

FOREIGN TRADE

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COVER SUBJECT—S.S. *Canadian Constructor* loading sugar in Georgetown, British Guiana. Of 9,962,365 cwts. of raw sugar imported by Canada in 1947, a total of 1,408,929 cwts. were purchased from British Guiana. Heavy precipitation has practically destroyed the rice crop in British Guiana, which is seeking additional flour to fill the heavier demand for alternative foodstuffs. Other British Colonies in the Caribbean, which depend largely on supplies of rice from British Guiana, are likewise being forced to import higher priced substitutes. (See report from Port of Spain on page 1047 of this issue.)

Photo by Canadian National Steamships.

International Trade Fair Opens Doors to Businessmen Today

Fifteen hundred exhibitors from 32 countries invite attention of buyers from sixty nations—Opportunities available for discussion of problems affecting movement of goods throughout world, including provisions of Havana Charter—Exhibits classified under twenty-two group headings.

FIFTEEN HUNDRED exhibitors from thirty-two different countries have reserved space at the Canadian International Trade Fair, which will open its doors today in Toronto. Buyers and other businessmen from sixty countries will assemble to view the wide variety of products on display, many of these visitors coming to Canada for the first time in an effort to establish closer commercial relations that may ultimately result in a return to multilateral trade. This is the first fair of its kind to be held in North America, a fact in itself that has aroused the curiosity of many men and women unfamiliar with conditions in Canada and the United States. The general public will be admitted only on Saturdays, as the full facilities of the fair are being placed at the disposal of those who are principally concerned in buying and selling.

Many problems are involved at present in the free exchange of commodities, not the least of which are the import and exchange controls that many countries have been forced to impose by reason of their shortage of hard currency. These difficulties will be discussed by businessmen whose experience with international trade procedure and patterns may provide some solution to the present impasse. Government trade officials will also be on hand to explain the various measures that now hinder the movement of goods. As a result of their conversations with visitors from other lands, it is expected they will return to Ottawa with many suggestions that may be explored.

Provisions of Havana Charter May be Discussed

Ninety per cent of the world's trade is conducted by the fifty-three nations that signed the Final Act of the Havana Charter on March 24, 1948, though the International Trade Organization, for which it provides, will not come into being as a specialized agency of the United Nations until the charter has been ratified by twenty-seven governments. Work on this charter started in October, 1946, in London, when a preparatory committee of twenty-three countries assembled to discuss trade and employment. Discussions were continued in Geneva from April to October, 1947, and the draft charter that emerged was presented to the World Trade Conference that recently concluded its deliberations in Havana.

Government trade officials will be present in Toronto to furnish information concerning the highly complex and technical document of some 35,000 words, thereby enabling businessmen from many lands to familiarize themselves with such matters as tariffs, preferences, internal taxation, quantitative restrictions and related exchange regulations, subsidies, state trading and commodity agreements, to mention only a few of the subjects contained in the charter. This service, in itself, will contribute much towards the success of the trade fair, as there has been little opportunity since the conclusion of the Havana Conference for the businessman to discuss its effects on his own affairs. Club rooms will facilitate conversations, and interpreters will be present to assist the visitors. Everything possible



Toronto—Sketch of the club room at the Canadian International Trade Fair, in which a fashion show will be held twice daily.

has been done to provide a warm welcome to those attending the trade fair, and to demonstrate that international goodwill can be stimulated by a gathering of businessmen.

Large Number of Canadian Exhibits

Canada will have the largest number of exhibits, with the United States and Great Britain next in line. Although it is not possible to estimate with any degree of accuracy the number of buyers that will attend the fair between now and June 12, when it comes to an end, it is expected there will be at least 30,000 from countries other than Canada and the United States. Through the co-operation of hotels and hotel associations, it has been possible to provide satisfactory accommodation for visitors in Toronto. Reception centres have been established in the Union Station and at the fair itself, manned by a staff of interpreters and other personnel to welcome exhibitors and buyers, and to direct them to hotels or other lodgings reserved.

Exhibits have been classified under twenty-two group headings, as listed below, and will be housed in the Coliseum, the Automotive Building and the Electrical and Engineering Building at the Canadian National Exhibition Park. The trade fair is sponsored by the Canadian Government, and the Canadian Government Exhibition Commission is responsible for its administration. Advertising, in approximately one thousand newspapers, magazines, trade journals and other publications throughout the world, was the responsibility of the Trade Publicity Division, Foreign Trade Service, in Ottawa, which also assisted in the preparation of special issues and sections published by many important newspapers and trade journals. Through the co-operation of Jacques Kunstenaar, Chief of the Fairs and Exhibitions Branch, Intelligence and Services Division, Department of Commerce, in Washington, a recent issue of the "Foreign Commerce Weekly" featured the Canadian International Trade Fair. A memorandum was also distributed by Mr. Kunstenaar to his field offices, drawing the attention of personnel to this fair, and suggesting that they inform all businessmen in their respective areas who might be interested in visiting Canada's fair.

Exhibits in Twenty-Two Groups

Textile products, apparel and accessories—This will be one of the larger displays, and occupy some 35,000 square feet in the Coliseum. Covering the entire range of men's, women's and children's wear, it will feature furs, unshrinkable knitted goods, costumes and dresses, swim suits, lingerie, linens, tufted materials and other products, including button manufacturing and merchandise from the Orient. A fashion show will be held twice daily.

Jewellery—This will be one of the most colourful groups, and feature a display by fifty Swiss manufacturers of clocks and watches. In a space of some 4,000 square feet, expert watchmakers will demonstrate the manufacture of the product for which their country is famous. Jewellery and semi-precious stones from India will compete for attention with a similar display from Portugal, beautiful emeralds from South America and precious stones from Singapore. Carved ivory, accessories and costume jewellery of various kinds will be on view.

Leather goods, travelling requisites and leather substitutes—Displays in this group will be provided by Brazil, Canada, France, Greece, and the United Kingdom. Progress achieved during the war, when additional strength and resistance to untavourable weather conditions were required, will be reflected in many materials for display at the trade fair. Sewing kits to saddlery, belts to bags, and shoes to sporting equipment will be placed on view by various manufacturers seeking an extended market for their goods.

Chemicals and radium—Pitchblende from Great Bear Lake, from which Canada derives the bulk of her radium, will form the basis of an exhibit in the automotive building. Artificial rubber and stainless steel will be included in this group, together with a wide variety of chemicals that owe their origin to requirements of the last war.

Plastics—Although this category does not include all the plastic products to be on display at the trade fair, manufacturers will exhibit a wide range of low-priced jewellery, novelties, household articles, building material, etc. One of the larger items will be a plastic injection moulding machine from Great Britain.

Drugs and drug sundries—Some twenty drug and hospital supply firms will be represented from Brazil, Canada, the United Kingdom and the United States. Exhibits will include soaps, cosmetics, proprietary medicines, surgical supports, X-ray equipment, medical and dental equipment, photographic apparatus, optical supplies and instruments. There will be displays of insecticides that were perfected during the war, presentations of modern surgical plastics from the United States, and a multitude of sundries that range from elastic knit goods to powder puffs.

Smokers' accessories—Products in this group will be placed on display principally by manufacturers in Brazil, Canada, Czechoslovakia and the United Kingdom, and include such items as ashtrays, flints, pipes and tobaccos, together with many sundries.

Recreational products and equipment—Around thirty firms will be represented in this section, featuring displays from Canada, Ireland, Italy, Norway and the United Kingdom. The items will include toys, novelties, bicycles, target rifles, hobby sets, dolls, pistols, shotguns and sporting equipment of all kinds.

Food products and produce—This group will be one of the largest in the trade fair, and include displays from the Bahamas, Brazil, Canada, Colombia, Greece, Hong Kong, India, South Africa, the United Kingdom and the United States. One of the most unusual will be a display of edible birds nests from the Far East, and there will be an exhibit of soda fountain equipment. Dehydrated foods and chocolate products will be on show.

Medical and hospital supplies, scientific and optical instruments—Over twenty firms from Brazil, Canada, the United Kingdom and the United States will be represented in this group, with exhibits of heavy hospital equipment and delicate optical supplies, which will supplement displays in the drug category.

Smallwares and hardware—One of the first applications for space at the trade fair was received from a Canadian firm producing machetes and cane knives exclusively for export. These and a wide range of hardware, hand tools and forgings, together with large displays of light agricultural implements, will be represented in this section.

Automotive equipment, rubber and petroleum products, parts and accessories—Thousands of products, mainly from Canada and the United States will be on view in this group, including such items as brake linings, automotive hardware, engine parts, mechanics' hand tools, truck bodies and hydraulic hoists. One large British firm has on display a popular make of motor car.

Marine and aviation equipment and supplies—Aircraft and their components, fully equipped boats and outboard engines will attract much attention to this section of the trade fair, which will also include radar equipment and craft manufactured from aluminum.

Farm implements and equipment—Canadian leadership in this classification will be demonstrated by a variety of displays, and include products that are in general use throughout the world.

Building materials, heating and plumbing—Interest in housing is responsible for a particularly large representation in this group from such countries as Brazil, Canada, the Netherlands, the United Kingdom and the United States. Products on display will include plastic wall tiles and sheeting, automatic valves, pumps, radiant heating, home comfort appliances, thermostatic and automatic control equipment, metal mouldings, paints and enamels.

Iron and steel, and non-ferrous metals—Magnesium, radium and stainless steel products will be featured among the displays in this group, which will include one from Bergen, in Norway.

Paper, printing and machinery, and office equipment—Some of the finest stationery and other equipment will be on display in the Coliseum. Typewriters, adding machines, record-keeping devices and office furniture of many kinds will be included. Twenty-six firms from Canada, the United Kingdom and the United States will be represented.

Household furnishings—Floor coverings, wallpaper, lamp shades, bridge tables, glassware, silverware, china, rugs, curtains and a wide range of other items will be on display in this group, representing products from Canada, Hong Kong, India, the United Kingdom and the United States.

Household appliances and musical instruments—Well-known organ and piano manufacturers will be represented in this section, in which will be displayed such household items as washing machines, vacuum cleaners, sewing machines, refrigerators and radios.

Electrical tools, motors and supplies—Some 24,000 square feet of floor space will be utilized by exhibitors in this section, including manufacturers of such items as batteries, cables, coils, conduits and fittings, electrical motors, insulators and resistors. One British firm will display 16 mm. film projectors, and various methods of refrigeration.

Machinery, engineering and plant equipment—This will be a large display, covering some 14,000 square feet of floor space, and featuring exhibits from Canada, Czechoslovakia, Denmark, the United Kingdom and the United States.

Rail and tramway equipment and supplies—Exhibits aggregating hundreds of tons will be displayed in this section, including diesel locomotives, steam engines, railway cars and tramway equipment. Of the 6,000 square feet of floor space reserved, 4,000 square feet have been requested by a single firm.

Outstanding Fashion Show Planned

Sixty of the world's foremost fashion designers and manufacturers of women's apparel and accessories will be represented at the Canadian International Trade Fair, where a two-hour fashion show will be held twice a day. The finale consists of a full-fledged ballet, with special choreography and an original musical score. Lighting technicians from the motion picture organization of J. Arthur Rank will be responsible for special effects, while hairdressing facilities will be under the direction of Elizabeth Arden, of New York. Two of the English models were selected after a six-month contest, and most of the Canadians are former professionals, now married. Everything a woman ever thought of wearing will be on display, from furs to furblows, and from dazzling dinner creations to sparkling swim suits. Salons of high fashion and mass production factories will show models, mostly from Great Britain, France and the Netherlands, in addition to those from Canada and the United States.

Fifteen Types of Electricity

Transformers have been installed at the trade fair to furnish fifteen different kinds of electricity, required for the operation of the industrial exhibits.

Twenty-five Languages Have Been Used

Twenty-five languages carried Canada's invitation to her trade fair. That this has succeeded beyond all reasonable expectations is shown by the fact that forty exhibitors are represented from Czechoslovakia, and buyers are coming from sixty countries. The Lord Mayor of Melbourne, Australia, is en route to Toronto, together with a cabinet minister in the Belgian Government, and one of the foremost industrialists from India. Many visitors are coming from Europe and South America in chartered aircraft.

Businessmen may secure invitations to the trade fair by submitting their applications to the Administrator, Canadian International Trade Fair, Canadian National Exhibition Park, Toronto. Requests should be made in writing on the letterhead of the company concerned, and indicate the position of the applicant and the products in which he is directly interested.

Singapore Regaining Position as World Trading Centre

Singapore, May 8, 1948.—(FTS)—Singapore continues to show healthy recovery towards its prewar position as one of the world's most important trading centres. Despite the general shortage of tonnage, the number of vessels using the port is increasing, while the tonnage accommodated and the volume of import and export cargo handled in 1947 show a fairly close approach to the 1941 figures.

During 1947, 1,777 vessels were accommodated in the port of Singapore. This figure is considerably smaller than the 2,905 recorded in 1941. The tonnage, however, was 5,067,473 last year, comparing reasonably well under present conditions with 6,465,997 in 1941. Cargo returns are even more satisfactory, imports of 1,468,756 tons being only slightly less than 1,617,980 in 1941, although exports of 930,791 tons were appreciably less than the 1941 total of 1,382,914.

Port facilities are being steadily improved, although the process is hampered by delays and other difficulties in obtaining materials and equipment. It apparently will be several years before rehabilitation has been completed and present plans for expansion and improvement take their final form.

United States Department of Commerce Tells Businessmen About Trade Fair

Memorandum issued to all field offices, outlining objects of international event taking place in Toronto, and suggesting that salient facts be made known to interested firms.

(Editor's Note—Jacques Kunstenaar, Chief of the Fairs and Exhibition Branch, Intelligence and Services Division, Department of Commerce, issued the following memorandum to all offices of his department.)

WASHINGTON, D.C., May 1, 1948—International trade fairs have been for many years an integral part of the machinery used in European countries for the promotion of world trade. Never before, however, has there been such a fair so close to the United States where an opportunity will be offered our foreign traders to view in a few days a wide variety of commodities from a large number of countries. From May 31-June 12 of this year, this technique for world trade promotion, novel in North America, will be tested in Canada on the occasion of the First Canadian International Trade Fair, which will take place in Toronto under the sponsorship of the Government of Canada. There will be 1,500 separate exhibits, representing the products of 28 countries, which will be shown to business firms from all over the world. In addition to 550 exhibitors from Canada, 250 exhibitors from England, Scotland and Wales will display their goods, while 108 products of the United States will be exhibited, either directly or through agents, and the rest from the remaining 26 countries. The international character of the fair is emphasized by the fact that more than 40 per cent of the exhibitors will be from abroad. For the convenience of buyers, the Canadian International Trade Fair has been divided into 22 trade classifications.

Special club rooms and dining rooms are provided for the visitors to the fair, interpreters, public stenographers and guides will be available. Special booths will supply information on banking, export and import regulations, shipping and transportation. The Canadian Government Exhibition Commission will also, upon request, reserve accommodation in hotels and private homes for visitors to the fair. Attendance at the Canadian International Trade Fair, which is an exclusively commercial event, will be by invitation only, which can be obtained by writing the Administrator, Coliseum, Canadian National Exhibition Park, Toronto, Ont.

The First Canadian International Trade Fair will offer to American business people desirous of making new trade connections and of promoting their foreign business with firms from all over the world a unique occasion which should not be missed. It would be appreciated if you would communicate these facts, in the form you deem appropriate, to the business people of your area who may be interested in visiting the Canadian International Trade Fair.

St. Vincent Modernizes Fishing Industry

Port of Spain, May 7, 1948.—(FTS)—St. Vincent will soon be supplying whale oil and lobsters to Trinidad, according to an officer of the St. Vincent Fishery Department who visited Trinidad recently. His visit was for the purpose of inspecting new devices used in deep-sea fishing, as it is proposed to modernize equipment used in St. Vincent. While here he succeeded in making arrangements to market whale oil and lobsters.

Restoration of World Trade is Principal Objective of Fair

Hon. James A. MacKinnon considers that personal contacts established between businessmen during next two weeks in Toronto will contribute much to creation of goodwill and stimulation of commerce between nations—Hope expressed that other North American countries will hold or encourage international trade fairs.

PERSONAL contacts between businessmen from many lands will be established at the First Canadian International Trade Fair, to which these visitors will be welcome today by the Hon. James A. MacKinnon, under whose direction the fair was conceived and brought to completion.



Hon. James A. MacKinnon
Photo by Karsh.

In the absence of the Right Hon. C. D. Howe, who recently succeeded him as Minister of Trade and Commerce, the Hon. Mr. MacKinnon will preside at a luncheon gathering today in Toronto, when the first international trade fair to be held in North America will be inaugurated.

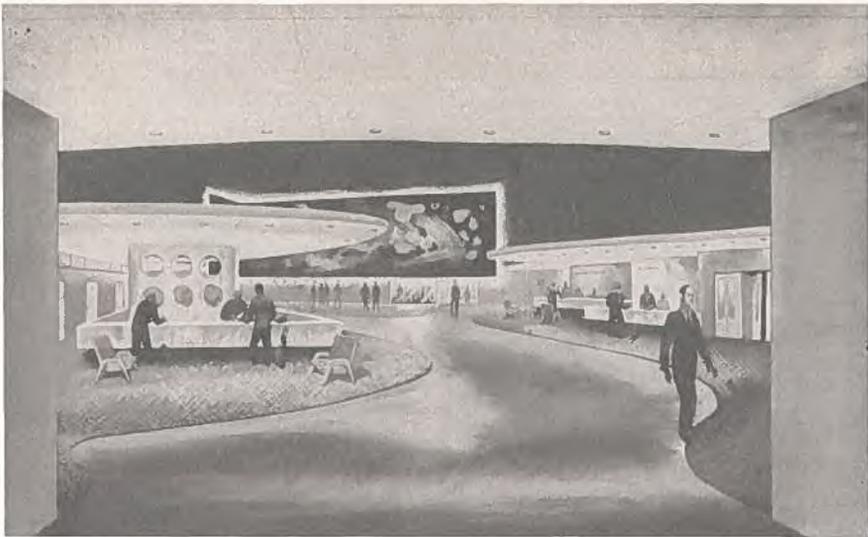
The human element in the cold transaction of international trade is stressed by the Minister in the address prepared for delivery today. In planning a fair of this character, the Canadian Government was motivated by the desire to restore trade among nations to the decent and historic basis of give-and-take. Its purpose was not entirely unselfish, in that Canada found herself with a surplus productive capacity at the end of the Second World War, on the basis of her prewar trade standards. New outlets were urgently required to keep that capacity in operation, and to maintain the position of Canada as the third most important trading nation in the world.

Otherwise, it would be necessary to shut down half her shop, and in so doing to reduce industrial payrolls.

“Our national character and individual faith in our country being what they are, there could be only one answer. Collectively, we chose progress rather than retreat; but progress involved two factors. The first was a return toward at least the measure of free international trade that existed before the war. The second was the dissemination throughout the world of the knowledge that Canada was newly equipped to enter industrial markets as both buyer and seller on a fairly heavy scale.

Canada Played Major Role at Trade Conference

“Toward the liberation of international trade, our representatives at Geneva and later at Havana strove vigorously and, I think, effectively. In the economic, as in the diplomatic sphere, it is safe to say that Canada has played a part out of proportion to the size of her population. In working



Toronto—Sketch of reception centre at the Canadian International Trade Fair.

towards the main purpose, these spokesmen of Canada were incidentally helping to achieve the secondary object of publicizing the nation's industrial maturity. Similarly, trade commissioners throughout the world were trying to interest businessmen in the increased potentialities of Canada as a source of supply and as a market. I need hardly add that these official efforts have been reinforced by those of Canadian businessmen on tour, and by the excellent export press that has been developing so rapidly in this country.

"But it seemed to the Department of Trade and Commerce, and to the businessmen who work with it individually and collectively, that there should be a more spectacular demonstration of Canada's eagerness to stimulate world trade and to claim a share of it. The method approved, after long consideration, was nearly as old as trade itself and yet so new to the North American scene that it took on much of the nature of a gamble. It was, of course, a trade fair—a miniature of the great world of commerce—where for two weeks businessmen of all countries could negotiate in the traditional freedom of the market place. Here they could negotiate face to face, which was more important, and to buy and sell on the basis of samples that could be seen and handled. They could try and hurdle artificial barriers to trade and, with experts readily available, could work out the complexities of exchange rates, shipping routes and documentation.

Human Element Injected into Transactions

"The chief appeal of the idea lay in the human element, which is injected into the cold transaction of international trade. Instead of formal letters, exchanged by strangers remote from one another in distance, race and language, there would be the personal contact which each of us realizes to be the familiar, effective way of doing business. We can at least hope that association with future customers and suppliers will tell us something of the men with whom we hope to deal—their methods, their problems and their way of thinking.

"These, then, were our motives. If they were to be translated into a successful fair, then other men in other countries would have to feel much as we did. They would have to share our hopes for a restoration of trade, and

our impatience with artificial restraints upon it. Like us, they would have to gamble on the feasibility of a trade fair in the New World. In the aggregate, their stake would be much greater than ours in Canada. We believed, when we laid our plans, that there would be enough like-minded men, willing and able to come, to make a success of the fair. We had not anticipated the overwhelming response. It is, I suggest, an encouraging indication of man's desire to deal, peacefully and with mutual profit, with his neighbours.

Canada's Principal Role is That of Host

"Any revival of trade between nations cannot fail to benefit us," the Minister declared. "In such circumstances, it does not matter if most of the business done during these next weeks is transacted between visitor and visitor, rather than between visitor and Canadian. Canadians will secure their share of sales, on their own merits, and place their share of orders, on the basis of their needs. In any event, our chief purpose will have been served, and world trade will have been stimulated. We are content with our principal role of host, implying as it does the opportunity for our guests to see our country, its industries and its products.

"Furthermore, we do not pretend to any copyright on the idea of an international trade fair. The interest displayed by other governments has been gratifying, and it is our hope that some at least of them on this side of the Atlantic will hold or encourage trade fairs within their borders. A still greater number of exhibitors could be expected if the opportunity were given them to move their displays from fair to fair, without duplication of the initial expense.

"This fair is more than a unique display of products and skills. It is more than a great meeting place for men of industry and commerce. It is a practical expression of humanity's deep longing for peace and for the fruits of peace. It demonstrates above all, confidence in the ability of nations to construct a better world," the Hon. Mr. MacKinnon concluded, "a world free from destructive strife, a world offering more enduring happiness for all mankind."

Steel and Pig Iron Output in Bizonia Increased in March

Frankfurt, April 22, 1948.—(FTS)—Steel and pig iron production in the Bizonal Area of Germany during March, 1948, hit a new postwar high. Steel ingot output reached 343,325 tons, equal to a 4,000,000-ton annual rate, or 31,569 tons better than the previous peak established in October, 1947. Pig iron production reached 297,597 tons, jumping 45,326 tons over the high set in December, 1947.

The improved steel production situation is mainly due to additional coal allocations and to the import of Swedish ores, Bipartite steel officials stated. Plans are in hand to raise production to a level of 6,000,000 tons per annum by January, 1949. Every effort is being made to take advantage of the rise in coal production over the past few months. A maximum effort by German steel-makers has been called for by the German authorities. Every plant in the industry is fully informed of the overall program and of its own share in the new target.

New steel prices have been announced which should shortly put all plants on a profitable basis. Increased steel prices form part of a general campaign now in progress to raise steel production generally and thereby provide a sound basis for the encouraging signs of revival in Bizonal industry.

Impact of Dollar Crisis on West Indian Economy Now Evident

Shelves of retail merchants beginning to present austere appearance as former large stocks dwindled—Imports from Canada dropped by nearly one half—Unemployment has risen—Foreign competition on the increase—Exports continue at high level.

By A. W. Evans, Acting Canadian Government Trade Commissioner

PORT OF SPAIN, April 15, 1948.—Towards the close of the first four months of this year, ample evidence was available of the impact of the dollar crisis on the West Indian economy. Shelves of retail merchants were beginning to present more and more of an austere appearance as former large stocks dwindled. Imports from Canada had dropped by nearly half, as only the most essential items unprocurable from the United Kingdom and her colonies were allowed to enter. While the dollar position was ameliorated by the fall in the price of flour, this was completely offset by the poor rice crop in British Guiana, making necessary large increases in flour imports. Retail business generally appears to have slackened and unemployment has risen. Foreign competition is on the increase, particularly with regard to Australia.



Barbados—Sugar cane being carried by labourer. Labour disputes were responsible for reduced sugar crops, adding to the difficult position caused by smaller yields attributed to drought.

Exports continue at a high level, but have been hindered by unfavourable weather conditions and by labour disputes. The latter are responsible for a reduced sugar crop in Antigua, St. Kitts and Trinidad, adding to the already difficult position caused by smaller yields attributed to drought. Increased production of citrus fruits and cocoa will, however, help to maintain export values. Petroleum continues to be the principal export of Trinidad, but present production is not high enough to maintain capacity operation of the refineries. As a result, crude oil is being brought in under special licence from Venezuela for refining. Bauxite exports from British Guiana have increased, while new discoveries point to increased production of gold there.

Tourist Trade and Construction Favourable Factors

The tourist trade and a high rate of residential and other construction, are favourable factors in the present situation. Construction of the new bauxite transfer station in Trinidad is giving some employment, while a cement factory is to be started at the end of this year by a British company with some local capital. Mining exploration and development is being carried out on a large scale in British Guiana. Increased facilities are being provided for the influx of tourists in Trinidad, Barbados, the Virgin Islands and Grenada.

The Virgin Islands have recently been the subject of investigation by two committees of the United States Congress. The reports prepared by them recommend diversification of agriculture, the development of small secondary industries and a greater use of local resources, and point the way to an increased standard of living for those islands. They support a re-charter of the Virgin Islands Company by which this company, owned by the United States government, would be able to assist in such development.

Serious efforts to relieve unemployment by emigration and the development of secondary industries throughout the British West Indies are being made. There appears to be some scope for immigration in British Guiana and Dutch Guiana, the latter being favourably reported by an investigating committee from Barbados. The United States is taking a small number of labourers, while there is also some demand from Curaçao and Aruba. One of the difficulties arising is that in most cases the workers required are skilled tradesmen, a category already in short supply.

Wages continued to rise throughout the Islands, as new wage contracts were signed by the sugar industry and, in Trinidad, by the oil industry. These increases will place millions of dollars of extra purchasing power in the hands of the employees. In Trinidad, the oil workers gain an additional million and a quarter dollars per annum.

Budgets, as initially prepared by the various colonies for 1948, showed large deficits. After a vigorous pruning and some increase in taxes, small surpluses have been achieved. In British Guiana, some subsidies on food-stuffs were eliminated. All schemes for development, other than those of a most practical nature, have been deleted from the estimates, while in Trinidad developments which have already cost some millions of dollars have been halted pending the floating of a loan.

United Kingdom Enjoyed Closed Market due to Import Controls

The effect of import controls on trade with the dollar areas had become somewhat clearer by the end of April. In these areas, business had been reduced to a minimum, as imports were limited to essentials. While Canadian prices, with the exception of some foodstuffs, were highly competitive, the United Kingdom enjoyed a closed market in anything she could supply, regardless of price. The Barbados Conference of Control



Trinidad—Grapefruit plantation in Santa Cruz Valley. Citrus crop surpassed all records and 175,000 crates have been shipped to the United Kingdom. No shipments made to Canada due to the low prices prevailing.

Officers led to agreement on general principles, but detailed uniform regulations were not found feasible due to the varied needs of the different colonies. The increased import of flour necessitated by the failure of the British Guiana rice crop will mean less dollars to be spent on other imports.

The effect of last year's drought was still being felt throughout this area. Sugar output will be the same or lower than last year. St. Kitts, which had a record crop estimated at 40,000 tons, will lose a considerable quantity due to the long drawn out strike. Trinidad, too, has been similarly affected, while British Guiana has a reduced yield due to heavy rains hindering the reaping of the crop. The latest estimate of the Trinidad output is 110,000 tons, while that of Barbados has dropped to 78,000 tons.

Trinidad Citrus Crop Surpassed all Records

The citrus crop of Trinidad has again surpassed all records, and 175,000 crates have been shipped to the United Kingdom. The contract has been raised by 50,000 crates, and 75,000 cases of juice will be purchased. With more trees beginning to bear, the facilities of the local factory have been overtaxed and added capacity is expected to be functioning at the end of the year. An increased quantity of marmalade will be made this year and a new product, grapefruit "pegs" in syrup, is being made. No shipments of citrus products are being made to Canada due to the low prices prevailing.

High prices for cocoa are helping to increase offerings, as owners improve their estates and harvest a crop where formerly, due to uneconomic prices, the cocoa was left unpicked. When Trinidad's crop is complete it should amount to 16,000,000 pounds, double the average of two or three years ago. Some of this cocoa has been purchased by Canada.

As expected, last year's drought has caused a shortage of copra in Barbados and Trinidad and exports have been suspended. Trinidad has barely enough to cover her requirements of edible oil, fats, and laundry soap. This year's coffee crop is small, less than half of the previous year.

Prices have shot up from 16 cents to 26 cents per pound and export has been prohibited.

The cotton crop has been spotty. Planted as an in-between crop on sugar estates it has, in some cases, been lost where strikes have held up the reaping of the canes. Barbados and Montserrat will have fair crops.

Torrential Rains Seriously Affected Spring Rice Crop

Torrential rains have seriously affected the spring rice crop and have delayed planting of the fall rice. Planting in some cases will have to be curtailed. Exports have been prohibited and, as British Guiana supplies rice throughout the West Indies, the other colonies will suffer through having to import higher-priced substitutes.

The Montserrat lime crop has been reaped and seasonable rainfall gives promise of a large harvest this autumn. The present crop has all been sold.

Trinidad and British Guiana have been co-operating in an effort to develop their lumber industries. New methods of production are being studied and new outlets are being sought for local timber. In Trinidad it was pointed out that the forestry department's income over a period of years had more than equalled its expenditure, while it had saved the colony millions of dollars by developing the forest resources. In addition, the department had built up a large area of teak plantation which is an asset of tremendous value.

Air and Sea Transportation Facilities Improved

Extension of existing services continued, particularly with regard to Air Lines. The Dutch Air Line, K.L.M., plan an extension of their services to British Guiana from Curaçao, while it is disclosed that negotiations are under way for a service between Trinidad and Barbados by them. French Guiana is building a modern seaplane base, which is expected to be completed at the end of the year. British International Air Lines have put into operation a new route to Venezuela and are planning for extension.

With the addition of new vessels by the various steamship companies, shipping services have been greatly improved, while passenger services have been supplemented by an American line whose ships call in every four weeks en route to New York. The Caribbean Commission is studying the schooner services between the Islands with a view to their improvement. Passenger services between Canada and the West Indies are still unable to meet the demand, the "Lady" boats in particular having many more applications for passages than they are able to fill, as tourist and business travel continued at a high level.

Standing Committee for Closer Union Expected to Function This Year

Interest continued to centre on closer associations within the West Indies. Sir Hubert Rance has been appointed chairman of the Standing Committee for Closer Union, set up in Barbados as a result of the Jamaica Conference. This committee should start to function some time this year. Trinidad has passed a resolution favouring the new constitution, giving a greater measure of self-government, which it is hoped will be in operation next year. Dutch Guiana is working towards some type of self-government within the Dutch Empire.

Labour relations throughout the area were generally good, as workers gained higher wages and better conditions. Antigua and St. Kitts were the main exceptions, with a long strike by sugar workers that has finally been submitted to arbitration. The strike has caused great damage to the sugar

crop in St. Kitts, which will be badly hit by the delayed reaping. The strike, however, was conducted on orderly lines. Trinidad has had a very bitter strike on one large sugar estate but generally speaking conditions are good. In Barbados and British Guiana, there have been no labour disputes in the past few months, wages of sugar workers having been raised by negotiation. While unemployment appears to be slowly rising, one of the large contributory factors, the decrease in local staff on the American bases has pretty well tapered off as they now appear to have reached their minimum requirements.

Production of Petroleum in Argentina Unable to Keep Pace With Demand

Domestic wells only supply about 40 per cent of requirements as compared with about two-thirds in prewar years—Increased production planned—Some growth indicated in mining industry—Cost of living continues to rise.

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

(Editor's Note—This is the last in a series of four articles on economic conditions in Argentina during 1947, prepared for *Foreign Trade*. The first three were published in the May 8th, May 15th and May 22nd issues. One cubic metre equals 6.29 barrels.)

BUENOS AIRES, May 9, 1948.—Production of petroleum in Argentina has not been able to keep pace with the increasing demand. As a consequence, domestic wells only supply about 40 per cent of requirements as compared with nearly two-thirds of requirements in the prewar period. It is estimated that the country requires 6,770,619 cubic metres of petroleum per annum, on the basis of the 1946 reckoning. Production in 1946 totalled 3,307,300 cubic metres, 2,259,800 from state-owned wells and 1,047,500 from private company wells.

Plans prepared by the State Oilfields Department call for an expansion in production to 3,550,000 cubic metres from state-owned wells by 1951 and eventually to 6,000,000 cubic metres, as a general aim to ensure absorption of the constant increase in consumer demand.

At the end of 1947, the State Oilfields Department concluded a contract with a United States drilling and exploration company for the boring of 40 exploration wells, at a cost of about 50 million pesos (approximately \$12,500,000) to cover an area of 600,000 square kilometres in a period of three years. This was followed early in 1948 by an agreement with another United States firm for the construction of three oil refineries with total productive capacity of 7,000 cubic metres per day or approximately 2,500,000 per year.

Volume of Crude Oil Processed

	State	Private (Cubic metres)	Imports
1943	2,632,900	1,315,500	134,300
1944	2,576,400	1,275,700	135,400
1945	2,456,900	1,180,600	143,200
1946	2,259,800	1,047,500	910,900

Projects, now delayed by inadequate supplies of pipe, will permit the more extended use of natural gas. The long-term development of the available hydro-electric resources will provide useful alternative power.

Greater production from rather meagre coal areas will also assist in solving a fuel and power problem of substantial proportions. At the present time, however, it is evident that the importation of a quantity of petroleum and coal must continue for many years.

Two world wars have impressed on Argentina that the products from under the land have a place in economy as well as those from the surface. Intensified industrialization means increased demand for minerals. While production must long lag behind the needs of the country, there is some promise of improvement. The difficulties in obtaining supplies during the war and the temporary overseas military demand for tungsten and mica brought an interesting development and some growth in the mining industry.

Value of Argentine Mining Production in Recent Years

	Total value	Metallic minerals (Millions of pesos)	Petroleum	Other Non-metallic minerals
Average 1937-39	142.3	21.5	89.6	31.2
Year 1940	171.5	26.6	106.3	38.6
“ 1941	186.5	28.2	113.7	44.6
“ 1942	214.9	31.8	134.8	48.3
“ 1943	220.5	29.2	141.3	50.0
“ 1944	236.8	29.6	142.5	64.7
“ 1945	261.9	22.5	160.0	73.4

Because Buenos Aires, the capital, contains a quarter of the entire population of Argentina and is the centre of commerce, the index of retail trade in the city serves well to indicate the trend of commerce. On the basis of business in 1939 as 100, the general level of retail sales in Buenos Aires has increased consistently. By 1943 the index had risen to 131.7, by 1945 to 166.8 and by 1946 to 209. The average for 1947 will certainly be much higher because, for the first nine months, it was in the region of 238. While this steep upward movement certainly reflects a substantial increase of prices, it also indicates expanded volume.

Cost of Living Has Continued to Increase

The cost of living has continued to increase. On the basis of 1943 as 100, the cost of living for a family with two children had risen to 140.5 by 1946 and had increased from 146.4 in January, 1947, to 163.9 in September, 1947. This index only reflects costs for the lower income groups and consequently would be much higher for the upper classes. For example, rents are shown as constant, because frozen, but that ruling does not apply to new houses, for which rentals run three and four times as high as prewar. The index in September, 1947, showed food up to 172.8, clothing 178.4, household expenses 139.5 and general expenses 181.5.

Official figures show that 39,114 immigrants arrived in 1947, including 24,955 Italians and 7,205 Spaniards. The preponderance of Italians is merely a continuation of the trend of many years. The total number by no means fulfils government plans, much delayed by lack of shipping and less tangible factors, but is nonetheless noteworthy. Plans call for 100,000 in 1948.

The year brought culminating moves in the completion of government ownership of all railways, thus bringing in sight the eventual amalgamation of eleven railway systems with a total trackage of over 26,000 miles. In February, 1947, a contract was signed covering the purchase of the various British railways for a total of £150,000,000. Financial responsibility for operation was assumed by the government on July 1, and the transaction is expected to be completed early in 1948 (actually effected on March 1, 1948). The French railways had already been purchased and became an integral part of the State Railways in December.

Malayan Purchases From Canada Affected by Import Control

*Necessary exchange forthcoming if import permit granted—
Summary of present situation given for information of
Canadian exporters.*

By Paul Sykes, Canadian Government Trade Commissioner

(Editor's Note—This is the last of two articles on the Federation of Malaya and Singapore, prepared for *Foreign Trade*. The first appeared in the May 22nd issue.)

SINGAPORE, April 28, 1948.—The control of import trade in Malaya continues to exercise a very serious effect on Canadian export business to these markets. Import control, as practised by the Colonial governments of Singapore and the Federation of Malaya, is based essentially on the conservation of U.S. dollars, Canadian dollars and other "hard" currencies, and the release of this exchange only when purchases from such countries are necessary or at least highly desirable. The policy is, in essence, the same one which has been practised throughout many parts of the "sterling" area for the last eight years.

The control of foreign exchange transactions, insofar as hard currencies are concerned, is a matter which very seldom gives the importer any concern. If the import permit for the purchase of goods from hard currency or any other sources has been secured, it is in the rarest instances only that the corresponding exchange permit is not automatically available.

Imports from Canada Admitted Quite Freely after Reoccupation

For some time after the reoccupation of Malaya, permits for the import of Canadian goods were issued quite freely. This was due to two main reasons. For one thing, the country was very short of food, textiles, machinery and many other essentials. For another, the offers from Canadian exporters were comparatively restricted on account of the difficult production and export position. This general situation persisted throughout 1946 and into the early months of 1947. By that time other countries, as well as Canada, were becoming increasingly interested in finding overseas markets for their re-established or newly established industries. The increasing availability of practically every type of goods necessitated a revision of policy calling for a closer degree of supervision over the licensing of imports from hard currency countries and a concurrent review of the essentiality of imports from the point of view of rehabilitation and development of industry, consumer welfare and so on. This has resulted in the formulation of new policies which are summarized in general terms but with particular reference to Canada below.

Singapore and Federation of Malaya Adopted Common Import Policy

The governments of Singapore and the present Federation of Malaya, with a view to regularizing import control practice as between the two colonies and enabling co-operation with the import community, decided, some time ago, to adopt a common policy. This was to be subject to periodical review and to simplify, as far as possible, the procedure of issuing import licences.

A circular entitled "Malayan Import Guide" was issued which, with reservations: (1) specifies the goods which may be imported from any source by firms which can establish their standing in such trade; (2) lists

certain commodities which may be imported freely from most countries by recognized importers but the import of which from some sources may be limited; (3) provides that imports of any but specified commodities from Canada will only be permitted on production of evidence of prewar trade in such goods; (4) provides for imports from some "hard currency" countries, in addition to those commodities covered in item (2); and (5) stipulates that imports from sterling countries of goods of non-sterling origin shall be regarded as having been imported from such non-sterling country, with the exception that goods of non-sterling origin may be imported freely from Hong Kong as long as no foreign exchange transfer is involved.

The general licensing system, therefore, is one where import trade from the United Kingdom and other countries in the "inner" sterling bloc (comprising the colonies and a number of European countries and their colonies) can be carried on freely without licence except in the case of goods remaining under international control; processed foodstuffs of U.K. origin; and certain U.K. goods which are in short supply. In these three instances licences must be secured. Licences must also be obtained to cover imports of all commodities from all other sources including Australia, New Zealand and South Africa but, in the case of such sterling areas and others where the currency is not as hard as dollars, the issue of licences is comparatively free.

Certain Canadian Goods May be Imported Freely

The effect of these various rules on Canadian trade to Malaya is that the following goods may be imported freely (licences available on application) at any time by a firm with a recognized standing in such trade:

Accounting, Calculating and Adding Machines	Tractors
Acetic Acid	Typewriters
Formic Acid	Valve and Fittings (Wrought Iron)
Air Conditioning Units	Weighing Machines
Asphalt (excluding emulsified Asphalt, i.e. Bitumen)	Welding Machines
Wall Boarding (except fibre and insulating board)	Welding Equipment, Oxacetylene
Bolts and Nuts	Wire Netting
Circular Saws	Wire, Brass
Calcium Chloride	Yarn, Cotton and Staple Fibre
Cash Registers	Aniline Dyes
Cotton Thread	Batteries (Torch)
Copper Boat nails 1"-6"	Books (a) Technical only
Copper Tacks	(b) Periodicals
Electrodes	(c) Private subscriptions are allowed for monthly periodicals (Clubs may subscribe for only one copy of each periodical)
Fuel Oil	Glass Bottles
Galvanized Boat Spikes	Canvas
Freon Gas	Cardboard
Generator Sets	Passenger Cars
Grease	Caustic Soda
Hinges	Caustic Potash
Hog Casings	Cinema Equipment and Cinematograph Films
Hoop Iron	Citric Acid
Kotex	Engineer's Tools
Manila Rope	Ammonia Gas
Sweetened Condensed Milk	Internal Combustion Engines
Mesquite Netting (wire)	Galvanized Iron
Roofing Nails	Lubricating Oil
Wire Nails	Machinery and Machine parts
Boat Nails	Motors, Electrical
Furniture Nails	Newsprint
Upholstery Nails	Nitric Acid
Horse Nails	Paints and Enamels
Point Thinners	Pharmaceuticals
Panel Pins	Photographic Equipment
Petrolatum	Shears and Scissors
Plywood	Soda Ash
Electric Refrigerators	Spare Parts for American Equipment
Synthetic Resin	



Courtesy Canadian Geographical Society.

Rubber Colours	Calcium Carbide
Sanitaryware (earthen)	Spectacle Frames
Scientific Instruments	Stitching Wire
Scythe Handles	Superloid Ammonium Alginate
Sharpening Stones	Textiles (except made-up goods)
Shoe Tacks	Tinplate
Shotguns	Tyres and Tubes
Shotgun Ammunition	Tyre Cord
Sodium Arsenite	Twine, Seine
Sodium Bi-sulphite	Wire, Barbed
Steel, Constructional (except corrugated sheet and expanded metal)	Wire, Galvanized
Steel Strapping	Window Glass (sheet)
Steel Wire (for bicycle tyres)	Zinc Sheetting
	Roofing Felt

Other Canadian goods can in general be imported only when the importer, from his own records or from advices received from his suppliers, can produce evidence of prewar purchases of the particular commodity covered by his import licence application.

The regulations to which this report refers are reasonably elastic and their interpretation has little effect on the licensing of Canadian raw materials or manufactures which may be of an essential type and not readily available from other sources. Canadian exporters with established connections in Malaya are accordingly advised to keep them informed regarding available supplies for export and the prices at which business can be arranged.

Extensive Shrimp Beds Valuable Addition to Mexican Fisheries

Production already running into millions of dollars — Important source of much needed United States currency— Supplies reported to be inexhaustible—Cargo planes facilitate distribution.

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

MEXICO CITY, April 15, 1948.—Ciudad del Carmen, a small Mexican seaport on the lower part of the Gulf of Mexico, has in the course of a few months become the centre of a shrimp industry already running into millions of dollars a year. The sudden development of this industry has had an effect on this town not unlike that of a rich gold strike in Canada, with its accompanying inrush of workers and speculators, soaring real estate values, increased commodity prices and bustling activity everywhere. To a country suffering from a shortage of United States currency, this is a welcome event, as the bulk of the daily haul is marketed in the United States.

Official discovery of the presence of large quantities of shrimp in this area was made in the early part of 1947, when several United States fishing boats, intercepted by the Mexican Coast Guard in inshore territorial waters, were found to be loaded with shrimp of a very large type. Investigation on the part of the Mexican authorities revealed that they were being caught in twenty to twenty-five feet of water, about six miles offshore, on a stratum that has since been found to be about eighteen miles in length. Experts who have recently appraised the beds state that the supply is virtually inexhaustible.

Operations Under Mexican Fishermen's Co-operatives

News of the find spread rapidly, and American capital was not slow to respond to the opportunities thus opened. However, all fishing boats operating off the Mexican coast must come under the jurisdiction of the Mexican fishermen's co-operatives, in order that the industry does not get out of domestic control. At present there are approximately eighty-five shrimpers operating out of Ciudad del Carmen, and about sixty tons of shrimp are being landed daily.

The prevailing price that the operators are receiving is about 35 cents (United States currency) per pound, while actual production costs, including wages, government dues, wear and tear on equipment, icing, packing, etc., is about 13 cents per pound. Therefore the average shrimper, costing \$35,000, landing 1,500 pounds of shrimp per day, nets \$325 to \$350 and, at this rate, can pay for itself in the first four months of operation. The beds have the advantage of being on the high seas, and hence there is no closed season. Furthermore the shrimp are very popular in the United States, because they are of Jumbo No. 1 size, running fifteen to twenty to the meat pound, and are entirely free of the iodine taste found in shrimp from some beds along the United States coast.

Product Transported by Air

Ciudad del Carmen has a first-class air field, and an average of eight cargo planes are making daily flights to Miami, New Orleans and Brownsville, carrying the shrimp in iced containers. There they are repacked



Mexico—Fishermen casting their nets on Lake Patzcuaro. Discovery of large quantities of shrimp in area of Ciudad del Carmen has developed into million-dollar industry.

and despatched to the chief centres of population. About 60 per cent of the entire catch is thus accounted for and, although present air freight rates run 16 cents per pound to New Orleans or Miami, the landed costs are still sufficiently low to be very competitive. Larger planes are expected to be introduced in the near future, and this should further reduce transportation costs. The remainder is either carried by refrigerated ships or sold to a large cannery in Ciudad del Carmen, which a New Orleans company has been operating since January of this year.

While the climate is moderately tropical and therefore warm throughout the year, nevertheless it is generally healthful and, because of the readily accessible situation of Ciudad del Carmen in relation to the markets in the United States, the area should flourish for many years to come from the new-found industry.

Government control of imports into various countries of the world in the prewar period was practically confined to the levying of customs duties. In recent years, many countries have superimposed on their tariffs import licensing restrictions by limiting imports to quotas allotted to particular countries, or exchange control hindering the sending out of money in payment for imported goods. Such schemes are usually introduced into the foreign trade policy of a country as a device to combat trade depression, to even up trade balances with individual countries or with a view to attaining economic self-sufficiency. These artificial trade barriers or trade balancing devices have greatly handicapped the expansion of world trade. In view, therefore, of these trade restrictions in the most important trading countries of the world it is very important that any Canadian manufacturer contemplating entering foreign markets be familiar with the trade restrictions affecting his goods in the foreign country concerned. (See our *ABC of Canadian Export Trade*, page 60.)

Canada Should Retain First Place As a Supplier to Newfoundland

Canadian exporters are in a preferred position to meet increasing competition from British and United States firms—Imports from Canada more than five times Newfoundland's sales to the Dominion—Commodity shortages curtail exports to Canada—Trade prospects continue favourable.

By J. C. Britton, Commercial Secretary for Canada

ST. JOHN'S, April 21, 1948.—The value of reciprocal trade between Canada and Newfoundland in the postwar period has been slightly above the high wartime figure. Since increased quantities of merchandise are now coming forward to Newfoundland from the United States and the United Kingdom, the immediate problem confronting Canadian exporters is not so much one of increasing sales but of maintaining exports to this important secondary market at or about present levels.

There are a number of factors which might enable Canada to continue as the main source of supply for Newfoundland's imports. The more important advantages include proximity to the market and the long-standing commercial relations existing between Newfoundland and Canadian firms. Furthermore, many Canadian exporters have studied the Newfoundland market at first-hand, and have an intimate knowledge of the preferences of buyers. As a result, prices at which Canadian products are quoted to Newfoundland firms have, in general, been in line. The present lull in trading, attributable to the uncertain political situation, has held down purchases of Canadian and other commodities to some extent in recent weeks. This is expected to be of a temporary nature, and it is anticipated that the demand for Canadian merchandise will continue to be strong when a decision with respect to Newfoundland's future political status has been reached.

Canadian Exports to Newfoundland Five Times Imports

Canadian exports to Newfoundland in 1947 were more than five times greater than imports from that country into Canada. Newfoundland has only a limited number of commodities available for export, principally fishery products, pulp and paper and minerals, and most of these are in abundant supply in Canada. The opportunities of expanding the value of Newfoundland's exports to Canada are, accordingly, limited, but it is encouraging to note that there has been a steady rise in recent years. As Newfoundland's production becomes more diversified, it is possible that further advances will be recorded.

The progressive increase in reciprocal trade between Canada and Newfoundland in the past eight years is apparent from a study of the following table, showing Newfoundland imports from and exports to Canada in the fiscal years 1946-47, 1945-46, 1938-39, and 1937-38:

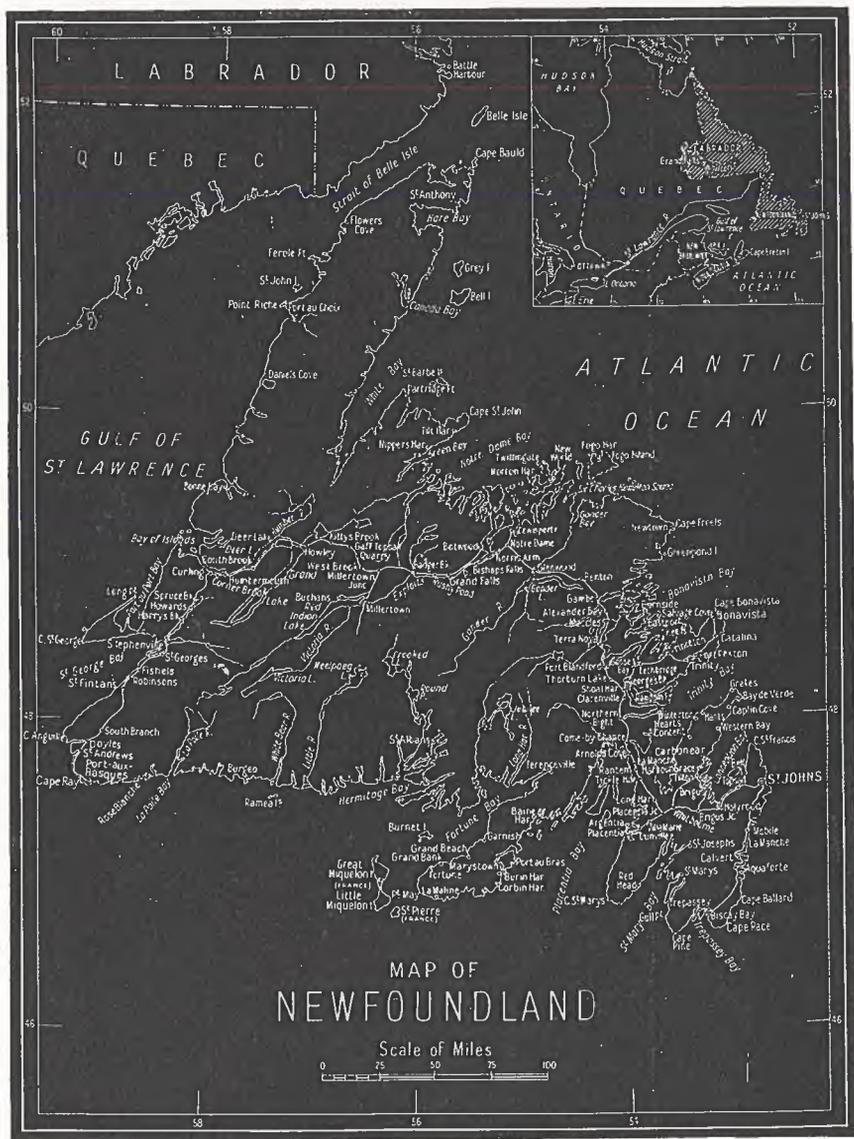
Summary of Newfoundland-Canadian Trade

	1946-47	1945-46	1938-39	1937-38
Imports from Canada	\$43,087,154	\$41,376,293	\$ 9,196,212	\$ 9,973,700
Exports to Canada (including re-exports)	9,155,282	9,770,461	2,454,648	3,146,570
Total trade	\$52,242,436	\$51,146,754	\$11,650,860	\$13,120,270

Although Newfoundland's exports to both the United States and the United Kingdom in 1946-47 were greater than exports to Canada, the combined value of exports and imports between Canada and Newfoundland was higher than the country's total trade with either of those two markets.

Imports from Canada Comprise More Than 150 Items

More than 150 different separate commodities were imported into Newfoundland from Canada in the fiscal year 1946-47, each with a value exceeding \$50,000. The bulk of the products imported from the Dominion is made up of: agricultural products; foodstuffs of all types, including flour, tea, sugar, confectionery, pickled beef, pickled pork, fresh meats, packing-house products, cheese, butter, evaporated milk and eggs; animal and



vegetable fats; canned foods and soups; fresh vegetables; cattle for slaughter; animal feeds and alcoholic beverages. Newfoundland is also an important market for Canadian mail-order houses, which have many customers throughout the island.

In addition to foodstuffs, imports into Newfoundland in the past few years included substantial quantities of textiles, clothing, apparel, footwear, building materials, soaps, automobiles and parts, paper machinery, railway rolling stock, paints and chemicals, and heavy supplies of fuel oil, gasoline and coal. Newfoundland's purchases from Canada cover a wide range of products, having regard to the limited extent of the market.

Principal Imports from Canada

	1946-47	1945-46
Total	\$43,087,154	\$41,376,293
Coal, bituminous	2,552,413	2,421,526
Wheat flour	2,214,629	2,446,063
Gasoline	1,469,000	3,686,474
Tea	1,016,797	868,328
Pickled beef	798,829	589,344
Parcel-post shipments	785,747	621,101
Crude petroleum and fuel oil	741,239	446,263
Bologna sausage	741,200	654,147
Animal fats, n.o.p.	739,730	16,624
Fresh beef and trimmings	590,339	799,573
Evaporated milk	562,772	450,279
Oats	529,372	527,213
Milled animal and poultry feed	520,657	569,471
Confectionery	504,113	348,084
Pickled pork	444,983	464,948
Apples	428,482	280,487
Eggs in shell	420,495	428,090
Cattle for slaughter	418,767	380,988
Motor fuel oil, coloured low-octane	365,302	291,297
Vegetable fats, n.o.p.	343,057	39,389
Paper boxes and other containers	327,233	215,837
Rayon dresses	325,009	253,508
Hams and tongues	304,198	247,046
Bulls and oxen	287,134	317,073
Women's boots and shoes, leather	273,959	143,612
Fresh pork	270,814	219,050
Overshoes, gaitees, gaiters	265,336	282,322
Bacon and bellies	258,225	150,439
Power driven machinery and parts, n.o.p.	249,576	105,870
Bunker fuel oil	246,739	439,442
Hay	246,091	170,242
Cheese	253,034	274,936
Smoked and cured meats	243,815	244,331
Poultry	238,638	260,998
Canned soups	220,065	216,708
Lubricating oils	215,519	197,243
Motor trucks and buses	215,915	68,242
Kerosene	205,087	163,528
Canned beef	203,326	143,175
Motor cars	194,828	9,451
Men's suits	191,041	138,995
Automobile parts	189,951	158,623
Coats, skirts for women and girls	188,417	155,551
Whisky	181,043	221,750
Wire screens for paper machines	179,486	185,492
Horses	167,193	203,143
Manufactures of iron and steel, n.o.p.	166,859	78,413
Ready-mixed paints and enamels	166,713	156,281
Knee, thigh and hip rubbers	163,070	200,311
Small marine engines	161,468	116,398
Felt for pulp and paper machines	160,273	178,756
Laundry soap	151,433	163,804
Men's hats	150,435	106,645

Many Other Commodities Imported from Canada

There are very few items in the Newfoundland Customs returns that are not imported from Canada. The creditable volume of total imports is

made up largely of small transactions, as only a limited number of products are of substantial value. The list is somewhat lengthy, but a few of the additional Canadian imports, from the standpoint of value in the fiscal years 1946-47 and 1945-46, are shown below:

Other Imports from Canada

	1946-47	1945-46
Butter	\$155,462	\$201,746
Undressed furs and skins	149,998	5,362
Women's hosiery	149,385	84,561
Overcoats	142,981	102,442
Beer	139,626	274,776
Waxed and greaseproof paper	139,371	109,077
Fruit flavourings and essences	135,485	121,566
Dried beans	135,390	122,759
Fibre board	133,692	116,374
Wooden furniture	133,531	88,566
Pneumatic tires	132,134	162,188
Lard	129,219	77,059
Gasoline and motor fuel, n.o.p.	129,718	13,862
Canned fruits	128,397	109,698
Granulated sugar	126,162	95,382
Building and roofing compounds	121,100	112,786
Wire	120,609	135,320
Fertilizers and mixtures	120,382	72,915
Lard compounds and substitutes	118,932	74,810
Canned meats, n.o.p.	117,214	154,101
Paper machinery and parts	115,202	54,935
Men's outer woollen garments n.o.p.	115,084	81,497
Men's cotton shirts	114,191	113,924
Airplane parts and accessories	109,791	7,033
Fishermen's rubber suits	108,347	66,855
Soap powders	107,613	149,201
Fresh fruits	103,366	107,856
Sole leather	103,262	99,237
Leather boots and shoes, men's	100,096	35,212
Baking powder	100,019	89,460

Principal Exports to Canada

	1946-47	1945-46
Iron ore	\$1,696,688	\$1,662,873
Whale oil	603,693	210,232
Fluorspar	601,610	354,387
Fresh salmon	570,697	270,804
Limestone	485,666	224,500
Cod filets	448,044	1,507,692
Fresh lobster	353,409	1,306,266
Refined cod liver oil	285,684	556,365
Seal oil	195,416	62,439
Canned lobster	114,332	25,700
Whale sperm oil	86,087	196,441
Haddock, fresh and frozen	79,371	64,004
Furs, muskrat	78,932	66,746
Common cod liver oil	75,571	81,047
Hides and skins	75,050	28,694
Codfish, fresh and frozen	66,274	24,010
Undressed seal skins	58,621	2,492
Fish meal, n.o.p.	33,458	68,413
Furs, red fox	32,144	8,855
Boned codfish, fresh and frozen	27,370	13,502
Bream, fresh and frozen	25,631	7,750
Lingon berries	24,720	40,570
Whale meal	24,602	.....
Furs, mink	24,160	25,702
Lobster meat, canned	23,614	1,352
Herring meal	21,407	.....
Smoked cod filets	19,317	23,669
Herring, fresh and frozen	17,574	7,180
Scallops	17,433	.....
Furs, otter	17,023	13,160
Furs, beaver	15,107	15,858
Furs, white fox	14,251	11,615
Furs, cross fox	10,742	5,431
Furs, ermine	10,699	17,977
Salmon, canned	9,047	36,262

Exports to Canada Limited in Number

The chief products shipped from Newfoundland to Canada in the fiscal year 1946-47 included: iron ore, whale oil; fluorspar, fresh salmon, limestone, cod fillets, fresh lobster, refined cod liver oil, seal oil, and canned lobster. As has been the case in recent years, the number of Newfoundland products sold to Canadian firms has risen, as the fisheries, in particular, have become more diversified. There has been an increased demand for all types of Newfoundland fish on the part of Canadian firms, both for sale in Canada and for re-sale abroad. Newfoundland, in fact, has not been able to begin to meet the demand from Canada and elsewhere for fresh and canned fish, fish oils and meals, seal oil, and newsprint, and undoubtedly, if supplies had been available, exports to Canada, during the past two years in particular, would have been much larger. Canada is still a substantial purchaser of Newfoundland's iron ore, fluorspar and limestone and, as the output of Newfoundland industry becomes more varied, opportunities will undoubtedly present themselves to increase the flow of basic exports to eastern and central Canada.

Trade Prospects Continue Favourable

Newfoundland's economy has undergone somewhat of a transformation during the past ten years, during which period existing industries have been expanded. It is not expected that the volume of the country's external trade will fall off to any marked extent during the next few years, as fishery products, pulp and paper and minerals are still in short supply in world markets. Returns from the sale of the country's output should ensure fairly prosperous conditions for the next two or three years at least, with imported lines in good demand.

Many Canadian products that were not sold in Newfoundland in any substantial volume prior to the war have now become fairly well established. The improved quality of such Canadian lines as apparel, footwear, clothing, electrical appliances, canned foods, confectionery, alcoholic beverages and hardware is now recognized by Newfoundland buyers, and Canadian exporters may expect to retain a worthwhile share of the trade in these particular commodities. Although the market is in close proximity to Canada, it is essential that goods be securely packed to avoid damage en route and, more particularly, pilferage, which is very prevalent. Deliveries should, furthermore, be made promptly and customs invoices sent to importing firms well in advance of the arrival of the goods. It is important to bear in mind that there is no tariff preference favouring Canadian goods over those from the chief competing market, the United States. If the present volume of Canadian trade is to be maintained and increased, Canadian firms are advised to study the Newfoundland market continuously.

"Canada Produces"

Copies of this 48-page brochure, prepared for distribution at the British Industries Fair, in London, may be obtained on application to the King's Printer, Government Printing Bureau, Ottawa, for 25 cents each.

Additional Items Placed Under Import Control by Canada

Permits will be required for listed goods, effective June 5, 1948, and will be issued only if such are essential to the national economy—Goods in transit to this country on or before June 5 exempt from recent order.

EFFECTIVE June 5, 1948, permits will be required for the importation of goods listed below, unless such goods were in continuous and uninterrupted transit to Canada on or before June 4. Under the terms of Order in Council P.C. 2285, dated May 20, 1948, import permits will be issued only for such of the listed goods that are essential to the national economy. Other items subject to similar import control were listed in the May 15, 1948, issue of "Foreign Trade". The tariff items affected by this recent order are:

<i>Tariff Item No.</i>	<i>Description</i>
305	Flagstone, sandstone and all building stone, not hammered, sawn or chiselled, and marble and granite, rough, not hammered or chiselled.
306	Marble, sawn or sand rubbed, not polished; granite, sawn; paving blocks of stone; flagstone and building stone, other than marble or granite, sawn on not more than two sides.
306a	Building stone, other than marble or granite, sawn on more than two sides but not sawn on more than four sides.
306b	Building stone, other than marble or granite, planed, turned, cut or further manufactured than sawn on four sides.
ex 422a	Concrete road-paving machines, self-propelling, end loading type, with a capacity of 21 cubic feet of wet concrete or more; concrete and asphalt road finishing machines; form graders; sub-graders; combination excavating and transporting scraper units; concrete mixers, transit type; dump wagons or trailers, having a capacity of 10 cubic yards or over, not self-propelled; back-filling machines and equipment, mounted on self-propelling wheels or crawling traction, semi- or full-revolving boom and scraper type; steam or air driven pile hammers or extractors; well-points; truck turntables; all the foregoing of a class or kind, not made in Canada; complete parts thereof for production use.
ex 422b	Trench and ditch excavating machines, round wheel or vertical or ladder boom, chain and bucket type, for digging vertical or sloping bank ditches; complete parts thereof for production use.
ex 434a	Motor rail cars or units for use on railways, and chassis for same; complete parts of the foregoing for production use.
ex 435	Locomotive and motor cars for railways, of a class or kind not made in Canada, for use exclusively in mining, metallurgical or sawmill operations; complete parts thereof for production use; diesel switching locomotives of a class or kind not made in Canada.
ex 438	Railway cars, n.o.p.; parts thereof for production use.
438h	Annular ball bearings and parts thereof, when imported for use only as original equipment in the manufacture of goods enumerated in tariff items 438a and 424, under regulations prescribed by the Minister.
438i	Body bottom cross members and steel shapes for the manufacture thereof; bumpers, front and rear, and parts thereof, including spring steel bumper plates; casket tables or platforms for hearses; destination and route sign assemblies, illuminated or not, and parts thereof; direction signals, illuminated or not; door and step mechanism, hand, vacuum or air operated, and parts thereof; door locks and catches and parts thereof; electric switches, buzzers, bells, push buttons, fuse assemblies and parts thereof; forward drive control conversion assemblies and parts thereof; lamps of all kinds, illuminating and indicating, including sockets, flanges, terminals, glassware, lenses and gaskets thereof, assembled or not, but not to include lamp bulbs; metal stampings, oiled and primed or not, and assemblies thereof; rubber fenders; seat operating mechanisms, ventilators, including motor driven fan type, and grills, and parts thereof; window operating mechanisms; all of the foregoing when imported to be used only in the manufacture of motor truck bodies, motor bus bodies, electric trackless trolley bus bodies, motor ambulances and hearses.
ex 440 }	Vessels, dredges, scows, yachts, boats and other water borne craft, built outside of Canada, of any material destined for use or service in Canadian waters, except pleasure boats of all kinds.
ex 440a }	

<i>Tariff Item No.</i>	<i>Description.</i>
ex 443	Parts for the production of apparatus designed for cooking or for heating buildings: (1) For coal or wood (2) For gas (3) For electricity (4) For oil (5) n.o.p.
ex 443a	Ovens, of a class or kind not made in Canada, for use in commercial bakeries; complete parts of the foregoing, for production use.
ex 445	Complete parts of electric light fixtures and appliances, n.o.p., for production use.
ex 445i	Complete parts for the production of electric sad irons.
ex 445j	Parts for the production of electric dry shaving machines for use in removing human hair.
ex 445k	Sound recorders with or without provision for playing back of the disc record, film, magnetic wire or magnetic tape type.
445p	Ceramic parts; copper alloys for welding; getter and getter assemblies; glass parts; metal bulbs and shells and metal headers; mica parts; mica assemblies; wire snubbers, clips and straps; wire of molybdenum and molybdenum alloy; nickel and nickel alloy tubing, wire, ribbon, screen and strip, coated or not, carbonized or not; metal cathodes; nickel, nickel alloy and nickel plated parts, coated or not, carbonized or not; tungsten and tungsten alloy and zinc wire; leads, spuds and welds; iron parts designed for sealing to glass; hooks and supports; base pins; wire and strip of silver copper, chrome copper, chrome iron or plated iron; top cap assemblies; graphite anodes; heaters and filaments; all the foregoing when imported by manufacturers of radio tubes and parts therefor, for use exclusively in the manufacture of such articles, in their own factories.
445q	Glass bulbs, glass tubing, glass cane; molybdenum strip; tantalum wire and strip; copper tubing, rod and strip; iron strip, plated or not; metal parts, n.o.p.; all the foregoing when imported by manufacturers of radio tubes and parts therefor, for use exclusively in the manufacture of such articles in their own factories.

Trade and Tariff Regulations

United Kingdom Withdraws Open General Licence for Films

London, May 4, 1948.—(FTS)—Open General Licence previously granted for the import of exposed cinematograph film of a width of $1\frac{3}{8}$ inches (other than news film), and for film scrap and waste, has been revoked with effect from May 3, 1948, according to Board of Trade Notice to Importers No. 288.

As a result, individual licences to import these commodities will be required as from that date.

News film for this purpose is defined as cinematograph film of a width of $1\frac{3}{8}$ inches only, which consists wholly of photographs (with or without sound track) which at the time of importation are means of communicating news.

A commercial letter of credit (L/C) is the guarantee of a bank to accept or pay drafts drawn upon the bank by an exporter, if certain stipulated conditions are met. It has the advantage to the exporter that immediate payment is assured for the shipment. Financial uncertainty in the transaction is eliminated. If the letter of credit is irrevocable, there can be no cancellation of the order within the life of the credit. Its use, however, is governed largely by the competitive conditions encountered in the export market where terms more acceptable to the importer, such as sight draft, may be necessary in order to secure the business. (*See our ABC of Canadian Export Trade, page 39.*)

United States Tariff Concessions to China Made Effective by Presidential Decree

Provisions of the Geneva Agreement on Tariffs and Trade with respect to the United States tariff items negotiated with China in effect May 22.

By Commercial Relations and Foreign Tariffs Division, Foreign Trade Service

PRESIDENTIAL proclamation of May 4 puts into effect as of May 22, 1948, the provisions of the Geneva Agreement on Tariffs and Trade with respect to the United States tariff items negotiated with China. The United States tariff concessions now brought in effect, which may be of interest to Canadian exporters, are:

<i>Par. No.</i>		<i>Former rate of duty.</i>	<i>New rate of duty.</i>
24.	Medicinal compounds, preparations, mixtures and salts: Containing 20 per cent or more of alcohol	20c per lb. and 25% ad val.	20c per lb. and 12½% ad val.
	Containing more than 20 per cent and not more than 50 per cent of alcohol..	40c per lb. and 25% ad val.	40c per lb. and 12½% ad val.
	Containing more than 50 per cent of alcohol	80c per lb. and 25% ad val.	80c per lb. and 12½% ad val. 3c per lb.
54.	Peanut oil	4c per lb.	
	Soybean oil	3½c per lb. but not less than 45% ad val.	3c per lb. but not less than 22½% ad val.
212.	China and porcelainware (except chemical, electrical, table, kitchen and sanitary ware) not containing 25 per cent or more of calcined bone: If not decorated	60% ad val.	40c per doz. but not less than 40% nor more than 60% ad val.
	If decorated	70% ad val.	50c per doz. but not less than 45% nor more than 70% ad val.
214.	Articles of earthy materials, if decorated	40% ad val.	20% ad val.
339.	Table, household, kitchen utensils, and hollow or flatware: Plated with gold	65% ad val.	32½% ad val.
	Composed wholly or in chief value of brass and not plated with gold, etc....	30% ad val.	15% ad val.
397.	Articles or ware in chief value of gold, gold plate, etc.	65% ad val.	32½% ad val.
712.	Birds (except turkeys) prepared or preserved	10c per lb.	5c per lb.
713.	Eggs in the shell (except chicken eggs)..	10c per doz.	5c per doz.
	Whole eggs, egg yolk frozen or otherwise prepared	11c per lb.	7c per lb.
	Dried eggs	27c per lb.	17c per lb.
718a.	Fish, prepared or preserved in any manner, when packed in oil or in oil and other substances (except sardines, anchovies, tuna, antipasto, bonito, yellow-tail, and smoked pollock): Valued at not over 9 cents per pound..	44c per lb.	22% ad val.
	Valued at over 9 cents per pound.....	30c per lb.	15% ad val.
719(5)	Fish (except salmon, herring, mackerel, alewives, cod, etc.), pickled or salted (except fish packed in oil or in oil and other substances and except fish packed in airtight containers weighing not more than 15 pounds each): In bulk or in immediate containers weighing more than 15 pounds each...	1½c per lb. net weight.	1c per lb. net weight.
	In immediate containers (not airtight) weighing not more than 15 pounds each	25% ad val.	15% ad val.

<i>Par. No.</i>		<i>Former rate of duty.</i>	<i>New rate of duty.</i>
721e.	Oysters, oyster juice, or either in combination with other substances, packed in airtight containers	8c per lb. including weight of immediate containers.	4c per lb. including weight of immediate container.
730.	Soybean and peanut oil cake and oil cake meal	3/10c per lb.	3/20c per lb.
748.	Plums, prunes, and prunelles, prepared or preserved	35% ad val.	17½% ad val.
752.	Fruits in brine, pickled, dried, desiccated, evaporated or otherwise prepared or preserved, and not specially provided for...	35% ad val.	17½% ad val.
771.	White or Irish potatoes, dried, dehydrated or desiccated	2½c per lb.	1½c per lb.
775.	Vegetables (including horseradish), if cut, sliced or otherwise reduced in size, or if reduced to flour, etc., or prepared or preserved in any other way (except if pickled or in brine) and not specially provided for	35% ad val.	17½% ad val.
775.	Sauces of all kinds, not specially provided for	35% ad val.	17½% ad val.
917.	Gloves and mittens, knit or crocheted, of cotton or other vegetable fibre.....	45% ad val.	30% ad val.
1114b.	Gloves and mittens, of wool, valued at not more than \$1.75 per dozen pairs.....	40c per lb. and 35% ad val.	30c per lb. and 17½% ad val.
1117c.	Floor coverings, in chief value of wool, not specially provided for and valued at more than 40 cents per square foot.....	60% ad val.	40% ad val.
1503.	Brooms, made of broom corn, etc.....	25% ad val.	12½% ad val.
1518.	Feathers and downs, crude or not dressed	20% ad val.	10% ad val.

Items of special interest to China on which the United States duties are reduced include: antimony oxide, articles of agate, manufactures of talc, tungsten ore, fruit peel, prepared jeyubes, walnuts, other edible nuts, apricots and peach kernels, soybeans, ginger root, still wines (except produced from grapes), oriental rugs, hats of straw etc., firecrackers, wearing apparel of dog, goat or kid skins, raw human hair, handmade lace, and articles of handmade lace, wax candles, manufactures of ivory, percussion instruments, reeds and reed furniture.

Import Concessions of China on Products of Interest to Canada

Under the General Agreement, China grants concessions on a number of products of interest to Canada. Existing import duties are reduced on such products as aluminum in ingots or slabs, lead in pigs, nickel, electric dynamos, motor and transformers, light trucks and chassis, canned milk, cheese malt and tires and tubes; on an extensive list of other items, on which existing duties are for the most part generally low, rates were bound. These include such items as softwood lumber, wheat, wheat flour, woodpulp, radios, motor vehicles, agricultural machinery, refrigerators, aircraft, machine tools, and oatmeal.

Canadian Export Timbers

Copies of this brochure, prepared for distribution at the Building Trades Exhibition, in Manchester, may be obtained from the King's Printer, Government Printing Bureau, Ottawa, for 25 cents each.

Canadian Exports, by Areas

NOTE: Throughout this bulletin, totals represent unrounded figures, hence may vary slightly from rounded amounts.

GEOGRAPHIC AREAS	April			January-April		
	1938	1947	1948	1938	1947	1948
(Millions of Dollars)						
BRITISH COUNTRIES						
United Kingdom and Europe.....	19.0	43.6	45.2	109.4	189.7	223.2
America.....	1.0	7.6	7.1	5.9	33.1	32.8
Africa.....	1.1	3.4	9.0	6.3	30.6	23.7
Asia.....	0.4	2.6	4.5	3.2	15.3	13.3
Oceania.....	3.4	7.0	3.9	16.1	24.6	15.2
Total British Countries.....	24.9	69.2	69.8	141.0	293.3	308.3
FOREIGN COUNTRIES						
United States and Possessions.....	18.1	88.9	109.5	78.0	322.2	423.2
Latin America.....	1.6	9.7	8.9	6.1	44.9	35.1
Europe.....	3.1	17.3	17.9	16.5	93.4	90.2
Other Foreign.....	3.1	5.9	6.2	12.6	34.2	27.6
Total Foreign Countries.....	25.9	121.7	142.5	113.1	494.6	576.1
TOTAL DOMESTIC EXPORTS.....	50.8	190.9	212.3	254.1	788.0	884.4

Canadian Exports, by Countries

Country	April			January-April		
	1938	1947	1948	1938	1947	1948
(Thousands of Dollars)						
BRITISH COUNTRIES						
Europe:						
United Kingdom.....	18,762	43,070	44,353	107,442	185,963	220,143
Eire.....	268	316	303	1,773	1,945	2,572
Gibraltar.....	1	42	.....	1	135	1
Malta.....	16	169	46	168	1,674	496
Total Europe.....	19,047	43,597	45,202	109,384	189,717	223,212
America:						
Newfoundland.....	244	2,263	3,921	1,780	11,689	13,369
Bermuda.....	72	267	215	374	1,321	1,410
Barbados.....	57	511	255	303	2,222	1,533
Jamaica.....	195	1,275	962	1,342	4,323	5,138
Trinidad and Tobago.....	206	1,776	749	1,063	7,259	5,242
Bahamas.....	107	248	331	603	1,170	1,428
Leeward and Windward Islands.....	.....	398	234	.....	1,921	1,661
British Honduras.....	11	190	15	71	444	277
British Guiana.....	96	705	457	410	2,732	2,754
Falkland Islands.....	.....	.....	.....	.....	.....	.....
Total America.....	988	7,633	7,139	5,946	33,081	32,812
Africa:						
Northern Rhodesia.....	.....	25	86	.....	131	116
Union of South Africa.....	895	6,295	7,920	5,215	25,802	19,658
Other British South Africa.....	.....	1	.....	.....	6	1
Southern Rhodesia.....	132	457	539	466	1,486	919
Gambia.....	3	1	3	7	17	19
Gold Coast.....	6	133	105	18	309	647
Nigeria.....	6	770	84	23	1,019	289
Sierra Leone.....	17	120	33	62	352	454
Other British West Africa.....	.....	.....	.....	.....	2	.....
British Sudan.....	.....	134	15	188	175	28
British East Africa.....	56	438	224	295	1,197	1,538
Total Africa.....	1,115	8,374	9,069	6,274	30,586	23,669

Canadian Exports, by Countries—Continued

Country	April			January-April		
	1938	1947	1948	1938	1947	1948
(Thousands of Dollars)						
BRITISH COUNTRIES—Con.						
Asia:						
India.....	116	1,214	2,173	1,088	7,807	6,214
Pakistan.....			65			109
Burma*.....	3	125		46	382	
Ceylon.....	11	64	232	67	674	552
Aden.....	10	14	111	40	291	233
Malaya and Singapore.....	67	372	1,017	1,107	2,137	2,583
Other British East Indies.....		1		3	9	
Hong Kong.....	214	404	818	858	1,790	3,032
Palestine.....	9	426	132	30	2,252	612
Total Asia.....	430	2,620	4,548	3,239	15,342	13,335
Oceania:						
Australia.....	2,012	5,852	2,499	10,721	19,116	9,769
New Zealand.....	1,303	1,069	1,303	5,212	5,256	5,188
Fiji.....	25	63	110	142	230	261
Other Oceania.....	13	3	1	40	9	7
Total Oceania.....	3,353	6,987	3,913	16,115	24,611	15,225
TOTAL BRITISH COUNTRIES	24,932	69,209	69,811	140,958	293,337	308,254
FOREIGN COUNTRIES						
United States and Possessions:						
United States.....	17,987	88,291	109,219	77,519	320,237	421,553
Alaska.....	2	17	17	32	147	67
American Virgin Islands.....	1	3	5	9	48	42
Guam.....		26	13	3	27	125
Hawaii.....	122	251	186	387	863	871
Puerto Rico.....	10	266	106	85	832	526
Total United States and Possessions.....	18,122	88,854	109,546	78,035	322,154	423,184
Latin America:						
Argentina.....	461	1,649	1,033	1,347	12,977	5,436
Bolivia.....	7	31	88	31	224	298
Brazil.....	333	1,490	1,406	1,165	7,680	6,569
Chile.....	52	659	227	235	1,493	872
Colombia.....	71	998	1,172	348	3,890	3,657
Costa Rica.....	7	229	29	34	748	316
Cuba.....	74	623	921	345	2,179	3,407
Dominican Republic.....	5	160	83	15	846	307
Ecuador.....	8	134	126	40	821	458
Guatemala.....	6	35	106	32	590	531
Haiti.....	14	116	48	55	251	178
Honduras.....	372	1,178	1,447	1,110	3,773	4,908
Mexico.....	5	51	82	45	236	197
Nicaragua.....	34	279	149	122	744	778
Panama.....	1	5	4	4	52	39
Paraguay.....	56	389	274	319	2,034	912
Peru.....	3	61	122	16	264	378
Salvador.....	5	193	149	220	621	657
Uruguay.....	1	300	75	100	925	631
Venezuela.....	96	1,083	1,348	478	4,528	4,523
Total Latin America.....	1,611	9,663	8,889	6,061	44,876	35,052
Europe:						
Albania.....		113	13	5	137	38
Austria.....			483	8	728	1,937
Belgium.....	230	1,575	1,904	1,501	8,913	11,339
Bulgaria.....	1	3	1	2	12	92

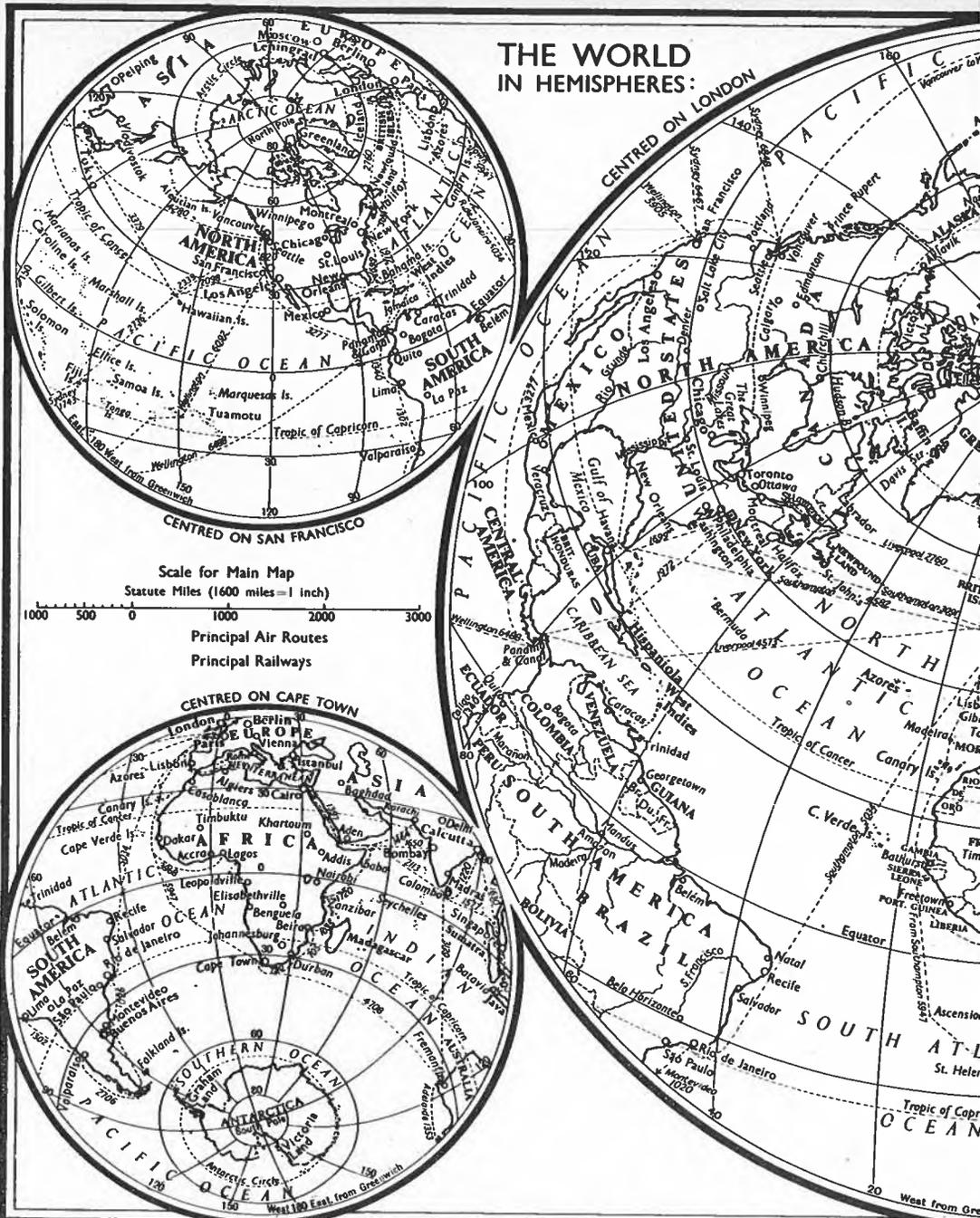
*See Foreign Countries from January 1, 1948.

Canadian Exports, by Countries—Concluded

Country	April			January-April		
	1938	1947	1948	1938	1947	1948
FOREIGN COUNTRIES—Con.						
(Thousands of Dollars)						
Europe—Con.						
Czechoslovakia.....	144	1,144	311	611	3,363	6,183
Denmark.....	52	146	525	143	665	1,033
Estonia.....				1		
Finland.....	21	63	300	103	298	1,030
France.....	437	2,723	4,003	2,698	22,114	19,553
Germany.....	697	455	1,128	3,788	2,379	2,941
Greece.....		90	1,051	190	2,734	4,866
Hungary.....		76	34	1	544	411
Iceland.....		177	448	2	864	830
Italy.....	79	2,519	1,795	475	8,669	9,600
Latvia.....	1			59		
Lithuania.....				1		
Netherlands.....	370	2,644	2,656	2,628	15,297	12,368
Norway.....	331	921	643	2,003	5,474	5,788
Poland.....	190	993	391	370	5,117	1,904
Portugal.....	17	498	109	49	1,429	760
Azores and Madeira.....	1	41	7	1	95	63
Roumania.....	4		11	20	20	117
Soviet Union.....	149	1,404	10	387	4,317	57
Spain.....		47	73	19	333	222
Sweden.....	325	1,154	814	1,216	4,792	2,543
Switzerland.....	58	493	1,038	201	2,035	6,068
Yugoslavia.....		7	127	3	3,062	485
Total Europe.....	3,107	17,286	17,875	16,485	93,391	90,228
Other Foreign Countries:						
Abyssinia.....		16	4		38	21
Afghanistan.....			4		28	17
Belgian Congo.....	6	119	179	39	405	541
Burma*.....			23			78
China.....	210	2,014	1,742	842	13,319	11,426
Greenland.....		1			56	23
Egypt.....	18	657	617	87	4,850	3,203
French Africa.....	9	61	356	42	713	1,339
French East Indies.....	1	5	156	8	554	233
French Guiana.....		1	1	2	15	56
French Oceania.....	4	6	2	35	41	13
French West Indies.....	12	32	9	48	433	313
Madagascar.....			14	2	5	333
St. Pierre and Miquelon.....	1	46	56	47	229	311
Iraq.....	5	799	350	20	1,194	471
Tripoli.....		2			5	1
Other Italian Africa.....		7			7	
Japan.....	1,754	10	550	8,614	384	1,320
Korea.....		16			16	10
Liberia.....	2	11	13	9	60	33
Morocco.....	5	188	164	33	572	344
Netherlands East Indies.....	54	613	380	238	2,323	2,038
Netherlands Guiana.....	2	23	65	12	158	263
Netherlands West Indies.....	13	90	201	68	461	706
Iran.....	2	51	37	38	185	184
Philippine Islands.....	99	774	457	552	6,248	2,856
Portuguese Africa.....	145	113	443	644	737	817
Portuguese Asia.....		9	8		45	38
Siam.....	2	48	43	8	176	106
Canary Islands.....					35	12
Spanish Africa.....			25		53	39
Syria.....	5	60	34	23	296	118
Turkey.....	740	84	281	1,158	581	378
Total Other Foreign.....	3,089	5,856	6,214	12,509	34,222	27,641
TOTAL FOREIGN COUNTRIES.....	25,928	121,655	142,526	113,149	494,644	576,105
TOTAL DOMESTIC EXPORTS.....	50,860	190,864	212,337	254,107	787,981	884,359

*See British Countries prior to 1948.

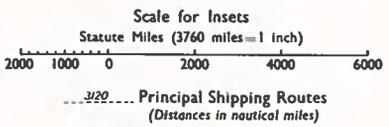
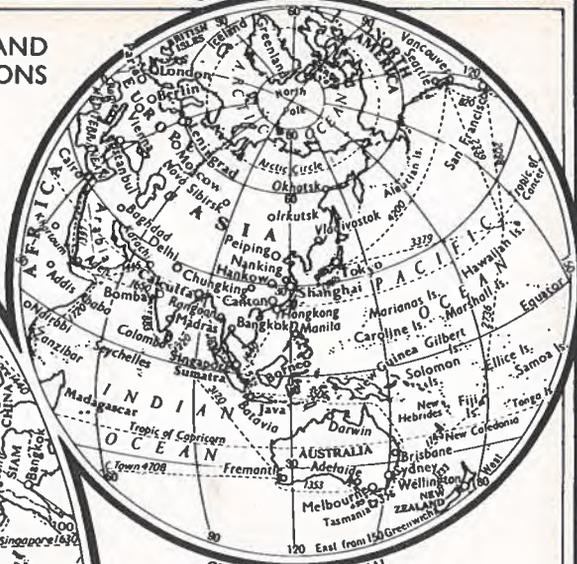
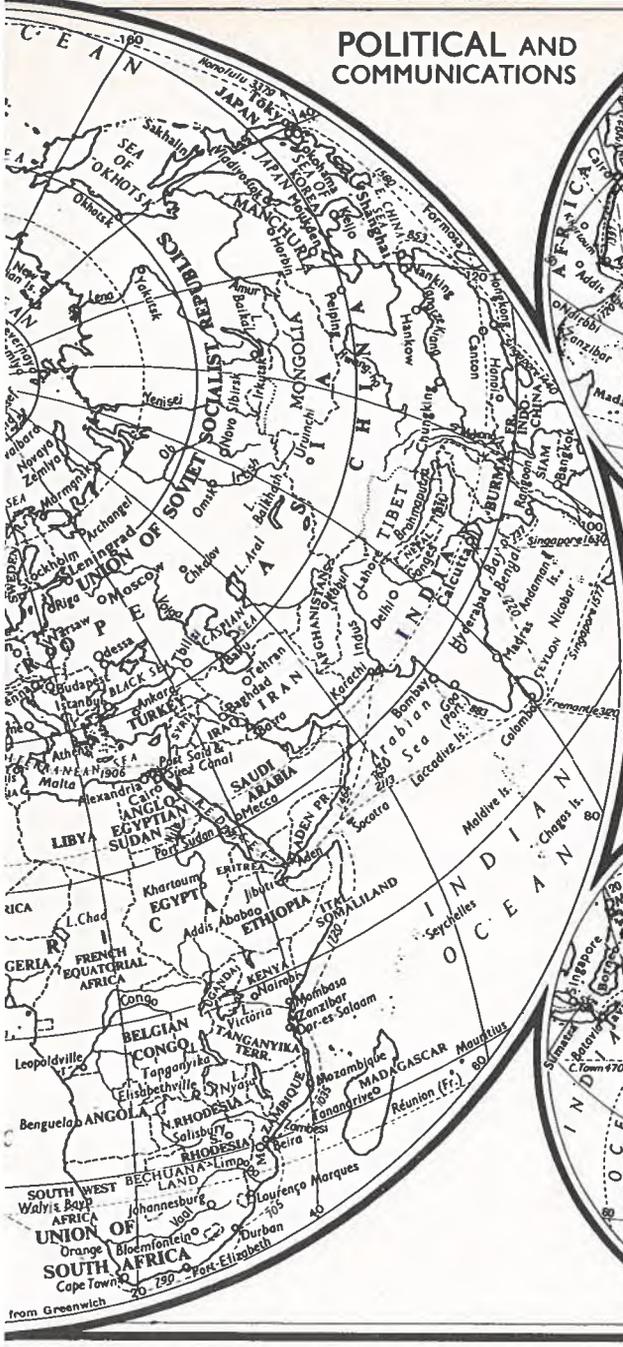
THE WORLD IN HEMISPHERES:



World Trade Week In

COMMENCING tomorrow, World Trade Week in Canada will be observed in all nine provinces of this Dominion, and the attention of Canadians will be directed to the Canadian International Trade Fair, being held in Toronto. Although this will be the centre of attraction and subject of discussion for some 30,000 visitors from many countries, the interdependence of peoples in all parts of the world will doubtless be uppermost in their minds. The geographic projections above emphasize the fact that traders in other lands, each of whom has special interests and is set in an orbit of influence, are prepared to foregather in some central place to discuss plans for the development of closer commercial relations. The provision of facilities for such discussions is now the responsibility of

POLITICAL AND COMMUNICATIONS



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Canada Being Observed

Canada, which is geographically located on the Great Circle route, linking three of the most thickly populated trading areas of the world; one traditionally centred at the mouth of the River Rhine, one at the mouth of the Hudson River and one at the mouth of the Yangtze Kiang. World Trade Week in Canada is sponsored by the Canadian Chamber of Commerce, the Canadian Exporters' Association, the Canadian Section, International Chamber of Commerce, the Canadian Importers and Traders Association and the Canadian Manufacturers' Association, whose members are greatly concerned with the stimulation of interest in foreign trade, and through trade with the development of goodwill between all peoples.

Canadian Display at Building Trades Exhibition Aroused Much Interest

Over 51,000 visitors attended first timber show in Manchester since the war—Canada's capacity to provide woods for wide variety of uses demonstrated, though present conditions restrict distribution to contractors.

By R. D. Roe, Commercial Secretary for Canada (Timber Specialist)

LONDON, April 30, 1948.—Visitors to the Building Trades Exhibition, held recently in Manchester, included architects, architectural students, members of the timber trade and government officials interested in the utilization of wood. This was the first exhibition of its kind since the war, and was attended by 51,153 people. The Canadian stand, situated directly in front of the main entrance, attracted the attention of all visitors, and was conceded to be the most interesting. The display illustrated the manner in which different kinds of timber could be used, either as plywood, for wall decoration, flooring or in the manufacture of furniture. The structural details of house construction, as related to timber, and concrete form work were also portrayed, together with examples of heavy beams and trusses. The feature was a laminated arch, which created considerable interest and demonstrated the novel use of timber in the building trade.

Under present bulk buying conditions, it was not possible to furnish enquirers with useful information concerning the supply of woods in the exhibit. However, the decision to display Canada's capacity to provide timber of many kinds was fully justified, as it reminded the users of wood of the ability of Canada to furnish timber to meet their requirements, when conditions return to normal and this can be made available to the building trade in a wide variety of forms.

An attractive and interesting brochure, "Canadian Export Timbers", was well received, and 2,000 copies were distributed at the exhibition. In addition, five hundred copies of a pamphlet describing production methods in Western Canada were distributed.

Great Britain—Fourteen specimens of Canadian hardwoods and softwoods were displayed at the Building Trades Exhibition, in Manchester, so that the visitor might examine the texture and grain of commercial timbers obtainable from this country. Attention was also directed to Canadian processed woods, such as veneer, plywoods and wallboard, and their various uses.





Great Britain—Canada's display at the Building Trades Exhibition, held in Manchester last April, featured a twenty-five-foot laminated wooden arch, which aroused considerable interest. It is an example of recent building technique, designed as a substitute for scarce heavy timbers used in the construction of churches, auditoriums and industrial buildings.

During the two weeks of the exhibition, personnel of the Canadian Trade Commissioner Service were on hand to answer questions about Canada and its forest industry. In addition to the writer, these officials included: M. J. Vechler, Canadian Trade Commissioner, and D. B. Mundy, Assistant Trade Commissioner, from Liverpool; and C. I. Rooke, Assistant to the Commercial Secretary for Canada (Timber Specialist), from London.

Foreign Trade Inquiries

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

87. **British West Indies**—P. Colin Burgess, P.O. Box 281, Bridgetown, Barbados, British West Indies, a manufacturers' representative and commission agent, is anxious to represent a Canadian firm in a position to supply irrigation equipment for vegetable gardens. This equipment comprises an electric or gasoline engine directly coupled to a centrifugal pump and then coupled to a rotary or other spray equipment. Pump capacity to range from 1,500 to 8,000 gallons of water per hour. Any Canadian firm interested in supplying this material is requested to contact Mr. Burgess direct. File: 27374.

Canadian Output of Chemicals Creates Peacetime Record

Production in 1947 estimated at \$448,000,000 compared with \$376,000,000 in previous year—Value of exports and imports substantially higher—Approximately 1,000 plants making chemicals and allied products in Canada—Two-thirds of gain last year attributed to higher prices.

By Harold McLeod, Chief, Mining, Metallurgical and Chemical Statistics,
Dominion Bureau of Statistics

(Editor's Note—This is the first in a series of three articles on the Canadian Chemical Industry and its relation to foreign trade, prepared by Mr. H. McLeod.)

CANADA'S output of chemicals and allied products achieved a peacetime record during the past year, being estimated at \$448,000,000, compared with a value of \$376,000,000 in 1946. The former figure is based on the eighty per cent sample of unrevised reports filed with the Dominion Bureau of Statistics before the end of April. Past experience would indicate that it is within three or four per cent of the final total, which will not be available for several months. The increase in value of 19 per cent is attributed principally to price advances for chemicals and chemical products, whereas the volume index for the chemical group indicates a gain of 6 per cent. Here again, the figure is preliminary and subject to revision. The index of employment in the chemical and allied industries was up only 2 per cent from 1946, while the index of wholesale prices advanced 18 per cent. It may be concluded, therefore, that about one-third of the gain in 1947 was due to the higher volume of production, and two-thirds of the advance to the higher prices realized on products of industries in this group.

The continuing heavy demand for chemicals and chemical products was largely responsible for the fact that last year was the best ever experienced by the industry, with the possible exception of certain war years. The labour situation was brighter, and some easing in the supply of building materials permitted expansions. Renovations and new construction, which were held at the planning stage for some time, could be undertaken. Compared with production in 1939, the best prewar year, the output last year increased 180 per cent in value and 75 per cent in volume.

Canadian Production of Chemicals

Year	Millions of dollars	Year	Millions of dollars
1919	98.6	1938	146.1
1921	84.9	1939	159.5
1923	99.7	1940	193.9
1925	99.4	1941	304.4
1927	111.5	1942	501.6
1929	138.5	1943	653.5
1931	105.5	1944	730.9
1933	92.8	1945	462.2
1935	118.6	1946	376.2
1937	149.0	1947	448.0

Note—If shell-filling were excluded, the figures for 1941 to 1946 would be as follows: 1941—\$273 millions; 1942—\$348 millions; 1943—\$359 millions; 1944—\$371 millions; 1945—\$362 millions; 1946—\$356 millions.

Recent Growth of Canadian Chemical Production

	Index of industrial production	Index of manu- factures (1935-39=100)	Index of chemicals and allied products
1937	108.0	108.8	104.4
1938	102.1	100.8	104.6
1939	109.3	107.8	112.7
1940	130.2	132.4	120.1
1941	157.2	164.2	168.7
1942	185.3	199.5	266.0
1943	198.6	217.3	410.2
1944	198.8	220.3	398.0
1945	176.3	191.7	291.2
1946	159.2	169.0	165.3
1947	175.7	187.1	175.7

Value of Exports and Imports Substantially Higher

Although world conditions still hampered the supply of certain raw materials, the value of exports and imports was substantially higher during the year under review. Canada's exports of chemicals and chemical products were valued at \$83,800,000, which represented an increase of 24 per cent over the figure for 1946, though it is far below the peak of \$111,300,000 reached in 1945. Fertilizers accounted for 41 per cent of last year's total, sodium compounds for 6 per cent, synthetic resins for 7 per cent, medicinals for 5 per cent, and acids for 4.5 per cent.

Canada's chemical products were shipped to almost every country in the world. The United States, which purchased 38 per cent of the total, was the best customer. Great Britain took only 9.7 per cent, while 5 per cent went to China and 3 per cent to each of France, India and Pakistan, the Netherlands, the Union of South Africa, Newfoundland and Hawaii. Exports in prewar years were between \$20,000,000 and \$25,000,000.

Chemical Imports and Exports, by Main Groups

Group	Imports		Exports	
	1946	1947	1946	1947
Acids	\$ 3,228,005	\$ 3,510,121	\$ 2,060,181	\$ 3,712,611
Alcohols (industrial)	688,618	1,615,919	108,263	103,674
Cellulose products	6,554,324	5,456,594	253,364	514,797
Drugs and pharmaceuticals	9,370,879	11,653,303	5,342,616	4,399,614
Dyeing and tanning materials	9,208,514	10,414,788	.....	.....
Explosives	848,186	901,654	263,934	758,854
Fertilizers	4,561,115	6,584,828	32,108,440	34,386,165
Paints and pigments	9,436,521	13,441,471	4,406,735	7,346,198
Toilet preparations	720,645	723,403	804,540	1,512,358
Soaps	962,469	2,817,766	2,103,382	1,640,368
Inorganic chemicals, n.o.p.	12,563,966	13,777,049	8,569,984	10,407,751
Other chemicals	34,730,871	42,177,847	11,567,278	19,021,519
Total	\$ 92,874,113	\$113,084,704	\$ 67,588,719	\$ 83,803,909

Canadian Exports of Chemicals

	Total	To U.K.		To U.S.
		(Millions of dollars)		
1920	\$ 21,432	\$ 4,159	19.5%	\$11,644 54.3%
1925	17,450	3,451	19.8%	8,937 51.2%
1930	16,321	3,332	20.4%	9,003 55.2%
1935	16,372	3,022	18.5%	7,983 48.7%
1939	24,263	5,731	23.6%	9,684 40.0%
1940	31,223	8,343	26.7%	10,846 34.7%
1941	58,676	26,426	45.0%	15,450 26.3%
1942	78,208	31,259	40.0%	29,644 37.9%
1943	86,391	22,937	26.5%	37,149 43.0%
1944	100,688	24,057	23.9%	47,216 46.9%
1945	111,318	16,437	14.8%	51,891 46.6%
1946	67,589	3,971	5.9%	29,998 44.4%
1947	83,804	8,085	9.7%	31,906 38.1%

Canadian Imports of Chemicals Create Record

Canadian imports of chemicals and allied products last year were the highest on record, being valued at \$113,000,000. This represents an increase of 22 per cent over the total for 1946, and is nearly three times the prewar peak figure of \$43,700,000, established in 1939. The following fifteen items accounted for 47.8 per cent of all imports in this group in the past year: aniline dyes, \$5,553,014; muriate of potash, \$3,051,716; carbon black, \$2,904,468; titanium oxide and antimony oxide, \$2,965,826; lithopone, \$1,795,269; quebracho extract, \$1,825,902; compounds of tetraethyl lead, \$4,302,110; Ethylene glycol, \$1,861,995; super phosphate, \$2,158,511; medicinal preparations, \$6,069,140; dry colours and fillers for paints, \$2,047,954; disinfectants, dips and sprays, \$4,326,126; cellulose nitrate or pyroxylin plastics not further manufactured than moulded or pressed, \$1,565,420; other synthetic resins for use in Canadian manufactures, \$12,214,481, and plasticizers for vinyl resins, \$1,311,729.

About 88.6 per cent of the imports in 1947 came from the United States and 5.6 per cent from Great Britain, leaving 5.8 per cent from other countries, chiefly France, Argentina, Switzerland, Cuba, the Union of South Africa, Brazil, the Netherlands, Belgium, St. Pierre and Miquelon, and Chile, in the order named.

Canadian Imports of Chemicals

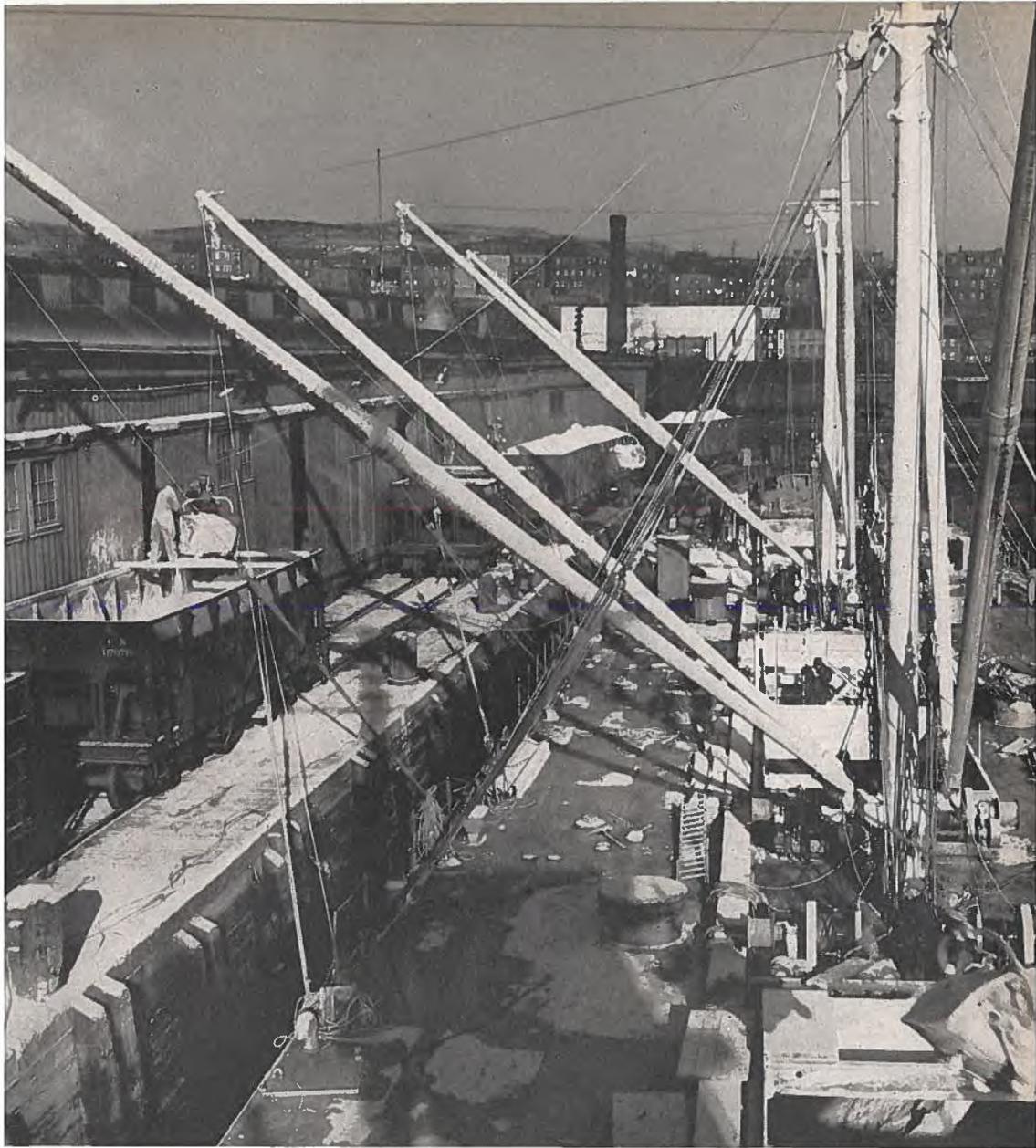
	Total	From U.K. (Millions of dollars)		From U.S.
1920	\$ 40,010	\$ 6,811	17.0%	\$31,330 78.6%
1925	27,653	4,300	15.6%	18,327 66.3%
1930	36,785	4,709	12.8%	23,960 65.0%
1935	29,757	6,331	21.3%	17,458 58.7%
1939	43,706	7,375	16.9%	30,668 70.2%
1940	51,824	7,546	14.5%	41,493 80.1%
1941	65,382	9,007	13.8%	53,845 82.4%
1942	66,824	7,845	11.7%	56,672 84.8%
1943	70,548	5,619	8.0%	64,703 91.7%
1944	80,843	8,359	10.3%	69,970 86.5%
1945	79,759	4,748	5.9%	71,309 89.4%
1946	92,874	5,739	6.2%	83,618 90.0%
1947	113,085	6,360	5.6%	99,587 88.6%

A quarter of a century ago, in 1923, the production value for this group of industries was slightly less than \$100,000,000. By 1929, it had advanced to \$138,000,000, and by 1937 it was up to \$149,000,000 after having experienced a severe setback in the depression years. In 1939, the output was valued at \$159,000,000, and the tremendous expansion of the war period brought the total to a high point in 1944 of \$371,000,000, exclusive of shell filling.

Ten of Twelve Groups Show Advances

In 1947, there were substantial increases in output in ten of the twelve industries into which the group has been divided for statistical purposes. The percentage gains were as follows: coal tar distillation, 28.5; heavy chemicals, 29.5; compressed gases, 39.2; fertilizers, 28.3; paints and varnishes, 21.4; soaps and cleaning preparations, 37.4; miscellaneous, 24.4; inks, 7.4; adhesives, 7.9; and medicinals, 2.5. The production of toilet preparations showed a decline of 20.5 per cent, while the output of polishes decreased by 7.2 per cent.

In regard to price increases, it appears that the advances were mainly for prepared paints, fertilizers, etc., and for certain imported dyes and organics. The gain for paints from December, 1946, to December, 1947,



Canada—Fertilizer being loaded in bulk in Saint John, N.B., for shipment overseas, though the larger proportion is shipped in bags. Canadian exports of chemicals during the past year were valued at \$83,803,909, of which 41 per cent consisted of fertilizers. Canada's output of chemicals and allied products was valued at \$448,000,000 in 1947, which is a new peacetime record.

Photo by National Film Board.

was 37 per cent, for fertilizers 23 per cent, and for inorganic chemicals it was less than 2 per cent. The comparison in price indexes by principal groups was as follows:

Price Indexes by Principal Groups

	December, 1946	December, 1947
	(1926=100)	
All chemicals and allied products	95.3	112.8
Inorganic chemicals	87.6	89.1
Organic chemicals	94.3	132.6
Coal tar products	91.1	113.0
Dyeing and tanning materials	137.2	148.1
Explosives	73.1	82.6
Paints	82.5	112.8
Drugs and pharmaceuticals	123.9	105.3
Fertilizers	85.9	105.6
Industrial gases	89.7	96.2

Activity in the chemical industries lagged slightly behind that in other manufactures during the past year. On a volume basis, the index of production for all manufactures was 187.1, which was 10.7 per cent greater than in 1946, while the index for chemicals stood at 175.7, up just 6.3 per cent from the previous year. On the basis of employment, the index for manufactures in general averaged 199.0 and for chemicals 330.3, for gains of 7 per cent and 2 per cent respectively, compared with 1946. However, at the year-end quite a large number of important chemical works were under construction. In the heavy chemical field, for example, there were three large caustic soda-chlorine works under way—at Beauharnois, Quebec, and Arvida, in Que., and Sarnia, in Ontario. A large ethylene glycol plant was being built at Sarnia.

One Thousand Chemical Plants in Canada

In 1947, there were about 1,000 establishments in Canada making chemicals and allied products, and a monthly average of 37,000 workers were employed. About \$194,000,000 was expended by the industry during the year for materials for manufacturing, \$16,000,000 for fuel and power, and \$76,000,000 for labour. The 522 works in Ontario accounted for 55 per cent of the production, and the 320 establishments in Quebec accounted for 33 per cent.

In 1945, the last year for which details on size of establishments are available at this time, the 15 works with outputs valued at \$5,000,000 or more accounted for 38 per cent of the total output for the group. The 97 establishments, with production valued at a million dollars or more, accounted for 72 per cent of the group total.

Production of Heavy Chemicals Higher

In the heavy chemical industry, the value of output was \$61,000,000 in 1947, compared with \$47,000,000 in 1946, a gain of about 29 per cent. There were very substantial increases in the tonnages of soda ash and of caustic soda, particularly in the Windsor area, where a prolonged strike had reduced output in 1946. Other products in this industry included acetaldehyde, acetic anhydride, acetone, acetylene black, acetylene gas, acetanilide, glacial acetic acid, hydrochloric acid, crotonic acid, monochloro-acetic acid, sulphuric acid, phosphoric acid, nitric acid, stearic acid, oleic acid, acid calcium phosphate, aluminum sulphate, synthetic ammonia, ammonium chloride, ammonium nitrate, aniline oil, butyl acetate, butyl alcohol, calcium chloride, calcium carbide, calcium cyanamide, calcium cyanide, carbon bisulphide, chloral, caustic soda, chlorine, chloride of lime, dibutyl phthalate, dicyandiamide, diphenylamine, metallic naphthenates, croton aldehyde, ethyl acetate, ferric chloride, ferrophosphorus,

guanidine nitrate, anhydrous hydrogen chloride, liquid hydrogen peroxide, paraldehyde, nitrobenzene, pentasol acetate, vanillin, perchlorethylene, yellow phosphorus, amorphous phosphorus, phosphorus sesqui sulphide, phosphorus pentoxide, potassium chlorate, sodium acid pyrophosphate, soda ash, sal soda, sodium chlorate, sodium hypochlorite, sodium silicate, salt cake, anhydrous sodium sulphite, sodium metabisulphite, sodium thio-sulphite, sodium phosphates (mono, di, tri, sesqui, and tetra), sulphur monochloride, trichlorethylene, vinyl acetate, vinyl acetate resins, zinc oxide, zinc chloride, satin white, plating and galvanizing salts, 2-4-D, DDT., rubber plasticizers and accelerators, and aluminum fluoride. Detailed production figures are not available for publication, as for almost every item there were only one or two producers in Canada.

Sulphuric acid production increased 11 per cent in 1947 to 717,830 tons (66° Be). Nine plants were in operation: one in Nova Scotia, two in Quebec, four in Ontario, and two in British Columbia.

In addition to the chemicals made in heavy chemical plants, there was quite a large production from other industries, such as ethyl alcohol, in liquor distilleries; natural sodium sulphate, in the mining industry; cobalt salts, nickel salts, white arsenic and copper sulphate, from non-ferrous smelters and refineries; glycerine, from soap factories; toluol, benzol and xylol, from coke plants, etc. It is estimated that the output of chemicals from all sources totalled about \$104,000,000 in 1946, including fertilizer chemicals at \$31,000,000, organics at \$19,000,000, calcium compounds at \$16,000,000, industrial gases at \$12,000,000, acids at \$7,000,000, sodium compounds at \$6,500,000, and other chemicals at \$12,500,000.

J. P. Manion Posted to Paris

James Patrick Manion, Commercial Secretary for Canada in Rome, has been appointed Commercial Secretary for Canada in Paris, where he



James P. Manion

will succeed Yves Lamontagne on his transfer to Switzerland. Mr. Manion was born in Fort William, Ont., in October, 1907, receiving his early education there and at the Ottawa Collegiate Institute. He graduated from McGill University in 1929 with a Bachelor of Commerce degree, later attending the London School of Economics and l'Ecole Libre des Sciences Politiques, in Paris. Mr. Manion joined the Canadian Trade Commissioner Service in July, 1931, and was appointed assistant commercial attaché, in Tokyo, in February, 1932. He occupied the same position in Paris from December, 1934, to January, 1940, when he was transferred to New York as assistant trade commissioner.

Mr. Manion served with the Canadian Army from 1942 to 1945 in Canada, the United States, Great Britain, France, Belgium, the Netherlands and Germany. Following his retirement, he undertook an economic survey of North Africa in 1945-1946, and was posted to Rome in October, 1946, when he re-opened an office of the Canadian Trade Commissioner Service, established before the war in Milan. Mr. Manion was a member of the Canadian delegation to the International Trade Conference in Geneva, and to the Food and Agriculture Organization Conference, in Geneva, in 1947.

Canadian Trade Commissioner Service Opening New Office in Switzerland

Yves Lamontagne being transferred from Paris to promote commercial relations between two countries—Wide variety of products exchanged, Canada's principal exports being aluminum ingots, bars and blooms, and principal imports being watches and watch movements.

YVES LAMONTAGNE, Commercial Counsellor for Canada in Paris, will shortly open an office in Switzerland for the Canadian Trade Commissioner Service, in order to assist in the further development of commercial relations between the two countries. He will be succeeded in Paris by James P. Manion, who is presently Commercial Secretary for Canada in Rome.



Yves Lamontagne

Mr. Lamontagne was born in Montreal in 1894, and graduated from McGill University with a Bachelor of Science degree. He enlisted as a private in the Canadian Army, but was later commissioned in the Royal Engineers, serving in France and India. Joining the Canadian Trade Commissioner Service in January, 1923, he was posted in 1924 to Brussels as an assistant trade commissioner, and promoted trade commissioner the following year to assume charge of that office. Mr. Lamontagne's services were made available to the Government of Egypt in 1927 for a period of three years, after which he was appointed trade commissioner in Cairo. While in that post, he assisted in the organization of a reception aboard the Canadian Pacific liner Empress of Britain in Suez. Among those entertained on board this 42,500-ton vessel, then making her first cruise around the world, were the Prime Minister of Egypt, the Lord Chamberlain to the King, other Ministers of State and the British High Commissioner. The occasion created considerable interest and attracted much attention to Canada.

From Cairo, Mr. Lamontagne returned in July, 1936, to Brussels, where he remained until June, 1940. Returning to Ottawa, he was loaned to the Wartime Prices and Trade Board, and several months later was appointed Director of the Commercial Relations Branch, Department of Trade and Commerce. In April, 1944, Mr. Lamontagne was posted as Economic Adviser to the Office of the Representative for Canada to the French Committee of National Liberation, in Algiers, and proceeded to Paris in October, 1944, to re-open the office at number 3 rue Scribe of the Canadian Trade Commissioner Service.

Canadian Trade with Switzerland

	1947	1946	1938
Canadian Exports	\$14,196,000	\$ 8,636,000	\$ 736,000
Canadian Imports	11,941,000	11,149,000	3,488,000

The principal Canadian exports to Switzerland in 1947 were: Aluminum ingots, bars and blooms, \$2,972,014; oats, \$1,619,223; rye, \$1,707,140; wheat, \$763,150; flour, \$420,372; motor vehicle casings, \$335,228; hay,

\$215,013; iron and steel bars, \$621,680; copper ingots, bars and billets, \$682,019; copper rods, strips and sheets, \$963,879; and drugs, dyes and chemicals, \$320,222.

The principal Canadian imports from Switzerland in 1947 were: Watch actions and movements, \$2,774,985; watches, \$1,727,685; cotton handkerchiefs, \$358,779; silk fabrics for neckwear, \$370,086; staple fibres of artificial silk, \$649,124; artificial silk fabrics, \$330,500; artificial silk ribbons, \$264,467; lace embroideries, \$199,689; hat braids, \$306,220; diesel engine parts, \$279,773; electric steam generators and parts, \$203,088; and aniline dyes, \$572,920.

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, and to discuss 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 trade associations in the areas concerned:

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Amherst—Board of Trade

Charlottetown—Board of Trade

Fredericton—Chamber of Commerce

Kentville—Board of Trade

Moncton—Board of Trade

Montreal—Montreal Board of Trade

Quebec City—Board of Trade

Sackville—Board of Trade

Saint John—Board of Trade

St. Stephen—Board of Trade

Wolfville—Chamber of Commerce

J. C. Britton, Commercial Secretary for Canada in St. John's, Newfoundland, for the last five years, commenced in Halifax on May 22 a tour of Eastern Canada, during which he will discuss with businessmen the development of trade between this country and Newfoundland.

Kentville, Wolfville, Bridgewater, Bass

River, Canning, Falmouth—May 29-31

Amherst—June 1

Sackville—June 2

Moncton—June 3

Charlottetown—June 4-5

Fredericton—June 7

Saint John—June 8-9

St. Stephen—June 10

Grand Falls—June 12

Quebec City—June 14-15

Montreal—June 21-July 3

Trinidad Rushes Plans to Maintain Cocoa Quality

Port of Spain, May 7, 1948.—(FTS)—The Trinidad Department of Agriculture is concentrating on the problem of maintaining the quality of local cocoa. In prewar days, Trinidad's cocoa was considered as a quality product and commanded a very considerable premium over West African bulk cocoa. At present this premium has been greatly reduced. Research is currently in progress to develop a high-yielding high-quality cocoa of a strain immune to the witch broom disease.

Commercial Importance of Transjordan Likely to Increase Due to Location

Disorder prevailing in Palestine a contributing factor—Unfavourable balance of trade is increasing owing to absence of import controls and onerous import duties, while trade of its important neighbours, Palestine and Iraq, is rigidly controlled—Not easy for businessmen to visit country due to lack of facilities.

By J. M. Boyer, Canadian Government Trade Commissioner

CAIRO, April 15, 1948.—Transjordan, an ancient territory with an interesting tradition, is a very new independent state. During World War I; the territory was the scene of many of the exploits of the fabulous Lawrence of Arabia. Lawrence devotees will recall many of its place names such as Maan, Aquaba and Petra, that "rose red city, half as old as time". From the end of World War I until 1946, Transjordan was part of the British Mandate of Palestine. Then, with British encouragement and guidance, the territory became a constitutional monarchy under Amir Abdullah Ibn Hussein.

The country is situated just east of Palestine and the Jordan valley, with Syria to the north, Saudi Arabia to the South and East, and Iraq to the northeast. Of its total area of some 35,000 square miles, there is nearly 30,000 square miles of desert and not more than 3,500 square miles under cultivation. The chief occupation of the people is the raising of sheep and goats, though cereals, some fruits and tobacco are grown in the small cultivated areas.

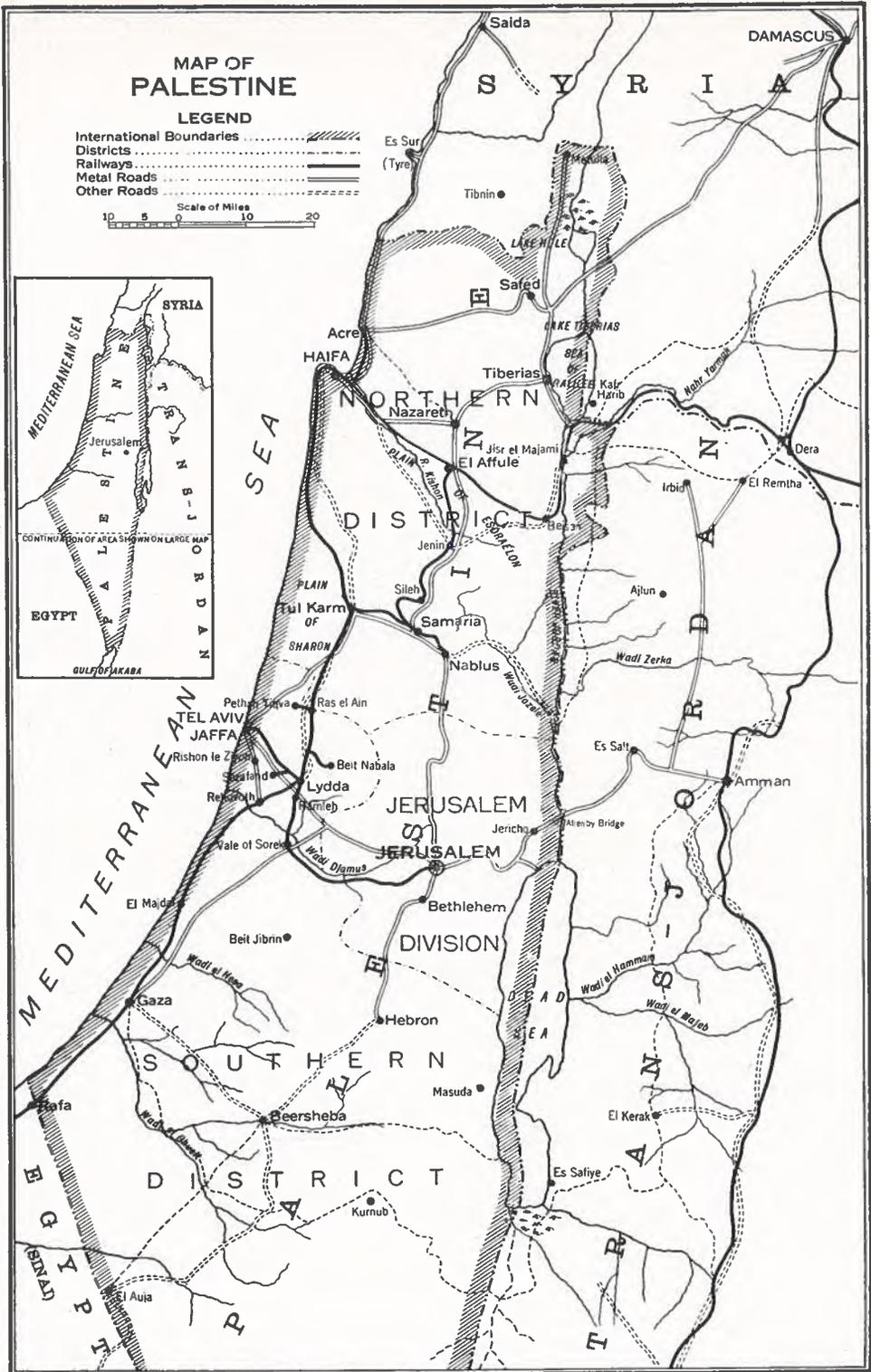
The population may amount to about 475,000, including the Bedouins, who pass through the country on their constant migrations to and from Syria, Iraq and Saudi Arabia. Arabs constitute 95 per cent of the population, and Moslems 85 per cent. There is a 5 per cent group of Caucasians living in separate communities according to their creeds. Arabic is the universal language, though business and political leaders are familiar with European languages, especially English.

In weights and measures, the metric system is used officially and for outside trade, the Arabic system is used locally.

Transportation System Not Elaborate

The transportation system of the country is not elaborate. There is the Hedjaz Railway, traversing the country from north to south and providing rail connection with the Lebanese port of Beirut. The total railway trackage in Transjordan is 226 miles, and there is at present no connection to Saudi Arabia on the south. Traffic that cannot be carried by rail must go by camel caravan or motor transport. Aquaba, on the Gulf of Suez, is connected to Amman, the capital, by a motor route and the country is traversed from east to west by the main motor highway from Bagdad to Haifa. In addition, there are trails and tracks leading to all parts of the country and these may be used with a degree of freedom by motor trucks and cars if the drivers are familiar with the country.

Amman is also accessible by air from Cairo, Bagdad, Beirut, Haifa and Lydda.



The official currency is the Palestinian pound, valued at U.S.\$4.03. There is no state bank, but the Ottoman Bank (Head Office in Istanbul) with a single branch in Amman, handles government as well as commercial transactions.

Not Easy for Businessmen to Visit Country

It is not easy for foreign businessmen to visit Transjordan. Transportation is uncertain and hotel accommodation is non-existent. It is suggested that it is more practical to arrange to meet Transjordanian businessmen in Cairo, Damascus or Beirut rather than in Amman or other Transjordan centres.

The total external trade of Transjordan amounted to just over £P10,000,000 in 1946, as compared with less than £P7,000,000 in 1945. In both years exports amounted to only some £P2,000,000. The excess of imports over exports is characteristic, but is increasing, owing to the fact that Transjordan is a country without import controls and without particularly onerous customs duties, whereas its important neighbours, Palestine and Iraq, have been rigidly controlled in both respects.

Among the exports from Transjordan are wheat, barley, fruits, vegetables and cattle. None of these commodities enters into world commerce in the broader sense, but instead they are sold in the neighbouring countries.

Imports consist chiefly of textiles, livestock, coffee, motor vehicles, sugar, paper and cement. Chief sources of imported supplies are Iraq, United Kingdom, Palestine and the United States.

Transjordan industry is narrow in scope and there is practically no local competition for imported products. There is a primitive industry in the extraction of olive oil and the milling of flour. Other local industries, more or less modern but all on a small scale, are distilling, cigarette manufacture, baking and confectionery, printing, and the manufacture of jam, macaroni, soft drinks, cloth and carpets.

The Transjordan tariff is new and the principal burden of import duties falls on tobacco, cigarettes, motor cars and petrol. However, import duties make up the major portion of the country's revenue, accounting in 1946 for £P935,000 out of a total revenue of £P1,260,000.

The Canadian Trade Commissioner in Cairo is in touch with important merchants in Transjordan and can arrange suitable introductions for Canadian exporters interested in that market. While disorder prevails in Palestine the commercial importance of Transjordan is likely to be greatly increased.

Table of Arabic Weights and Measures

One Feddan equals 4,200·883 square metres, 5,024·17 square yards, or 1·038 acres

One Kantar (for cotton, etc.) equals 44·928 kilograms or 99·05 pounds.

One Kassaba equals 3·55 metres or 3·882 yards.

One Oke equals 1·248 kilograms or 2·75 pounds.

One Ardeb of wheat equals 150 kilograms.

One Ardeb of barley equals 120 kilograms.

One Ardeb of maize and millet equals 140 kilograms.

One Ardeb of whole dry beans equals 155 kilograms.

One Ardeb of split dry beans equals 144 kilograms.



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

*Calls at Halifax about four days later .

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Aden—			
Port Aden.....	May 27-June 2	<i>Agapenor</i>	Cunard Donaldson
Africa-East—			
Lourenço Marques..	May 26-June 8	<i>Chandler</i>	Elder Dempster
Lourenço Marques..	June 1-10	<i>Valhall</i>	Kerr Steamships
Lourenço Marques..	June 11-23	<i>Cambray</i>	Elder Dempster
Lourenço Marques..	June 20-22	<i>Westminster County</i>	March Shipping
Lourenço Marques..	June 26-July 9	<i>New Texas</i>	Elder Dempster
Lourenço Marques..	July 2-10	<i>Thorscape</i>	Kerr Steamships
Lourenço Marques..	July 12-24	<i>Fantee</i>	Elder Dempster
Lourenço Marques..	July 19-21	<i>Halifax County</i>	March Shipping
Beira.....	June 26-July 9	<i>New Texas</i>	Elder Dempster
Mombasa.....	June 1-10	<i>Valhall</i>	Kerr Steamships
Mombasa.....	July 2-10	<i>Thorscape</i>	Kerr Steamships
Mombasa.....	June 2	<i>City of Chester</i>	McLean Kennedy
Tanga.....			
Zanzibar.....			
Dar-es-Salaam....			
Africa-South—	May 26-June 8	<i>Chandler</i>	Elder Dempster
Cape Town.....	June 1-10	<i>Valhall</i>	Kerr Steamships
Port Elizabeth.....	June 11-23	<i>Cambray</i>	Elder Dempster
East London.....	June 20-22	<i>Westminster County</i>	March Shipping
Durban.....	June 26-July 9	<i>New Texas</i>	Elder Dempster
	July 2-10	<i>Thorscape</i>	Kerr Steamships
	July 12-24	<i>Fantee</i>	Elder Dempster
	July 19-21	<i>Halifax County</i>	March Shipping
Argentina—			
Buenos Aires.....	June 12-17	<i>Bowhill</i>	Cunard Donaldson
Buenos Aires.....	June 14-18	<i>Brazilian Prince</i>	Furness Withy
Buenos Aires.....	June 21-23	<i>Mormacstar</i>	Montreal Shipping
Australia—			
Brisbane.....	May 31-June 5	<i>Tongariro</i>	Montreal Australia New Zealand Line
Sydney.....			
Melbourne.....			
Adelaide.....			

Departures from Montreal—Continued

Destination	Loading Date	Vessel	Operator or Agent
Australia—Con.			
Brisbane.....	June 28–July 6	<i>Ashburton</i>	Montreal Australia New Zealand Line
Sydney.....			
Geelong.....			
Melbourne.....			
Adelaide.....			
Belgium—			
Antwerp.....	May 29–June 5	<i>Grey County</i>	Canada Steamships
Antwerp.....	May 25–June 3	<i>Mont Alta</i>	Montreal Shipping
Antwerp.....	June 7	<i>Prins Willem Van Oranje</i>	Shipping Limited
Antwerp.....	June 9–15	<i>Scin</i>	Furness Withy
Antwerp.....	June 12	<i>Hedel</i>	Shipping Limited
Antwerp.....	June 12–17	<i>Hada County</i>	Canada Steamships
Antwerp.....	June 14–19	<i>Beckenham</i>	Cunard Donaldson
Antwerp.....	June 14–21	<i>Mont Sorrel</i>	Montreal Shipping
Antwerp.....	June 15	<i>Svanefjell</i>	Brock Shipping
Antwerp.....	June 15	<i>Prins Willem IV</i>	Shipping Limited
Antwerp.....	June 17–22	<i>Tunaholm</i>	Swedish American
Antwerp.....	June 20	<i>Prins Alexander</i>	Shipping Limited
Antwerp.....	June 21–28	<i>Mont Sandra</i>	Montreal Shipping
Antwerp.....	July 1	<i>Johan Willem Friso</i>	Shipping Limited
Antwerp.....	Early July	<i>Beaconsfield</i>	Cunard Donaldson
Antwerp.....	July 3	<i>Brant County</i>	Canada Steamships
Antwerp.....	July 5	<i>Prins Maurits</i>	Shipping Limited
Antwerp.....	July 15	<i>Prins Frederik Hendrik</i>	Shipping Limited
Brazil—			
Rio de Janeiro.....	June 14–18	<i>Brazilian Prince</i>	Furness Withy
Santos.....	June 21–23	<i>Mormacstar</i>	Montreal Shipping
Ceylon—			
Colombo.....	June 5	<i>Merchant Prince</i>	McLean Kennedy
Colombo.....	June 15–25	<i>A Ship</i>	March Shipping
Colombo.....	June 20	<i>Derwenthall</i>	McLean Kennedy
Colombo.....	June 20–25	<i>Oceanside</i>	March Shipping
China—			
Shanghai.....	June 9–14	<i>City of Khartoum</i>	McLean Kennedy
Shanghai.....	June 12–16	<i>Menestheus</i>	Cunard Donaldson
Shanghai.....	June 15–25	<i>A Ship</i>	March Shipping
Shanghai.....	July 5–10	<i>Lakeside</i>	March Shipping
Shanghai.....	July 20–25	<i>Oceanside</i>	March Shipping
Colombia—			
Barranquilla.....	June 1–5	<i>Wentworth Park</i>	Saguenay Terminals
Barranquilla.....	June 11–17	<i>Benny (r)</i>	Saguenay Terminals
Barranquilla.....	July 1–5	<i>Shakespeare Park</i>	Saguenay Terminals
Cuba—			
Havana.....	June 23–28	<i>Danaholm</i>	Swedish American
Denmark—			
Copenhagen.....	June 17–22	<i>Tunaholm</i>	Swedish American
Copenhagen.....	June 28–30	<i>Polycrest</i>	Swedish American
Dominican Republic—			
Ciudad Trujillo.....	June 1–5	<i>Wentworth Park</i>	Saguenay Terminals
Ciudad Trujillo.....	July 1–5	<i>Shakespeare Park</i>	Saguenay Terminals
Eire—			
Dublin.....	June 4–8	<i>Fanad Head</i>	McLean Kennedy
Egypt—			
Alexandria.....	May 27–June 2	<i>Agapenor</i>	Cunard Donaldson
Port Said.....			
Suez.....			
Alexandria.....	June 5	<i>Merchant Prince</i>	McLean Kennedy
Port Sudan.....	June 20	<i>Derwenthall</i>	McLean Kennedy
Alexandria.....	June 15–25	<i>A Ship</i>	March Shipping
Finland—			
Helsinki.....	June 17–22	<i>Tunaholm</i>	Swedish American
Helsinki.....	June 28–30	<i>Polycrest</i>	Swedish American

Departures from Montreal—Continued

Destination	Loading Date	Vessel	Operator or Agent
France—			
Le Havre	May 29-June 5	<i>Grey County</i>	Canada Steamships
Le Havre	June 9-15	<i>Scin</i>	Furness Withy
Le Havre	June 12-17	<i>Hada County</i>	Canada Steamships
Le Havre	June 14-21	<i>Mont Sorrel</i>	Montreal Shipping
Le Havre	June 17-22	<i>Tunaholm</i>	Swedish American
Le Havre	June 21-28	<i>Mont Sandra</i>	Montreal Shipping
Le Havre	July 3	<i>Brant County</i>	Canada Steamships
Germany—			
Marseilles	June 10-16	<i>Capo Arma</i>	Cunard Donaldson
Bremerhaven	June 3-8	<i>Beaverbrae</i>	Canadian Pacific
Hamburg	May 25-June 3	<i>Mont Alta</i>	Montreal Shipping
Hamburg	June 14-19	<i>Beckenham</i>	Cunard Donaldson
Hamburg	June 14-21	<i>Mont Sorrel</i>	Montreal Shipping
Hamburg	June 17-22	<i>Tunaholm</i>	Swedish American
Hamburg	June 21-28	<i>Mont Sandra</i>	Montreal Shipping
Hamburg	Early July	<i>Beaconsfield</i>	Cunard Donaldson
Gibraltar			
	May 26-June 1	<i>Italo Marsano</i>	Montreal Shipping
	June 10-16	<i>Ida Bakke (r)</i>	Montreal Shipping
	June 20-27	<i>Liguria</i>	Montreal Shipping
Greece—			
Piraeus	June 10-16	<i>Ida Bakke (r)</i>	Montreal Shipping
Haiti—			
Port au Prince	June 1-5	<i>Wentworth Park</i>	Saguenay Terminals
Port au Prince	July 1-5	<i>Shakespeare Park</i>	Saguenay Terminals
Hong Kong			
	June 9-14	<i>City of Khartoum</i>	McLean Kennedy
	June 12-16	<i>Menestheus</i>	Cunard Donaldson
	June 15-25	<i>A Ship</i>	March Shipping
	July 5-10	<i>Lakeside</i>	March Shipping
	July 20-25	<i>Oceanside</i>	March Shipping
Iceland—			
Reykjavik	June 3-5	<i>Trollafoss</i>	F. K. Warren
India—			
Karachi	June 5	<i>Merchant Prince</i>	McLean Kennedy
Bombay	June 15-25	<i>A Ship</i>	March Shipping
Madras	June 20	<i>Derwenthall</i>	McLean Kennedy
Calcutta	July 20-25	<i>Oceanside</i>	March Shipping
Italy—			
Naples	May 26-June 1	<i>Italo Marsano</i>	Montreal Shipping
Genoa	June 10-16	<i>Ida Bakke (r)</i>	Montreal Shipping
	June 20-27	<i>Liguria</i>	Montreal Shipping
Japan—			
Keelung	June 12-16	<i>Menestheus</i>	Cunard Donaldson
Malaya—			
Penang	May 27-June 2	<i>Aga penor</i>	Cunard Donaldson
Fort Swettenham	June 12	<i>Steel Architect</i>	Isthmian Steamship
Mediterranean—			
Central and Western	May 26-June 1	<i>Italo Marsano</i>	Montreal Shipping
	June 10-16	<i>Ida Bakke (r)</i>	Montreal Shipping
	June 20-27	<i>Liguria</i>	Montreal Shipping
Mexico—			
Veracruz	June 23-28	<i>Danaholm</i>	Swedish American
Veracruz	June 18-21	<i>Salen</i>	Federal Commerce
Tampico			

Departures from Montreal—Continued

Destination	Loading Date	Vessel	Operator or Agent
	{ May 25–June 3 June 7	<i>Mont Alta</i> <i>Prins Willem</i> <i>Van Oranje</i>	Montreal Shipping Shipping Limited
Netherlands—	June 12	<i>Hedel</i>	Shipping Limited
Amsterdam.....	June 14–19	<i>Beckenham</i>	Cunard Donaldson
Rotterdam.....	June 14–21	<i>Mont Sorrel</i>	Montreal Shipping
	June 15	<i>Prins Willem IV</i>	Shipping Limited
	June 20	<i>Prins Alexander</i>	Shipping Limited
	June 20–27	<i>Mont Sandra</i>	Montreal Shipping
	July 1	<i>Johan Willem Friso</i>	Shipping Limited
	July 5	<i>Prins Maurits</i>	Shipping Limited
	July 15	<i>Prins Frederik Hendrik</i>	Shipping Limited
Rotterdam.....	May 29–June 5	<i>Grey County</i>	Canada Steamships
Rotterdam.....	June 15	<i>Svanefjell</i>	Brock Shipping
Rotterdam.....	June 17	<i>Hada County</i>	Canada Steamships
Rotterdam.....	June 17–22	<i>Tunaholm</i>	Swedish American
Rotterdam.....	Early July	<i>Beaconsfield</i>	Cunard Donaldson
Rotterdam.....	July 3	<i>Brant County</i>	Canada Steamships
Netherlands East Indies—			
Batavia.....	{ May 27–June 2	<i>Agapenor</i>	Cunard Donaldson
Cheribon.....			
Samarang.....			
Soerabaya.....			
Batavia.....	{ June 12	<i>Steel Architect</i>	Isthmian Steamships
Soerabaya.....			
Netherlands West Indies—			
Curacao.....	June 11–16	<i>Benny (r)</i>	Saguenay Terminals
Newfoundland—			
St. John's.....	May 31–June 2	<i>Blue Peter II (r)</i>	Montreal Shipping
St. John's.....	June 8	<i>Atlantic Charter</i>	Montreal Shipping
St. John's.....	June 12–15	<i>Wellington Kent</i>	Newfoundland Canada
St. John's.....	June 15–18	<i>Blue Peter II (r)</i>	Montreal Shipping
New Zealand—			
Auckland.....	{ July 5–10	<i>Port Jackson</i>	Montreal Australia New Zealand Line
Wellington.....			
Lyttleton.....			
Dunedin.....			
Northern Ireland—			
Belfast.....	June 2–6	<i>Lord Glentoran</i>	McLean Kennedy
Belfast.....	June 25–29	<i>Inishowen Head</i>	McLean Kennedy
Norway—			
	June 1–4	<i>Ranenfjord</i>	March Shipping
	June 5	<i>Ornefjell</i>	Brock Shipping
Oslo.....	June 15–19	<i>Norefjord</i>	March Shipping
Kristiansand.....	June 17–22	<i>Tunaholm</i>	Swedish American
Stavanger.....	June 21–23	<i>Lyngenfjord</i>	March Shipping
Bergen.....	June 25	<i>Carmelfjell</i>	Brock Shipping
	June 28–30	<i>Polycrest</i>	Swedish American
Philippines—			
Manila.....	June 9–14	<i>City of Khartoum</i>	McLean Kennedy
Manila.....	June 12–16	<i>Menestheus</i>	Cunard Donaldson
Poland—			
Gdansk.....	June 17–22	<i>Tunaholm</i>	Swedish American
Gdansk.....	June 28–30	<i>Polycrest</i>	Swedish American
Portugal—			
Lisbon.....	{ May 26–June 1	<i>Italo Marsano</i>	Montreal Shipping
	{ June 10–16	<i>Ida Bakke (r)</i>	Montreal Shipping
	{ June 20–27	<i>Liguria</i>	Montreal Shipping
Singapore.....	{ May 27–June 2	<i>Agapenor</i>	Cunard Donaldson
	{ June 15–25	<i>A Ship</i>	March Shipping
	{ July 20–25	<i>Oceanside</i>	March Shipping

Departures from Montreal—Continued

Destination	Loading Date	Vessel	Operator or Agent
Sweden—			
Gothenburg.....	June 4	<i>Signeborg</i>	Montreal Shipping
Malmö.....	June 17-22	<i>Tunaholm</i>	Swedish American
Norrköping.....	June 28-30	<i>Polycrest</i>	Swedish American
Stockholm.....	June 28	<i>Ragneborg</i>	Montreal Shipping
United Kingdom—			
Avonmouth.....	May 27-June 3	<i>Norwegian</i>	Cunard Donaldson
Avonmouth.....	June 4-9	<i>Dorelian</i> (r)	Cunard Donaldson
Avonmouth.....	June 5-10	<i>Nandi</i>	Furness Withy
Avonmouth.....	June 24-July 2	<i>Moveria</i> (r)	Cunard Donaldson
Glasgow.....	May 30-June 8	<i>Laurentia</i>	Cunard Donaldson
Glasgow.....	June 16-23	<i>Salacia</i> (r)	Cunard Donaldson
Glasgow.....	June 30-July 8	<i>Delitian</i> (r)	Cunard Donaldson
Hull.....	June 1-5	<i>Marengo</i> (r)	McLean Kennedy
Hull.....	June 12-16	<i>Consuelo</i> (r)	McLean Kennedy
Leith.....	June 10-15	<i>Cairnesk</i>	Furness Withy
Liverpool.....	June 2-6	<i>Lord Glentoran</i>	McLean Kennedy
Liverpool.....	June 4-8	<i>Fanad Head</i>	McLean Kennedy
Liverpool.....	June 5-11	<i>Sibley Park</i>	Cunard Donaldson
Liverpool.....	June 6-11	<i>Beaverford</i>	Canadian Pacific
Liverpool.....	June 8-11	<i>Empress of Canada</i> (r)	Canadian Pacific
Liverpool.....	June 8-13	<i>City of Newport</i>	Cunard Donaldson
Liverpool.....	June 13-20	<i>Beaverburn</i>	Canadian Pacific
Liverpool.....	June 13-16	<i>Ascania</i> (r)	Cunard Donaldson
Liverpool.....	June 25-29	<i>Inishowen Head</i>	McLean Kennedy
Liverpool.....	June 28-July 5	<i>Arabia</i> (r)	Cunard Donaldson
London.....	May 24-29	<i>Vandalia</i>	Cunard Donaldson
London.....	June 1-7	<i>Hillcrest Park</i>	Cunard Donaldson
London.....	June 3-8	<i>Beaverbrae</i>	Canadian Pacific
London.....	June 3-9	<i>Beaverdell</i> (r)	Canadian Pacific
London.....	June 9-14	<i>Fort Spokane</i>	Cunard Donaldson
London.....	June 9-15	<i>Beaverlake</i> (r)	Canadian Pacific
London.....	June 17-25	<i>Asia</i> (r)	Cunard Donaldson
London.....	June 26-July 2	<i>Fort Musquarro</i>	Cunard Donaldson
Manchester.....	June 2-5	<i>Manchester Shipper</i> (r)	Furness Withy
Manchester.....	June 9-12	<i>Manchester City</i> (r)	Furness Withy
Manchester.....	June 16-19	<i>Manchester Regiment</i> (r)	Furness Withy
Newcastle.....	June 10-15	<i>Cairnesk</i>	Furness Withy
Uruguay—			
Montevideo.....	June 12-17	<i>Bowhill</i>	Cunard Donaldson
Montevideo.....	June 14-18	<i>Brazilian Prince</i>	Furness Withy
Montevideo.....	June 21-23	<i>Mormacstar</i>	Montreal Shipping
Venezuela—			
La Guaira.....	June 11-16	<i>Benny</i> (r)	Saguenay Terminals
Maracaibo.....			
La Guaira.....	June 1-5	<i>Wentworth Park</i>	Saguenay Terminals
Puerto Cabello.....	July 1-5	<i>Shakespeare Park</i>	Saguenay Terminals
West Indies—			
Bermuda.....	May 25-June 3	<i>*Alcoa Pennant</i> (r)	Alcoa Steamships
	June 1-7	<i>Canadian Challenger</i> (r)	Canadian National
	June 8-17	<i>*A Ship</i>	Alcoa Steamships
	June 22-July 1	<i>*A Ship</i>	Alcoa Steamships
	June 23-30	<i>Canadian Constructor</i> (r)	Canadian National
	July 2-9	<i>Canadian Cruiser</i> (r)	Canadian National
	July 18-24	<i>Canadian Challenger</i> (r)	Canadian National
Antigua.....	May 25-June 3	<i>*Alcoa Pennant</i> (r)	Alcoa Steamships
Barbados.....	June 1-7	<i>Canadian Challenger</i> (r)	Canadian National
Grenada.....	June 8-17	<i>*A Ship</i>	Alcoa Steamships
St. Kitts.....	June 22-July 1	<i>*A Ship</i>	Alcoa Steamships
St. Lucia.....	June 23-30	<i>Canadian Constructor</i> (r)	Canadian National
St. Vincent.....	July 2-9	<i>Canadian Cruiser</i> (r)	Canadian National
Trinidad.....	July 18-24	<i>Canadian Challenger</i> (r)	Canadian National
Dominica.....	June 1-7	<i>Canadian Challenger</i> (r)	Canadian National
Montserrat.....	June 23-30	<i>Canadian Constructor</i> (r)	Canadian National

Departures from Montreal—Concluded

Destination	Loading Date	Vessel	Operator or Agent
West Indies—Con.			
Dominica	July 2-9	<i>Canadian Cruiser</i> (r)	Canadian National
Montserrat	July 18-24	<i>Canadian Challenger</i> (r)	Canadian National
	June 1-7	<i>Canadian Challenger</i> (r)	Canadian National
	June 10	<i>Canadian Highlander</i>	Canadian National
	June 18	<i>Canadian Observer</i>	Canadian National
Bahamas	June 25	<i>Canadian Victor</i>	Canadian National
Jamaica	July 3	<i>Canadian Leader</i>	Canadian National
	July 13	<i>Canadian Conqueror</i>	Canadian National
	July 23	<i>Canadian Highlander</i>	Canadian National
	July 30	<i>Canadian Observer</i>	Canadian National
Jamaica	June 23-28	<i>Danaholm</i>	Swedish American
	May 25-June 3	* <i>Alcoa Pennant</i> (r)	Alcoa Steamships
	June 1-7	<i>Canadian Challenger</i> (r)	Canadian National
British Guiana	June 8-17	* <i>A Ship</i>	Alcoa Steamships
	June 22-July 1	* <i>A Ship</i>	Alcoa Steamships
	June 23-30	<i>Canadian Constructor</i> (r)	Canadian National
	July 2-9	<i>Canadian Cruiser</i> (r)	Canadian National
	July 18-24	<i>Canadian Challenger</i> (r)	Canadian National

Departures from Quebec

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Netherlands—			
Amsterdam	June 1-3	<i>Tabinta</i>	Furness Withy
Rotterdam			
United Kingdom—			
London	June 7-8	<i>Hillcrest Park</i>	Cunard Donaldson

Departures from Halifax

*Sails from Saint John about three days earlier.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Newfoundland—			
St. John's	June 1-5	<i>Newfoundland</i>	Furness Withy
St. John's	June 4-7	<i>Fort Townshend</i>	Furness Withy
St. John's	June 7-8	<i>Atlantic Charter</i>	Montreal Shipping
St. John's	June 8-9	<i>Mayhaven</i>	Shaw Steamships
St. John's	June 19-22	<i>Mayhaven</i>	Shaw Steamships
St. John's	June 20	<i>Atlantic Charter</i>	Montreal Shipping
	June 7-8	<i>Atlantic Charter</i>	Montreal Shipping
St. Pierre et	June 8-9	<i>Mayhaven</i>	Shaw Steamships
Miquelon	June 19-22	<i>Mayhaven</i>	Shaw Steamships
	June 19-20	<i>Atlantic Charter</i>	Montreal Shipping
United Kingdom—			
Liverpool	June 1-5	<i>Newfoundland</i>	Furness Withy
Southampton	June 3	<i>Aquitania</i>	Cunard Donaldson
Southampton	June 24	<i>Aquitania</i>	Cunard Donaldson
West Indies—			
Bermuda	June 1-7	* <i>Lady Rodney</i> (r)	Canadian National
	June 4-7	<i>Fort Amherst</i>	Furness Withy
	July 5-12	* <i>Lady Nelson</i> (r)	Canadian National
	July 20-26	* <i>Lady Rodney</i> (r)	Canadian National

Departures from Halifax—Concluded

Destination	Loading Date	Vessel	Operator or Agent
West Indies—Con.			
Antigua	June 1-7 June 5-12 July 20-26	* <i>Lady Rodney</i> (r) * <i>Lady Nelson</i> (r) * <i>Lady Rodney</i> (r)	Canadian National Canadian National Canadian National
Barbados			
Grenada			
St. Kitts			
St. Lucia			
St. Vincent			
Trinidad			
Dominica	June 1-7	* <i>Lady Rodney</i> (r)	Canadian National
Montserrat	July 5-12	* <i>Lady Nelson</i> (r)	Canadian National
	July 20-26	* <i>Lady Rodney</i> (r)	Canadian National
British Guiana	June 1-7	* <i>Lady Rodney</i> (r)	Canadian National
	July 5-12	* <i>Lady Nelson</i> (r)	Canadian National
	July 20-26	* <i>Lady Rodney</i> (r)	Canadian National

Departures from Saint John

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Colombia—			
Barranquilla	June 10-11	<i>Wentworth Park</i>	Saguenay Terminals
Barranquilla	July 11-12 *	<i>Shakespeare Park</i>	Saguenay Terminals
Dominican Republic—			
Ciudad Trujillo	June 10-11	<i>Wentworth Park</i>	Saguenay Terminals
Ciudad Trujillo	July 11-12	<i>Shakespeare Park</i>	Saguenay Terminals
Haiti—			
Port au Prince	June 10-11	<i>Wentworth Park</i>	Saguenay Terminals
Port au Prince	July 11-12	<i>Shakespeare Park</i>	Saguenay Terminals
United Kingdom—			
Liverpool	July 1-5	<i>Fort Spokane</i>	Cunard Donaldson
Venezuela—			
La Guaira	June 10-11	<i>Wentworth Park</i>	Saguenay Terminals
Puerto Cabello			
La Guaira	July 11-12	<i>Shakespeare Park</i>	Saguenay Terminals
Maracaibo			

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	May 28-June 14	<i>Lake Kamloops</i>	North Pacific Shipping
Lourenço Marques	June 4 July	<i>Utrecht</i>	Dingwall Cotts
Beira		<i>Silverwalnut</i> (r)	Dingwall Cotts
Africa-South—			
Cape Town	May 28-June 14	<i>Lake Kamloops</i>	North Pacific Shipping
Port Elizabeth	June 4	<i>Utrecht</i>	Dingwall Cotts
East London	July	<i>Silverwalnut</i> (r)	Dingwall Cotts
Durban			

Departures from Vancouver—Continued

Destination	Loading Date	Vessel	Operator or Agent
Argentina— Buenos Aires.....	June 6	<i>Ravnanger</i>	Empire Shipping
Australia— Sydney.....	June 2	<i>Waihemo</i>	Canadian Australasian
Hobart.....	June 20	<i>Waikawa</i>	Canadian Australasian
Sydney.....			
Melbourne.....			
Melbourne.....	Late July	<i>Helmspey</i>	Canadian Australasian
Sydney.....			
Newcastle.....	June 13-16	<i>Mangarella</i>	Empire Shipping
Sydney.....			
Melbourne.....			
Adelaide.....			
Sydney.....	July	<i>Nimbus</i>	Empire Shipping
Melbourne.....			
Adelaide.....			
Belgium— Antwerp.....	Mid-June	<i>Rouen</i>	Empire Shipping
Antwerp.....	June 20	<i>Argentina (r)</i>	Gardner Johnson
Antwerp.....	July 2	<i>Panama (r)</i>	Gardner Johnson
Canal Zone— Balboa.....	June 6	<i>Glimmaren</i>	Empire Shipping
Balboa.....	June 12	<i>Santa Juana</i>	Gardner Johnson
Balboa.....	June 30	<i>Santa Flavia</i>	Gardner Johnson
Balboa.....	June 1	<i>Coastal Adventurer (r)</i>	Gardner Johnson
Cristobal.....			
Cristobal.....	June 15	<i>Coastal Nomad</i>	Gardner Johnson
Ceylon— Colombo.....	June 10	<i>Höegh Silverlight (r)</i>	Dingwall Cotts
Colombo.....	June 18	<i>Lavak</i>	Dingwall Cotts
Colombo.....	June 18	<i>Höegh Silverspray</i>	Dingwall Cotts
Chile— Arica.....	June 12	<i>Santa Juana</i>	Gardner Johnson
Antofagasta.....			
Valparaiso.....			
Valparaiso.....	June 30	<i>Santa Flavia</i>	Gardner Johnson
Valparaiso.....	June 6	<i>Ravnanger</i>	Empire Shipping
China— Shanghai.....	May 30-June 14	<i>Lake Shawnigan</i>	Empire Shipping
Taku Bar.....			
Taku Bar.....	June 21-27	<i>Vito</i>	Empire Shipping
Colombia— Buenaventura.....	June 12	<i>Santa Juana</i>	Gardner Johnson
Buenaventura.....	June 30	<i>Santa Flavia</i>	Gardner Johnson
Barranquilla.....	June 6	<i>Glimmaren</i>	Empire Shipping
Barranquilla.....	July 12	<i>Don Aurelio</i>	Empire Shipping
Costa Rica— Puntarenas.....	June 1	<i>Coastal Adventurer</i>	Gardner Johnson
Puntarenas.....	June 15	<i>Coastal Nomad</i>	Gardner Johnson
Ecuador— Guayaquil.....	June 12	<i>Santa Juana</i>	Gardner Johnson
Guayaquil.....	June 30	<i>Santa Flavia</i>	Gardner Johnson
Finland— Helsinki.....	June 18	<i>Argentina</i>	Gardner Johnson
Helsinki.....	June 30	<i>Panama</i>	Gardner Johnson
France— Le Havre.....	Mid-June	<i>Rouen</i>	Empire Shipping
Honduras— Amapala.....	June 15	<i>Coastal Nomad</i>	Gardner Johnson

Departures from Vancouver—Continued

Destination	Loading Date	Vessel	Operator or Agent
Hong Kong	{ May 30–June 14 June June 14 June 21–22	<i>Lake Shawenigan</i> <i>A Ship</i> <i>Roseville</i> <i>Vito</i>	Empire Shipping Gardner Johnson Balfour Guthrie Empire Shipping
India and Pakistan —			
Bombay	} June 10	<i>Höegh Silverlight</i> (r)	Dingwall Cotts
Karachi			
Bombay	} June 18	<i>Lawak</i> <i>Höegh Silverspray</i>	Dingwall Cotts Dingwall Cotts
Calcutta			
Madras	} June 5	<i>Höegh Silvermoon</i>	Dingwall Cotts
Calcutta			
Malaya —			
Penang	} June 14	<i>Roseville</i> <i>Lawak</i>	Balfour Guthrie Dingwall Cotts
Port Swettenham ..			
Mexico —			
Acapulco	} June 1	<i>Coastal Adventurer</i> (r) <i>Coastal Nomad</i>	Gardner Johnson Gardner Johnson
Manzanillo			
Netherlands —			
Rotterdam	Mid-June	<i>Rouen</i>	Empire Shipping
Netherlands East Indies —			
Batavia	} June 5 June 10 June 14	<i>Höegh Silvermoon</i> <i>Höegh Silverlight</i> (r) <i>Roseville</i>	Dingwall Cotts Dingwall Cotts Balfour Guthrie
Soerabaya			
New Zealand —			
Auckland	} June 4	<i>Waihemo</i> <i>Helmspey</i>	Canadian Australasian Canadian Australasian
Wellington			
Nicaragua —			
Corinto	} June 1	<i>Coastal Adventurer</i> (r) <i>Coastal Nomad</i>	Gardner Johnson Gardner Johnson
Corinto			
Peru —			
Callao	} June 12 June 30	<i>Santa Juana</i> <i>Santa Flavia</i>	Gardner Johnson Gardner Johnson
Talara			
Ilo			
Lobitos			
Mollendo			
Philippines —			
Manila	} June 10	<i>Höegh Silverlight</i> (r) <i>Roseville</i>	Dingwall Cotts Balfour Guthrie
Iloilo			
Cebu	} June 14		
Manila	} June 5	<i>Höegh Silvermoon</i>	Dingwall Cotts
Iloilo			
Manila	} June	<i>A Ship</i> <i>Vito</i>	Gardner Johnson Empire Shipping
Manila			
Manila	} June 18	<i>Höegh Silverspray</i> <i>Lawak</i>	Dingwall Cotts Dingwall Cotts
Cebu			
Salvador —			
La Libertad	June 6	<i>Glimmaren</i>	Empire Shipping
La Union	} June 1	<i>Coastal Adventurer</i> (r) <i>Coastal Nomad</i>	Gardner Johnson Gardner Johnson
La Libertad			
San Salvador			
Singapore	{ June 14 June 18	<i>Roseville</i> <i>Lawak</i>	Balfour Guthrie Dingwall Cotts
Society Islands —			
Papeete	June 7	<i>Waihemo</i> <i>Helmspey</i>	Canadian Australasian Canadian Australasian
Papeete	Late July		

Departures from Vancouver—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Sweden—			
Gothenburg	June 20 July 2	<i>Argentina</i> (r) <i>Panama</i> (r)	Gardner Johnson Gardner Johnson
Helsingborg			
Malmö			
Stockholm			
Taiwan—			
Takao	May 30–June 14	<i>Lake Shawnigan</i>	Empire Shipping
Tonga—			
Nukualofa	June 7	<i>Waihemo</i>	Canadian Australasian
United Kingdom—			
Liverpool	Late June Late July	<i>Pacific Shipper</i> <i>Pacific Enterprise</i>	Furness Withy Furness Withy
Manchester			
London	June 20	<i>Argentina</i> (r)	Gardner Johnson
London	July 2	<i>Panama</i> (r)	Gardner Johnson
Venezuela—			
Bachaquero	June 6	<i>Glimmaren</i>	Empire Shipping
La Gauria			
Puerto Cabello			
Maracaibo			
La Guaira	July 12	<i>Don Aurelio</i>	Empire Shipping

Animal Brains and Pork Jowls May be Exported

Edible animal brains may now be exported to all countries, including the United States, and pork jowls to all countries, with the exception of the United States.

Export permits will be valid for 30 days from the date of issue.

German Firms May Charter Foreign Tonnage

Frankfurt, May 6, 1948.—(FTS)—German importers, exporters, shipping agents and chartering agents are now permitted to charter non-German vessels for the transportation of authorized import cargoes in bulk. This provision has been made by the Joint Export-Import Agency under a licensing procedure, which took effect on May 1, 1948.

The foreign exchange required to finance chartering operations will be available to established firms "of good repute, having the necessary satisfactory foreign correspondents and chartering connections".

In all charter contracts, the Joint Export-Import Agency will be named as the "charterer", and each contract will be subject to the approval of the JEIA.

Charters will be negotiated mainly for bulk commodities, calling for the employment of tramp tonnage. The recent ruling provides for the employment of vessels of first-class Lloyd's or equivalent classification in other countries, and for "current market prices" to be paid.

Every document needs close attention. They must be honestly and carefully completed. Once completed, they should be sent forward in ample time for the consignee to use them when clearing the goods on the arrival of the shipment. (See our *ABC of Canadian Export Trade*, page 45.)

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 May 17	Nominal Quotations May 25
Argentina.....	Peso	Off.	.2977	.2777
		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.....	Pound	.....	.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

Foreign Trade Service

Head Office Directory

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

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

Trade Commissioner Service

Director, G. R. Heasman (2530)

Assistant Director, H. W. Cheney (3058)

Area Officers—

Asia, G. S. Hall (5249)

British Commonwealth, (4404)

Europe, R. T. Young (4404); R. W. Rosenthal (7641); K. Nyenhuis (4404)

Latin America, A. Savard (7641)

*Western Representative—*H. W. Brighton, 355 Burrard Street, Vancouver, B.C.

Agricultural Officer, T. N. Beaupré (6800)

Export Division

Acting Director, G. A. Newman (5983)

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

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

Livestock and products, D. G. W. Douglas (5859)

Fish and fish products, T. R. Kinsella (7385)

Plants and products, G. F. Clingan (7523)

Dairy and poultry products, K. L. Melvin (3172)

Machinery, Metals and Chemicals Section—Chief, E. C. Thorne (4082)

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

Iron and steel products, L. G. Dornan (7060)

Non-ferrous metals and non-metallic minerals, A. M. Tedford (7546)

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

Electrical machinery and equipment, A. S. MacRae (7060)

Automotive equipment and vehicles, J. J. Kealey (7168)

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

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

Leather, rubber and products (3304)

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

Wood and products, G. H. Rochester (4863) and J. C. Dunn (4863)

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

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

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

Consumer Metal Products, E. L. Smith (5666)

Miscellaneous products, P. G. Jones (4160)

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

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

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

Foreign Trade Service
Head Office Directory—Concluded

Import Division

Director, Denis Harvey (5417)

Assistant Director, C. F. McGinnis (7163)

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

Food and groceries, E. B. Paget (4161)

Oils and Fats, Dr. R. T. Elworthy (5177)

Fibres and textiles, A. C. Fairweather (7815)

Hides, skins, leather and rubber, F. T. Carten (4965)

Drugs, chemicals and non-metallic minerals, P. E. Jensen (6958)

Coal, iron and steel (6905)

Tin, antimony and other non-ferrous metals (4965)

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

G. C. Clarke (3873) and G. W. Rahm (6958)

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

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

Trade services directory (6905)

Commodity research and trade statistics (6905)

Importers' Directory (5823)

General Information (7953)

Commercial Relations and Foreign Tariffs Division

Director, H. R. Kemp (5151)

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

L. E. Couillard (7594)

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

United States, G. C. Cowper (2250)

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

Europe, E. J. McMeeekin (2250)

Latin America, H. V. Jarret (5642)

Industrial Development Division

Director, G. D. Mallory (3819)

Assistant Director, B. R. Hayden (7886)

Administrative Officer, J. H. Boyd (7886)

Transportation and Communications Division

Director, W. J. Fisher (6236)

Trade Publicity Division

Director, B. C. Butler (2479)

Assistant Director, J. Fergus Grant (2186)

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

Foreign Trade Service Abroad

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

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

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

In respect to individual markets, it may be noted that five to six documents are required for most overseas shipments, namely: Ocean Bill of Lading; Commercial Invoice, Insurance Policy or Certificate, Draft, Customs Invoice or Certificate of Origin (British Empire Countries), Consular Invoice or Certificate of Origin (Non-British Countries), and Packing List. (See our ABC of Canadian Export Trade, page 20.)

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: Boîte 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—E. H. MAGUIRE, Acting Commercial Secretary, Canadian Embassy, Bank of London and South American 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 Sharia 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—B. J. BACHAND, Canadian Economic Representative, % Allied Contact Section, H.Q. EUCOM, Frankfurt, A.P.O. 757, U.S. Army.

Cable address, *Canadian Frankfurt/Main*.

Foreign Trade Service Abroad—Continued

Greece

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

Territory includes Turkey.

Guatemala

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

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

Hong Kong

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

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

India

New Delhi—RICHARD GREW, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 11.

Bombay—C. R. GALLOW, 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 Austria, 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, Edi-

ficio 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—R. CAMPBELL SMITH, 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, The Cotton Exchange, McLeod Road. Address for letters: Post Office Box 531. Territory includes Afghanistan.

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.

Foreign Trade Service Abroad—*Concluded*

South Africa

Johannesburg—S. V. ALLEN, Commercial Secretary 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. G. TREGASKES, Acting 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—A. W. EVANS, Acting Canadian Government Trade Commissioner, Colonial Life Insurance Building. Address for letters: Post Office Box 125.

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

United Kingdom

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

Cable address, Sleighing, London.

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

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

Cable address, Sleighing, London.

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—J. H. ENGLISH, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

Washington—G. R. PATERSON, Agricultural Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

New York City—M. T. STEWART, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Centre.

Territory includes Bermuda.

Cable address, Cantracom.

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. BISSERT, Canadian Government Trade Commissioner. Address for letters: Canadian Consulate General, 8° Piso, Edificio America, Esq. Veroes.

Territory includes Netherlands West Indies.

Foreign Commercial Representatives in Canada

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

- Argentina**—Representative of the Argentine Institute of Trade Promotion, 31 St. James Street West, Montreal. Telephone—MARquette 2811.
- Australia**—Clifton J. Carne, Australian Government Trade Commissioner, Office of the High Commissioner for the Commonwealth of Australia, 24 Sussex Street, Ottawa. Telephone—3-8458.
- Belgium**—Jean Querton, Consul-General, Room 709, Sun Life Building, Montreal. Telephone—PLateau 8375.
- Bolivia**—Emilio Diaz Romero, Consul General, 4 Notre Dame Street East, Montreal.
- Brazil**—Caio de Lima Cavalcanti, Commercial Counsellor, Brazilian Embassy, 400 Wilbrod Street, Ottawa. Telephone—5-1485.
- A. G. de Miranda Netto, Commercial Attaché, Brazilian Embassy, agent of the Department of Trade and Commerce of Brazil, Room 49, 46 Elgin Street, Ottawa. Telephone—5-1486.
- British West Indies and British Guiana**—C. Rex Stollmeyer, Trade Commissioner, 37 Board of Trade Building, Montreal. Telephone—PLateau 8282.
- Chile**—Carlos Garcia de la Huerta, First Secretary Chilean Embassy, Room 215, 56 Sparks Street, Ottawa. Telephone—5-4402.
- Mariano Bustos, Consul-General, 1410 Stanley Street, Montreal.
- China**—There is no commercial representative in Canada. All commercial matters are handled by the Chinese Embassy in Washington.
- Colombia**—Jorge Castaño Castillo, Consul-General, 3757 Wilson Avenue, Montreal 28
- Cuba**—Dr. Guy Pérez Cisneros, Commercial Attaché, Cuban Legation, 499 Wilbrod Street, Ottawa. Telephone—5-6834.
- Denmark**—Theodor Schultz, Consul, Danish Consulate, Room 812, Keefer Building, 1440 St. Catherine Street West, Montreal. Telephone—PLateau 2030.
- Dominican Republic**—Julio A. Ricart, Consul-General, 46 Delaware Avenue, Ottawa. Telephone—2-1130.
- Ecuador**—Camilo J. Andrade, Consul-General, Room 917, 1410 Stanley Street, Montreal. Telephone—PLateau 8473.
- France**—Bernard Lechartier, Commercial Counsellor and Financial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.
- Jacques Humbert, Commercial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.
- Gérard Dubois, Commercial Attaché, French Embassy, 610 St. James Street West, Montreal. Telephone—HARbour 2271.
- Greece**—Pami Malamaki, Commercial Counsellor, Greek Embassy, Suite 110, Chateau Laurier, Ottawa. Telephone—5-2255.
- Haiti**—Philippe Cantave, Consul-General, Room 308, 18 Rideau Street, Ottawa. Telephone—2-1272.
- India**—M. R. Ahuja, Trade Commissioner, Royal Bank Building, Toronto. Telephone—ELgin 3223.
- Ireland**—Eamonn L. Kennedy, Official Secretary, Office of the High Commissioner for Ireland, 140 Wellington Street, Ottawa. Telephone—3-6281.
- Italy**—Dr. P. F. Migone, Commercial Attaché, Italian Legation, 133 Sparks Street, Ottawa. Telephone—3-3630.
- Lebanon**—Maurice J. Tabet, Consul, Consulate of Lebanon, 200 Metcalfe Street, Ottawa. Telephone—2-3155.
- Mexico**—Consul-General, Room 507, 1410 Stanley Street, Montreal. Telephone—LANcaster 2502.
- Netherlands**—E. L. Hechtermans, Commercial Secretary, Netherlands Embassy, 168 Laurier Avenue East, Ottawa. Telephone—5-7241.

Foreign Commercial Representatives in Canada

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

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

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

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

Portugal—Dr. Vasco V. Garin, Consul-General, Suite 12, 1499 Bishop Street, Montreal. Telephone—BELair 1607.

Sweden—Carl-Heuric Nauekhoff, Second Secretary, Swedish Legation, 720 Manor Road, Rockcliffe Park (Ottawa). Telephone—2-1729.

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

Dr. Frédéric Kaestli, Consul-General, Room 1521, Sun Life Building, Montreal. Telephone—PLateau 1878.

I. Sembinelli, Vice-Consul, Room 215, 159 Bay Street, Toronto. Telephone—ELgin 4097.

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

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

Union of Soviet Socialist Republics—N. S. Skvortsov, Representative of the Commercial Counsellor, Soviet Embassy, 285 Charlotte Street, Ottawa. Telephone—5-4341.

United Kingdom of Great Britain and Northern Ireland—A. R. Bruce, Trade Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

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

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

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

W. G. Coventry, Trade Commissioner, 703 Royal Bank Building, Winnipeg. Telephone—9-3153.

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

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

Homer S. Fox, Associate Counsellor for Economic Affairs, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

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

Canadian Certified Seed Potatoes

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

Associated Agencies Concerned With Development of Foreign Trade

Canadian Government Exhibition Commission

479 Bank Street, Ottawa

Director, Glen Bannerman (3558)

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

Assistant Director, F. P. Cosgrove (7818)

Wheat and Grain Division

Director, C. F. Wilson (5648)

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

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

Canadian Commercial Corporation

No. 2 Temporary Building, 70 Lyon Street, Ottawa

Managing Director, W. D. Low (3736)

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

Secretary, J. D. McCarthy (4955)

Comptroller, G. F. Wevill (5316)

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

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

Export Credits Insurance Corporation

107 Sparks Street, Ottawa

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

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

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

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