. Imports during the corresponding period of 1946 amounted to 692,435 cwts., valued at £602,037, while in the same period of 1938 imports amounted to 919,170 cwts., valued at £313,555.

Sources of British Oats Supply

	Seven months of 1938	Seven months ending July	
	Cwts.	1946 Cwts.	1947 Cwts.
CANADA	863,159	213,126	1,973,671
Other British countries	37,272	20	.....
United States .....	.....	2	150,000
Argentina	16,730	479,287	.....
Other foreign countries	2,009	.....	.....
Total	919,170	692,435	2,123,671

Corresponding Values

	Seven months of 1938	Seven months ending July	
	£	1946 £	1947 £
CANADA	292,611	203,003	2,104,208
Other British countries	14,982	27	.....
United States .....	.....	2	168,000
Argentina	5,033	399,005	.....
Other foreign countries	929	.....	.....
Total	313,555	602,037	2,272,208

Maize.—Maize imports into the United Kingdom, though not of direct interest to Canadian exporters, are of considerable importance in British cereal circles. Imports from all sources during the first seven months of the present year amounted to 5,012,223 cwts., valued at £5,379,246. Imports during the corresponding period of last year were 1,250,431 cwts., valued at £1,097,488. A drastic reduction has been made since 1938, when 33,588,946 cwts., valued at £10,324,903, were imported.

Sources of British Maize Supply

	Seven months of 1938	Seven months ending July	
	Cwts.	1946	1947
South Africa	1,327,986	.....	.....
Southern Rhodesia	378,511	.....	.....
Kenya	348,019	.....	.....
Other British countries	2,221,870	.....	.....
United States	13,538,657	.....	1,540,071
Brazil	229,103	76,120	529,497
Argentina	10,323,005	1,174,311	2,942,655
Other foreign countries	5,221,795	.....	.....
Total	33,588,946	1,250,431	5,012,223

Corresponding Values

	Seven months of 1938	Seven months ending July	
	£	1946	1947
South Africa	411,910	.....	.....
Southern Rhodesia	120,554	.....	.....
Kenya	111,981	.....	.....
Other British countries	671,004	.....	.....
United States	4,157,202	.....	1,475,611
Brazil	75,915	79,668	575,365
Argentina	3,154,111	1,017,820	3,328,270
Other foreign countries	1,622,226	.....	.....
Total	10,324,903	1,097,488	5,379,246

Peas.—Drastic reductions have also been made in the importation of peas other than split. Imports during the first seven months of 1938 amounted to 1,108,308 cwts., as against 364,165 cwts. for the seven months ending July, 1946, and 548,169 cwts. for the corresponding period in 1947. On the other hand, the values of such imports have changed considerably, the corresponding values being £648,491 for 1938; £795,769 in 1946 and £1,157,968 for the first seven months of the present year.

Sources of British Peas Supply

	Seven months of 1938	Seven months ending July	
	Cwts.	1946	1947
New Zealand	43,715	48,745	23,018
Other British countries	144,123	497	114,657
Netherlands	347,242	78,944	232
United States	136	223,979	408,960
Other foreign countries	573,092	12,000	1,293
Total	1,108,308	364,165	548,169

Corresponding Values

	Seven months of 1938	Seven months ending July	
	£	1946	1947
New Zealand	27,363	77,293	36,238
Other British countries	68,996	973	224,157
Netherlands	286,811	189,750	3,323
United States	140	499,372	889,913
Other foreign countries	265,181	28,381	4,337
Total	648,491	795,769	1,157,968

Beans.—Bean imports, during the period under review, have varied to a much less extent. Imports in seven months of 1938 amounted to 557,427 cwts., valued at £292,379. During the first seven months of 1946, 441,170 cwts., valued at £986,029, were imported, while imports for the corresponding period of 1947 were 504,520 cwts., valued at £1,673,084.

Sources of British Beans Supply

	Seven months of 1938	Seven months ending July	
	Cwts.	1946	1947
CANADA	148,407	29,460	57,563
Sudan .....	.....	708	141
Other British countries	135,322	303,562	349,283
United States	3,640	77,040	.....
Chile	32,088	400	66,472
Argentina .....	.....	30,000	31,061
Other foreign countries	237,970	.....	.....
Total—			
Haricot beans	57,524	29,465	170,851
Butter beans	79,636	.....	.....
Other sorts	420,217	411,705	333,669
Total	557,427	441,170	504,520

Corresponding Values

	Seven months of 1938	Seven months ending July	
	£	1946	1947
CANADA	91,425	.....	114,394
Sudan .....	.....	66,285	.....
Other British countries	46,134	1,004	846
United States	1,883	698,742	1,287,960
Chile	18,230	160,586	.....
Argentina .....	.....	837	190,608
Other foreign countries	134,707	58,575	79,276
Total—			
Haricot beans	32,557	66,290	636,166
Butter beans	66,922	.....	.....
Other sorts	192,900	919,739	1,036,918
Total	292,379	986,029	1,673,084

Barley.—Barley imports during the first seven months of the present year totalled 397,885 cwts. Imports for the corresponding period of 1946 were 1,301,024 cwts., and for 1938 imports were 11,594,113 cwts. Values have declined correspondingly, cognizance being taken, of course, of the prevailing price levels during the periods under review. In 1947, imports of barley were valued at £491,888, in 1946 at £1,014,942, and in 1938 at £3,995,677.

Sources of British Barley Supply

	Seven months of 1938	Seven months ending July	
	Cwts.	1946	1947
CANADA	3,188,857	.....	.....
Other British countries	1,157,842	200	191,964
Iraq	1,816,514	.....	.....
United States	1,587,173	1	.....
Argentina	185,080	1,300,823	205,871
Other foreign countries	3,658,647	.....	50
Total	11,594,113	1,301,024	397,885

Corresponding Values

	Seven months of 1938	Seven months ending July	
	£	1946	1947
CANADA	1,058,540	.....	.....
Other British countries	515,508	413	288,909
Iraq	556,143	.....	.....
United States	707,133	1	.....
Argentina	67,172	1,014,528	202,944
Other foreign countries	1,091,181	.....	35
Total	3,995,677	1,014,942	491,888

El Salvador in Best Economic Position of Central Americas

With balanced budget and sound government financing, country is maintaining position of highest per capita purchaser of foreign goods—Economies of Honduras and Guatemala also in favourable condition, while political strife in Nicaragua and Costa Rica has had a serious effect on trade.

By C. B. Birkett, Canadian Trade Commissioner

(Editor's Note—This is the second of three articles on Central American Republics. The first appeared in the November 22nd issue of *Foreign Trade*. The information contained in this series is supplementary to that given in the postwar trade review "Central America", which is available upon request to the Trade Publicity Division, Department of Trade and Commerce, Ottawa. All values are in United States dollars.)

GUATEMALA CITY, October 15, 1947.—El Salvador undoubtedly enjoys the best position economically of the five Central American republics. With a balanced budget and sound government financing, she is maintaining her place as the highest per capita purchaser of foreign goods. Her principal source of foreign currency is "mild" coffee, of which she is the second producer in the world. The 1945-46 crop (exported) totalled 633,248 bags and was sold at around \$22 per 100 pounds f.o.b. Salvadorean ports. The 1947-48 crop, estimated at some 750,000 bags of 150 pounds, was selling early in the year at as much as \$29 per 100 pounds, before the slump in coffee prices. The next important crop, sugar, was seriously affected by unfavourable weather conditions. The 1945-46 crop measured only 550,000 quintals, which was well below normal. The present crop, with a greater area under cultivation, is put at about 700,000 quintals. Export of gold in 1946 was valued at \$69,177, and silver at \$276,441. The production of cotton and sisal is being maintained satisfactorily. Enough sisal is produced to make Salvador independent in the matter of supplies of coffee bags. Over-all trade figures for 1945 (the latest published) were: imports, \$13,534,432 and exports, \$21,333,626.

Canada's share of the import value was \$413,692, while that of the United States was \$9,179,508. In exports the respective figures were \$1,251,052 and \$18,051,240. The principal commodity exported from El Salvador to Canada was coffee. In 1945 the value was \$1,250,890. Principal commodities imported from Canada in 1944 were: wheat, \$22,800; malt, \$3,200; liquors, \$9,200; lupulus, \$2,400; chemicals, \$20,800; calcium carbide, \$15,200; medical compounds, \$4,800; hats, \$6,400; newsprint, \$61,600; wrapping paper, \$2,000; electrical equipment, \$12,800; electrical material, \$16,400; electrical motors and generators, \$26,400; and toys, \$3,600.

Political Disturbances in Nicaragua Have Clouded Economic Picture

The recent political disturbances in Nicaragua have clouded the economic picture, producing a degree of uncertainty that has had a serious effect on trade, both foreign and domestic. An attitude of wait and see has been adopted by most traders, while the outcome of the policies of the present regime is in the balance. According to the latest statistics available, the total foreign trade of the Republic in 1945 amounted to \$26,614,343. This figure compares with \$16,546,628 for 1940.

Gold has superseded coffee as Nicaragua's principal export. Other exports which have recently assumed greater importance are sesame seed, rice, sugar, hides and skins, timber and rubber. Owing to the ravages

of disease, the banana industry is now of little importance to the economy of the country. Over 90 per cent of all exports in 1945 went to the United States. Other destinations were Costa Rica, Panama, Honduras, Peru and Great Britain.

Imports are composed mainly of manufactured goods; the main sources of supply in order of importance being the United States (71 per cent), Mexico (9 per cent), Canada (6 per cent) and Panama (4 per cent).

Trade of Nicaragua, by Principal Commodities, 1945

	Imports Value (Thousand dollars)		Exports Value (Thousand dollars)
Cotton manufactures	2,254	Gold	7,117
Machinery and apparatus	1,931	Coffee	3,668
Iron and steel manufactures	834	Rubber	847
Foodstuffs	1,651	Timber	688
Oils	778	Others	1,643
Others	5,204		
Total	12,652	Total	13,963

In 1945, Nicaragua imported goods from Canada to the total value of \$707,000. The principal items were underwear, textiles, malt, food products, liquors, steel manufactures, printed matter, medicines, and glassware. The trade returns do not show any exports to Canada.

Outside of gold, coffee is the most important product that contributes to the welfare of Nicaragua's inhabitants. With the coming of the war and the loss of the European markets, Nicaragua was obliged to sign, along with other Latin American republics, the Inter-American Coffee Agreement with the United States by which she was assigned a production and export quota. Owing to high production costs and adverse weather conditions, the crops have been disappointing. Exports in 1945 (90 per cent of crop normally exported) were to the value of \$3,667,952, which is a slight reduction from the 1944 figure.

Exportable Surplus of Coffee Reduced

The latest information on the coffee situation, dated April last (before the revolution) was to the effect that though the great part of the crop was then sold, it was doubtful whether the exportable surplus would amount to 170,000 bags, or approximately 12,750 short tons, which compares with an average of 17,500 tons during the five-year period 1940-45. The coming crop is expected to show a great improvement. The political situation according to late reports is having a very depressing effect on the whole picture.

Business, while continuing for some time after the revolution at reasonable levels, is now practically at a standstill. Foreign payments, since early 1946 regulated by government control to the satisfaction of supplier and importer, are now of an expedient nature owing to a very serious shortage of foreign exchange. Information in this respect is available upon request to the Department of Trade and Commerce. Exporters to Nicaragua are advised to trade only on the basis of a letter of credit.

Business Active in Honduras but Hampered by Poor Transportation

The trade of Honduras, outside the large and important business of growing and shipping bananas to various parts of the world, may be termed active but limited by the restrictions imposed by the serious lack of transportation facilities. There are no railroads and the highways are very poor affairs. The value of imports during 1946 totalled \$18,415,630, and that of exports \$25,811,505. Exports in order of importance consist of

bananas, coffee, lumber, cattle, gold and silver, the principal destination of which is the United States.

Imports cover a wide range of requirements. Largely owing to a substantial moral preference, the result of invested capital on the part of the United Fruit Company and a tariff preference in favour of the United States on some twenty-seven items of importance to the republic's economy, a very great percentage of imports have their origin in the United States. Canada's share is extremely small, amounting to only 31 per cent of the total. The value in 1945 was \$60,315, covering such items as: leather, \$9,874; newsprint, \$9,829; cottons, \$9,190; liquors, \$8,959; machinery, \$5,998; flour, \$5,912; canned goods, \$5,731; electrical equipment, \$632; jewellery, \$898; and miscellaneous products.

Disturbed Political Situation in Costa Rica Affects Trade

Costa Rica's position as one of the foremost trading countries of Central America has been seriously affected by the disturbed political situation that has prevailed for a year or more. A shortage of United States dollars has had the natural effect of slowing down business, both domestic and overseas. Latest reports do not give any encouragement of an early improvement. Caution is the word when trading with Costa Rica.

Her economy is based on the growth and export of coffee, bananas, lumber, and cacao, in exchange for manufactured products and foodstuffs. In 1945, the latest year for which statistics are available, exports totalled in value \$11,612,000 and imports reached \$26,949,000.

Principal Imports into Costa Rica, 1945

	(Thousand dollars)
Textiles	3,187
Foodstuffs	5,616
Chemicals and pharmaceuticals	1,739
Agricultural machinery	416
Petroleum products	1,343
Industrial machinery	472
Iron and steel products	593
Others	13,583
Total	<u>26,949</u>

The principal export, coffee, was valued at \$7,489,000. The next import item, bananas, totalled \$2,233,000.

The chief source of supply for imports is the United States, which shared in the trade of 1945 to the extent of 69.5 per cent, as compared with 49 per cent in 1938. Other countries participated as follows: Mexico, 4.8 per cent; Nicaragua, 4.4 per cent; Peru, 3.5 per cent; Cuba, 2.4 per cent; Argentina, 2.2 per cent; Chile, 1.9 per cent; and Ecuador, 1.5 per cent.

In exports the United States took 84.5 per cent; Panama, 5.2 per cent; Canada, 3.5 per cent; Colombia, 2.0 per cent.

Canada's export trade with Costa Rica in 1945 involved the shipment of flour, \$116,933; wheat, \$47,605; newsprint, \$37,000; leather, \$19,000; rolled oats, \$8,100; whiskey, \$6,225; as well as small quantities of linseed oil, hardware, food products, electrical appliances, etc.

Costa Rica's present exchange difficulties, the result of several years' excesses of imports over exports, may in a year or two be corrected by the import control regulations, now in force since early 1946, and increased production for export of fruit, cacao, and coffee. Until then, however, every precaution should be taken by shippers to that market. Conditions have deteriorated in recent days.

Guatemala has Record of Comfortable Overseas Trade Balances

As with El Salvador and Honduras, Guatemala by its record of comfortable overseas trade balances has maintained a free flow of produce to the Americas and Europe in exchange for the many manufactured products and foods required for the maintenance of a high standard of living among the educated classes. She produces a sufficiency of all the staple fruits, vegetables and meats, as well as large exportable surpluses each year of coffee, bananas, beans and chicle. Wheat production is not sufficient for all needs, so wheat and flour must be imported. Sugar, for many years an important item of export, has been on the prohibited list for over two years. Other exports include hides, leather products, cotton textiles, and essential oils, and mahogany.

The total value of goods and materials imported in 1943 (the latest year for which statistics are published) was \$17,849,541. That of exports was \$20,154,242, leaving a balance of \$2,304,700 in favour of exports.

United States Greatest Source of Supply

Since shortly before the war, the United States has become by a long way the greatest source of supply of Guatemala's imports, indeed of all Central America's. In 1943, her share was about 80 per cent, leaving other countries to supply between 1.5 and 3 per cent. Canada's was 1.5 per cent, valued at \$270,080. The 1946-47 crop of coffee has practically all been sold at good prices, averaging around 25 cents per pound. Prospects for the coming crop are good, but disposal of it at prices as favourable as those realized this year is problematical. At the moment, American buyers are showing very little inclination to make offers. Recent sales have been at the level of 22 cents.

The United States continues to predominate in the foreign trade of Central America. There has, however, been a noticeable increase in imports from Europe, mainly Switzerland and the United Kingdom, and to a lesser degree, Italy and the Netherlands. These countries maintain active trade representatives in each republic. Just recently, renewed interest has been shown by Czechoslovakia.

The needs of Central America, insofar as the populations in a position to purchase are concerned, are of the order of things usually enjoyed by Americans and Canadians and associated with a fairly high standard of living. Imports of motor cars and trucks are now on an increased scale. The waiting lists of dealers are, however, large, with used cars demanding fairly high prices. A good inventory is reported in all five countries for light products which have not been generally under control in countries of origin, such as plastics, toys, ornaments, jewellery, sport shirts, mirrors, cigarette lighters, etc. There have been heavy arrivals of such goods during the past six months. There is still a lack of essential products such as paper, newsprint, wire, cereals and building materials of all sorts. Soft goods are more in evidence than a year ago, though there exists a very good demand for socks, ties, shirts, piece-goods of cotton and silk, suitings and drapes. Machinery and machine tools are seldom inquired for, but automobile parts, radios, and electric household equipment are in demand in all countries.

Having regard to packaged and tinned foods, the trade is limited owing to the usual plentiful supplies of fresh fruits and vegetables. The exceptions are breakfast foods and fish, mainly salmon and sardines. There is a good market for these products, a market that has been rather bare for some time.

Coffee is Main Basis for Healthy Economy of Central Americas

When examining the economic state of each Central American country, it will be seen that the growth and export of coffee is the main basis upon which their well being depends. At the moment coffee prices are high, though not as high as a year ago. Just recently sales have been reported at 22 to 25 cents per pound. These prices compare with 27 to 29 cents earlier in the year. Most of the 1946-47 crops have been sold and prospects for this year's crops are generally good. There is, however, a possibility of a further drop in price if the present hesitation on the part of United States and other buyers continues. It is of interest to note here that the average price of Central American coffee over the thirty years prior to the war was in the neighbourhood of 16 cents per pound. If the downward trend in prices continues, business of sorts will suffer accordingly.

Oranges and Limes Obtainable for Canadian Market From Mexico

Citrus fruit growers prepared to furnish supplies in accordance with required specifications—Rail shipments through United States in bond permissible between October 1 and March 15—Production of oranges doubled during last seven years.

By W. J. Millyard, Assistant Commercial Secretary, Canadian Embassy

MEXICO CITY, October 20, 1947.—Mexico claims to be among the six largest producers of oranges, and is a source of supply for Canada with considerable potentialities. Limes, similar to those grown in the British West Indies, are also produced in this country, and are available for export to Canada in large quantities. Citrus fruit growers indicate they are prepared to furnish supplies in accordance with required specifications, provided substantial orders are forthcoming. The climate and soil of Mexico are ideally suited for the cultivation of this fruit. Oranges of the best types are unsurpassed in appearance and flavour.

Orange shipments have been small since 1939, although production increased from 150,000 tons to approximately 300,000 tons in 1946. Import restrictions, imposed by the United States in 1939, and the substantial increase in the production of oranges in that country during this seven-year period are mainly responsible for the small exports of Mexican oranges. Canadian consumption, which was relatively small up to 1939, was directly affected by the United States restrictions, as these prevented the movement of railway fruit cars in bond from Mexico to Canada. Furthermore, the outbreak of hostilities diverted ships that might have been used for the transportation of this fruit into other trade channels.

Rail Shipment in Bond Permissible

American restrictions were modified in 1943, however, and oranges in refrigerated cars may now pass through the United States in bond from October 1 to March 15, providing certain routine requirements of the United States Department of Agriculture are met. Rail transportation is likely to prove more practicable for the movement of fruit from Mexico to Canada, as ships now operating between these countries on a monthly schedule are not yet equipped with sufficient refrigerated accommodation

for the purpose. It is estimated that a carload of oranges may be shipped from Central Mexico or Northern Mexico to Canada in about ten days. On arrival at the Canadian border, citrus fruit of Mexican origin is subject to import regulations under the Fruit, Vegetables and Honey Act, and the Destructive Insect and Pest Act.

In addition to the excellent quality and appearance of the Mexican orange, price is an important factor in its favour. During the past year, prices ranged from seventy-five to ninety-two pesos per thousand to the grower, depending on the season and type of orange. This represents about eighteen to twenty-two cents a dozen in American currency.

Cultivation Possible Over Wide Area

A glance at the orange-growing areas on a map of Mexico will show that there is hardly a part of the Republic where orchards do not exist. This natural decentralization has the advantage that, with the varied climates found in different sections of the country, harvest seasons are so staggered that newly picked oranges are available throughout the year. However, September to March is usually the period of greatest activity. The four principal areas, which account for over 50 per cent of all oranges, are Morelos, in the north; Chapala and Huastecas, in the centre; and Central de Veracruz, in the south. In these sections are to be found the best known commercial varieties, including the "Washington Navel" and the "Thomson", among the seedless types; and "Valencias", "Parson Brown" and "Pineapple", in the Mediterranean type. All these oranges possess the usual characteristics associated with their species when grown in the United States or Mediterranean areas. "Tangerines" are also produced in some quantity, as well as the "San Miguel", an orange possessing a reddish coloured juice.

Unlike the United States, orange growers' societies have not been organized in Mexico, resulting in a lack of standardization in grading and packing. This has been one of the greatest handicaps in arousing interest in foreign markets, particularly in Canada, which is accustomed to the rigid standards of California and Florida.

During the last four years, many thousands of new trees have been planted. Consequently, in the course of the next three years, production figures are expected greatly to exceed those of 1946. Therefore, unless outlets can be found in other countries, the prices in an already well supplied domestic market will fall to such a level that it will be unprofitable to continue orange growing, and many orchards are likely to be ploughed up so that the land can be used for more remunerative agricultural products. For this reason, there is evident a rapidly developing interest in complying with grading and packing standards specified by foreign buyers. Reputable exporters have stated they are able to give Canada what it wants, as regards quality, uniformity and crating, providing substantial orders are forthcoming.

Production of Limes Extensive

The other citrus fruit of any considerable importance in Mexico is the lime. Though it is known in Spanish as "limón", often leading foreigners to believe that reference is being made to the "Sicilian" type lemon imported into Canada, the fruit in question is the kind of lime usually brought from islands of the Caribbean, although a yellow species shares popularity with the green. About 50,000 tons of limes are grown annually, but only about five per cent were exported during the past five years to the United States, the sole foreign consumer.

The quality and appearance of Mexican limes of high standard and the growing areas correspond fairly close to those where oranges are produced. They are available in constant volume throughout the year, and exporters claim they can be packed to Canadian specifications as readily as oranges. Unlike oranges, which can only move in bond through the United States between October 1 and March 15, there is no prohibition on the movement of limes at any time of the year. The price per thousand to the growers during the past year has been from nineteen to forty-eight pesos per thousand, depending on type and season. This in American currency amounts to roughly five to twelve cents a dozen.

Rio de Janeiro and São Paulo Main Brazilian Table Potato Markets

Most consumers in these centres prefer yellow flesh varieties—Marketing handled through regular food channels—Considerable variation in retail prices—Lack of adequate transportation makes land shipment of perishables difficult.

By **W. B. McCullough**, Commercial Secretary (Agricultural Specialist),
Canadian Embassy, Buenos Aires

(Editor's Note—This is the third in a series of four articles on market conditions for certified seed and table potatoes in Brazil, prepared by Mr. McCullough during a survey of this area earlier in the year. The first two appeared in the November 15th and November 22nd issues of *Foreign Trade*.)

(One metric ton equals 2,204 pounds; one kilo equals 2.2 pounds; one hectare equals 2.47 acres; one cruzeiro equals \$0.0544 Canadian.)

RIO DE JANEIRO.—The cities of Rio de Janeiro and São Paulo are the principal markets for table potatoes in Brazil. The city of São Paulo, having a population of about 1.2 million, is supplied by production of the State of São Paulo and is also the main outlet for the surplus of Paraná. The market of São Paulo is very definitely for the yellow flesh varieties and only small quantities of white flesh can be marketed in that city. In Santos, only 36 miles away, the prejudice is not so marked, and this city provides an outlet for small quantities of the white types. The city of Rio, with a population of about 1.9 million, is the largest and most important market for table potatoes in Brazil. Most consumers prefer the yellow flesh, but since the population is more cosmopolitan, there is an outlet for the white flesh as well. From January to June and from October to December Rio draws the bulk of her supplies of table potatoes from the State of São Paulo. Over 40 per cent of the annual requirements is obtained from this source. From June to October, the State of Rio Grande do Sul is the main source of supply and accounts for about 30 per cent. Paraná supplies during April and May, and accounts for about 7 per cent. Other states, such as Santa Catharina and Minas Gerais, supply varying quantities to the Rio market.

The marketing of potatoes is handled through regular food channels. There is no centralized potato market, the business being mainly handled by provision dealers who supply the various retail outlets.

Considerable Variation in Retail Prices of Potatoes

Depending on the locality, there is considerable variation in the consumer prices of potatoes in Brazil. The average retail prices of potatoes



Canada—Field of Katahdin certified seed potatoes, indicating the usual type of potato storage provided on farms in New Brunswick. This photograph was taken during the early part of August, 1947.

in the principal Brazilian cities have steadily risen from an average of 1.24 cruzeiros per kilo in 1938 to 3.45 cruzeiros in 1945. In Rio de Janeiro the average price ranged from .93 cruzeiros in 1938 to 1.90 cruzeiros in 1945, while during 1946, the price was up to 5 cruzeiros per kilo. In Curitiba, State of Paraná, near a production zone, the price in 1945 was down to .42 cruzeiros per kilo, while in Rio Branco, Acre, the average price was 10.78 cruzeiros. The reason for the wide variation is the shortage of supplies in certain areas resulting from the lack of transportation and irregular crops.

Transportation Between Production Areas and Markets

Brazil lacks adequate land transportation for the long distances between the production areas and the markets. Most of the country is from hilly to mountainous and the existing motor roads are unimproved and barely passable. A network of railways connects the main cities and towns but, owing to the lack of equipment and the long distance, it is difficult to move perishable products without loss. The largest volume of produce is transported by steamers and powered lighters along the coast. The bulk of the food from Rio Grande do Sul for Rio de Janeiro is transported by this route.

Santos is the port for São Paulo and goods whether imported or for export are transported by rail or truck a distance of 36 miles. Rail facilities between these points are not adequate for the enormous volume of freight but trucks ply regularly over an improved motor road. The port of Santos also serves Paraná, goods moving either by rail or truck. The rail haul from Santos to Rio Grande do Sul would take at least two weeks with priority, and aside from the expense it would not be practicable for a commodity as seed potatoes.

Consequently transportation is an obstacle in placing seed potatoes in certain areas in good condition. The months during which this commodity would be transported would be the hottest period, when delays would

be detrimental to a perishable product. Consignments for São Paulo present no great problem. A suitable ship can discharge at Santos and the material can move to the production areas in reasonable time. Seed potatoes for Rio Grande do Sul would have to be discharged at Rio Grande or Porto Alegre. Since orders would not total a ship-load, arranging shipments of small lots to arrive in reasonable time presents difficulties until the shipping situation materially improves.

Certificate of Health and Origin Accepted

For some years the wording of Canadian health certificates for seed potatoes did not meet the requirements of the Brazilian authorities. Through discussions and representations of this office, with the co-operation of the Canadian Department of Agriculture, the local officials accepted the Canadian document. All potatoes, both seed and table stock, imported by Brazil must be accompanied by a certificate of health stating that the potatoes were examined and found to be free from: *synchytrium endobioticum*, (Schilb.) Perc. (potato wart); *spongospora subterranea* Johns (powdery scab); *gnorimoschema operculella* Zell. (tuber moth); and *leptinotarsa (doryphora) decemlineata* Say. (Colorado potato beetle); and other serious or parasitic diseases or pests.

In addition imports of seed potatoes must be accompanied by a certificate stating in effect that the grower controlled virus diseases during the growing season.

The importance of having these documents in order cannot be over-emphasized, as they can be the cause of unnecessary delay in clearing the shipments at the port of entry or even refusal of the shipments. It must also be pointed out that all imports of potatoes are subject to local inspection for diseases and pests. Any cargo or lot may be condemned regardless of the accompanying certificates, but in practice sound stock accompanied by certificates in good order is not refused entry.

Methods of Payment and Insurance

In Brazil, importers do not favour opening letters of credit, preferring payment against surrender of documents by the bank on arrival of the shipment. Opening a letter of credit is an expensive operation and may cost as much as five per cent of the invoice value. The foreign exchange control requires the importer to buy spot exchange at the time the credit is opened. Should for some reason the credit have to be cancelled, then the importer has to sell the exchange, which entails additional charges. Dealing with a perishable product such as potatoes, there is much in favour of payment by letter of credit, and in only occasional and very special circumstances would it be advisable for a Canadian exporter to accept business on any other basis. However, many Dutch firms who are long established in the trade here accept payment against documents and this is one feature of the competition Canadian exporters are up against. Canadian exporters should not ask the importers to open a credit unless and until the shipping space and the delivery dates are assured. With regard to insurance, the importers require full coverage against all risks and losses. Shipments of potatoes from Holland are covered for all risks, including spillage.

Seed Potato Certification Operated in São Paulo State Only

São Paulo is the only state in Brazil that has a seed potato certification service. This work forms a part of the activities of the State Department of Agriculture and is under the direction of the Biological Institute

at São Paulo. This service was established in 1939 and is largely confined to a seed-potato growers' co-operative in the mountainous region of Serra de Tartara about 180 miles from the city of São Paulo. Experiments with potatoes conducted in this zone revealed that the spread of virus for six multiplications was much less in this district than at lower altitudes. Therefore all fields accepted for certification must be planted at an altitude not less than 3,000 feet.

It is noted that the allowance for diseases at field inspections is considerably higher than in other countries, which inspection standard may be summarized as follows:

Seed Potato Certification State of São Paulo Field Inspection Standards

	1st inspection Per cent	2nd inspection Per cent	3rd inspection Per cent
Total virus diseases .....	..	10	5
Total secondary diseases .....	..	10	5
Total all diseases, plus 2 per cent foreign variety	30	20	10

Officials of this service stated in explanation of the liberal tolerance that they considered it more practicable to establish regulations that were within the possibility of their growers than ones that only existed on paper which they could not enforce.

It will be apparent that fields which measure up to this standard could not be expected to produce seed of very high quality, although during the war, with imports shut off, some improvement and benefit resulted.

During the crop year 1945-46, 182 growers entered 335 hectares of potatoes for certification. Of this, 199 hectares passed field inspection and produced 257 metric tons of certified seed. A German variety, Konsuragis, accounted for over 90 per cent of the production. Other varieties certified were Binje, White Rose, Corona and Ostbate. None of the Eigenheimer, the most popular variety in the state, passed field inspections.

The locally certified seed supplies only a fraction of the state's seed requirements. The bulk of the seed used is retained from the previous crop, supplemented with potatoes from Paraná. In normal times relatively small quantities of seed potatoes are imported from Holland.

Canadian Certified Seed Potatoes

Growers, shippers and buyers of Canadian Certified Seed Potatoes may be interested in a brochure prepared by the Foreign Trade Service, in consultation with the Department of Agriculture, in an effort to stimulate the export sale of potatoes. Copies of this brochure, in colour, may be obtained from the Director, Trade Publicity Division, Foreign Trade Service, Department of Trade and Commerce, Ottawa.

Import Control Instituted by Uruguay as Overseas Purchases Greatly Increased

Substantial and possibly abnormal trade expansion follows period of scarcity — Limited foreign exchange resources to be utilized for essentials—Rise of \$54,000,000 in imports during 1946, as compared with 1945—Exports also show marked increase.

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

(All values are in United States dollars)

BUENOS AIRES, November 3, 1947.—During the war, Uruguay encountered the world-wide difficulty of securing adequate essential supplies. Shortages accumulating during these five years were felt in every line, especially the lack of replacements for processing plants and motor vehicles. Consequently, the year 1946 witnessed a substantial and possibly abnormal expansion in the overseas trade of Uruguay. Merchants rushed to replenish supplies, and the Government of Uruguay, in order to utilize limited foreign exchange resources for the most vitally needed commodities, instituted selective import control.

As the following table indicates, there was a rise of \$54,000,000 in imports during 1946, as compared with 1945. Exports also show a marked increase, but the ratio is not as great. Increases on the basis of percentage of value are 25·2 per cent for exports and 57·3 per cent for imports. A favourable commodity balance of trade was maintained, with a final surplus of \$5,346,000. This margin was completely submerged during the early months of 1947, and left Uruguay dependent heavily on exchange reserves built up during the war years.

Trade of Uruguay, 1940-47

Year	Exports	Imports	Balance
1940	\$ 66,428,000	\$ 54,934,000	\$11,494,000
1941	70,846,000	63,135,000	7,711,000
1942	57,775,000	63,662,000	— 5,887,000
1943	100,022,000	63,808,000	36,214,000
1944	97,559,000	72,447,000	25,112,000
1945	122,010,000	93,695,000	28,314,000
1946	152,765,000	147,419,000	5,346,000
January-August, 1947	101,614,000	148,626,000	—47,952,000

Wool Most Important Export Commodity

Wool is Uruguay's most important export commodity, providing 34·3 per cent of the income from foreign trade in 1946. Next in importance are meats and derivatives (26·3 per cent) and hides (15·1 per cent). The chief market is the United States, which absorbed 55·4 per cent of the wool and lesser quantities of meats, hides and vegetable oils. Great Britain ranked second as purchaser, taking 74 per cent of meat exports and 15·9 per cent of hides. Specializing in pastoral products, Uruguay's exports are directed mainly to the United States and Europe, but one exception during the year under review was textiles, for which important markets were found in Colombia, China and South Africa. During 1946, Canada ranked twenty-fourth on the list of purchasers of Uruguayan products, sales amounting to \$657,261 and consisting mainly of worsted tops (\$254,074), wool in the grease and sheepskins.

United States Main Supplying Country

The United States occupied first place among suppliers in 1946, providing 32·65 per cent of Uruguay's imports. Brazil was in second

position (11.6 per cent), followed by the United Kingdom (8.7 per cent) and Argentina (8.1 per cent). Thirty-one per cent of imports consisted of primary materials such as wheat, sugar, sulphur, newsprint and iron. However, machinery in general showed the greatest gain. Imports of industrial machinery tripled during the year, with special emphasis being placed on plant replacements for processing oil seeds and for agricultural machinery, both aimed at increasing exports of the commodities for which Uruguay is especially suited.

Canada was tenth among Uruguay's suppliers with sales totalling \$2,932,897. The chief items were: newsprint, \$880,236; seed potatoes, \$268,419; table potatoes, \$210,651; aluminum products, \$172,376; aircraft and parts, \$120,000; and agricultural equipment, \$93,790.

Statistics covering Uruguayan foreign trade for the first eight months of 1947 show an unfavourable balance of \$47,952,000. This record deficit was the motivating factor last July, in making all goods subject to prior import permit. With dwindling reserves of foreign currency, and the most pressing needs arising from war shortages at least partially satisfied, the Uruguayan authorities have been forced by circumstances to adopt a more restrictive attitude towards imports and this will continue until conditions improve.

Number of Merchant Vessels Being Built in United Kingdom Shows Increase

At the end of September, 49,720 more tons were on the ways as compared with the previous quarter—Total of 2,112,669 tons gross has not been exceeded since March, 1922—Total world tonnage of new construction, excluding Germany, Japan and Russia, amounts to 3,968,893 tons gross—Canada's total is 142,600 tons.

By A. E. Bryan, Commercial Counsellor for Canada

LONDON, October 24, 1947—The returns of merchant vessels under construction at the end of September published by Lloyd's Register of Shipping indicate that there is an increase of 49,720 tons in the work in hand in the United Kingdom as compared with the figures for the previous quarter. The present total of 2,112,669 tons gross is also greater by 237,791 tons than the tonnage which was being built at the end of September, 1946, and has not been exceeded since March, 1922, when the total recorded was 2,235,998 tons. It is to be remembered, however, that the continued increase in the tonnage of vessels under construction is necessarily influenced by the delays which present circumstances are imposing upon the completion of ships and the consequent prolongation of the time required for their building.

There is a continued increase in the tonnage intended for registration, or for sale abroad. This figure rose progressively during 1946 from 105,000 tons at the end of March to 478,000 tons at the end of December. From 513,000 tons at the end of March this year the figure rose to 580,000 of the tonnage being built in this country.

The tonnage of merchant vessels under construction abroad at the end of September is shown as 1,856,224 tons gross, which is 72,517 tons more than that recorded at the end of June last when no figures were included for Germany, Japan and Russia. These reservations still apply. The leading countries abroad are: Sweden, 294,345 tons; Holland, 260,781 tons; France, 257,146 tons; Italy, 220,037 tons; British Commonwealth,

etc., 189,905 tons, (including Canada, 142,600 tons); United States, 177,669 tons; Denmark, 146,292 tons; and Spain, 110,361 tons. The total tonnage under construction in the world (apart from those countries excluded, as mentioned above) amounts to 3,968,893 tons gross, of which 53.2 per cent is being built in the United Kingdom and 46.8 per cent abroad.

Canadian Exports to Mexico are Subject to Tariff Revisions

New regulations, effective December 13, introduce ad valorem duties in combination with specific duties—Many commodities will still be admitted under old tariff rates—Additional revenue expected by government from new system.

By Commercial Relations and Foreign Tariffs Division,
Foreign Trade Service

MEXICO CITY, November 14, 1947.—Canadian exports to Mexico will be subject to a new tariff schedule, which takes effect on December 13. The revised regulations, which replace the former "specific" tariff system that was based principally on the kilogram, were published in the November 13 issue of the *Diario Oficial* (Official Government Gazette).

The new tariff comprises both specific duties, based chiefly on the kilogram, and *ad valorem* duties. For example, "alimentary pastes of flour", which were subject to a rate of 50 centavos per kilogram gross under the old tariff will meet a rate of 15 centavos per kilogram gross plus 25 per cent *ad valorem* under the revised tariff system. This is the first time in the history of Mexico that such a dual system will have been employed.

Until 1929, Mexico employed a system of *ad valorem* duties, but so many difficulties were encountered in their administration that a change was made to specific duties, most of which were based on weight. The period 1930-42 was one of fairly stable prices, and it was felt that the customs revenue during this time closely approximated that which would have been obtained under the former *ad valorem* system, without entailing the same difficulties in collection. Rising prices in the postwar era, however, have convinced the government that the specific duty rates have not resulted in revenues comparable to those which would have been collected at the old *ad valorem* rates. According to Mexican statistics, the income from duties collected in 1946 and 1947 would have been 75 per cent higher if collections had been based on value rather than on weight.

New Tariff Affects Goods Arriving After December 13

To smooth the inception of the new tariff system, the President of Mexico has been authorized to change it in full or in part until December 31, 1948. All goods, whether in transit or ordered before November 13, will be subject to the new duties if they arrive after December 13.

All tariff items, except 127 of which are bound by the United States-Mexico Trade Treaty of 1942, are affected by the new regulations. A number of Canadian commodities will continue to enter Mexico under the old rates, as set by the United States-Mexico Trade Treaty, but the balance will be subject to the new tariff. Some of the principal Canadian exports to Mexico affected by the new tariff are:

Changes in Tariff Schedule

Tariff Items	Old Tariff Pesos	New Tariff Pesos
Milch cows with a registered pedigree	Free	10%
Kipskins and tanned hides without hair exceeding 1 cm. in thickness	1.35	0.68 plus 25%
Cane syrup and maple syrup up to 30 kilogs in immediate receptacles	2.00	0.80 plus 40%
Brushes of animal or vegetable fibre.....	6.00	2.00 plus 60%
Carborundum and emery in powder or grain.....	0.01	3%
Aluminum wire uncovered up to 2 millimetres in diameter	0.40	0.10 plus 25%
More than 2 millimetres and up to 10 millimetres per kilog.	0.30	0.10 plus 25%
Aluminum bars and rods	0.40	0.10 plus 25%
Aluminum sheets, weighing up to 1 gram per decm...per kilog.	1.80	0.10 plus 25%
Aluminum sheets and plates, n.o.p.....	0.20	0.10 plus 25%
Tubes and pipes of aluminum	0.50	0.10 plus 25%
Needles of iron or steel for hand sewing.....	1.50	0.05 plus 10%
Headlights, lanterns, illuminating lamps or reflectors. n.s.m., of iron or steel	0.80	0.05 plus 15%
Insulated, single filament copper wire of any diameter	0.60-0.90	0.20 plus 20%
Insulators of clay faience porcelain or glass.....	0.10	0.02 plus 10%
Felts of wool and other animal fibres except silk without embroidery weighing up to 450 g. per sq. metre.	4.90	1.00 plus 30%
Uppers of leather or cloth with parts of leather for foot-wear	18.00	4.00 plus 60%
Cellulose pulp in undyed sheets perforated at intervals not exceeding 15 cm. for making paper	1.00	1.00 plus 5%
Cellulose pulp pressed into plates weighing more than 1 kilog. per sq. metre even containing up to 25% mineral materials	1.00	1.00 plus 5%
White paper, containing more than 80% of mechanical pulp in rolls not less than 40 cm. in width and 71 cm. in diameter	0.07	0.03 plus 30%
Pencil cases, fountain pens and penholders neither gilt nor silvered	4.00	2.00 plus 45%
Pencil cases, fountain pens and penholders of gilt or silvered base metal	8.00	2.00 plus 45%
Asbestos yarn, sheets, felts and fabrics.....	0.10	0.01 plus 5%
Asbestos manufactures	0.15	0.05 plus 5%
Electric generators and motors	0.07-0.40	0.01 plus 5%
Electric transformers	0.08-0.40	0.20 plus 5%
Engines of steam, hydraulic, gas or pneumatic, n.s.m. with reciprocating or rotary motion	0.06	0.03 plus 5%
Iron or steel balls for crushers (mining)	0.10	5%
Sieves, wedges, dies, coverings, jaws and sole plates of iron or steel for mine crusher	0.12	0.05 plus 10%
Sewing machine needles	0.25	0.01 plus 5%
Separate and spare parts, n.s.m. for machines and implements used in agriculture industry, mining and arts. of iron and steel	0.10	0.01 plus 5%
Apparatus for measuring electric units weighing up to 25 kilogs.	0.60	0.01 plus 5%
Watchworks assembled and partly assembled	17.00	1.00 plus 30%

Regular Services Scheduled to British West Indies

Commencing the end of December, the Canadian National liners *Canadian Cruiser* and *Canadian Challenger* will maintain a fortnightly service between Halifax, the Bahamas and Jamaica. They will provide accommodation for twelve passengers and 1,500 cubic feet of refrigerated cargo space, in addition to that for general cargo.

Commencing the middle of December, a service will be maintained between Halifax, Bermuda, the Leeward and Windward Islands, Barbados, Trinidad, and British Guiana by the Canadian National liners *Lady Nelson*, *Lady Rodney* and *Canadian Constructor*, departures being taken during the winter season at 15-day intervals.

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.

65. **Italy**—Compagnia Commerciale per Esportazione ed Importazione, Corso Sommeiller 17, Torino, Italy, are interested in importing the following commodities: foodstuffs (canned fish); copper in wire and bars and other non-ferrous metals; ferrous metals and machinery. File: C.E. 299.
66. **Italy**—Geom. Turri Enrico, Via G. Giusti 20, Florence, Italy, is interested in the importation of building materials and apparatus. File: T.E. 276.
67. **Italy**—Vittorio Padovani, Via Cesare Battisti 15, Naples, Italy, is interested in the importation of flour, grain, foodstuffs and canned goods. File: T.E. 275.
68. **Italy**—Ditta Semach and Company, Via Sturla 39b 3, Genoa, Italy, are interested in contacting Canadian firms who wish to export to Italy the following products: flour, wood-pulp, canned fish and asbestos. File: T.E. 274.
69. **Belgian Congo**—Victor Schicks, B.P. 292, Elizabethville, Belgian Congo, desires to contact Canadian manufacturers on building materials, electrical supplies and native trade goods. File: C.E. 282.
70. **Italy**—Ditta G. Matarrese, Via Toscana, 3, Rome, Italy, would like to represent a Canadian firm dealing with exports of macaroni and spaghetti. File: 26485.
71. **China**—R. Olmstead of A. B. Henningsen Fed. Inc. U.S.A., 51 Canton Road, Shanghai, is interested in receiving quotations on the following industrial machines and equipment: Rubber tire machines, 32 x 6, 6 x 16, 6 x 20, 34 x 7, and spare parts and accessories not including materials of the mixing machinery; water pumps with electric and gasoline motors from $\frac{1}{2}$ h.p. to 5 h.p.; large concrete mixer; stone crusher, $\frac{1}{2}$ - to $1\frac{1}{2}$ -inch screen. File: 34771.
72. **China**—Canton Chamber of Commerce, Canton, China, requests catalogues and current information on: brick-making machinery for bricks, 10 x 3 x 2 inches; glass-making machinery; machinery for smoothing and cutting tombstones; gold mining machinery for surface mining; and general construction equipment. File: 34771.

German Legislation Will Protect Inventions, Designs and Trade Marks

Minden, November 10, 1947.—(FTS)—Office of Military Government for Germany (U.S.) has approved for enactment and promulgation by the Ministers President of the States of the United States zone of Germany, legislation designed to protect inventions, designs, patterns and trade marks of goods exhibited by Germans. The legislation, requested by the Laenderrat, is similar to that already approved for the British zone of Germany. It amends the 1904 German law concerning protection of inventions, designs or patterns and trade marks to provide that exhibitors may apply for such protection of their exhibits within a period of three months after a patent and trade mark authority has been re-established for Germany. Under the original law, exhibitors had until six months after the opening of an exhibition to apply for such protection. Since there is at present no patent office in Germany, the Laenderrat requested legislation providing a temporary time limit which would enable exhibitors to make applications for protection after the re-establishment of such office.

Meanwhile, the research control committee of the Laenderrat is drafting a memorandum to be submitted to Military Government concerning complaints that in various foreign countries old-established German trade marks are being infringed. The Committee stated that this was particularly true with regard to chemical products where inferior products are alleged to have been sold under former German trade marks.

Trade and Tariff Regulations

Mexican Deadline for Import of Luxuries Extended

Mexico City, November 22, 1947.—(FTS)—With reference to the prohibition of imports of luxury goods into Mexico, as reported in *Foreign Trade* of July 26, 1947, a notice in the *Diario Oficial* of November 17 extends indefinitely the final delivery date for merchandise on contracts signed prior to May 15, 1947. Previously such products had to be delivered before October 15 to escape the ban. A new deadline date will eventually be announced.

Steamship Subventions Division Transferred

Functions of the Mail Subsidies and Steamship Subventions Division, which has been part of the Department of Trade and Commerce since its inception in 1892, have been assumed by the Canadian Maritime Commission. Captain J. A. Heenan, director of this division, transferred his office last Monday from the West Block to the Hunter Building, Room 224.

Under the act establishing the Canadian Maritime Commission, which was proclaimed on November 1, 1947, "The Commission shall administer, in accordance with regulations of the Governor in Council, any steamship subventions voted by Parliament".

Subventions for coastal services for the fiscal year ending March 31, 1947, amounted to \$1,548,106.23, as follows:

Interprovincial Services—

Between Quebec, Prince Edward Island and Nova Scotia ..	\$ 60,000 00
Between Nova Scotia and Prince Edward Island	100,725 80
Between Nova Scotia and New Brunswick	30,500 00
Between New Brunswick and Quebec	12,000 00

Provincial Services—

British Columbia	89,000 00
New Brunswick	62,917 81
Nova Scotia	267,721 59
Ontario	52,051 41
Prince Edward Island	54,000 00
Quebec	373,500 00
Steamship Subsidies Stabilization Fund	445,689 62

Additional Copies of Special Issue

Additional copies of the November 22, 1947, issue of *Foreign Trade*, which contains the following features, are obtainable from the King's Printer, Government Printing Bureau, Ottawa, for ten cents each:

- (a) **Import Restrictions Imposed by Canada to Correct Foreign Exchange Position Here.** This includes a detailed list of "prohibited goods" and "goods subject to quota", together with a summary of the various regulations.
- (b) **Thirty-six-page summary of the multilateral trade agreement, concluded last month in Geneva, Switzerland, and the tariff negotiations between Canada and seventeen other countries.**

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

Belleville—Chamber of Commerce.
 Brantford—Board of Trade.
 Brockville—Chamber of Commerce.
 Calgary—Board of Trade.
 Edmonton—Can. Manufacturers' Association.
 Fredericton—Board of Trade.
 Galt—Board of Trade.
 Gananoque—Chamber of Commerce.
 Granby—Board of Trade.
 Guelph—Board of Trade.
 Halifax—Board of Trade.
 Hamilton—Chamber of Commerce.
 Ingersoll—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.

Paris—Board of Trade.
 Pembroke—Chamber of Commerce.
 Quebec City—Board of Trade.
 Regina—Board of Trade.
 Renfrew—Board of Trade.
 Saint John—Board of Trade.
 St. Catharines—Chamber of Commerce.
 Sarnia—Chamber of Commerce.
 Stratford—Board of Trade.
 Toronto—Can. Manufacturers' Association.
 Vancouver—H. W. Brighton, Foreign Trade Service, Room 318, Marine Building.
 Victoria—Dept. of Trade and Industry.
 Welland—Board of Trade.
 Windsor—Chamber of Commerce.
 Winnipeg—Can. Manufacturers' Association.
 Woodstock—Board of Trade.

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 Bogotá, Columbia, and is in a position to advise Canadians on trade with that area.

W. G. Stark, former Commercial Secretary, Canadian Embassy, Lima, Peru, continued his Canadian tour in Edmonton on November 14. During the course of the next few months he will discuss trade of Peru and Ecuador with businessmen across the country.

M. T. Stewart

(Canadian Trade Commissioner, New York)

Montreal—November 24-29.

W. G. Stark

(Former Commercial Secretary, Canadian Embassy, Lima)

Victoria—November 27-29.
 Calgary—December 1.
 Regina—December 2.
 Winnipeg—December 3-5.
 Guelph—December 9.
 Galt and Preston—December 10.
 Kitchener and Waterloo—December 11-12
 Stratford—December 13.
 Windsor, Walkerville—December 15.
 Sarnia—December 16.
 London—December 17.
 Ingersoll, Woodstock, Paris—December 18.

Brantford—December 19-20.
 Hamilton—January 5-7.
 St. Catharines—January 8.
 Welland—January 9.
 Toronto—January 10-28.
 Belleville and Batawa—January 29.
 Kingston—January 30.
 Gananoque—January 31.
 Montreal—February 2-21.
 Pembroke—February 23.
 Renfrew—February 24.
 Ottawa—February 25-28.



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 Halifax

*Sails from Saint John about three days earlier

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques...	January 15-20	<i>Cumberland County</i>	March Shipping
Lourenço Marques...	February 15-20	<i>Hants County</i>	March Shipping
Lourenço Marques...	March 15-20	<i>Yarmouth County</i>	March Shipping
Beira.....	January 15-20	<i>Cumberland County</i>	March Shipping
Beira.....	February 15-20	<i>Hants County</i>	March Shipping
Beira.....	March 15-20	<i>Yarmouth County</i>	March Shipping
Africa-South—			
Cape Town.....	January 15-20	<i>Cumberland County</i>	March Shipping
Port Elizabeth.....	February 15-10	<i>Hants County</i>	March Shipping
East London.....	March 15-20	<i>Yarmouth County</i>	March Shipping
Durban.....			
Argentina—			
Buenos Aires.....	December 23	<i>Beacon Grange</i>	Furness Withy
Belgium—			
Antwerp.....	December 13	<i>Mortain</i>	Furness Withy
Antwerp.....	December 30	* <i>Twickenham</i>	Cunard Donaldson
Antwerp.....	January 20-21	* <i>Beckenham</i>	Cunard Donaldson
Brazil—			
Rio de Janeiro.....	December 23	<i>Beacon Grange</i>	Furness Withy
Santos.....			
Ceylon—			
Colombo.....	December 25	<i>Islandside</i>	March Shipping
China—			
Shanghai.....	December 25	<i>Islandside</i>	March Shipping
Cuba—			
Santiago.....	December 3-6	<i>Husvik</i>	Pickford and Black
Santiago.....	December 24-30.	<i>Dufferin Bell</i>	Pickford and Black
Denmark—			
Copenhagen.....	December 27	<i>Ragnhildsholm</i>	Swedish American
Egypt—			
Port Said.....	December 15-17	<i>Calchas</i>	Cunard Donaldson
Suez.....			

Departures from Halifax—Continued

Destination	Loading Date	Vessel	Operator or Agent
Finland— Helsinki.....	December 27	<i>Ragnildsholm</i>	Swedish American
France— Le Havre.....	December 13	<i>Mortain</i>	Furness Withy
Germany— Hamburg.....	December 30	* <i>Twickenham</i>	Cunard Donaldson
Hamburg.....	January 20-21	* <i>Beckenham</i>	Cunard Donaldson
Gibraltar	December 22	<i>Mont Clair</i>	Montreal Shipping
Hong Kong	December 25	<i>Islandside</i>	March Shipping
Iceland— Reykjavik.....	December 6-9	<i>True Knot</i>	F. K. Warren Co.
India and Pakistan— Bombay.....	December 25	<i>Islandside</i>	March Shipping
Calcutta.....			
Madras.....			
Italy— Genoa.....	December 22	<i>Mont Clair</i>	Montreal Shipping
Malayan Union— Penang.....	December 15-17	<i>Calchas</i>	Cunard Donaldson
Port Swettenham..			
Mediterranean— Central and Western Area.....	December 18	<i>Marchdale</i>	Montreal Shipping
	December 22	<i>Mont Clair</i>	Montreal Shipping
Netherlands— Amsterdam.....	December 30	* <i>Twickenham</i>	Cunard Donaldson
Rotterdam.....	January 20-21	* <i>Beckenham</i>	Cunard Donaldson
Netherlands East Indies— Batavia.....	December 15-17	<i>Calchas</i>	Cunard Donaldson
Samarang.....			
Soerabaya.....			
Newfoundland— St. John's.....	Nov. 28-Dec. 1	<i>Fort Amherst</i>	Furness Withy
St. John's.....	Nov. 28-Dec. 2	<i>Nona Scotia</i>	Furness Withy
St. John's.....	Nov. 29-Dec. 1	<i>Patricia Sweeney</i>	Furness Withy
St. John's.....	December 2-4	<i>Island Connector</i>	Furness Withy
St. John's.....	December 6-8	<i>Mayfall</i>	Furness Withy
St. John's.....	December 15	<i>Blue Cloud</i>	Montreal Shipping
St. John's.....	December 15-18	<i>Marlorita</i>	Rowling's Limited
St. John's.....	December 22	<i>Blue Peter II</i>	Montreal Shipping
Norway— Oslo.....	December 27	<i>Ragnildsholm</i>	Swedish American
Stavanger.....			
Bergen.....			
Poland— Gdansk.....	December 27	<i>Ragnildsholm</i>	Swedish American
Portugal— Lisbon.....	December 22	<i>Mont Clair</i>	Montreal Shipping
St. Pierre et Miquelon	December 6-8	<i>Mayfall</i>	Shaw Steamships
Singapore	December 15-17	<i>Calchas</i>	Cunard Donaldson
	December 25	<i>Islandside</i>	March Shipping
Sweden— Gothenburg.....	December 27	<i>Ragnildsholm</i>	Swedish American
Malmö.....			
Norrköping.....			
Stockholm.....			

Departures from Halifax—Concluded

Destination	Loading Date	Vessel	Operator or Agent
United Kingdom—			
Avonmouth.....	December 16	<i>Elysia</i>	Furness Withy
Avonmouth.....	December 30	<i>Boston City</i>	Furness Withy
Liverpool.....	Nov. 28—Dec. 2	<i>Nova Scotia</i>	Furness Withy
Liverpool.....	December 6	* <i>Hillcrest Park</i>	Cunard Donaldson
Liverpool.....	December 24	* <i>Fort Cadotte</i>	Cunard Donaldson
Liverpool.....	Dec. 28—Jan. 3	<i>Ascania</i>	Cunard Donaldson
Liverpool.....	December 31	<i>Asia</i>	Cunard Donaldson
London.....	December 19	* <i>Fort Miami</i>	Cunard Donaldson
London.....	December 31	* <i>Sibley Park</i>	Cunard Donaldson
London.....	January 5	* <i>Valacia</i>	Cunard Donaldson
Southampton.....	December 5	<i>Aquitania</i>	Cunard Donaldson
Southampton.....	December 23	<i>Aquitania</i>	Cunard Donaldson
Uruguay—			
Montevideo.....	December 23	<i>Beacon Grange</i>	Furness Withy
West Indies—			
Antigua.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
Antigua.....	December 1-9	<i>Alcoa Pennant</i>	Alcoa Steamships
Antigua.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
Antigua.....	December 14-23	<i>A Ship</i>	Alcoa Steamships
Barbados.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
Barbados.....	December 1-9	<i>Alcoa Pennant</i>	Alcoa Steamships
Barbados.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
Bahamas.....	December 12	<i>Canadian Observer</i>	Canadian National
Bermuda.....	November 27-30	<i>Fort Townshend</i>	Furness Withy
Bermuda.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
Bermuda.....	December 1-9	<i>Alcoa Pennant</i>	Alcoa Steamships
Bermuda.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
Bermuda.....	December 14-23	<i>A Ship</i>	Alcoa Steamships
British Guiana.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
British Guiana.....	December 1-9	<i>Alcoa Pennant</i>	Alcoa Steamships
British Guiana.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
British Guiana.....	December 14-23	<i>A Ship</i>	Alcoa Steamships
Dominica.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
Dominica.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
Grenada.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
Grenada.....	December 1-9	<i>Alcoa Pennant</i>	Alcoa Steamships
Grenada.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
Grenada.....	December 14-23	<i>A Ship</i>	Alcoa Steamships
Jamaica.....	December 3-6	<i>Husvik</i>	Pickford and Black
Jamaica.....	December 12	<i>Canadian Observer</i>	Canadian National
Jamaica.....	December 24-30	<i>Dufferin Bell</i>	Pickford and Black
Jamaica.....	December 26	<i>Canadian Challenger</i>	Canadian National
Montserrat.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
Montserrat.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
St. Kitts.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
St. Kitts.....	December 1-9	<i>Alcoa Pennant</i>	Alcoa Steamships
St. Kitts.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
St. Kitts.....	December 14-23	<i>A Ship</i>	Alcoa Steamships
St. Lucia.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
St. Lucia.....	December 1-9	<i>Alcoa Pennant</i>	Alcoa Steamships
St. Lucia.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
St. Lucia.....	December 14-23	<i>A Ship</i>	Alcoa Steamships
St. Vincent.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
St. Vincent.....	December 1-9	<i>Alcoa Pennant</i>	Alcoa Steamships
St. Vincent.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
St. Vincent.....	December 14-23	<i>A Ship</i>	Alcoa Steamships
Trinidad.....	Nov. 28—Dec. 3	* <i>Lady Rodney</i>	Canadian National
Trinidad.....	December 1-9	<i>Alcoa Pennant</i>	Alcoa Steamships
Trinidad.....	December 10-18	<i>Canadian Constructor</i>	Canadian National
Trinidad.....	December 14-23	<i>A Ship</i>	Alcoa Steamships

Departures from Saint John

*Calls at Halifax

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques..	December 5-16	<i>Lochdee</i>	Elder Dempster
Lourenço Marques..	December 19-29	<i>Chandler</i>	Elder Dempster
Beira.....	December 19-29	<i>Chandler</i>	Elder Dempster
Africa-South—			
Cape Town.....	December 5-16 December 19-29	<i>Lochdee</i> <i>Chandler</i>	Elder Dempster Elder Dempster
Port Elizabeth.....			
East London.....			
Durban.....			
Australia—			
Sydney.....	Dec. 22-Jan. 4	<i>Kaipara</i>	Montreal Australia New Zealand Line
Melbourne.....			
Adelaide.....			
Brisbane.....	December 4-12	<i>City of Eastbourne</i>	Montreal Australia New Zealand Line
Sydney.....			
Melbourne.....			
Belgium—			
Antwerp.....	December 18	<i>Mont Rolland</i>	Montreal Shipping
Antwerp.....	December 18	<i>Mont Sandra</i>	Montreal Shipping
Antwerp.....	December 20	<i>Rigoletto</i>	Shipping Limited
Antwerp.....	January 5	<i>Hedel</i>	Shipping Limited
Ceylon—			
Colombo.....	December 5-10	<i>Merchant Prince</i>	McLean Kennedy
Colombo.....	December 20-25	<i>Johilla</i>	McLean Kennedy
Colombo.....	January 10	<i>Forest</i>	McLean Kennedy
China—			
Shanghai.....	December 12-15	<i>City of Khartoum</i>	McLean Kennedy
Eire—			
Cork.....	December 17	<i>Irish Larch</i>	Shipping Limited
Dublin.....	January 5	<i>Irish Poplar</i>	Shipping Limited
Dublin.....	December 8-15	<i>Fanad Head</i>	McLean Kennedy
France—			
Le Havre.....	December 18	<i>Mont Rolland</i>	Montreal Shipping
Le Havre.....	December 18	<i>Mont Sandra</i>	Montreal Shipping
Germany—			
Hamburg.....	December 18	<i>Mont Rolland</i>	Montreal Shipping
Hamburg.....	December 18	<i>Mont Sandra</i>	Montreal Shipping
Hong Kong.....			
	December 12-15	<i>City of Khartoum</i>	McLean Kennedy
India and Pakistan—			
Bombay.....	December 5-10 December 20-25 January 10	<i>Merchant Prince</i> <i>Johilla</i> <i>Forest</i>	McLean Kennedy McLean Kennedy McLean Kennedy
Calcutta.....			
Madras.....			
Karachi.....			
Mexico—			
Tampico.....	December 20-24	<i>Federal Pioneer</i>	McLean Kennedy
Veracruz.....			
Netherlands—			
Antwerp.....	December 20	<i>Rigoletto</i>	Shipping Limited
Rotterdam.....	January 5	<i>Hedel</i>	Shipping Limited
Rotterdam.....	December 18	<i>Mont Rolland</i>	Montreal Shipping
Northern Ireland—			
Belfast.....	December 8-15	<i>Fanad Head</i>	McLean Kennedy
Philippines—			
Manila.....	December 12-15	<i>City of Khartoum</i>	McLean Kennedy

Departures from Saint John—Concluded

Destination	Loading Date	Vessel	Operator or Agent
United Kingdom—			
Avonmouth.....	December 12-19	<i>Gracia</i>	Cunard Donaldson
Avonmouth.....	December 17-26	<i>Delilian</i>	Cunard Donaldson
Avonmouth.....	Dec. 31-Jan. 7	<i>Dorelian</i>	Cunard Donaldson
Glasgow.....	December 10-18	<i>Norwegian</i>	Cunard Donaldson
Glasgow.....	Dec. 26-Jan. 2	<i>Salacia</i>	Cunard Donaldson
Hull.....	December 5-10	<i>Marengo</i>	McLean Kennedy
Hull.....	December 20-27	<i>Consuelo</i>	McLean Kennedy
Leith.....	December 19	<i>Cairnaron</i>	McLean Kennedy
Leith.....	January 3	<i>Cairnesk</i>	McLean Kennedy
Liverpool.....	December 6	<i>Beaverburn</i>	Canadian Pacific
Liverpool.....	December 13	<i>Kaipaki</i>	Cunard Donaldson
Liverpool.....	December 8-15	<i>Fanad Head</i>	McLean Kennedy
Liverpool.....	December 20	* <i>Empress of Canada</i>	Canadian Pacific
Liverpool.....	December 18-25	<i>Beaverford</i>	Canadian Pacific
Liverpool.....	December 31	<i>Asia</i>	Cunard Donaldson
Liverpool.....	January 10	<i>Beaverburn</i>	Canadian Pacific
Liverpool.....	January 14	* <i>Empress of Canada</i>	Canadian Pacific
London.....	December 14	<i>Beaverdell</i>	Canadian Pacific
London.....	December 17-25	<i>Beaverlake</i>	Canadian Pacific
London.....	January 1	<i>Port Melbourne</i>	Cunard Donaldson
London.....	January 1	<i>Valacia</i>	Cunard Donaldson
London.....	January 5	<i>Beaverqlen</i>	Canadian Pacific
London.....	January 9	<i>Beavercoe</i>	Canadian Pacific
Manchester.....	December 11	<i>Manchester Commerce</i>	Furness Withy
Manchester.....	December 25	<i>Manchester Regiment</i>	Furness Withy
Manchester.....	December 30	<i>Manchester Division</i>	Furness Withy
Manchester.....	January 1	<i>Manchester Progress</i>	Furness Withy
Newcastle.....	December 19	<i>Cairnaron</i>	Furness Withy
Newcastle.....	January 3	<i>Cairnesk</i>	Furness Withy

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..	Nov. 26-Dec. 13	<i>Lake Chilco</i>	North Pacific
Lourenço Marques..	December 12	<i>Utrecht</i>	Dingwall Cotts
Lourenço Marques..	January	<i>Silverwalnut</i>	Dingwall Cotts
Africa-South—			
Cape Town.....	December 12 January	<i>Utrecht</i> <i>Silverwalnut</i>	Dingwall Cotts Dingwall Cotts
Port Elizabeth.....			
East London.....			
Durban.....			
Cape Town.....	Nov. 26-Dec. 13	<i>Lake Chilco</i>	North Pacific
East London.....			
Durban.....			
Walvis Bay.....			
Argentina—			
Buenos Aires.....	December 21	<i>Falkanger</i>	Empire Shipping
Australia—			
Sydney.....	December 20	<i>Narrandera</i>	Empire Shipping
Melbourne.....			
Adelaide.....			
Melbourne.....	December 4	<i>Waikawa</i>	Canadian Australasian
Sydney.....			
Hobart.....			

Departures from Vancouver—Continued

Destination	Loading Date	Vessel	Operator or Agent
Belgium—			
Antwerp.....	December	<i>Rouen</i>	Empire Shipping
Antwerp.....	December 5	<i>Panama</i>	Gardner Johnson
Antwerp.....	December 22	<i>Bolivia</i>	Gardner Johnson
Antwerp.....	January 5	<i>Seattle</i>	Gardner Johnson
Burma—			
Rangoon.....	Early February	<i>Silverguava</i>	Dingwall Cotts
Ceylon—			
Colombo.....	December 20	<i>Höegh Silverlight</i>	Dingwall Cotts
Chile—			
Valparaiso.....	December 21	<i>Falkanger</i>	Empire Steamships
China—			
Shanghai.....	December 4	<i>Vilja</i>	Empire Shipping
Taku Bar.....	January	<i>Vingnes</i>	Empire Shipping
Shanghai.....	Nov. 20–Dec. 6	<i>Lake Winnipeg</i>	Anglo Canadian
Chinwangtao.....	December 4	<i>Vilja</i>	Empire Shipping
Dairen.....	December 5 December 19	<i>China Mail</i> <i>Washington Mail</i>	American Mail Line American Mail Line
Taku Bar.....			
Tsingtao.....			
Jinsen.....			
Keelung.....			
Cheefu.....			
Cyprus.....	December 23	<i>William Glackens</i>	Empire Shipping
France—			
Le Havre.....	December	<i>Rouen</i>	Empire Shipping
Hong Kong.....	December 5 December 19	<i>China Mail</i> <i>Washington Mail</i>	American Mail Line American Mail Line
India and Pakistan—			
Bombay.....	December 20	<i>Höegh Silverlight</i>	Dingwall Cotts
Karachi.....	December 24	<i>Limburg</i>	Dingwall Cotts
Madras.....	December 20	<i>Höegh Silverlight</i>	Dingwall Cotts
Madras.....	Early February	<i>Silverguava</i>	Dingwall Cotts
Calcutta.....			
Italy—			
Genoa.....	December 2	<i>Aristotelis</i>	Empire Shipping
Genoa.....	December 23	<i>William Glackens</i>	Empire Shipping
Japan—			
Kobe.....	December 5	<i>China Mail</i>	American Mail Line
Yokohama.....	December 17	<i>Washington Mail</i>	American Mail Line
Morocco—			
Casablanca.....	December 2	<i>Aristotelis</i>	Empire Shipping
Casablanca.....	December 23	<i>William Glackens</i>	Empire Shipping
Netherlands—			
Rotterdam.....	December	<i>Rouen</i>	Empire Shipping
Netherlands East Indies—			
Batavia.....	December 20	<i>Höegh Silverlight</i>	Dingwall Cotts
Soerabaya.....	December 24	<i>Limburg</i>	Dingwall Cotts
New Zealand—			
Auckland.....	December 13	<i>Waikawa</i>	Canadian Australasian
Dunedin.....	December 15	<i>Waihemo</i>	Canadian Australasian
Lyttelton.....			
Wellington.....			

Departures from Vancouver—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Palestine—			
Haifa.....	Nov. 18-Dec. 3	<i>Lake Shawnigan</i>	Anglo Canadian
Jaffa.....			
Haifa.....	December 2	<i>Aristoteles</i>	Empire Shipping
Philippines—			
Manila.....	December 5	<i>China Mail</i>	American Mail Line
Iloilo.....	December 12	<i>Høegh Silverlight</i>	Dingwall Cotts
Cebu.....			
Manila.....	December 4	<i>Vilja</i>	Empire Shipping
Manila.....	December 19	<i>Washington Mail</i>	American Mail Line
Manila.....	December 20	<i>Høegh Silverlight</i>	Dingwall Cotts
Manila.....	December 24	<i>Limburg</i>	Dingwall Cotts
Manila.....	January	<i>Vingnes</i>	Empire Shipping
Manila.....	Jan.-Feb.	<i>Silverguava</i>	Dingwall Cotts
Singapore.....	December 20	<i>Høegh Silverlight</i>	Dingwall Cotts
	Early February	<i>Silverguava</i>	Dingwall Cotts
Sweden—			
Gothenburg.....	December 5	<i>Panama</i>	Gardner Johnson
Stockholm.....	December 22	<i>Bolivia</i>	Gardner Johnson
	January 5	<i>Seattle</i>	Gardner Johnson
Syria—			
Beyrouth.....	December 2	<i>Aristoteles</i>	Empire Shipping
Taiwan.....	Nov. 20-Dec. 6	<i>Lake Winnipeg</i>	Anglo Canadian
United Kingdom			
Liverpool.....	Nov. 27-Dec. 12 February	<i>Lake Nipigon</i> <i>Pacific Shipper</i>	Canada Shipping Furness Pacific
London.....			
Manchester.....			
London.....	Nov. 25-Dec. 10	<i>Lake Kootenay</i>	Canada Shipping
London.....	December 9-26	<i>Lake Manitou</i>	Empire Shipping
London.....	Dec. 22-Jan. 7	<i>Lake Athabasca</i>	Anglo Canadian

Canadian Quota of Visitors to Germany Set

Minden, November 19, 1947.—(FTS)—Provision has been made for 83 Canadians to visit Germany during December.

New Zealand Invites Tenders for Electrical Equipment

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

5 220 kv. 2,500 mva. and 8 110 kv. 2,500 mva. circuit-breakers for Hayward Substation. Contracts No. 67 and 68. Closing date, February 24, 1948.

1 10-ton two-motor electric overhead travelling crane for Maraetai Power Substation. Contract No. 69. Closing date, March 2, 1948.

220 kv. airbreak switchgear for Bunnythorpe and Hayward Substation. Contract No. 70. Closing date, March 2, 1948.

Tenders for the above contracts close with the Secretary, Tenders Committee, State Hydro-Electric Department, Wellington, on the dates mentioned. 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 Nov. 17	Nominal Quotations Nov. 24
Argentina.....	Peso	Off.	-2977	-2977
		Free	-2485	-2485
Australia.....	Pound	....	3-2240	3-2240
Belgium and Belgian Congo.....	Franc	....	-0228	-0228
Bolivia.....	Boliviano	....	-2038	-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 enquiries 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 enquiries concerning commodities; maintenance of Exporters' Directory; administration of Export Permit Branch.

Assistant Director, G. A. Newman (5983)

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

*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)

Assists in providing information concerning sources of supply and availability of products, import procedure and other problems; maintains liaison with industry and importers; compiles directory of Canadian importers and foreign exporters.

Assistant Director, C. F. McGinnis (7163)

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

Fats and oils, R. T. Elworthy (4161)
Food and groceries, E. B. Paget (4161)
Fibres and textiles, A. C. Fairweather (6905)
Hides, skins, leather and rubber, F. T. Carten (6958)
Drugs, chemicals and non-metallic minerals, P. E. Jensen (6958)
Coal, iron and steel (6905)
Tin, antimony and other non-ferrous metals (6958)

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

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

Trade Services Section—Chief, A. J. Langdon (6905)

Foreign export controls, W. G. Hopkins (6552)

Trade services directory (6905)

Commodity research and trade statistics (6958)

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.....	Lagos
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, Edifício 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, Edifício 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. MONRY, 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, Commercial Secretary for Canada, 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, Commercial Secretary, Canadian Legation, via Saverio Mercadante 15-17. Address for letters: Casella Postale 475. (Telephones—471-597 and 470-708.)

Territory includes Czechoslovakia, Malta, Yugoslavia and Libya.

Foreign Trade Service Abroad—Concluded

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.

Malayan Union

Singapore—PAUL SYKES, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.
Territory includes North Borneo, Brunei, Sarawak, Siam and Neth. 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 TICHEM, 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, Canadian Consulate General, 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, Sleighting, 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, Sleighting, 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 Centre.

Territory includes Bermuda.
Cable address, Cantracom.

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, Room 49, 46 Elgin 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.

Colombia—Jorge Castaño Castillo, Consul-General, 3757 Wilson Avenue, Montreal 28.

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.

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—Dr. P. F. Migone, Commercial Attaché, Italian Legation, 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.

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

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

Foreign Commercial Representatives in Canada

- 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.
- Portugal**—Dr. Vasco V. Garin, Consul-General, Suite 12, 1499 Bishop Street, Montreal. Telephone—BElair 1607.
- Sweden**—B. G. Järnstedt, Second Secretary, 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. Telephone—PLateau 1878.
- Jean Oertly, Consul, Room 714, 64 Wellington Street West, Toronto. Telephone—ELgin 4097.
- 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. S. Skvortsov, Representative of the Commercial Counsellor, Soviet Embassy, 285 Charlotte Street, Ottawa. Telephone—5-4341.
- 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.
- J. Paterson, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADelaide 2174.
- W. G. Coventry, Trade Commissioner, 703 Royal Bank Building, Winnipeg. Telephone—9-3153.
- 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.
- Yugoslavia**—Pavle Lukin, Chargé d'Affaires, 259 Daly Avenue, Ottawa. Telephone—5-4966.

New Steamship Service to South Africa

Establishment of a new steamship service between Halifax and South Africa, commencing in January, has been announced by the March Shipping Agency, Limited, Montreal, operating under the name of the Acadia Steamship Line. The *S.S. Cumberland County*, *Hants County* and *Yarmouth County*, of 7,100 tons gross register, are the first three ships scheduled to sail for Cape Town, Port Elizabeth, East London, Durban, Lourenço Marques and Beira.

Associated Agencies Concerned With Development of Foreign Trade

Canadian Government Exhibition Commission

479 Bank Street, Ottawa

Director, Glenn 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)