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COVER SUBJECT—Fur farm at "Swissvale", Prince Edward Island, whose pens and other buildings extend over an area of forty acres. Pelt production in Canada established a record value of \$43,870,541 during the 1945-46 season, 6,870,000 pelts having been taken from wild fur-bearing animals and 431,000 from those raised on some 6,500 ranches. The value of the latter, however, amounted to about 25 per cent of the aggregate value. Canada has sent a display of fox and mink pelts to the International Fur and Leather Fair, which will be held in Basle, Switzerland, commencing next Monday.

National Film Board Photo.

Eastern Caribbean Unsettled After Enjoying Minor Boom Period

Due to pent-up demand and favourable trading conditions, goods poured into colonies during first part of last year—Cessation of sterling convertibility and sudden imposition of severe exchange and import controls threw business into state of uncertainty.

By T. G. Major, Canadian Trade Commissioner

PORT OF SPAIN, February 2, 1948.—Commodities of all kinds poured into Barbados, British Guiana, Trinidad, the Leeward Islands and Windward Islands last year during the period of sterling convertibility and relaxation of import controls. Due to the pent-up demand for consumer goods, a moderate boom occurred, and Canada secured a share of the business that developed. Import totals increased substantially, as the heavy backlog of orders, especially for textiles from the United States, was filled.

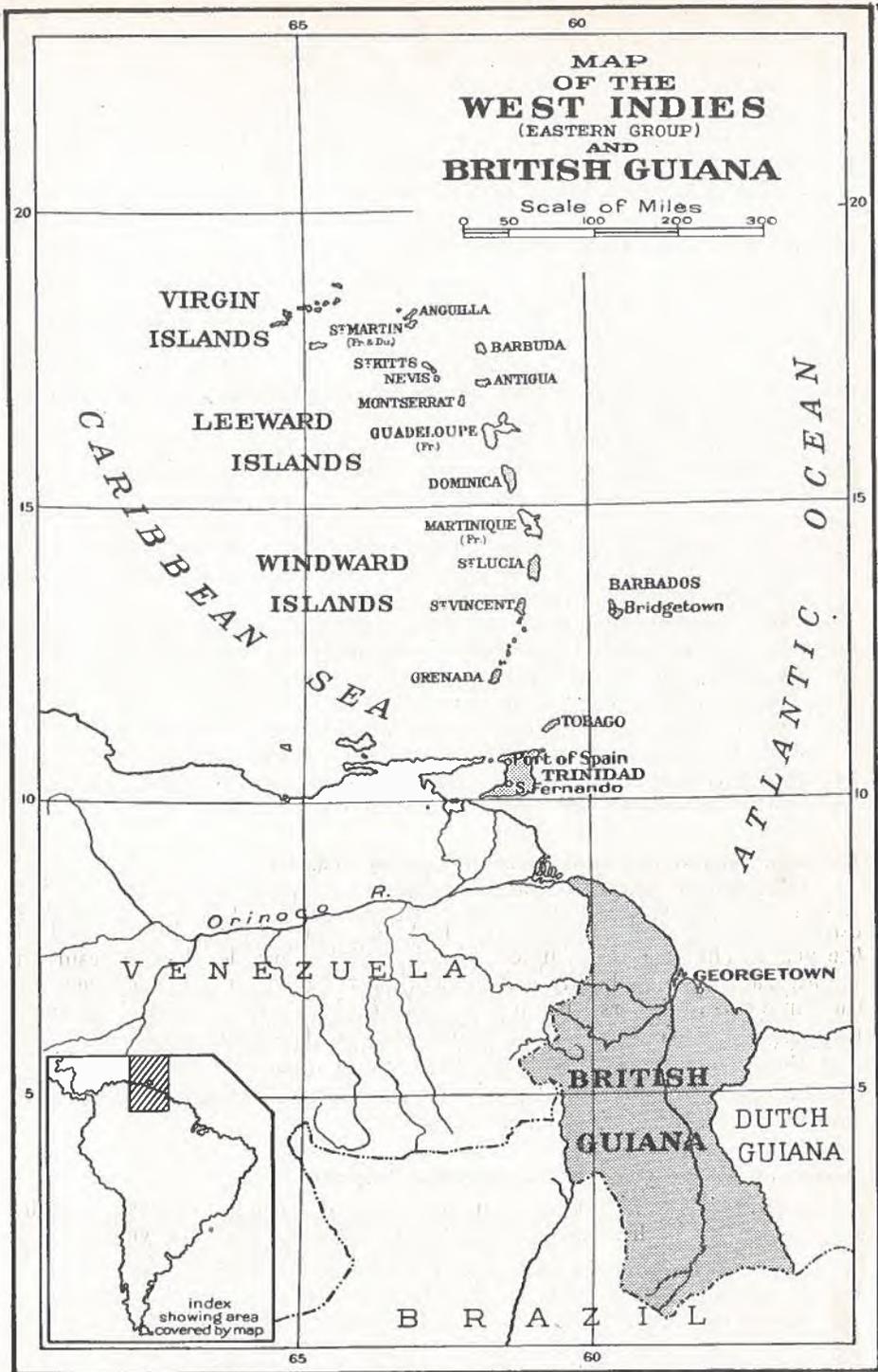
Rising prices in the exporting countries, together with large inventories in some lines, put a strain on the credit facilities of many retail firms in the larger colonies. Declines in purchasing power were evident towards the middle of the year, due partially to the cessation of work on United States bases in Trinidad, St. Lucia, Antigua and St. Thomas, and to the light sugar cane crops in some of the islands.

There was an increasing demand for goods needed for the development of secondary industries, and for the development of gold, lumber, bauxite and petroleum resources. The mechanization of the sugar industry and the renovation of equipment in sugar factories, together with the expansion and mechanization of rice production, created a market for agricultural and other machinery. Despite a shortage of materials, residential, commercial and industrial construction was active throughout the year.

The cessation of sterling convertibility last August, followed by the sudden imposition of severe exchange and import controls, threw business into a state of uncertainty, which had not been resolved by the end of the year. The volume of imports continued at a high level, as a result of the arrival of goods already in transit when the controls were imposed. At the same time, retailers with ample stocks experienced an active Christmas trade. The precarious credit position of many firms was restored by the cessation of imports of goods in long supply.

Sugar and Cotton Crops Affected by Severe Drought

The onset of the rains in the latter part of 1947 could not overcome the effect of the worst drought in many years. Hardest hit were sugar and cotton. The improvement in moisture conditions, however, brought some relief, but earlier damage will lead to reduced yields this year. While the overall yield for sugar during 1948 should not be much less than the previous year, Trinidad and Barbados will have greatly reduced crops. The 1947 crop in Trinidad was 110,000 tons compared with early estimates of 130,000 tons, while the 1948 crop is not expected to reach 100,000 tons. The crop in Barbados has been estimated by the Director of Agriculture at only 80,000 tons. On the other hand, St. Kitts is expecting a record crop of 40,000 tons.



All indications point to an increased cocoa yield during the present year. High prices have led to the rehabilitation of many estates that had fallen into a bad state of disrepair during the period of low prices, and the dry weather has hindered cocoa disease. Estates in Grenada, however, have suffered from a severe attack of the cocoa beetle.

The cotton crop has also been affected by the dry weather. Plants have done very poorly to date, but it is too early yet to predict the 1948 cotton crop. While yields of cotton in the past year were generally good, the crop is still much below prewar figures.

Record Citrus Crop Anticipated This Year

Trinidad's last citrus crop set an all-time record. The United Kingdom was the only buyer, as Canada dropped out of the market, due to the lower prices of the Florida and Texas products. The next crop, although delayed by drought, promises to hit a new record. It is expected some shipments will be made to Canada, as the dollar-saving program hinders her buying in the United States.

The yield of rice in British Guiana has been good, although late reaping has delayed delivery to the mills. Planting of the spring crop has begun and the acreage will be larger than for the autumn crop. Rice machinery has been ordered from the United States and its arrival will facilitate reaping of the crop. Development work is proceeding satisfactorily and it is expected that the area under irrigation will be increased substantially during the next two years.

The Trinidad lime crop has been excellent, deliveries being 6,000 barrels over last year. The coffee crop has been disappointing due to the drought, with yields greatly reduced. The market for nutmeg and mace continues dormant; while the price for tonca beans has been so low that in many cases planters have failed to reap their crops.

With the present restrictions on imports, every effort is being made by local governments to increase the supply of locally grown foodstuffs. So far this movement has had only indifferent success.

Increased Interest in Development of Forestry Industry

Increasing interest has centred around the development of the forestry industry in the West Indies. While British Guiana has long been in a position to supply large quantities of merchantable timber, a great deal of work is being done in Trinidad to increase local supplies. Production of local lumber in 1946 was well over 2,000,000 cubic feet, which only represents about 30 per cent of the present capacity of the industry. The industry itself is in need of much overhaul, machinery being inefficient and often inadequate. The Forestry Department is cultivating teak plantations, increasing the planting of local wood and hoping to build roads into forests in order that timber can be cut.

Revival of Tourist Trade as Transportation Improved

With the return of more normal passenger steamship schedules there was a revival of the tourist trade during the second half of the year. Activity in this field was particularly noticeable in St. Thomas and Barbados, although other parts of the territory shared in the inflow of American and Canadian dollars from this source. The need for adequate hotel accommodation is particularly evident in Trinidad, British Guiana and the French West Indies. With improved schedules and more planes, air travel in the territory increased sharply. Reference should be made to the entry of British and South American Airlines, National Airlines

(U.S.A.), Linea Aeropostale Venezolana, and Air France, as well as the taking over of British West Indian Airways by British International Airlines.

Exchange Controls and Prices Diverting Business from Canada

Although the extent of the trend was not clear at the end of the year, it was evident that exchange controls and rising prices in Canada were combining to divert a considerable share of the import trade to other sources of supply. Chiefly benefiting from this will be the United Kingdom and Australia, although the Netherlands, France and possibly Hong Kong may participate. However, there was considerable lack of uniformity in applying the exchange and import control in the various British colonies, a condition which it is hoped will be corrected early in 1948. Special mention also should be made of the difficult financial position in which the Trinidad Government found itself as a result of its heavy flour subsidization policy and high flour costs.

Closer Association of Colonies Evolves from Conference

In the political field, the rising demand for a greater measure of self-government was stimulated by a conference on closer association of the British Caribbean colonies, held in Jamaica in September. Sponsored by the Colonial Office and under the personal chairmanship of the Secretary of State for the Colonies, it was attended by representative legislators from all the colonies in the Eastern Caribbean. From it evolved positive steps looking towards a customs union, a unified currency, a central shipping authority, and a continuing committee charged with the function of further exploring the possibilities of political federation. In British Guiana the franchise was extended and the elected portion of the legislature enlarged. In Trinidad a committee was set up to overhaul the constitution in such a manner as to increase the powers of the elected element in the legislature. In Bermuda the Governor introduced the policy of giving the leader of the largest group in the Assembly a voice in selection of members of the executive. With Grenada dissenting, the various units of the Leeward and Windwards approved a closer union of those colonies. In Surinam there was considerable political unrest, which led to an investigation by a commission from the Netherlands and definite proposals for local self-government. Martinique, Guadeloupe and French Guiana became "departments" of metropolitan France and sent elected members to the legislature in Paris.

The Caribbean Commission established a central secretariat in Port of Spain and held a meeting in that city in December. Apart from the necessary organization work involved in establishing the secretariat, the Commission initiated an extensive study of the possibilities of developing secondary industries in the American, British, Dutch and French territories in the Caribbean and the communication facilities of the area. It also commenced the publication of a monthly information bulletin and initiated weekly news broadcasts over stations in most parts of the dependent territories. These policies were in line with recommendations of the second session of the West Indian Conference held in St. Thomas in 1946.

Track Gauge in Southern Rhodesia 3 Feet 6 Inches

Reference was made in the February 14th issue of *Foreign Trade*, on page 289, to the track gauge of equipment built in Montreal for the Rhodesian Railways as 3 feet 9 inches. This should have read 3 feet 6 inches.

British Economic Crisis Affects Reconversion in New Zealand

Restrictions imposed on imports from dollar countries—Licences for purchases from Canada and United States issued for essentials only—Licensing schedule for 1948 unduly delayed—Exports in 1946-47 at record level—Import volume lower but value higher.

By P. V. McLane, Commercial Secretary for Canada

(Editor's Note—This is the first of a series of six articles on economic conditions in New Zealand, prepared for publication in *Foreign Trade*.)

WELLINGTON, February 1, 1948.—New Zealand experienced a number of difficulties in the reconversion of her wartime to peacetime economy, the most important outside influences being the international trade talks and the British economic crisis, with the subsequent shortage of dollars. There is serious concern for the plight of Great Britain, and a campaign has been instituted to assist that country. The most important single factor in the present program is the control of imports from hard-currency countries to save dollars. These controls will likely continue until the situation in Great Britain improves, and until the International Trade Agreement makes it possible for the non-dollar countries to secure markets in the dollar countries.

Import control regulations for 1948 were announced on August 8, and the basis for granting licences for the importation of goods was the ability of Great Britain to supply the requirements of New Zealand. Great care was to be exercised in making provision for importations from non-sterling areas. It was considered that New Zealand's overseas sterling funds were adequate, but allowances had to be made for expenditure on plant and machinery, and that under the circumstances these funds would not be depleted by expenditure on non-essentials. At the time it was stated that the period of availability for 1947 licences would not be extended beyond December 31, and that goods entered after that date would have to be charged against the 1948 licences.

Imports from Canada and the United States Restricted to Essentials

As the dollar crisis developed, however, it became apparent that New Zealand would have to make further efforts to conserve dollars and, on September 8, the Minister of Finance announced that all licences issued for imports requiring payment in dollars would be reconsidered. The Department of Industries and Commerce set about working out a program covering those goods which they considered essential and which could only be obtained from the United States or Canada. The final say, however, still remained with the Minister of Finance.

On September 18, the Minister announced that the dollar situation was even more difficult, that it was necessary for New Zealand imports from Canada and the United States to be restricted to goods which were absolutely essential and that licences which had already been issued be turned in for review. Those which covered essential goods were to be endorsed, so that the banks could make dollar exchange available. Naturally all these changes in the regulations were extremely confusing, but plans

were gradually worked out whereby no contracts would be repudiated and whereby goods which were to arrive even after the end of the year were to be taken care of.

Issue of Licences for 1948 Delayed

All this confusion however, meant that the 1948 schedule was held up, and revisions are still being made from time to time. It would appear that the issuance of 1948 licences is still not going smoothly, as some organizations have already received licences for 1948 while others are being held up. In other cases, part licences are being issued, with the promise that the applications will be reconsidered early next year.

This of course has made smooth trading very difficult, particularly in respect of commodities still in short supply in Canada. Both producers and importers find it impossible to make any definite plans. It would appear also that promises of deliveries from the United Kingdom are being given too much weight. Licences are being withheld for Canadian goods when in many cases the same commodities are being exported in considerable volume to the United Kingdom by Canada. A more clear-cut policy would certainly be to the advantage of Canadian exporters and their agents in New Zealand.

Delay in Granting Licences Cause of Concern

The question of delays in issuing import licences was reviewed by the Auckland Chamber of Commerce; a questionnaire was sent to their members asking for information with respect to their licences. It was found that the situation was alarming. Importers had generally been careful not to order in excess of their licences, but in some cases the goods had been subject to price increase since the orders were placed, and, in the current licences, provision had not been made for the higher figure. The delay in granting the additional licence to cover the increase was causing considerable concern.

It was also found that the delay in granting licences under the 1948 schedule would probably affect employment for the first six months of next year. Even if the basic allocations were made now, much of the goods would not arrive until June, 1948, and many firms would be at a loss to know what to do with their stocks after the goods received under the 1947 schedule had been disposed of. The Chamber of Commerce was of the opinion that, if licences were not granted shortly, New Zealand credit overseas would suffer. Letters of credit could not be issued until the licence was finally granted, and suppliers overseas were very concerned over payments for goods for which they had received tentative orders. The rush to ship goods to arrive in New Zealand before the end of the year has also caused congestion in both the ports and warehouses. Canadian exporters can expect their difficulties to continue throughout 1948.

Exports Reach Record Level

The following table shows the values of exports and imports for the year ended June 30, 1947, with corresponding figures for the years 1939 and 1946:

	Exports		Total Imports
	New Zealand Produce	Total Exports	
1939	£ 57,384,098	£ 57,891,911	£56,499,607
1946	88,808,053	90,673,856	62,646,851
1947	114,869,935	116,214,455	91,022,710

Exports for the twelve months ended June 30, 1947, reached record proportions, and the aggregate value of imports is the highest in recent years.

The following table shows the changes in value and volume between exports and imports:

Year	Excess of Exports £	Index Numbers			
		Exports of New Zealand Produce		Total Imports	
		Value	Volume	Value	Volume
1939	1,392,304	100	100	100	100
1946	28,027,005	155	104	111	69
1947	25,191,745	200	118	161	90

While the volume of New Zealand exports increased by 18 per cent over that for the base year, it is noteworthy that the index of value has doubled. In view of the fact that New Zealand has contracts with the United Kingdom for the sale of many of her basic exports at fixed prices and below world prices, this increase is not exactly what one would expect. However, there has been a heavy demand for and a great shortage of a large number of products which New Zealand exports and the prices of which have risen steeply. These items consist principally of sausage casings, calf skins, cattle hides, rabbit skins, sheep skins with and without wool, wool, and kauri gum.

Import Volume Lower but Value Higher

The volume of imports is slightly below the 1939 figure, but in value was increased by 61 per cent. It must be borne in mind, however, that New Zealand has prohibited the importation of a large number of high-cost luxury lines and that this increase does not include duties, sales tax, or mark-up for wholesalers, retailers and so forth. In view of the heavy increase in retail prices of imported goods, a much higher index of import prices might have been expected.

Quota Imports into the United States for January

Washington, February 11, 1948.—(FTS)—Preliminary figures issued by the Treasury Department show the standings of the quotas provided for under the General Agreement on Tariffs and Trade (provisionally effective January 1, 1948), from the beginning of the quota periods to January 31, 1948:

	Total world quota	Reduction in duty from 1930 Tariff Act	Imports up to January 31, 1948	
			Quantity	Per cent
Whole milk	3,000,000 gal. per calendar year.	6½ to 2c per gal.	542 gal.	....
Cream	1,500,000 gal. per calendar year.	56 6/10 to 20c per gal.	134 gal.	....
Butter	30,000,000 lb. 3 months from January 1, 1948.	14c per lb. to 7c per lb.	9,269 lb.	....
Filleted fish, fresh or frozen: cod, haddock, hake, pollock, cusk and rosefish....	24,930,188 lb.*	2½ to 1¾c per lb.	3,518,292 lb.	14.1
Certified seed potatoes.....	2,500,000 bu. beginning September 15, 1947.	75 to 37¾c per 100 lb.	1,592,418 lb.	63.6
White or Irish potatoes, other than seed	1,000,000 bu. beginning September 15, 1947.	75 to 37¾c per 100 lb.	671,049 bu.	67.1

*A proviso to the General Agreement on Tariffs and Trade limits the imports for consumption at the quota rate to 6,232,547 pounds during the first three months of 1948.

Canadian Trade Commissioners Provide Variety of Assistance

Exporters and importers interested in foreign markets and new sources of supply may obtain much information from commercial envoys in thirty-two foreign countries—Initial approach for general data should be made to headquarters in Ottawa of Foreign Trade Service.

CANADIAN trade commissioners, as members of a large promotional organization having its headquarters in Ottawa and forty-two offices in thirty-two foreign countries, are in a position to assist manufacturers, exporters and importers. They study potential markets for specific Canadian commodities, report on the kind of goods required, competitive conditions, trade regulations, tariffs, shipping facilities and packaging requirements. These commercial envoys also seek new sources of supply, especially for raw materials required by industry in this country, and assist the foreign exporter in marketing his products in Canada.

The Canadian Trade Commissioner Service rests on solid foundations, which were laid in 1892, when the Department of Trade and Commerce came into existence. There were then only six "commercial agents" in the British West Indies and British Guiana, and one in Norway. Three years later a commercial agent was appointed in Sydney, Australia. The Canadian Commercial Agency Service was renamed the Canadian Trade Commissioner Service in 1907, when the number of its field force and the sphere of its operations were increased. Some indication of the growth in Canada's foreign trade during the last fifty-seven years is revealed by the following statistics. Domestic exports in 1891 were valued at \$88,600,000, compared with \$2,774,900,000 in 1947. Imports, on the other hand, were valued at only \$111,500,000 in 1891, compared with \$2,574,000,000 in 1947.

Reports Published in *Foreign Trade*

Reports on economic conditions in their respective territories are prepared by trade commissioners, and these are published in *Foreign Trade*. This also contains a number of commodity reports, information on trade regulations and tariff changes, a comprehensive transportation section and other commercial data of value to firms engaged in foreign trade. The annual subscription to *Foreign Trade* is one dollar, for delivery in Canada, and \$3.50 for delivery abroad. All applications and remittances should be forwarded to the King's Printer, Government Printing Bureau, Ottawa.

Enquiries of a general character concerning the demand for Canadian goods in foreign markets, trade regulations, customs duties, import restrictions imposed by other countries and other pertinent information should be addressed by exporters to the Foreign Trade Service, Department of Trade and Commerce, Ottawa. *All firms interested in exporting should be listed in the Exporters' Directory.* Application forms may be obtained from the Exporters' Directory Section, Export Division.

More specific information required by exporters should be obtained from Canadian Trade Commissioners in the territory concerned. A list of these trade commissioners, and the territories for which they are

responsible, are contained in each issue of *Foreign Trade*. General information of the following character can be provided:

- (a) Present and prospective market requirements.
- (b) Competition, domestic and foreign. Representative catalogues and prices may also be provided.
- (c) Best selling methods.
- (d) Reports on foreign firms, if not available at headquarters in Ottawa.

Detailed Information Available

Trade Commissioners can also:

- (a) Recommend responsible parties in a position to act as agents, distributors or buyers.
- (b) Assist such agents by introducing them to individuals or associations who may be interested in the purchase of Canadian products, and in other ways.
- (c) Furnish confidential information, when so requested, concerning the activities of a Canadian exporter's agent or firms to which sales have been made.
- (d) Indicate the most suitable advertising media for different commodities, and their adaptation to the special requirements of the community in which it is desired to sell a product.
- (e) Recommend the most satisfactory distribution of catalogues and price lists, and the display of samples.
- (f) Indicate the most suitable methods of distributing other trade literature and the costs involved.
- (g) Assist in the settlement of difficulties that may arise between Canadian exporters and their buyers abroad.
- (h) Provide information concerning local freight rates, tariffs, port charges, etc., so as to enable Canadian exporters to quote prices for delivery overseas.
- (i) Furnish information on the cost of travel, regulations governing commercial travellers, packaging and marking of goods, shipping accommodation, storage facilities and any special government regulations.

Financial information of the following nature may be obtained from Canadian Trade Commissioners:

- (a) Terms of credit available to foreign buyers.
- (b) Financial houses that will discount bills or extend credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods for which buyers have contracted but are not accepted.
- (e) Infringement of trade marks or patent rights, and advice on registration.

Trade Commissioners will welcome visitors from Canada and introduce them to possible buyers or agents. They will also put visitors in touch with banking and shipping representatives, interpreters and legal advisers.

Facts Required by Trade Commissioners

Exporters should provide Canadian Trade Commissioners with the following basic information:

- (a) Catalogues and best export c.i.f. port of entry or, failing that, f.o.b. Canadian port. Prices f.o.b. factory are of little value.
- (b) Details of manufacture, if desirable.

- (c) Technical information concerning the use of products concerned, if applicable.
- (d) Bankers' references.
- (e) Elapsed time between receipt of order and probable shipment.
- (f) Quantities for which orders will be accepted.
- (g) Previous connections, if any, with agents or importers. If connections still exist, their bearing on fresh contacts made through the trade commissioner should be indicated.
- (h) Previous experience in the territory served by the trade commissioner.
- (i) Marketing methods found most successful in Canada and in other countries.
- (j) Type of agent or distributor considered to be most desirable.

Samples should not be forwarded to trade commissioners or prospective agents with the first exchange of correspondence. Regulations governing the importation of samples prevail in some countries. Heavy fines may be levied, unless these are observed, irrespective of any attempt to defraud the customs authorities, and there may be no appeal. Furthermore, in order to avoid unnecessary expense, it is advisable to await a request for samples, and instructions as to their shipment should be carefully followed.

On receipt of this information, the trade commissioner should be enabled to make a survey of his territory on behalf of the exporter, indicate the opportunities for marketing the commodities concerned, and place the exporter in touch with reliable importers or recommend suitable agents.

Information Available to Importers

Enquiries of a general character concerning the production and available supplies of raw materials and other products in foreign countries, shipping facilities and Canadian import regulations should be directed by prospective importers in this country to the Import Division, Foreign Trade Service, Department of Trade and Commerce, Ottawa. *All Canadian firms interested in importing should be listed in the Directory of Canadian Importers*, maintained by this division, from which application forms may be obtained.

More specific information required by importers should be obtained from Canadian Trade Commissioners in the territory concerned, such as:

- (a) Present and expected supply of goods.
- (b) Types and classes of goods offering.
- (c) Competitive nature of goods, with prices, terms and catalogues.
- (d) Best purchasing methods.
- (e) Report on suppliers.
- (f) Specifications and quality of goods in supply.
- (g) Basis on which sales should be made.
- (h) Definite enquiries received from exporters.
- (i) Shipping services.
- (j) Foreign government export licensing.

Influence of Geography on Import Trade

**Prepared by the Import Division, Foreign Trade Service,
copies of this brochure may be obtained on application to the
Import Division or Trade Publicity Division, Foreign Trade
Service.**

Trade Commissioners can also:

- (a) Recommend responsible supply houses, manufacturers and their agents.
- (b) Assist such suppliers and provide them with information on Canadian import requirements.
- (c) Advise the best methods of approach to foreign suppliers of materials, marketing organizations, control boards, etc.
- (d) Assist in the settlement of differences that may arise between Canadian importers and firms from which goods are being purchased.
- (e) Furnish foreign supply houses or agents in their respective territories with information concerning:
 - (i) Canadian regulations and documentation governing imports into Canada.
 - (ii) Certification of documents.
 - (iii) Canadian Customs invoicing.
 - (iv) Marking, handling and general handling of products.
 - (v) Canadian Customs tariff rulings, as requested.
 - (vi) Import quotas and permits.

Financial information of the following nature may be obtained from Canadian Trade Commissioners:

- (a) Financing.
- (b) Terms of purchasing.
- (c) Basis of payments.
- (d) Exchange factors and exchange control regulations.

Importers should provide Canadian Trade Commissioners with the following basic information:

- (a) Nature of business, i.e. manufacturer, importer, etc.
- (b) Banker's and trade references.
- (c) Whether previously engaged in import trade.
- (d) Experience, if any, in the territory served by the trade commissioner, and if at present importing materials therefrom.
- (e) Specific details on materials required.
- (f) Price range to be met, and basis on which prices should be quoted.
- (g) Quantity and quality of goods required, whether these are to be purchased on a consignment or outright basis, and when these should be delivered.
- (h) Possible future requirements.

With this information at his disposal, the trade commissioner is in a position to canvass prospective suppliers, advise the Canadian importer of any response to his enquiry, and place him in touch with interested suppliers.

ABC of Canadian Export Trade

**Compiled by the Export Division, Foreign Trade Service,
copies of this publication may be obtained on application to the
King's Printer, Government Printing Bureau, for 25 cents a
copy in Canada and 50 cents abroad.**

Economy of Sierra Leone Depends Upon Agricultural Production

Substantial quantities of palm kernels, ginger, piassava, kola nuts, rubber, coffee and rice exported—Value of trade in 1945 was \$24,000,000—United Kingdom principal supplier and export market—Imports from Canada in 1945 twice prewar value but only one-third of 1943 total.

By R. P. Bower, Commercial Secretary for Canada

(Editor's Note—This is the fifth in a series of six articles on market conditions in British West Africa prepared for *Foreign Trade*. The first four appeared in the January 24th, February 7th, February 14th and February 28th issues.)

LONDON, December 15, 1947.—Agriculture, the mainstay of Sierra Leone's economy, provides for substantial exports of palm kernels, ginger, piassava, kola nuts, rubber, coffee and rice. Mineral resources provide for shipments of haematite ore and diamonds. Freetown, the chief town and port, handles over 90 per cent of the colony's trade, which in 1945 amounted to \$24,000,000.

Situated between 5 and 10 degrees north of the equator, Sierra Leone, with an area of 27,900 square miles, is roughly the same size as Ireland. The oldest of the British West African colonies, with a population of approximately 1,768,000 people, has an annual rainfall of about 150 inches.

The Sierra Leone ten-year plan was issued in 1946, and anticipates expenditure of \$21,026,300. Details of the proposed expenditure are as follows: roads, \$1,500,000; deep-water quay (Freetown), \$2,800,000; agricultural, veterinary and fishery development, \$3,498,000; medical and health, \$4,000,000; water supplies, \$2,040,000; town planning and housing, \$1,600,000; new government offices, \$400,000; education and social welfare, \$3,700,000; and miscellaneous, \$1,468,000.

United Kingdom and United States Main Sources of Supply

Total imports into Sierra Leone in 1945 were valued at \$14,425,336, or roughly three times the value of 1938 imports. Principal suppliers in order of importance were: United Kingdom, \$8,422,084; United States, \$1,427,288; India, \$901,632; South Africa, \$867,940; Nigeria, \$740,569; Canada, \$459,420; and the Netherlands West Indies, \$436,200.

Imports from Canada in 1945, though over twice the value of imports in 1938, were only one-third of the volume reached in 1943. The figure for 1945 would unquestionably have been higher had it been possible for Canadian exporters to offer the full quantities requested. The following paragraphs indicate the principal import items:

Beer, Ale, Stout and Porter—Of 281,383 gallons valued at \$359,116, the United States supplied two-thirds, Canada one-quarter and the United Kingdom the balance.

Canned Fish—Of total imports valued at \$50,000, Canada supplied \$37,600.

Wheat Flour—The only section of West Africa to favour Canada as a source of supply for wheat flour is Sierra Leone. Out of a total of 63,000 cwt. valued at \$360,040, Canada supplied 39,312 cwt. valued at \$228,928. The United States was the only other supplier of importance. The United States has made substantial progress in this market since prewar years.

Concentrated Milk—Unsweetened condensed is the most popular type, with the United States the principal supplier. Total imports amounted in 1945 to 4,089 cwt. valued at \$71,744, of which \$66,644 came from the United States and the bulk of the remainder from Canada. In 1938, quantities and values were about half, and the United Kingdom was the principal supplier.

Spirits—South Africa supplied 9,000 of the 13,300 gallons of gin imported in 1945. The United Kingdom supplied 4,100 and Canada 176. The United Kingdom shipped 31,355 gallons of whisky and Canada 1,582, out of total imports of 33,000 gallons, valued at \$131,968.

Vegetables, Dried, Canned or Preserved—Imports amounted to 3,376 cwt. valued at \$76,000. Quantitatively, Canada was the most important supplier with 913 cwt. valued at \$12,912. The Argentine, which furnished only 431 cwt., was the leading supplier from the value viewpoint, with shipments worth \$23,800.

Boots and Shoes, Wholly or Mainly Leather—Imports amounted to 21,000 pairs valued at \$21,800. The United Kingdom was the principal supplier (7,310 pairs) followed by the United States (5,886); South Africa (2,735); Argentina (2,496); British India (1,200) and Canada (413). Canada did not share in the import of 14,630 pairs of rubber boots and shoes (including those with canvas uppers), supplies coming almost entirely from Brazil, South Africa and the United States, in the order named.

Singlets—The largest single item under the apparel heading was singlets, of which 124,658 valued at \$58,604 were imported almost entirely from the United Kingdom.

Cotton Piece-goods—Imports of cotton piece-goods were substantial, and in 1945 included 470,179 square yards of grey goods, 1,767,918 square yards of white bleached, 2,100,000 square yards of printed, 1,000,000 square yards of dyed in the piece, and 1,800,000 square yards of yarn dyed piece-goods. In every category except the first-mentioned and the last, the United Kingdom was the principal supplier. India was the largest supplier of grey goods and of yarn-dyed coloured cottons. Canada was not a supplier under any of the headings.

Mining and Gold Dredging Machinery—Imports were valued at \$233,000, almost entirely originating in the United Kingdom. The United States was the only other source.

Motor Vehicles—Thirty commercial vehicles were imported during the year, of which 24 came from the United Kingdom valued at \$40,800, five from the United States valued at \$6,220, and one from Canada (\$3,000).

Parts for commercial vehicles were valued at \$50,000 for 1945, and came largely from the United Kingdom and the United States.

Nineteen private cars were imported, sixteen from the United Kingdom and one each from Canada, Italy and the United States. Total value was \$24,000.

Cement—Imports of cement in 1945 amounted to 12,411 tons, valued at \$319,000, all originating in the United States.

Principal Exports of Sierra Leone

	1938		1945	
	Quantity	Value \$1,000	Quantity	Value \$1,000
Diamonds		3,432.0		.....
Ginger	Pounds 6,059,200	242.0	3,223,527	294.0
Gold	Fine ozs. 31,505	832.0	398	10.4
Iron ore		2,586.0	.....	2,887.0
Other ores	Tons .....	.....	11,595	200.0

Principal Exports of Sierra Leone—Concluded

	1938		1945		
	Quantity	Value \$1,000	Quantity	Value \$1,000	
Kola nuts	Centals	32,470	118.0	22,838	181.0
Palm kernels	Tons	63,697	1,828.0	47,341	2,506.0
Palm oil	Tons	1,066	64.0	11	1.7
Piassava	Tons	3,791	161.0	1,110	176.0
Rice	Cwt.	7,109	11.6	16,219	50.6
Rubber	Lbs.	.....	.....	244,239	66.0
Total, including re-exports			\$9,556.0		\$7,148.0

The apparent decline in exports results from the absence of a figure for diamond exports in 1945.

The United Kingdom was the principal market in 1945 (\$6,000,000), followed by British West Africa (\$440,000), the United States (\$362,000), and foreign West African possessions (\$536,000).

Newfoundland to Supply Herring for United States Zone of Germany

Purchased under contract with Newfoundland Fisheries Board by United States Procurement Authorities, 45,000,000 pounds of herring valued at \$2,700,000 to be shipped—Government assisting by granting full drawback of duty on necessary package imports.

By J. C. Britton, Commercial Secretary for Canada

ST. JOHN'S, February 17, 1948.—Newfoundland has undertaken to supply 45,000,000 pounds of herring to United States Procurement Authorities, according to an announcement by the chairman of the Newfoundland Fisheries Board. The value of the contract is approximately \$2,700,000, and the herring will be shipped to the United States zone in Germany. It was also indicated that, if the full quantity is secured, there is a possibility of a repeat order being obtained.

The type of herring to be provided includes hard-cured split herring and hard-cured gibbed herring packed in accordance with Newfoundland Fisheries Board Regulations. The contract period is from January 1 to June 15 of the present year. As the contract calls for a quantity of 200,000 barrels, each containing 225 pounds net weight, the combined efforts of the industry will be needed to fill it. The herring catch, up to the present, has not been up to expectations.

In order to assist the industry, the government has agreed to grant 100 per cent drawback of the duty on re-export under the Newfoundland tariff with respect to packages which may have to be imported to complete the contract. The chairman of the Fisheries Board indicated that in addition to regular herring barrels provided for under the Fisheries Board regulations, other packages might be used, including tierces, pork and beef barrels.

There is a slight difference in the method of payment under the new contract to that employed for previous UNRRA and relief shipments in that credits on this occasion will not be established in Newfoundland. The United States Army Procurement Authorities will, on receipt of invoices covering shipments from the Newfoundland Fisheries Board, immediately issue a cheque on the United States Treasury for the amount of the invoice. Both invoice and cheque will be airmailed, so that there should be a minimum of delay in settling accounts.

Imports Into Malta from Canada Are Chiefly Wheat and Flour

Of total imports in first quarter of 1947 valued at £2,974,673, Canada's share was £212,530—Wheat and flour accounted for £198,473—Proximity to the United Kingdom and other factors tend to direct purchases to that source of supply—As in the United Kingdom, import restrictions have been adopted in Malta.

ROME, January 16, 1948—(FTS)—Malta purchased from Canada goods valued at £212,530 during the first quarter of 1947, imports of wheat and flour accounting for £198,473 of the total. A variety of other commodities originated in Canada, as listed below. Foodstuffs were obtained principally from countries in the Mediterranean area, Great Britain, Holland and Denmark.

Trade returns for the first quarter of 1947 indicate that total imports were valued at £2,974,673 and exports at £242,592, which leaves an unfavourable balance of £2,732,081. Figures for the corresponding period in 1946 were £2,985,151 for imports and £141,727 for exports.

Proximity to the source of supply, dollar restrictions and preferential tariffs are undoubtedly the main reason why the great majority of manufactured articles imported into Malta during the period under review come from the United Kingdom. Manufactured articles not supplied by the United Kingdom came mostly from Italy, Belgium and Czechoslovakia, in that order, and not from hard-currency countries.

Preferential Tariffs Affect Imports

The following table illustrates the influence of the preferential tariff, where it is applicable, on the Maltese situation:

	Imports from Preferred Countries	Imports from Non-preferred Countries
Food, drink and tobacco	£ 108,902	£ 129,320
Raw materials and unmanufactured articles....	8,799	87
Articles wholly or mainly manufactured	1,059,475	227,444
Miscellaneous	112	535
Total	£1,117,288	£ 357,386

Although the total value of exports from Malta in the period January-March, 1947, is £242,592, only £53,901 was domestic produce. The difference is accounted for by the re-export of ship's stores.

Exports Principally to the United Kingdom

Smokers requisites (£15,385) destined for the United Kingdom; table potatoes (£1,265) for India; hide and skins (£8,167) for the United Kingdom, Italy and Turkey; lace (£8,081) for the United Kingdom; corks (£2,118) for Palestine; and gloves (£1,670) for the United Kingdom account for most of the export value.

Like all other colonial possessions within the sterling area, Malta is adhering to the same austere restrictions as the United Kingdom with respect to all imports, especially those from the dollar area. After a temporary postwar relaxation, import licensing has since been reimposed on all goods from whatever source they are arriving. The licensing system is at least as strict as that in force at the height of the war. It should

be borne in mind, therefore, that import licences will at present be granted only for restricted quantities of essential goods. However, in order that they may be in a position to take advantage of trade opportunities afforded when trade with Malta is freer, Canadian exporters should establish contacts in Malta now.

Wheat Main Import from Canada

Following is a list of imports into Malta from Canada during the first quarter of 1947:

Imports into Malta from Canada, January-March, 1947

Wheat	£196,136
Flour	2,337
Meat, bacon, ham and sausages	4,778
Tinned meat	1,245
Whisky	1,025
Chemicals and apothecaries wares	282
Clocks and watches	91
Electrical goods	103
Leather (tanned)	2,073
Hardware	106
Motor cars	2,670
Chassis of automobiles	2,829
Motor car accessories	1,665

Census of Industry in South Africa Indicates Higher Production Level

Preliminary report for 1944-45 covers 10,877 industrial establishments—General increase recorded for production value, number of employees and wages paid—Details of output by private industry supplied.

By J. H. English, Commercial Counsellor for Canada

JOHANNESBURG, December 1, 1947.—The gross value of South African industrial production in 1944-45 totalled £375,344,000 as compared with £330,557,000 in 1943-44 and £199,617,000 in 1938-39. The numbers of employed persons in these years were 488,661 in 1944-45, 451,176 in 1943-44 and 352,500 in 1938-39, and wages paid in the respective periods were £94,222,000, £80,082,000 and £46,079,000.

The foregoing figures are from a recently issued preliminary report of the twenty-eighth industrial census of South Africa, which covers 10,877 industrial establishments (mining and quarrying excluded) having a fixed capital of £170,114,000 and employing 488,661 persons, of whom 165,519 are European.

Municipal and government concerns accounted for £34,179,000 of the total output of £375,344,000 in 1944-45.

The following table shows the relative industrial importance of each province in 1944-45 (private industry only) and the comparative sizes of separate classes of private industry in South Africa:

Private Industry, by Provinces, in 1944-45

	No. of establishments	No. of employees	Gross value of output
Cape Province	3,665	124,897	£ 98,835,000
Natal	1,521	76,415	67,074,000
Transvaal	4,378	217,949	165,579,000
Orange Free State	841	12,141	9,677,000

Classes of Private Industry in 1944-45

	No. of estab- lish- ments	Fixed capital £1,000	Employees	Gross value of output, £1,000
Raw materials	66	768	3,105	5,112
Stone, clay, etc.	505	6,362	34,092	11,712
Wood	592	2,907	23,627	10,538
Metals	1,291	27,199	104,106	63,300
Food and drink	2,116	20,655	71,821	94,391
Clothing and textiles	1,198	6,576	45,792	31,988
Printing	479	6,272	15,138	12,850
Vehicles	1,736	4,502	17,002	9,125
Ships and boats	14	93	3,180	1,233
Furniture	434	2,542	11,561	8,214
Chemicals	299	8,533	24,036	31,421
Surgical instruments	36	135	385	241
Jewellery	95	288	1,339	3,731
Heat, light and power ...	127	40,432	12,439	15,729
Leather	401	2,692	21,996	17,016
Building and contracting ..	871	1,790	34,816	15,895
Other industries	145	1,685	6,967	8,669

External Trade of India Shows Increase on Basis of Values

Jute, jute manufactures and tea contribute substantially to export rise, while inflow of capital goods partially responsible for advance in import totals—Upward trend in prices prevents any accurate analysis — Rail transportation deteriorates—Production of jute increases.

By Richard Crew, Commercial Secretary for Canada

(Editor's Note—This is the second in a series of three articles on current economic conditions in India prepared for publication in *Foreign Trade*. The first appeared in the February 21st issue.)

BOMBAY, December 24, 1947.—Jute, jute manufactures and tea contributed to a substantial increase in the value of exports from India since December, 1946, while capital goods accounted in part for an advance in the value of imports. The advance in the value of capital goods, which represent only a small percentage of the total imports, is attributed largely to higher prices charged by the exporting countries, principally the United States and Great Britain. While these have risen rapidly in the last eighteen months, in sharp contrast to the period of strict control during the war, it is not possible to furnish information at present on advances registered by individual items.

The general postwar increase in prices for goods of all kinds imported by this country prevents any accurate analysis of trade returns, and renders the terms of trade unfavourable to India. As a result, this country has had to increase its exports to pay for a constant volume of imports. Between September, 1945, and December, 1946, the price of the average consignment of imports rose by 64 points, while the price obtained by India for its average shipment of goods rose by only 32 points. The statistical measure of the so-called barter terms of trade is the relation of one category of prices to the other. An indication of the recent deterioration of this position is noted in the terms of trade for 1946, which are lower by 15 per cent than in 1945.

Statistics pertaining to the foreign trade of India are not yet available for last July and August, but those of May and June indicate a measure of expansion. Imports during the four months ending in June



India—Bombay, showing the “Gateway of India” and the Taj Mahal Hotel. Much of the external trade of this vast country is handled through the port of Bombay.

were valued at Rs.321,900,000, which represents an increase of approximately Rs.28,900,000 over imports for the previous period. Exports in the four months ending last June were valued at Rs.316,200,000, which is an increase of Rs.16,800,000 over the value of exports for the previous four-month period. Import and export values for the twelve months ending in June, compared with those for August, 1939, are set forth in the following table:

External Trade of India

	Imports	Exports	Trade balance
	(Thousand rupees)		
August—1939	Rs.138,600	Rs.164,000	Rs. 25,400
July—1946	217,500	237,300	19,800
August	190,300	211,200	20,900
September	263,500	199,700	— 63,800
October	256,900	258,100	1,200
November	278,400	252,700	— 25,700
December	303,900	329,900	26,000
January—1947	290,600	363,800	73,200
February	299,100	251,400	— 47,700
March	299,300	304,100	4,800
April	324,900	256,900	— 68,000
May	325,800	356,500	30,700
June	337,100	347,300	10,200

Rail Transportation Deteriorated

Rail transportation, which is vital to the economic system of a territory the size of India, has deteriorated from month to month over the past two years, although there has been no decline in the number of freight cars or goods wagons in service. The decline in the movement of freight is attributed to a reduction in the amount of effort displayed, a condition that is spreading over an ever-increasing area, though seasonal factors influenced the situation during the four months ending last August. The only redeeming feature was the fact that the movement of food grains and coal was affected to a lesser extent than that of miscellaneous industrial and agricultural products.

The number of wagons loaded on Class I railways declined from a monthly average of 564,000 to 527,000 in June. The average amount of freight raised per month during the quarter ended in August was 6,800,000 tons, compared with 7,300,000 tons in the previous four-month period and with 7,200,000 tons in the corresponding period of 1946. The movement of food grains and coal during the four months ending last August represented a drop of five per cent from that in the corresponding period of 1946.

Production of Jute Improved

The jute mill industry of Bengal regained during the period under review (May to August, 1947) some of the ground lost in the previous months. Production in July totalled 91,000 tons, compared with an average for the preceding period of 77,000 tons. Delayed arrivals of raw jute from the East and inadequate deliveries of coal resulted in a decline of 10,000 tons in production last August.

In Bombay province, which accounts for sixty per cent of the cotton textile production of India and Pakistan, the latest information indicates some deterioration in output from a level that was already low. Monthly production of piece-goods in the quarter ended last August was approximately 200,000,000 yards, or about 1.8 per cent lower than in the preceding period. Production of cloth in the first eight months of 1947, amounting to 1,602 million yards, shows a reduction of 7 per cent from the corresponding period in 1946 and of 18 per cent from the corresponding period in 1945.

Production of Steel Declined

Production of finished steel, which showed a slight improvement during the first four months of 1947, following the settlement of a labour dispute, declined again in subsequent months. The monthly average for the period under review was 35,000 tons, compared with 39,000 tons in the previous period and 40,000 tons in the corresponding period of 1946. This reduction, during a period of acute general shortage, has resulted in a 50 per cent cut in provincial quotas for the second half of the year. Production of cement, on the other hand, has increased substantially in recent months. Consumption of electricity by industrial establishments amounted to 178,500,000 kwh. per month in the quarter ended last August, compared with 176,800,000 kwh. in the preceding period.

New Zealand Invites Tenders for Electrical Equipment

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

- 1—50,000 KVA 110/22 kv T.C.O.L. Transformer Bank and Spare Units for Penrose Substation; Contract No. 86, Section 45, Auckland.
- 3—30,000 kva 22 kv Voltage Regulating Transformers for Penrose Substation; Contract No. 87, Section 46, Auckland.
- 1—22 kv Current Limiting Reactor for Penrose Substation; Contract No. 88, Section 47, Auckland.

The tenders close with the Secretary, Tenders Committee, State Hydro-Electric Department, Wellington, New Zealand, on June 15, 1948. Interested Canadian firms may obtain further particulars and specifications from J. A. Malcolm, New Zealand Government Trade Commissioner, Sun Life Building, Montreal.

United States Harvested Higher Acreage, But Had Lower Yield

Farmers' total income of \$30,340,000 reflected higher prices for their products—Wheat production exceeded a billion bushels for the fourth consecutive year—Corn crop smallest since drought year 1936—Cotton production below ten-year average.

By W. D. Wallace, Assistant Commercial Secretary, Canadian Embassy

(Editor's Note—This is the second of a series of articles on economic conditions in the United States, prepared for publication in *Foreign Trade*. The first was published in the February 28th issue.)

WASHINGTON, February 9, 1948.—Agricultural production in the United States during the past year was slightly below the average for the best five years in the country's history, and was exceeded only by that for 1942, 1944 and 1946. The acreage harvested was about one per cent greater than in 1946, but the yields per acre were lower. Farmers have had little opportunity to relax since the war period, due to a continuing emergency. As a result of the heavy demands for food, feed and oil seeds, prices have increased for farm products, thereby providing an incentive to put forward their best efforts.

Farmers derived a total income of \$30,340 million during 1947, compared with \$25,320 million in the preceding year, according to an estimate of the Bureau of Agricultural Economics, which represents an increase of 20 per cent. The higher income reflected an advance in prices, as the physical volume of marketings rose only 3 per cent. Government payments to farmers in the past year declined by 58 per cent, from \$800,000,000 to \$340,000,000. On the other hand, cash farm income continued to advance as marketing remained high and prices increased and was placed at \$30,000,000,000 as against \$24,520,000,000 in 1946. The greatest increase in cash income over the 1946 figure was from marketings of food grains, the gain being 65 per cent. Livestock receipts, at \$16,870,000,000, were 23 per cent above the 1946 returns of \$13,670,000,000.

Wheat Production Again Exceeded One Billion Bushels

According to the "Annual Summary" Crop Reporting Board of the Department of Agriculture, wheat production for the fourth consecutive year exceeded a billion bushels and established a high record of 1,364,919,000 bushels. This was 18 per cent greater than the previous record crop of 1,153,046,000 bushels in 1946 and was more than 50 per cent larger than the 1936-45 average of 890,306,000 bushels. Total area for all wheat harvested in 1947 amounted to 74,186,000 acres as against 67,075,000 acres in the previous year, an increase of 16 per cent, and was 30 per cent over the ten-year average of 57,036,000 acres.

The past year was an outstanding winter-wheat year, with a record high harvested acreage. Production in 1947 amounted to 1,067,970,000 bushels, the first winter-wheat crop to top the billion-bushel mark, and was 22 per cent over the 1946 crop of 870,725,000 bushels. The area of winter wheat harvested totalled 54,780,000 acres as against 48,350,000 acres in the previous year. The yield was 19.5 bushels per acre as compared with 18 bushels in 1946.

Spring Wheat Crop 25 Per Cent Above Average

Spring-wheat production, estimated at 296,949,000 bushels, was 5 per cent above the 1946 crop of 282,321,000 bushels but only one-fourth larger than the 1936-45 average of 236,413,000 bushels. The area harvested was 19,406,000 acres as compared with 18,725,000 acres in 1946 and the ten-year average of 16,353,000 acres. The yield of spring wheat was placed at 15.3 bushels per acre as against 15.1 bushels in the previous year and the 1936-45 average of 14.4 bushels per acre.

Durum wheat production accounted for 43,983,000 bushels of the total for spring wheat and was 8,147,000 bushels in excess of the 1946 total of 35,836,000 bushels. The estimated 2,925,000 acres of durum wheat harvested is 19 per cent above both the 1946 total of 2,453,000 acres and the 1936-45 average of 2,458,000 acres. The yield of durum wheat amounted to 15 bushels per acre as compared with 14.6 bushels in 1946 and the ten-year average of 13.1 bushels per acre.

Despite heavy disappearance of the record 1947 wheat crop, wheat stocks on farms on January 1, 1948, at 427,620,000 bushels, were the second largest on record for the date, being exceeded only in 1943. The stocks on January 1, 1947, amounted to 365,794,000 bushels, while the 1937-46 average is 310,518,000 bushels.

Corn Crop Smallest Since 1936

As a result of adverse conditions in 1947, the corn crop was the smallest since the drought year 1936. The crop was placed at 2,400,952,000 bushels, or 26 per cent below the 1946 record crop of 3,249,950,000 bushels and 9 per cent below the 1936-45 average of 2,639,102,000 bushels. The 1947 crop was harvested from 83,981,000 acres, or 5 per cent less than the 88,489,000 acres in the previous year and 7 per cent below the 1936-45 average of 90,083,000 acres. The yield per acre amounted to 28.6 bushels, the lowest since 1938, and was 8.1 bushels below the 1946 yield of 36.7 bushels but only about one bushel under the 1936-45 average of 29.4 bushels per acre.

Stocks of corn on farms on January 1, 1948, amounted to 1,517,901,000 bushels, the smallest January 1 stocks since 1937, as compared with 2,136,640,000 bushels on January 1, 1947. This was a decrease of 619,000,000 bushels, or 29 per cent, and was 16 per cent, or 294,000,000 bushels, below the ten-year average of 1,811,738,000 bushels.

Production of Cotton Below Average

As of December 1, 1947, the cotton crop was estimated at 11,694,000 bales of 500 pounds, which is about 3,000,000 bales above last year's exceptionally low figure but 700,000 bales below the ten-year average. By the above date, 10,043,000 running bales, or 88 per cent of the crop, had been ginned; a year ago ginnings totalled 7,368,000 bales, or 86.5 per cent of the crop.

Protection from moisture, especially for goods going to, or passing through, tropical zones of high humidity, requires waterproofing lining of cases, or with iron and steel goods the use of a slush covering which should not run at high temperatures, but which can be removed without too much difficulty. (*See our ABC of Canadian Export Trade, page 19.*)

Malayan Dollar-Earning Capacity Invaluable to Sterling Economy

Exports of rubber, tin, oils, sago and other indigenous products well in excess of purchases of foodstuffs, fuel oil, iron and steel, machinery and vehicles—Canada now third best customer.

By Paul Sykes, Canadian Trade Commissioner

(Editor's Note—This is the third of four articles pertaining to Singapore and the Federation of Malaya, both as a market and source of supply. The first two appeared in the January 24th and February 7th issues of *Foreign Trade*.)

SINGAPORE, February 2, 1948.—Foreign trade statistics of Singapore and the Federation of Malaya are compiled in a central office and apply to both colonies as a single unit, though they are separate political entities. The largest proportion of the imports and exports flow through Singapore, though Penang and Port Swettenham share in the trade. The movement through other ports is very limited.

Malaya is, traditionally, a creditor country, so far as foreign trade is concerned. Exports of rubber, tin, oils, sago and other indigenous products, apart from those represented by transshipments, have generally been well in excess of the value of purchases for consumption of foodstuffs, fuel oil, iron and steel, machinery, vehicles, etc. This dollar-earning capacity is invaluable at the present time to the sterling economy.

It is difficult to provide a detailed statistical picture of Malaya's foreign trade as compared with prewar years, since official statistics are only available for a part of 1947. Several tables given in this article may nevertheless be of value as showing the main features of prewar import and export business by countries and principal commodities and the principal changes which have featured the trade since the war.

In considering the trade tables, it must be borne in mind that 1947 data are mainly based on commodity values which probably vary from 200 to 300 per cent in excess of those of prewar years. As no complete or accurate records of unit prices are available, a close comparison of the physical volume of the business cannot be supplied. It is still obvious that Malaya has already gone a long way on the road to recovery as a trading area. As Singapore's capacity to handle large business from and to the Netherlands Indies and the Far East can be put to advantage, further evidence of progress will be available.

Tables do not correspond precisely with regard to commodity or group definitions, but it is believed that these are sufficiently clear to give a fair picture of the composition and extent of current overseas trade as compared with the last complete year before the war.

Canada is Third Best Customer

In the two tables following, Malaya's export and import trade is summarized on a basis of the ten principal countries involved for the year 1938 and for January-June, 1947. In the case of exports, apart from the elimination of Japan and the retention of the United States and the United Kingdom as the principal outlets for the sale of rubber, tin and other local produce, it is interesting to note that Canada is now Malaya's third best customer. Germany and Italy have reappeared as substantial consumers of various of Malaya's exports. Australia currently occupies a much less important position as a buyer of Malayan goods than in prewar times.

Exports from Malaya, by Principal Countries

(In thousands of Straits Dollars)			
Countries	1938	Countries	Jan.-June, 1947
United States	S\$172,763	United States	S\$196,407
United Kingdom	82,072	United Kingdom	109,395
Japan	53,887	Canada	33,383
Germany	43,523	Sumatra	32,898
Australia	26,696	India	28,211
Sumatra	22,979	Argentina	26,614
India	21,269	Hongkong	25,960
Italy	18,643	Germany	21,035
Greece	18,212	Italy	17,858
Canada	17,591	Java	15,667
Siam	15,704	Australia	12,734
Java	9,845	Russia	11,267
Other Countries	76,465	Other Countries	123,634
Total	\$579,649	Total	S\$655,063

Imports into Malaya, by Principal Countries

(In thousands of Straits Dollars)			
Countries	1938	Countries	Jan.-June, 1947
Sumatra	S\$110,625	United Kingdom	S\$120,832
United Kingdom	102,332	Sumatra	95,863
Siam	87,881	China	72,955
Burma	25,146	Siam	67,819
Sarawak	24,125	United States	51,599
China	23,920	Australia	42,623
Java	18,133	Hongkong	34,254
United States	17,125	Sarawak	23,767
Borneo	17,067	India	21,944
India	16,259	Burma	16,347
French Indo-China	14,711	Riouw Presy.	13,707
Australia	13,084	Java	13,527
Other Countries	84,585	Other Countries	113,839
Total	S\$554,993	Total	S\$689,076

Exports from Malaya, by Principal Groups of Commodities

(In thousands of Straits Dollars)			
Commodities	1938	Commodities	Jan.-June, 1947
Rubber	S\$277,954	Rubber	S\$429,947
Non-ferrous metals (mainly tin)	96,645	Tin	39,557
Oils, fats, etc.	57,224	Cotton piece-goods	16,546
Miscellaneous food and drink	36,971	Pepper	13,988
Oil seeds, etc.	27,453	Coconut oil	10,900
Grain and flour	19,139	Petroleum	10,731
Iron ore	7,477	Arecanuts	10,147
Cotton yarn and mfrs.	6,059	Sago	9,702
Non-ferrous ores	5,694	Palm oil	8,158
Vehicles and vessels	4,453	Cigarettes	5,804
Other commodities	40,580	Other commodities	99,583
Total	S\$579,649	Total	S\$655,063

Imports into Malaya, by Principal Groups of Commodities

(In thousands of Straits Dollars)			
Commodities	1938	Commodities	Jan.-June, 1947
Oils	S\$ 86,026	Rubber	S\$107,628
Rubber	76,867	Cotton piece goods	87,879
Grain and flour	71,140	Rice	33,060
Miscellaneous food and drink	64,270	Petroleum	29,826
Non-ferrous ore	30,211	Flour	26,582
Cotton yarn and mfrs.	25,940	Cigarettes	23,985
Drink and tobacco	23,371	Sugar	15,408
Iron and steel goods	22,673	Tinned milk	9,832
Machinery	21,026	Coal	7,861
Vehicles and ships	15,389	Sago	6,943
Other commodities	118,080	Other commodities	340,072
Total	S\$554,993	Total	S\$689,076

Controls Have Changed Import Situation

The import situation has changed more noticeably as a result of controls, the availability of local requirements and several similar factors. China, United States, Australia and Hong Kong have improved their position as sources of supply of imports for consumption or transshipment, while that of Burma, French Indo-China and Java has fallen off owing to lack of materials, mainly rice, for export.

The record of Malaya's prewar and current export trade by principal commodities reveals a reasonable maintenance in rubber shipments, but a heavy falling-off in those of tin consequent on the serious wartime damage to mining equipment. The re-establishment of transshipment trade is clearly revealed by the large export values in 1947 for textiles, pepper and cigarettes, none of which are produced in either of the two colonies.

Import statistics for 1947, as compared with those of 1938, evidence the extent of postwar demand for cotton cloth, flour as a substitute for unobtainable rice supplies, sugar, tinned milk and coal. There have also, of course, been substantial imports of vehicles, machinery and other goods which figured in prewar trade. In various of these instances, however, supplies have been difficult to obtain and the re-emergence of such items among principal commodity imports cannot be expected for some time.

Malaya Has Favourable Trade Balance with Canada

Malaya's trade with Canada has traditionally been characterized by a large favourable balance. The Canadian demand for rubber, tin, oils and canned pineapple used to be far in excess of local requirements for such Canadian exports as motor vehicles, parts and tires; canned and other foodstuffs such as evaporated milk, milk powder and canned fish; newsprint and other papers; building board and boxboard containers; pens, pencils and a variety of electrical equipment. In 1938, for example, Malaya's imports from Canada were valued at \$4,960,354, while exports to Canada reached a figure of \$17,590,783.

The situation at the present time which has, of course, only reached a partial degree of stabilization, still shows a large balance in Malaya's favour, imports having been valued at \$10,530,927 in January-June, 1947, as compared with a value for exports of \$33,382,669.

The trade has at the same time undergone various alterations in composition, but several of these factors are of temporary duration only. Exports to Canada continue to be made up mainly of crude rubber and tin, but also comprise fairly substantial amounts of rubber manufactures, latex, sago and tapioca, pepper and various gums and spices. The export of canned pineapple has, however, fallen off completely and is not likely to be resumed for some time.

In the case of imports, recent figures show a large increase in the trade in foodstuffs, which is due mainly to government-controlled purchases of flour, but has also included canned fish, canned fruits and vegetables, milk foods, rolled oats, whisky, beer and various allied commodities. The trade in manufactured goods has, however, shown no similar tendency. Its present composition, as in prewar years, is based largely on motor vehicle imports, supplemented by those of parts, tires, some machinery and electrical equipment, pens and pencils, newsprint paper and several chemicals.

The following tables, although only in condensed form, illustrate the basic composition and extent of Malayan-Canadian trade in 1938 and January-June, 1947:

Exports from Malaya to Canada, by Main Groups

Groups	(In thousands of Straits Dollars)	1938	Jan.-June, 1947
Animals, food, drink and tobacco.....		S\$ 975	S\$ 142
Raw and unmanufactured materials.....		14,149	27,261
Manufactured products.....		2,467	5,980
Total		S\$17,591	S\$33,383

Imports into Malaya from Canada, by Main Groups

Groups	(In thousands of Straits Dollars)	1938	Jan.-June, 1947
Raw and unmanufactured material		5	.....
Manufactured products		4,317	3,513
Total		S\$4,960	S\$10,530

Transportation System in Angola Being Extended, But Still Short of Needs

Provision of secondary ports may be necessary if coastwise traffic continues present increase—Financial condition of colony considered sound—Balance of trade steadily improving.

By Trade Commissioner Service, Foreign Trade Service

(Editor's Note—This is the third in a series of articles prepared for *Foreign Trade* on economic conditions in Angola. The first two appeared in the January 31st and February 28th issues.)

(One angolar equals one Portuguese escudo; 1,000 angolares equal one conto, which is equivalent to \$40.40 Canadian)

HIGHWAYS in Angola, which had an aggregate length in 1946 of 37,000 kilometres, are being extended. Asphalt roads were then under construction between Luanda and South Angola, and from Lobito to Benguela, with another to Dondo. Railway trackage totals 2,376 kilometres, and negotiations have been carried on for some time with the Government of Northern Rhodesia for the improvement of transportation facilities between the two territories.

According to figures available for 1945, harbour traffic for the colony totalled 2,287,000 tons, of which 767,000 tons were handled through Lobito and 667,000 tons through Luanda. More foreign vessels docked in ports of Angola during 1946, but the tonnage of outgoing merchandise showed a decrease. Coastwise shipping traffic has been increasing steadily, however, and it will be necessary to provide secondary ports if this condition continues. Merchandise has been deteriorating on rafts and in warehouses, due to the shortage of transportation facilities, but funds were provided by the Development Board in 1947 to fill the most urgent requirements.

There has been a gradual increase in the traffic handled by airways in Angola since 1940. Passengers carried by aircraft in that year totalled 543, compared with 3,001 in 1945. Air freight increased from 306 kilograms to 6,991 kilograms, while the amount of mail flown rose from 651 kilograms to 5,270 kilograms.

Financial Condition of the Colony Sound

The financial condition of the colony is sound, as indicated by the figures set forth below, ordinary receipts showing increases over those for preceding fiscal years and extraordinary receipts exceeding the bud-

getary estimates. Ordinary expenditures were lower than in the preceding year, and extraordinary expenditures were mainly for the development of Angola.

Financial Situation

	1945	1946
	Contos	Contos
Receipts, ordinary	411,092	506,441
Receipts, extraordinary	49,256	19,433
Total	460,348	525,874
Expenditure, ordinary	318,724	239,440
Expenditure, extraordinary	40,480	26,665
Total	359,204	266,105

As in past years, the favourable economic situation in 1946 is due to the increase in receipts, deriving directly or indirectly from the economic progress of Angola, reflected by the constant advance in the value and volume of production; the establishment of new industries and the extension of those already in operation; the intensification of internal trade; the volume of credit operations; and, most of all, the steadily improving balance of trade.

The following comments on the Angolan fiscal system are by the well-known specialist in colonial finance, Dr. Marcelo Caetano: "Angola has an antiquated fiscal system, based predominantly on indirect taxation founded on customs duties. This form of taxation has advantages for colonies during the stage of development or when internal consumption is insignificant, capital investments small and production destined exclusively or predominantly for export. But, as the colony becomes populated by Europeans and the native acquires new habits, an improved internal market is created capable of absorbing a considerable share of domestic production, imports of consumer goods decrease, firms are established, new communities are formed, the system of taxation based on customs duties is no longer adequate and the disadvantages of indirect taxation become more and more pronounced, particularly so far as import duties are concerned."

The following enterprises, to a value of 300,000 contos, are planned for the five-year period 1946-1950, financed for the most part by loans totalling 250,000 contos from the General Deposit Bank and the Diamond Company, and bearing interest at 3½ per cent:

Power installations, 30,000 contos; public health and welfare, 34,000 contos; communications, 138,000 contos; agricultural, forestry, fisheries and mining, 32,000 contos; subsidies to local improvements, 35,000 contos; erection of new schools and completion of work already started, including equipment, 29,000 contos; miscellaneous (personnel and development services), 2,000 contos.

Supply Position Limits Relief Shipments

Provision has been made for the expenditure of \$121,355,000 during the first three months of the current calendar year on a wide range of products required by Greece. The utilization of these funds, made available by the United States for reconstruction and relief, will be supervised by the American Mission for Aid to Greece (AMAG). Some indication of the wide variety of items required by that country is found in the list published in the February 21st issue of *Foreign Trade*. A proportion of the supplies may be provided by Canada, though the present supply position does not permit of export licences being granted for some items. This applies particularly to certain foodstuffs.

Chilean Purchases from Canada Appreciably Higher Last Year

Shipments from Canada valued at \$4,467,487 for year ending October, 1947, as compared with \$3,460,805 for the year ending October, 1946—Shortage of foreign exchange forces country to institute extreme import restrictions.

By J. L. Mutter, Commercial Secretary, Canadian Embassy

SANTIAGO, January 8, 1948.—Canadian exports to Chile during the past year were appreciably higher than in the corresponding period for the previous year. Due to delays in the publication of statistics in this country, a review of trade between Canada and Chile is based on figures issued by the Dominion Bureau of Statistics, in Ottawa, which reveal that Canadian exports for the twelve months ending last October were valued at \$4,467,487, compared with \$3,460,805 for the corresponding period ending October, 1946. The most important items were: newsprint, \$815,661; agricultural implements and parts, \$325,090; rubber belting, \$299,567; asbestos fibre, \$175,299; metal-working machinery, \$150,618; iron and steel bars, \$138,269; and electric meters, \$122,363.

The deterioration of Chile's foreign exchange position, new restrictions on imports and the activities of commercial banks, an alarming increase in the accumulated budget deficit, a continued rise in the cost of living, social unrest, which was marked by labour disputes and strikes in the country's principal industries are among the most notable economic developments during the past year.

Short supply of certain commodities in Canada militated against more satisfactory returns. The more important deterrent, however, was the extreme measures instituted in Chile to prevent the importation into the country of all but such commodities as were considered indispensable to national industry and economy. The foreign exchange position continued to deteriorate and at the year's end, the Customs ports were still clogged by merchandise for which no exchange was available. Amounts of exchange coming on to the market were applied, so far as possible, to the reduction of this congestion. Due to the many other calls on supplies, progress in this direction was discouragingly slow.

Statistics, also issued by the Dominion Bureau, show imports into Canada from Chile for the twelve-month period ended September, 1947, at Canadian \$459,822, or little more than 10 per cent of the export figure, as compared with Canadian \$374,417 for the year ending September, 1946. The principal items were: crude iodine, \$170,570; sheepskins, \$105,613; fresh grapes, \$36,369; nitrates, \$32,817; beeswax, \$17,051; onions, \$15,619; and honey, \$11,208.

United States Exporter Has Major Share of Market at Present

Under the present conditions of restricted imports, the United States exporter undoubtedly commands a major share through operations financed by the Export-Import Bank of purchases made by the Chilean Development Corporation (Corporación de Fomento de la Producción), State Railways and other official or semi-official institutions. The State Railways are presently making important purchases in the United States by means of a loan carrying the guarantee of the Chilean Government. Canadian manufacturers have on occasion been asked to quote, but have not been prepared to grant the long-term credit facilities stipulated by buyers.

Figures recently released by the Customs Department indicate that imports during January to October, 1947, amounted to 1,560.657 metric tons valued at 1,040.786.522 pesos of 6d. gold. During the same period in 1946. imports were 1,427,000 tons with an estimated value of 746,900,000 gold pesos.

Chile's exports during the first ten months of the year amounted to 3,565,752 tons with a value of 1,094,434.491 gold pesos compared with 2,917,900 tons with an estimated value of 932,000,000 gold pesos.

Mineral Production Increased in Past Year

During the months January-October inclusive, the general index of Chile's mineral production was 103.2 as against 92.3 for the same period in 1946 (base 1927-29=100). In the first ten months of the year copper production totalled 356,000 metric tons compared with 308,000 tons in 1946. Nitrate production was 1,341,000 tons against 1,331,000 in the corresponding period of 1946. Coal production rose from 1.612,000 tons in 1946 to 1,702,000 in 1947. Iron ore production continued to increase, the output for the ten month ending October, 1947, being 1,491,501 tons, in contrast with 1,158,386 tons for the whole of 1946.

A number of increases were returned for the crop year 1946-47 and may be itemized as follows: barley, up by 238,000 quintals over the 1945-46 crop of 75,031 metric tons; beans, 130,000 quintals above the previous year crop of 73.055 tons; lentils, an increase of 60,000 quintals over the 1945-46 figure of 16,985 tons; maize, 35,000 quintals better than the 1946 crop of 64,541 tons.

Other important crops, however, recorded smaller fields than in 1945-46, notably potatoes, which were 900,000 quintals less than the previous year's crop of 708,673 metric tons; rice, 300,000 quintals below the 1946 figure of 117,941 tons; oats, 140,000 quintals less than the 1946 crop of 84,002 tons; and wheat, 300,000 quintals below the previous crop of 930.139 tons.

Sowings of wheat, barley, oats and rye have been more extensive during the current crop year, and there has been greater interest in field crops. according to the latest figures available, due to the more attractive prices ruling at the moment.

The cattle population of the Republic in 1947 was estimated at 2.337.674, a slight decrease below the 1946 estimate of 2.397.346.

The average general index of industrial production for the ten months, January-October, 1947, was 211 compared with 200 for the same period in 1946 (base 1927-29=100). The principal increases recorded occurred in the cement industry and the manufacture of glass, tar, matches, wool, cloth, paper and cardboard, footwear, refined sugar, beer and tobacco products.

The value of building construction permits granted during the eleven-month period, January-November, 1947, was 1.248 millions pesos, a decrease of 362 million pesos below the corresponding figure for 1946. A notable feature during the year has been the suspension of activity on a number of building projects, due to the restriction of bank credit, rising costs and the shortage of imported building materials.

Chile Active in International Commercial Relations

A Chilean delegation attended the International Conference on Trade and Employment at Geneva. As the year ended, it was announced that at the Conference. Chile had signed agreements with Cuba, Czechoslovakia, France, India, Syria and the Lebanon, New Zealand, Norway, South Africa,

United Kingdom, United States, Australia, Benelux (Belgium-Netherlands-Luxemburg Union), Brazil and Canada.

Otherwise, the Chilean Government has entered into, or renewed, the following commercial agreements since December, 1946: *modus vivendi* with Belgium; commercial agreement—Venezuela; commercial agreement—Czechoslovakia; provisional commercial agreement—Great Britain and Northern Ireland; commercial agreement—Holland; commercial agreement—Ecuador; and provisional commercial agreement—United States.

Chile's proposed trade and loan agreement with Argentina was approved by congress before the year ended, but at this date has not yet received senate approval. Arising out of a goodwill visit by the President of Chile to Brazil, concessions for Chilean nitrates in the Brazilian market were obtained.

As from October 1, 1947, Chilean customs duties upon a wide range of commodities were increased by percentages varying up to 30 per cent. In addition, there was published by decree dated August 11, a long list of articles, the importation of which into Chile was prohibited until December 31, 1947. This list went far beyond articles which can be manufactured in Chile or which may be styled luxury goods, and if prolonged for any length of time, must substantially affect the standard of living in this Republic.

The official rates of exchange were maintained throughout the year, but the "free" rate for the United States dollar depreciated to around 52 pesos. Intensifying the efforts made to conserve foreign exchange by prohibiting the importation of certain goods, a decree was gazetted on October 27, which materially tightened the control exercised by the government over the commercial banks in the utilization of available exchange. In terms of this decree, banks may only dispose of foreign exchange purchased, under direct instructions by the National Trade Council.

Strikes in Majority of Productive Industries Affect Trade

General trading and especially mineral and nitrate exports were adversely affected during the year by a series of strikes in most of the productive industries. This unrest was due to a large extent to the infiltration of communist elements and cannot be said to have been related always to the ruling labour conditions. In October, a temporary state of emergency was declared in the provinces where the coal mines were situated, with operations proceeding under military control. It was alleged that much of the unrest had been fostered and even organized by agents of the foreign powers with whom Chile recently severed diplomatic relations.

During the year, the Chilean Government endeavoured to curb the continued rise in the cost of living by fixing prices for articles of prime necessity and measures were taken against a number of retailers for infringement of the regulations. The index figure for the cost of living, however, pursued its rapid upward trend, and at November, 1947, stood at 710 as compared with 242.3 in 1941 and 487.3 at June, 1946 (base 1928=100).

What to Export, Where to Export and How to Export are three basic questions confronting any firm entering the export trade. Success or failure depends on the consideration given to these questions and the care with which they are answered. (See our *ABC of Canadian Export Trade*, page 11.)

United Kingdom Government Warns Industry to Hold Wage Levels

No assistance forthcoming if wages allowed to rise without increasing production—Closer control of prices and profits to be maintained for protection of wage-earners.

By A. E. Bryan, Commercial Counsellor for Canada

LONDON, February 6, 1948.—Industries in Great Britain have been warned that, if they allow wages to rise without increasing production, they cannot expect any assistance from the government. The principles laid down as a guide to all who contribute to the settlement of the amount of personal incomes are:

- (a) It is not desirable to interfere directly with incomes, except by taxation.
- (b) Collective agreements should be strictly observed.
- (c) In present conditions, and until more goods and services are available for the home market, there is no justification for any general increase of incomes.
- (d) It does not follow that it would be right to stabilize all incomes as they stand today.
- (e) There is no justification at present for any rise in incomes from profits, rents, or similar sources.

The danger of inflation will be accentuated by the drive to achieve a balance of payments, thereby reducing the volume of goods on the home market. It is essential, therefore, that there should be no further general increase in the level of personal incomes without at least a corresponding increase in the volume of production.

Government to Extend Ceiling Price Regulations

As regards prices, the government intend to make orders to impose a ceiling, at the level ruling for the two months ending January 31, 1948, on manufactured prices of all goods which come within the price control system and which have not already a sufficiently close price control. Margins for distributors will at the same time be prescribed for these goods.

In the case of articles for which the cost-plus form of control is the most suitable, the orders will provide that any increases in labour costs attributable to a wage increase granted after the date of the Personal Incomes White Paper shall not, except in agreement with the Board of Trade, be taken into account in fixing prices.

The above regulations will affect practically all less-essential consumer goods, which, with the exception of books, newspapers and jewellery, are covered by the Prices of Goods Act. This Act limits prices to the cost, plus the cash margin received by the trader in August, 1939, for comparable goods. Foodstuffs and essential goods are already subject to strict price control. The legislation will not apply to raw materials, capital goods and commodities for export.

Reduction of Overall and Distributed Profits Result

The halt in prices, and the efforts to decrease them, will lead to reductions in overall and distributed profits. The government considers

that the curtailment of profits will produce more satisfactory results than the increase of taxation, because everyone benefits from price decreases. At the same time it will remove the objection from wage-earners that too large a share from the sale of goods is going into profits.

The Chancellor of the Exchequer has approached leading organizations of manufacturers and distributors, inviting them to work out some plan for price and profit decreases and to report their proposals within a month. These organizations have responded favourably and are now engaged in a study of ways and means of co-operating in the policies suggested.

Federation of Malaya Inaugurated

Singapore, February 2, 1948.—(FTS)—The inauguration yesterday at Kuala Lumpur of the Federation of Malaya represents a substantial advance in the political development of that country, as it provides for increased co-operation on the part of the rulers of the native states with the central government. Provision has also been made for greater participation in the government of the country by the various indigenous and other racial elements in the population. Changes in administration are also involved.

Singapore remains a separate crown colony, while the Federation comprises the British territory formerly included in the Malayan Union, with the exception of Singapore Island. It was generally agreed that the Malayan Union represented little more than a temporary post-liberation arrangement, to be replaced as soon as possible by a new government and administrative machinery.

Correspondence with firms in Singapore should indicate only the name of the firm concerned, the street address and the name "Singapore". Letters to firms in the Federation of Malaya should indicate the name of the firm concerned, the street address, name of city or town and that of the country, "Federation of Malaya".

Sir Edward Gent, former Governor of the Malayan Union, has been named High Commissioner for the United Kingdom in the Federation of Malaya.

Trade Agreement Reached Between Great Britain and Switzerland

London, February 4, 1948.—(FTS)—Provision has been made for payments between Great Britain and Switzerland to be brought into balance under an agreement recently reached by the governments of these two countries. During the year 1947-48, the sterling area had an excess of imports in its trade with Switzerland. Under the agreement, Switzerland will continue to hold the sterling balance of £15,000,000, which she accumulated under the Monetary Agreement of 1946.

Switzerland has undertaken to increase its imports from the sterling area by authorizing the importation of all classes of goods of sterling area origin. However, the Swiss Government will control the volume of exports to the sterling area, so as to keep it within the limits necessary to maintain the balance of payments.

These arrangements will enable the United Kingdom Government to re-open tourist traffic to Switzerland and to grant increased facilities "on a moderate scale" for the import of a large number of traditional Swiss goods.

Trade and Tariff Regulations

Brazilian Import Licensing Law Now Effective

Rio de Janeiro, February 26, 1948.—(FTS)—The Brazilian import licensing law has been approved by the President and published in the *Official Gazette* of February 25, 1948, from which date all imports into Brazil, except essential foods, cement and pharmaceutical products, will require a licence. (Editor's Note—Notice of the passing of the foregoing law was given in last week's issue of *Foreign Trade*. Further details will be published as soon as received.)

Fiji Amends Value for Duty Basis and Form of Invoice

Wellington, February 13, 1948.—(FTS)—Effective January 1, 1948, the value for duty of goods subject to ad valorem rates on importation into Fiji shall be the price which an importer would give for the article (including the cost of packing, cartage, rail freight, dock and port charges, storage, ocean freight, insurance and similar charges) delivered on a wharf or into a lighter at the port of import, according to Fiji Customs Duties Ordinance No. 30 of 1947. Heretofore, the value for duty has been the price which an importer would give for the article (including the cost of packing) delivered on board vessel at port of export.

The same Fiji Ordinance revises present commercial invoicing requirements so that the form of invoice may conform to the revised basis of value for duty. The invoice form remains valid, but the list of charges at the bottom of the present invoice form are deleted and the following are substituted: labour in packing the goods into outside packages; value of outside packages; cartage to rail and/or docks; inland freight (rail or canal); dock and port charges; ocean freight; insurance; and other charges including storage and buying commissions.

United States Requires Deposit of Full Rate of Duty on Table Potatoes

Washington, February 27, 1948.—(FTS)—The United States Bureau of Customs have announced that the quota of one million bushels of white or Irish potatoes, other than certified seed, admissible in the 12-month period beginning September 15, 1947, at a reduced rate of 37½ cents per 100 pounds, as provided by the General Agreement on Trade and Tariffs, signed at Geneva on October 30, 1947, was 75 per cent filled on February 21. On this account importers are required as from March 1, 1948, to deposit estimated duties at the full rate of 75 cents per 100 pounds on all imports of potatoes, other than certified seed potatoes, pending determination of the quota status of the importations.

The corresponding tariff-rate quota of two and a half million bushels of certified seed potatoes was approximately 68 per cent filled on February 21.

For a firm with its own export department, one of the best means of building up a solid export trade is to appoint resident agents abroad. Usually each Canadian firm with favourable export possibilities is deluged with letters from such overseas firms and the problem is one of making the best choice. (*See our ABC of Canadian Export Trade, page 13.*)

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

Calgary—Board of Trade.

Edmonton—Can. Manufacturers' Association.

Gananoque—Chamber of Commerce.

Halifax—Board of Trade.

Hamilton—Chamber of Commerce.

Montreal—Montreal Board of Trade.

Pembroke—Chamber of Commerce.

Quebec City—Board of Trade.

Renfrew—Board of Trade.

Saint John—Board of Trade.

Toronto—Can. Manufacturers' Association.

Vancouver—H. W. Brighton, Foreign Trade Service, Room 331, Marine Building.

Victoria—Dept. of Trade and Industry.

Windsor—Chamber of Commerce.

Winnipeg—Can. Manufacturers' Association.

W. G. Stark, until recently Commercial Secretary for Canada in Lima, Peru, is at present making a tour of Canada before resuming his service abroad. He will discuss trade with Peru and Ecuador with businessmen in the cities listed below on the named dates.

W. G. Stark

(Formerly stationed in Lima, Peru, as Commercial Secretary for Canada)

Montreal—February 23-March 10.

Pembroke—March 11.

Renfrew—March 12.

Ottawa—March 15-18.

Import Permits Required for Additional Items

Effective March 1, 1948, individual import permits are required for the importation of the goods, equipment and materials listed below, unless they were shipped and were in continuous and uninterrupted transit to Canada on or before February 29, 1948. Tariff item No. 393—Tires, of steel, in the rough, not drilled or machined in any manner, for railway vehicles, including locomotives and tenders; tariff item No. 427c—automatic machines for making and packaging cigars and cigarettes, not to include tobacco-preparing machines; tariff item No. 434—locomotives for use on railways, and chassis, tops, wheels and bodies for the same, n.o.p.; tariff item No. 434b—steel wheels for use on railway rolling stock, viz: (i) pressed steel, (ii) n.o.p.; tariff item No. ex446—electric steam turbo generator sets, 700 h.p. and greater, of a class or kind not made in Canada; complete parts thereof for production use; tariff item No. 461—safes, including doors; doors and door frames for vaults; scales, balances, weighing beams and strength-testing machines of all kinds, n.o.p.

Application forms, known as Form CG 101, for import permits may be obtained from Collectors of Customs in the larger centres in Canada. Forms may also be obtained from the Capital Goods Import Control Branch, Department of Reconstruction and Supply, Ottawa, with which branch all completed applications should be filed.

The bringing of these items under control represents a further step in the program to conserve foreign exchange and will be followed by similar announcements from time to time.



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.

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

Departures from Montreal

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East— Lourenço Marques...	April 25-30	<i>Cumberland County</i>	March Shipping
Africa-South— Cape Town..... Port Elizabeth..... East London..... Durban.....	April 25-30	<i>Cumberland County</i>	March Shipping
Belgium— Antwerp.....	April 17-26	<i>Marchcape</i>	March Shipping
Ceylon— Colombo.....	April 20-25	<i>Riverside</i>	March Shipping
China— Shanghai.....	April 20-25	<i>Riverside</i>	March Shipping
France— Le Havre.....	April 17-26	<i>Marchcape</i>	March Shipping
Hong Kong	April 20-25	<i>Riverside</i>	March Shipping
India— Bombay..... Madras..... Calcutta.....	April 20-25	<i>Riverside</i>	March Shipping
New Zealand— Auckland..... Wellington..... Lyttelton..... Dunedin.....	Late April	<i>A Ship</i>	Montreal Australia New Zealand Line
Singapore	April 20-25	<i>Riverside</i>	March Shipping

Departures from Halifax

*Sails from Saint John about three days earlier.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East— Lourenço Marques...	March 15-20	<i>Digby County</i>	March Shipping

Departures from Halifax—Continued

Destination	Loading Date	Vessel	Operator or Agent
Africa-South— Cape Town..... Port Elizabeth..... East London..... Durban.....	March 15-20	<i>Digby County</i>	March Shipping
Argentina— Buenos Aires.....	March 22-26	<i>Royal Prince</i>	Furness Withy
Belgian Congo— Matadi.....	March 15-20	<i>Digby County</i>	March Shipping
Belgium— Antwerp.....	Mar. 26-Apr. 2	<i>Sein</i>	Furness Withy
Brazil— Rio de Janeiro..... Santos.....	March 22-26	<i>Royal Prince</i>	Furness Withy
Ceylon— Colombo.....	March 20	<i>Rockside</i>	March Shipping
China— Shanghai..... Shanghai..... Shanghai.....	March 12 March 20 March 27-30	<i>St. Thomas</i> <i>Rockside</i> <i>Agamemnon</i>	March Shipping March Shipping Cunard Donaldson
Denmark— Copenhagen.....	March 8-15	<i>Ragnhildsholm</i>	Swedish American
Egypt— Port Said..... Suez.....	March 8-10 March 27-30	<i>Bantam</i> <i>Salatiga</i>	Cunard Donaldson Cunard Donaldson
Finland— Helsinki.....	March 8-15	<i>Ragnhildsholm</i>	Swedish American
France— Marseilles.....	March 7-11	<i>Capo Vita</i>	Furness Withy
Gibraltar	March 12 March 18-25	<i>Liguria</i> <i>Mont Gaspe</i>	Montreal Shipping Montreal Shipping
Greece— Piraeus.....	March 18-25	<i>Mont Gaspe</i>	Montreal Shipping
Hong Kong	March 12 March 20 March 27-30	<i>St. Thomas</i> <i>Rockside</i> <i>Agamemnon</i>	March Shipping March Shipping Cunard Donaldson
Iceland— Reykjavik.....	March 10-13	<i>Reykjafoss</i>	F. K. Warren
India and Pakistan— Bombay..... Calcutta..... Madras.....	March 20	<i>Rockside</i>	March Shipping
Italy— Genoa..... Naples.....	March 12	<i>Liguria</i>	Montreal Shipping
West Coast Ports.....	March 7-11 March 18-25	<i>Capo Vita</i> <i>Mont Gaspe</i>	Furness Withy Montreal Shipping
Malaya— Penang..... Port Swettenham.....	March 8-10 March 22-24 March 27-30	<i>Bantam</i> <i>Cape San Diego</i> <i>Salatiga</i>	Cunard Donaldson Pickford and Black Cunard Donaldson
Malta	March 18-25	<i>Mont Gaspe</i>	Montreal Shipping

Departures from Halifax—Continued

Destination	Loading Date	Vessel	Operator or Agent
Mediterranean— Central and Western Areas.....	{ March 12 March 18-25	<i>Liguria</i> <i>Mont Gaspe</i>	Montreal Shipping Montreal Shipping
Netherlands East Indies— Batavia..... Cheribon..... Samarang..... Soerabaya.....	{ March 8-10 March 22-24 March 27-30	<i>Bantam</i> <i>Cape San Diego</i> <i>Salatiga</i>	Cunard Donaldson Pickford and Black Cunard Donaldson
Newfoundland— St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's.....	{ March 6-9 March 10-12 March 12-15 March 13-18 March 15-18 March 17 March 21-23 March 26-29 March 27-31	<i>Island Connector</i> <i>Mayhaven</i> <i>Blue Peter II (r)</i> <i>Nova Scotia</i> <i>Island Connector</i> <i>North Pioneer</i> <i>Mayhaven</i> <i>Blue Peter II (r)</i> <i>Miss Glenburnie</i>	Newfoundland Canada Shaw Steamships Montreal Shipping Furness Withy Newfoundland Canada Clarke Steamships Shaw Steamships Montreal Shipping Rowlings Limited
Norway— Oslo..... Stavanger..... Bergen.....	{ March 8-15	<i>Ragnhildsholm</i>	Swedish American
Poland— Gdansk..... Gdynia.....	{ March 8-15 March 31	<i>Ragnhildsholm</i> <i>Mont Rolland</i>	Swedish American Montreal Shipping
Portugal— Lisbon..... Lisbon.....	{ March 12 March 25	<i>Liguria</i> <i>Mont Gaspe</i>	Montreal Shipping Montreal Shipping
St. Pierre et Miquelon.....	{ March 10-12 March 21-23	<i>Mayhaven</i> <i>Mayhaven</i>	Shaw Steamships Shaw Steamships
Siam— Bangkok.....	{ March 8-10 March 22-24	<i>Bantam</i> <i>Cape San Diego</i>	Cunard Donaldson Pickford and Black
Singapore.....	{ March 8-10 March 20 March 22-24 March 27-30	<i>Bantam</i> <i>Rocksider</i> <i>Cape San Diego</i> <i>Salatiga</i>	Cunard Donaldson March Shipping Pickford and Black Cunard Donaldson
Trieste.....	{ March 18-25	<i>Mont Gaspe</i>	Montreal Shipping
United Kingdom— Avonmouth..... Liverpool..... Liverpool..... Liverpool..... Liverpool..... Liverpool..... Southampton..... Swansea.....	{ March 6-10 March 5-11 March 10 March 13-18 April 7 April 16 March 24 March 6-10	<i>Montreal City</i> <i>Ascania (r)</i> <i>*Empress of Canada (r)</i> <i>Nova Scotia</i> <i>*Empress of Canada (r)</i> <i>Ascania (r)</i> <i>Aquitania</i> <i>Montreal City</i>	Furness Withy Cunard Donaldson Canadian Pacific Furness Withy Canadian Pacific Cunard Donaldson Cunard Donaldson Furness Withy
Uruguay— Montevideo.....	{ March 22-26	<i>Royal Prince</i>	Furness Withy
West Indies— Antigua..... Antigua..... Antigua.....	{ March 6-15 March 10-18 Mar. 26-Apr. 4	<i>Alcoa Polaris</i> <i>Canadian Constructor (r)</i> <i>*Lady Nelson (r)</i>	Alcoa Steamships Canadian National Canadian National

Departures from Halifax—Concluded

Destination	Loading Date	Vessel	Operator or Agent
West Indies—Con.			
Bahamas.....	March 12-17	<i>Canadian Victor</i>	Canadian National
Bahamas.....	Mar. 25-Apr. 2	<i>Canadian Cruiser</i> (r)	Canadian National
Barbados.....	March 6-15	<i>Alcoa Polaris</i>	Alcoa Steamships
Barbados.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
Barbados.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Bermuda.....	March 6-15	<i>Alcoa Polaris</i>	Alcoa Steamships
Bermuda.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
Bermuda.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
British Guiana.....	March 6-15	<i>Alcoa Polaris</i>	Canadian National
British Guiana.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
British Guiana.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Dominica.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
Dominica.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Grenada.....	March 6-15	<i>Alcoa Polaris</i>	Alcoa Steamships
Grenada.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
Grenada.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Guadeloupe.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
Jamaica.....	March 12-17	<i>Canadian Victor</i>	Canadian National
Jamaica.....	Mar. 25-Apr. 2	<i>Canadian Cruiser</i> (r)	Canadian National
Montserrat.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
Montserrat.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
St. Kitts.....	March 6-15	<i>Alcoa Polaris</i>	Alcoa Steamships
St. Kitts.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
St. Kitts.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
St. Lucia.....	March 6-15	<i>Alcoa Polaris</i>	Alcoa Steamships
St. Lucia.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
St. Lucia.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
St. Vincent.....	March 6-15	<i>Alcoa Polaris</i>	Alcoa Steamships
St. Vincent.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
St. Vincent.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National
Trinidad.....	March 6-15	<i>Alcoa Polaris</i>	Alcoa Steamships
Trinidad.....	March 10-18	<i>Canadian Constructor</i> (r)	Canadian National
Trinidad.....	Mar. 26-Apr. 4	* <i>Lady Nelson</i> (r)	Canadian National

Departures from Saint John

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa East—			
Lourenço Marques..	March 3-14	<i>Graigaur</i>	Elder Dempster
	March 15-25	<i>Cargill</i>	Elder Dempster
	April 1-10	<i>Cottrell</i>	Elder Dempster
	April 15-25	<i>Kawartha Park</i>	Elder Dempster
Africa-South—			
Cape Town.....	March 3-14	<i>Graigaur</i>	Elder Dempster
Port Elizabeth.....	March 15-25	<i>Cargill</i>	Elder Dempster
East London.....	April 1-10	<i>Cottrell</i>	Elder Dempster
Durban.....	April 15-25	<i>Kawartha Park</i>	Elder Dempster
Australia—			
Melbourne.....	March 22-31	<i>City of Bristol</i>	Montreal Australia New Zealand Line
Sydney.....			
Brisbane.....			
Melbourne.....	April 20	<i>A Ship</i>	Montreal Australia New Zealand Line
Sydney.....			
Brisbane.....			
Adelaide.....			

Departures from Saint John—Continued

Destination	Loading Date	Vessel	Operator or Agent
Belgium—			
Antwerp.....	March 8	<i>Mont Alla</i>	Montreal Shipping
Antwerp.....	March 3-10	<i>Marchcape</i>	Montreal Shipping
Antwerp.....	March 14	<i>Be. verbrae</i>	Canadian Pacific
Antwerp.....	March 16	<i>Prins Frederik Hendrik</i>	Shipping Limited
Antwerp.....	March 18-25	<i>Brant County</i>	Canada Steamships
Antwerp.....	March 19-25	<i>Mont Sorrel</i>	Montreal Shipping
Antwerp.....	March 27	<i>Prins Willem II</i>	Shipping Limited
Antwerp.....	Mar. 27-Apr. 2	<i>Mont Rolland</i>	Montreal Shipping
Antwerp.....	April 1-8	<i>Beckenham</i>	Cunard Donaldson
Antwerp.....	April 1-8	<i>Mont Sandra</i>	Montreal Shipping
China—			
Shanghai.....	March 23-27	<i>City of Lucknow</i>	McLean Kennedy
Ceylon—			
Colombo.....	March 5-10	<i>City of Lichfield</i>	McLean Kennedy
Colombo.....	March 18	<i>City of Swansea</i>	McLean Kennedy
Colombo.....	April 5-10	<i>City of Rochester</i>	McLean Kennedy
Colombia—			
Barranquilla.....	March 16-20	<i>Apollo (r)</i>	Saguenay Terminals
Barranquilla.....	April 13-18	<i>Benny (r)</i>	Saguenay Terminals
Dominican Republic—			
Ciudad Trujillo.....	March 20-25	<i>Wentworth Park</i>	Saguenay Terminals
Egypt—			
Alexandria.....	March 5-10	<i>City of Lichfield</i>	McLean Kennedy
Port Sudan.....	April 5-10	<i>City of Rochester</i>	McLean Kennedy
Ire—			
Dublin.....	March 16-20	<i>Lord Glentoran</i>	McLean Kennedy
Dublin.....	April 10-15	<i>Fanad Head</i>	McLean Kennedy
Dublin.....	March 12	<i>Irish Larch</i>	Shipping Limited
Cork.....			
France—			
Le Havre.....	March 3-10	<i>Marchcape</i>	March Shipping
Le Havre.....	March 18-25	<i>Brant County</i>	Canada Steamships
Le Havre.....	March 19-25	<i>Mont Sorrel</i>	Montreal Shipping
Le Havre.....	Mar. 27-Apr. 2	<i>Mont Rolland</i>	Montreal Shipping
Le Havre.....	April 1-8	<i>Mont Sandra</i>	Montreal Shipping
Germany—			
Hamburg.....	March 3-10	<i>Marchcape</i>	Montreal Shipping
Hamburg.....	March 24-31	<i>Mont Rolland</i>	Montreal Shipping
Hamburg.....	April 1-8	<i>Mont Sandra</i>	Montreal Shipping
Haiti—			
Port au Prince.....	March 20-25	<i>Wentworth Park</i>	Saguenay Terminals
Hong Kong.....	March 23-27	<i>City of Lucknow</i>	McLean Kennedy
India and Pakistan—			
Karachi.....	March 5-10	<i>City of Lichfield</i>	McLean Kennedy
Bombay.....			McLean Kennedy
Calcutta.....			McLean Kennedy
Madras.....			McLean Kennedy
Mexico—			
Veracruz.....	April 21	<i>Federal Pioneer</i>	McLean Kennedy
Netherlands—			
Rotterdam.....	March 6-10	<i>Marchcape</i>	March Shipping
Rotterdam.....	March 8	<i>Mont Alla</i>	Montreal Shipping
Rotterdam.....	March 18-25	<i>Brant County</i>	Canada Steamships
Rotterdam.....	March 19-25	<i>Mont Sorrel</i>	Montreal Shipping
Rotterdam.....	March 27	<i>Prins Willem II</i>	Shipping Limited
Rotterdam.....	Mar. 27-Apr. 2	<i>Mont Rolland</i>	Montreal Shipping
Rotterdam.....	April 1-8	<i>Mont Sandra</i>	Montreal Shipping
Rotterdam.....	March 16	<i>Prins Frederik Hendrik</i>	Shipping Limited
Amsterdam.....			

Departures from Saint John—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Netherlands West Indies—			
Curaçao.....	March 16-20	<i>Apollo</i> (r)	Saguenay Terminals
Curaçao.....	April 13-18	<i>Benny</i> (r)	Saguenay Terminals
New Zealand—			
Auckland.....	March 22-31	<i>City of Bristol</i>	Montreal Australia New Zealand Line
Wellington.....			
Lyttelton.....			
Northern Ireland—			
Belfast.....	March 16-20	<i>Lord Glentoran</i> <i>Fanad Head</i>	McLean Kennedy
Belfast.....	April 10-15		McLean Kennedy
Norway—			
Oslo.....	March 17-18	<i>Lyngensfjord</i>	March Shipping
Kristiansand.....			
Stavanger.....			
Bergen.....			
Philippines—			
Manila.....	March 23-27	<i>City of Lucknow</i>	McLean Kennedy
Poland—			
Gdynia.....	March 3-10	<i>Marchcape</i> <i>Mont Rolland</i>	March Shipping
Gdynia.....	Mar. 27-Apr. 2		Montreal Shipping
United Kingdom—			
Avonmouth.....	March 10-17	<i>Carmia</i> (r) <i>Norwegian</i> (r)	Cunard Donaldson
Avonmouth.....	Mar. 27-Apr. 3		Cunard Donaldson
Glasgow.....	March 13-20	<i>Moveria</i> (r) <i>Delilian</i> (r) <i>Carmia</i>	Cunard Donaldson
Glasgow.....	April 6-13		Cunard Donaldson
Glasgow.....	April 9-16		Cunard Donaldson
Hull.....	March 16-20	<i>Consuelo</i> (r)	McLean Kennedy
Leith.....	March 22-27	<i>Cairnavon</i>	Furness Withy
Liverpool.....	March 12-15	<i>Empress of Canada</i> (r) <i>Lord Glentoran</i> <i>Hillcrest Park</i> <i>Port Sydney</i> (r) <i>Empress of Canada</i> (r) <i>Fanad Head</i>	Canadian Pacific
Liverpool.....	March 16-20		McLean Kennedy
Liverpool.....	Mar. 26-Apr. 2		Cunard Donaldson
Liverpool.....	Mar. 29-Apr. 7		Cunard Donaldson
Liverpool.....	April 7		Canadian Pacific
Liverpool.....	April 10-15		McLean Kennedy
London.....	March 6-9	<i>Ottawa Valley</i> <i>Beaverdell</i> (r) <i>Beaverburn</i> (r) <i>Port Melbourne</i> (r) <i>Beaverglen</i> (r) <i>Asia</i> (r)	Cunard Donaldson
London.....	March 10-16		Canadian Pacific
London.....	March 12-16		Canadian Pacific
London.....	March 16-25		Cunard Donaldson
London.....	March 18		Canadian Pacific
London.....	March 22-30		Cunard Donaldson
Manchester.....	March 8-13	<i>Manchester</i> <i>Commerce</i> (r) <i>Manchester City</i> (r) <i>Manchester Regiment</i> (r) <i>Manchester Progress</i> (r)	Furness Withy
Manchester.....	March 15-20		Furness Withy
Manchester.....	March 22-27		Furness Withy
Manchester.....	Mar. 29-Apr. 3		Furness Withy
Newcastle.....	March 22-27	<i>Cairnavon</i>	Furness Withy
West Indies—			
British Guiana.....	March 20-25	<i>Wentworth Park</i>	Saguenay Terminals
Venezuela—			
La Guaira.....	March 16-20	<i>Apollo</i> (r) <i>Benny</i> (r)	Saguenay Terminals
Maracaibo.....			April 13-18	Saguenay Terminals
La Guaira.....	March 20-25	<i>Wentworth Park</i>	Saguenay Terminals
Puerto Cabello.....				Saguenay Terminals

Departures from Vancouver

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

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques...	March 14-31	<i>Lake Okanagan</i>	North Pacific Shipping
Lourenço Marques...	March 15	<i>Silversandal</i>	Dingwall Cotts
Lourenço Marques...	April	<i>Radja</i>	Dingwall Cotts
Lourenço Marques...	May	<i>Silverteak</i>	Dingwall Cotts
Africa-South—			
Cape Town.....	March 15	<i>Silversandal</i>	Dingwall Cotts
Port Elizabeth.....			
East London.....			
Durban.....	May	<i>Silverteak</i>	Dingwall Cotts
Cape Town.....	March 6-20	<i>Tureby</i>	North Pacific Shipping
Port Elizabeth.....			
Durban.....			
East London.....	March 14-31	<i>Lake Okanagan</i>	North Pacific Shipping
Durban.....			
Africa-West—			
Walvis Bay.....	March 14-31	<i>Lake Okanagan</i>	North Pacific Shipping
Australia—			
Melbourne.....	April 30	<i>Waitemata</i>	Canadian Australasian
Sydney.....			
Sydney.....	April 8	<i>Wairuna</i>	Canadian Australasian
Sydney.....	March 24	<i>Waitomo</i>	Canadian Australasian
Hobart.....			
Sydney.....	March	<i>Mirrabooka</i>	Empire Shipping
Melbourne.....			
Adelaide.....	April 20	<i>Parrakoola</i>	Empire Shipping
Brisbane.....	March 8	<i>Mongabarra</i>	Empire Shipping
Sydney.....			
Melbourne.....			
Adelaide.....	March 17	<i>Mattawunga</i>	Empire Shipping
Belgium—			
Antwerp.....	March 16	<i>Panama (r)</i>	Gardner Johnson
Antwerp.....	March 22	<i>Seattle (r)</i>	Gardner Johnson
Antwerp.....	April 25	<i>Paraguay (r)</i>	Gardner Johnson
Burma—			
Rangoon.....	March 23-24	<i>Washington Mail</i>	American Mail Line
Rangoon.....	April 5	<i>Samarinda</i>	Dingwall Cotts
Rangoon.....	April 23-24	<i>Oregon Mail</i>	American Mail Line
Canal Zone—			
Balboa.....	March 9	<i>Anchor Hitch (r)</i>	Gardner Johnson
Balboa.....	March 19	<i>Santa Juana (r)</i>	Gardner Johnson
Balboa.....	March 31	<i>Coastal Adventurer (r)</i>	Gardner Johnson
Ceylon—			
Colombo.....	March 10	<i>Manz Marine</i>	Dingwall Cotts
Colombo.....	March 18	<i>Lombok</i>	Dingwall Cotts
Colombo.....	March 23-24	<i>Washington Mail (r)</i>	American Mail Line
Colombo.....	April 23-24	<i>Oregon Mail</i>	American Mail Line
Chile—			
Arica.....	March 19	<i>Santa Juana (r)</i>	Gardner Johnson
Antofagasta.....			
Valparaiso.....			
China—			
Shanghai.....	Mar. 18-Apr. 2	<i>Lake Tailla</i>	Empire Shipping
Shanghai.....	April 1-2	<i>Java Hill</i>	American Mail Line
Shanghai.....	Apr. 19-May 4	<i>Lake Cowichan</i>	Anglo Canadian

Departures from Vancouver—Continued

Destination	Loading Date	Vessel	Operator or Agent
China—Con.			
Shanghai.....	March 12-13	<i>China Mail</i> (r)	American Mail Line
Taku Bar.....	April 13-14	<i>Canada Mail</i>	American Mail Line
	April 14	<i>Vilja</i>	Empire Shipping
Colombia—			
Buenaventura.....	March 19	<i>Santa Juana</i> (r)	Gardner Johnson
Cook Islands—			
Raratonga.....	April 8	<i>Wairuna</i>	Canada Australasian
Costa Rica—			
Puntarenas.....	March 9	<i>Anchor Hitch</i> (r)	Gardner Johnson
Ecuador—			
Guayaquil.....	March 19	<i>Santa Juana</i>	Gardner Johnson
Fiji Islands—			
Lautoka.....	March 24	<i>Waitomo</i>	Canadian Australasian
Suva.....	March 18	<i>Wairata</i>	Canadian Australasian
Greece—			
Piraeus.....	March	<i>John B. Hamilton</i>	Empire Shipping
Guatemala—			
Champerico.....	March 9	<i>Anchor Hitch</i> (r)	Gardner Johnson
San Jose.....			
San Jose.....	March 31	<i>Coastal Adventurer</i> (r)	Gardner Johnson
Honduras—			
Amapala.....	March 9	<i>Anchor Hitch</i> (r)	Gardner Johnson
Amapala.....	March 31	<i>Coastal Adventurer</i> (r)	Gardner Johnson
Hong Kong	{ March March 12-13 March 14 April 1-2 April 13-14 April 14	<i>Andaman</i> <i>China Mail</i> (r) <i>Castleville</i> <i>Java Mail</i> <i>Canada Mail</i> <i>Francisville</i>	Gardner Johnson American Mail Line Balfour Guthrie American Mail Line American Mail Line Balfour Guthrie
India and Pakistan—			
Madras.....	March 18	<i>Lombok</i>	Dingwall Cotts
Bombay.....	March 10	<i>Manz Marine</i> <i>Høegh Silvercrest</i>	Dingwall Cotts Dingwall Cotts
Karachi.....			
Madras.....	{ March 23-24 April 5 April 23-24	<i>Washington Mail</i> (r) <i>Samarinda</i> <i>Oregon Mail</i>	American Mail Line Dingwall Cotts American Mail Line
Calcutta.....			
Italy—			
Genoa.....	March	<i>John B. Hamilton</i>	Empire Shipping
Japan—			
Yokohama.....	March 12-13	<i>China Mail</i> (r)	American Mail Line
Yokohama.....	March 23-24	<i>Washington Mail</i> (r)	American Mail Line
Yokohama.....	April 1-2	<i>Java Mail</i>	American Mail Line
Yokohama.....	April 13-14	<i>Canada Mail</i>	American Mail Line
Yokohama.....	April 23-24	<i>Oregon Mail</i>	American Mail Line
Malaya—			
Penang.....	{ March 14 March 18 March 23-24 April 14 April 23-24	<i>Castleville</i> <i>Lombok</i> <i>Washington Mail</i> (r) <i>Francisville</i> <i>Oregon Mail</i>	Balfour Guthrie Dingwall Cotts American Mail Line Balfour Guthrie American Mail Line
Port Swettenham...			
Mediterranean—			
Central and Western Area.....	Mar. 21-Apr. 5	<i>Lake Athabasca</i>	Canada Shipping
Mexico—			
Manzanillo.....	March 9	<i>Anchor Hitch</i> (r)	Gardner Johnson
Acapulco.....			

Departures from Vancouver—Continued

Destination	Loading Date	Vessel	Operator or Agent
Netherlands East Indies—	March 10	<i>Manz Marine</i>	Dingwall Cotts
	March 14	<i>Castleville</i>	Balfour Guthrie
	March 23-24	<i>Washington Mail</i> (r)	American Mail Line
Batavia.....	April 5	<i>Samarinda</i>	Dingwall Cotts
Soerabaya.....	April 10	<i>Høegh Silvercrest</i>	Dingwall Cotts
	April 14	<i>Francisville</i>	Balfour Guthrie
	April 23-24	<i>Oregon Mail</i>	Balfour Guthrie
New Zealand—			
Auckland.....	March 18	<i>Wairata</i>	Canadian Australasian
Wellington.....	April 8	<i>Wairuna</i>	Canadian Australasian
	April 30	<i>Waitemata</i>	Canadian Australasian
Nicaragua—			
Corinto.....	March 9	<i>Anchor Hitch</i> (r)	Gardner Johnson
Palestine—			
Haifa.....	March	<i>John B. Hamilton</i>	Empire Shipping
Peru—			
Callao.....	March 19	<i>Santa Juana</i> (r)	Gardner Johnson
Mollendo.....			
Manila.....	March 14	<i>Castleville</i>	Balfour Guthrie
Iloilo.....	April 1-2	<i>Java Mail</i>	American Mail Line
Cebu.....	April 14	<i>Francisville</i>	Balfour Guthrie
Manila.....	March 12-13	<i>China Mail</i> (r)	American Mail Line
Cebu.....	April 5	<i>Samarinda</i>	Dingwall Cotts
	April 13-14	<i>Canada Mail</i>	American Mail Line
Philippines—			
Manila.....	March 18	<i>Lombok</i>	Dingwall Cotts
Iloilo.....			
Manila.....	March 10	<i>Manz Marine</i>	Dingwall Cotts
Manila.....	March 23-24	<i>Washington Mail</i> (r)	American Mail Line
Manila.....	April 10	<i>Høegh Silvercrest</i>	Dingwall Cotts
Manila.....	April 23-24	<i>Oregon Mail</i>	American Mail Line
Manila.....	April 14	<i>Vilja</i>	Empire Shipping
Salvador—			
Acajutla.....	March 9	<i>Anchor Hitch</i> (r)	Gardner Johnson
La Union.....	March 9	<i>Anchor Hitch</i> (r)	Gardner Johnson
La Libertad.....			
San Salvador.....	March 31	<i>Coastal Adventurer</i> (r)	Gardner Johnson
Singapore.....	March 10	<i>Manz Marine</i>	Dingwall Cotts
	March 14	<i>Castleville</i>	Balfour Guthrie
	March 18	<i>Lombok</i>	Dingwall Cotts
	March 23-24	<i>Washington Mail</i> (r)	American Mail Line
	April 5	<i>Samarinda</i>	Dingwall Cotts
	April 10	<i>Høegh Silvercrest</i>	Dingwall Cotts
	April 14	<i>Francisville</i>	Balfour Guthrie
	April 23-24	<i>Oregon Mail</i>	American Mail Line
Society Islands—			
Papeete.....	April 8	<i>Wairuna</i>	Canadian Australasian
Papeete.....	April 30	<i>Waitemata</i>	Canadian Australasian
Sweden—			
Gothenburg.....	March 16	<i>Panama</i> (r)	Gardner Johnson
Helsingborg.....			
Malmö.....	March 22	<i>Seattle</i> (r)	Gardner Johnson
Stockholm.....	April 25	<i>Paraguay</i> (r)	Gardner Johnson
Taiwan.....	Mar. 18-Apr. 2	<i>Lake Talla</i>	Empire Shipping
Tonga—			
Nukualofa.....	April 30	<i>Waitemata</i>	Canadian Australasian

Departures from Vancouver—Concluded

Destination	Loading Date	Vessel	Operator or Agent
United Kingdom—			
Liverpool.....	Mid-March	<i>Pacific Exporter</i>	Furness Pacific
Manchester.....			
London.....			
London.....	March 16	<i>Panama (r)</i>	Gardner Johnson
London.....	March 22	<i>Seattle (r)</i>	Gardner Johnson
London.....	Mar. 24–Apr. 8	<i>Lake Lillooet</i>	Western Canada
London.....	Mar. 25–Apr. 9	<i>Lake Babine</i>	Western Canada
London.....	April 12–27	<i>Lake Kootenay</i>	Empire Shipping
London.....	Apr. 26–May 1	<i>Lake Sicamous</i>	Anglo Canada Shipping

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.

Trade Commissioner Service

Director, G. R. Heasman

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

Export Division

Director, W. F. Bull

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

Import Division

Director, Denis Harvey

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

Commercial Relations and Foreign Tariffs Division

Director, H. R. Kemp

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

Industrial Development Division

Director, G. D. Mallory

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

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.

*The complete head office directory, as well as the directory of Foreign Commercial Representatives in Canada, appears in the last issue of *Foreign Trade* each month.

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.

Buenos Aires—W. B. McCULLOUGH, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Bartolomé Mitre 478.

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.

Sydney—Dr. W. C. HOPPER, Commercial Secretary for Canada (Agricultural Specialist), City Mutual Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

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, Forescom Building. Address for letters: Boite Postale 373.

Territory includes 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. Metropole, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

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

Chile

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

Territory includes Bolivia.

China

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

Colombia

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

Territory includes Republic of Panama and the Canal Zone.

Cuba

Havana—R. G. C. SMITH, Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.

Territory includes Haiti, Dominican Republic and Puerto Rico.

Egypt

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

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

France

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

Paris—J. H. TREMBLAY, Commercial Secretary (Agricultural Specialist), Canadian Embassy, 3 rue Scribe.

Territory includes Belgium, Denmark, France and the Netherlands.

Germany

Frankfurt—D. W. JACKSON, Canadian Economic Representative. % Allied Contact Section, H.Q. EUCOM, Frankfurt, A.P.O. 757, U.S. Army.

Cable address, *Canadian Frankfurt/Main*.

Greece

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

Territory includes Turkey.

Guatemala

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

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

Hong Kong

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

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

Foreign Trade Service Abroad—Continued

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.

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.

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 and Greenland.

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.

Singapore

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

Territory includes Federation of Malaya, North Borneo, Brunei, Sarawak, Siam and Netherlands East Indies.

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, Kenya, Nyasaland, Tanganyika and Uganda.

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.

Foreign Trade Service Abroad—*Concluded*

United Kingdom

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

Cable address, Sleighing, London.

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

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

Cable address, Sleighing, London.

London—W. B. GORNALL, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Cantracom, London.

London—R. D. ROE, Commercial Secretary (Timber Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, Timcom, 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 Counselor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

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

Chicago—EDMOND TURCOTTE, Consul-General for Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

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

Venezuela

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

In recent years there have been an increasing number of foreign trade visitors coming to Canada. Many of them are agents seeking representation but their members include buyers for departmental stores and importers from abroad. These visitors usually arrive in Canada with letters of introduction from the Canadian Trade Commissioners and banks abroad. In the case of a foreign trade visitor bearing a letter of introduction from the Trade Commissioner, it can be assumed that confidential information as to the status of the visitor is available at the Department of Trade and Commerce in Ottawa. It is the practice of the Department to notify the Boards of Trade, Canadian Manufacturers' Association and Canadian Exporters' Association of any known foreign trade visitors coming to Canada. In the case of foreign trade visitors seeking representation and, as a result of such visits, a Canadian firm already represented in that area abroad is considering switching its agency to the visitor's firm, it is strongly recommended that the Canadian firm consult the Trade Commissioner, or its bank, in the territory concerned, as to the merits of the respective agents before making any final decision. (See our ABC of Canadian Export Trade, page 15.)

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 Feb. 23	Nominal Quotations Mar. 1
Argentina.....	Peso	Off.	.2977	.2977
		Free	.2500	.2495
Australia.....	Pound	....	3.2240	3.2240
Belgium and Belgian Congo.....	Franc	....	.0228	.0228
Bolivia.....	Boliviano	....	.0238	.0238
British West Indies (except Jamaica).....	Dollar	....	.8396	.8396
Brazil.....	Cruzeiro	....	.0544	.0544
Chile.....	Peso	Off.	.0517	.0517
		Export	.0322	.0322
Colombia.....	Peso	....	.5714	.5714
Cuba.....	Peso	....	1.0000	1.0000
Czechoslovakia.....	Koruna	....	.0200	.0200
Denmark.....	Krone	....	.2083	.2083
Ecuador.....	Sucre	....	.0740	.0740
Egypt.....	Pound	....	4.1330	4.1330
Eire.....	Pound	....	4.0300	4.0300
Fiji.....	Pound	....	3.6306	3.6306
Finland.....	Markka	....	.0073	.0073
France and French North Africa.....	Franc	....	.0046	.0046
French Empire—African.....	Franc	....	.0079	.0079
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	....	.0017	.0017
Jamaica.....	Pound	....	4.0300	4.0300
Malaya.....	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.....	Lira	....	.3571	.3571
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