FOREIGN TRADE

OTTAWA, NOVEMBER 27, 1948

Published Weekly by
FOREIGN TRADE SERVICE
Department of Trade and Commerce

In This Issue

South Africa—Demand for Machine Tools Increased 1066
Great Britain—Motor Show Indicates Effort to Secure Outlets 1070
France—Place in World Automobile Market Being Regained 1072
Great Britain—Pottery Production Higher, but Quality Retained 1075
Pakistan—Foreign Capital Invited to Assist in Development 1079
Eire—Efforts Being Made to Increase Value of Exports 1082
Indo-China—Production Has Improved Despite Internal Strife 1084
Mexico—Foreign Trade Position Improved This Year 1087
Greece—Air, Radio and Telegraph Communications Better 1091
United States—Output of Paint Industry Reaches Billion Dollars 1093
India—Bulk Purchasing Held Responsible for Tea's Poorer Quality 1095
Canada—G. S. Hall Named Director of Transportation Division 1099
China—Gold Yuan Currency Devalued 1102

Regular Features

Agencies Concerned with Foreign Trade Development 1120
Commodity Comments 1097
Foreign Commercial Representatives in Canada 1118
Foreign Exchange Quotations 1111
Foreign Trade Service Abroad 1114
Foreign Trade Service—Head Office Directory 1112
Trade and Tariff Regulations 1100
Transportation Section 1103
  Open Letter to Shippers 1103
  Departures from Halifax 1104
  Departures from Saint John 1107
  Departures from Vancouver-New Westminster 1109

COVER SUBJECT—Canadian collie, presented by the Central Experimental Farm, in Ottawa, to Caio de Lima Cavalcanti, Commercial Counsellor for Brazil, receives a few words of cheer from its master before embarking for Rio de Janeiro. This is believed to be the first dog carried by freight from Canada to Brazil, where it now makes a home at Barbacena, Minas Gerais, where Sr. Cavalcanti has a farm. Instead of rounding up sheep, as in Ottawa, it has achieved success in rounding up cattle, among which are some Canadian animals. Twenty-seven head of purebred Jersey cattle were flown to Rio de Janeiro in the same aircraft.

Photo by Canada Pictures (Toronto)

South African Demand for Machine Tools Larger Than Before War

Current imports are estimated at £1,000,000 as compared with £500,000 before the war—Increase represents rise in price and demand—Canadian share of trade has been negligible—United Kingdom is main supplier due to price factor.

By D. S. Armstrong, Assistant Commercial Secretary for Canada

JOHANNESBURG, November 8, 1948.—There is a marked increase in the demand for most types of machine tools in South Africa, compared with the prewar position. Current imports are estimated at £1,000,000, as against approximately £500,000 before the war. This increase represents a rise in price and demand in roughly equal proportions, being attributed to the expansion of industry, mining and related services, such as the railways. Published statistics indicate that Canada's share of the trade has been negligible, though several Canadian firms have been making an effort recently to establish themselves in this market.

The rapid industrial expansion is due in part to the war, which indicated the extent to which the Union was dependent on other countries for all kinds of manufactures. It is also attributed, in even larger measure, to the increase in available investment funds, combined with the recognition that South Africa is a comparatively safe investment field. Some observers believe that the rate of expansion has surpassed the normal limits of sound development, basing their opinions on the small number of whites in this country, numbering 2,500,000, and to the distance of South Africa from other consuming centres. These observers are in the minority, however, and there has been a more cautious attitude since the change in government last May, and due to the increased tension in Europe.

South African Imports of Machine Tools

Machine Tools, Lathes	1938	1944	1945
United Kingdom	£ 87,348	£ 37,296	£ 84,009
Canada	......	38	1,482
Germany	17,575	......	......
Sweden	2,155	......	1,428
United States	11,508	19,382	58,344
Total	£124,829	£ 56,736	£145,263 (a)
Machine Tools, Other (b)			
United Kingdom	......	......	£147,395
Canada	......	......	5,693
Sweden	......	......	1,961
United States	......	......	244,721
Total	......	......	£399,770

(a) Includes particulars of "Factory Plant" formerly given in two other items of the statistical analysis.
(b) New item set up in 1945.

General Purpose Tools in Demand

With the consuming population at only 2,500,000 whites, it is obvious there is little mass production in the broad sense of the term. Consequently, there is no demand for "production", high-precision or single-purpose tools. The Union, and more particularly Johannesburg, the centre of the largest gold mining area in the world, has been aptly described as being one huge workshop catering to the mines, general industry, the railways and various government and municipal departments. The two functions of these workshops are first, maintenance or repair, and second, "jobbing". Consequently, the demand is for general purpose tools, such as engine lathes, capstan and turret lathes, milling and grinding machines, shapers, slotters, planers, screwing machines, etc. Heavy tools, such as are used in shipbuilding and steel works, presses over 400 tons, and automatic machines are not in demand. The quasi-government steel works, Iscor, at Pretoria, have a shaft turning and boring lathe with an 80-foot bed. A 40-foot planer and a 30-foot boring mill are located at the van der Bijl Engineering Works, Vereeniging. These are the largest in the country, and are also used for manufacturing and repair work for the mines on a sub-contract basis.

United Kingdom is Main Supplier

The traditional sources of supply are Great Britain, the United States, Germany and Sweden. More recent statistics are not available, but it is estimated that 75 per cent of present imports are from the United Kingdom. The main reason for this is price, as United States and Canadian prices prove on comparison to be between 30 and 50 per cent higher than those quoted by British manufacturers. A second but important reason is the traditional supremacy of and preference in South Africa for British engineering products and technology, coupled with adherence to British standards.

During the war, the South African Machine Tool Controller worked out an interesting rule of thumb on prices. At that time, orders were submitted for particular types of machinery without regard to source of supply. Under Lease-Lend procurement arrangements, less than normal attention was paid to price. The Controller found, however, that tools shipped from England averaged 2s. 6d. or 50 cents per pound weight, whereas similar machines obtained from the United States cost 4s. or 80 cents per pound. This observation was recently verified by comparing a Canadian-made lathe with an English one.

It is realized that comparisons of different makes and types of lathes are often as difficult to make and as meaningless as comparisons of various makes and types of automobiles. The fact remains, however, that buyers are of the opinion that they can obtain their requirements at better prices from the United Kingdom than from any other source. Only one exception to this generality appears to exist. This is in the field of welding machines, where United States prices are competitive with those from the United Kingdom.

Time of Delivery Not Important to Buyers

Time of delivery is the one feature in which Canadian and United States manufacturers are ahead of the United Kingdom. In general, it takes twice as long to get a lathe from the United Kingdom as it does from North America. Unfortunately, this is not a great selling point, since South African buyers normally plan their requirements two years in advance. When a machine is required immediately, it can often be obtained from local stocks, particularly if it is of a standard type.

The largest buyers of machine tools are government departments, including the South African Railways and Harbours Administration. It is estimated that the government buys 40 per cent of all machine tool imports. Next in importance are the gold and other mines, which buy approximately 30 per cent. (In a list of "mine stores consumed" in 1945, the item "Workshop Plant, excluding Engines and Motors", was valued at £45,834.) The remaining 30 per cent of the market is in the hands of private industry and the municipalities.

Major Share of Buying on Tender Basis

Because such a large proportion of the market is made up of government departments, most buying is done by tender. All the local engineering firms and manufacturers' representatives selling engineering supplies are on the mailing lists for tenders, and they either reply to the tenders direct or refer them to their principals overseas. This method does not permit sales representatives to do any promotional work other than seeing that their lines are put on the approved lists of the various organizations. Most of the local firms confine their activities to the paper work of dealing with tenders.

Under the tender method as it operates in South Africa, it is imperative for Canadian firms to sell through resident agents. Most of the tender boards insist on dealing through a local agent who can assist in subsequent difficulties and who can be made liable if necessary under South African law. The method of payment normally offered by Union Government departments is as follows: 50 per cent on date of arrival at Union port; 25 per cent on date of arrival at site of installation; and 25 per cent after a short test period. These terms are not normally acceptable to overseas manufacturers and therefore a local representative, who can take care of the financing, is desirable from the point of view of the Canadian firm.

The most important tender boards in the Union are as follows: South African Railways and Harbours; Union Tender and Supplies Board; Transvaal Provincial Tender Board; Natal Provincial Tender Board; Orange Free State Provincial Tender Board; Cape Provincial Tender Board; Rhodesian Tender Board; and Municipalities and Townships tender boards.

The mining industry has a unique system of buying through the Commercial Exchange of Southern Africa, located in Johannesburg. This organization operates as a type of clearing house for most of the requirements of the mines. Local engineering and supply houses pay a fee to become members of the Commercial Exchange, thereby gaining the privilege of viewing lists of requirements which are posted daily. Quotations are submitted and most firm orders are placed within an hour or two of the opening of the exchange. One difficulty arising from these systems is that local representatives are not able to ascertain why their quotations are unsuccessful, since only a few of the municipalities publish complete lists of bids.

Two Selling Methods Used by Manufacturers

There are two accepted methods by which overseas manufacturers sell in South Africa. The first is through a manufacturer's representative or agent who is appointed on an exclusive basis to look after all the interests of his principal in the Union. The agent is paid a commission, normally five per cent, on sales which are made in his territory, regardless of whether or not they are a direct result of his efforts. This type of agreement protects the agent from buyers who are anxious to avoid paying his commission. The agent's task is to appoint stockist-distributors to cover the various geographical areas, and also to assist and encourage these distributors in getting orders for his lines.

The second method is the appointment of one of the many engineering firms capable of importing machine tools for re-sale and of selling on an "indent" basis, i.e., by direct order to the overseas manufacturer. Both methods have their advantages and disadvantages, but on the whole there is little to be gained from appointing an agent to sell on a commission basis. The commission adds to the price, and, in the case of Canadian machine tools, makes the cost more excessive than it presently is. In addition, Johannesburg is by far the most important buying centre for machine tools and all tenders, inquiries, etc., are made known to the trade in that city. Thus the advantages from the geographical point of view of using the services of an agent fall away.

Although the engineering firm is the type of representation recommended for overseas manufacturers, the prime difficulty lies in finding satisfactory firms who do not hold competing agencies and who are capable of extending their activities to this field. It should be obvious that sales representatives must have adequate facilities for after-sales service. This is particularly true in South Africa, where the buyer is 6,000 miles away from the manufacturer.

Competition Rapidly Increasing in This Market

When business conditions in the engineering field are good, as they are today, there is little incentive for local suppliers to exert themselves unduly in an effort to sell an unknown product; they tend to concentrate their efforts on established lines. On the other hand, most new firms have little technical knowledge and few sales contacts. There is strong evidence that the number of firms presently selling machine tools is out of proportion to the existing market. Consequently, competition is rapidly increasing and price cutting may become more apparent as supply catches up with demand. If Canadian machine tool builders are to do business here, they must first, be prepared to meet the price competition and second, find sales agents or engineering firms who are sufficiently aggressive to build up a good name for Canadian products. Canada's reputation as a producer of machine tools has yet to be established in South Africa and therefore the second task will be the hardest to perform. The lack of success of past and current negotiations is apparent to Canadian machine tool builders who have tried to sell in this market.

India to Decontrol Tamarind Seed and Seed Powder

It has been decided by the Indian Government to decontrol tamarind seed and tamarind seed powder, and licences for their export will be issued freely. *(India Commercial News)*

Commonwealth Countries Sign Trade Agreement with Japan

London, November 9, 1948.—(FTS)—Trade between Japan and five Commonwealth countries in the sterling area, valued at approximately £55,000,000, is anticipated as a result of an agreement between that country, the United Kingdom and her Colonies, Australia, New Zealand, India and South Africa. The arrangement, which includes trade through both government and private channels, aims at maintaining an approximate balance of exports and imports by the two parties in order to avoid dollar expenditures on either side. All transactions will be on a sterling basis.

The main goods to be exported by occupied Japan are cotton textiles (which account for a minimum of over £16 million of the total estimated Japanese sales of £27,500,000), industrial machinery, raw silk, rolling stock, caustic soda and other chemicals, rayon, wool, silk manufactures, paper and paper products and bunker coal.

The Commonwealth participants will supply a wide range of raw materials and other goods and services to an approximate value of £23 million, including raw wool, iron ore, salt, raw cotton, cereals, petroleum, rubber, tin, jute, oil seeds, wool waste, coal, hides and skins, manganese, gums and resins and shipping. The balance of approximately £4,500,000 will be offset against a balance of goods already delivered to Japan in governmental trading arrangements.

British Motor Show Indicates Effort to Secure Markets

Thirty-two manufacturers in United Kingdom display models of radically new design, and in many colours—Beautiful coachwork of custom-built cars distinctive feature of British and European industry—Most of the automobiles available only for export.

By J. E. P. Lancaster, Assistant Commercial Secretary for Canada

LONDON, November 9, 1948.—Thirty-two automobile manufacturers in Great Britain, twelve from the United States, six from France and one from Italy, displayed their latest models at the International Motor Exhibition, held from October 27 to November 6 in Earls Court, London. Some 563,000 car-hungry British motorists paid over £100,000 for the privilege of admiring these cars, those produced in the United Kingdom being largely for export.

There were some five hundred exhibits at the Motor Show, the first in ten years, including 48 automobile stands, 21 coachwork exhibits, 50 motor boat and marine displays, 20 caravan or trailer stands, and a number featuring tires and accessories. John Cobb's "Railton", which is claimed to be the world's fastest automobile, with a record of 394·2 m.p.h. for the flying mile, was one centre of attraction.

British manufacturers indicated a tendency to concentrate on fewer models, in an effort to secure maximum output under present conditions. Some fifty cars displayed the wide engine grills and built-in fenders that provide contemporary American models with the "new look". Most of these new cars have been on the production line for only a few months and, almost without exception, carried the sign "for export only".

Wide Range of Colours Noted

The effort of manufacturers to penetrate foreign markets has resulted in the presentation of new designs, featuring greater roominess, superior power-to-weight ratios, better suspension, higher quality finishes, and fuel economy, stemming from an improved engine design. The blossoming out of these models in a wide range of bright hues is indeed a departure from the ubiquitous black cars that are seen on the English roads.

Of particular interest were the magnificent custom models that were displayed by a group of British coachwork companies. Built-to-order bodies, on chassis of well-known luxury cars, have been a distinctive feature of the British and European automobile industry that seems to have no counterpart in North America. Catering to the aristocratic trade, it permits the body-designer and builder wider scope for their imagination and skills than can be offered in the production of the more prosaic mass-produced models. As a result, coachworkmanship and design have made a tremendous impression on the progress of automobile design, and the automotive industry as a whole owes a debt of gratitude to this rather unique branch of the industry.

A surprising amount of interest was generated by a wide range of custom-produced and rakishly designed two- and four-seater sports cars, which are planned to appeal to a segment of the population of Europe which still regards motoring as a sport rather than as an essential form of transportation.

The American models on display, which are well known to the Canadian motoring public, featured luxurious interiors, ample body space, and a sobering reminder to European producers of the value for money provided by American car manufacturers in the markets of the world.

Exhibits of caravans or trailers, in both two- and four-wheel sizes, and marine and yachting equipment, ranging from rowboats and dinghies to sea-going cruisers, caught the public's eye. Even in these exhibits, the United Kingdom's export drive was not forgotten. Neatly printed signs informed foreign visitors that "overseas inquiries are invited".

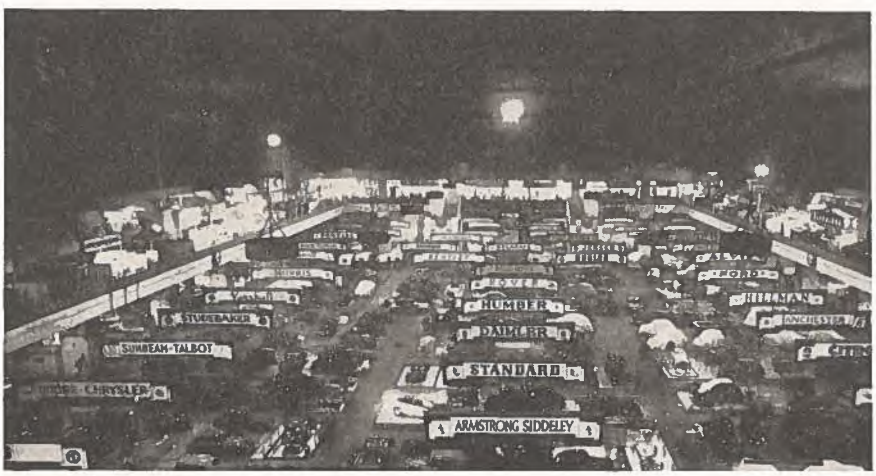
Car Industry Leads Exporters

Evidence of the deep interest in export markets was conspicuous. The British trend in car design to the "new look" is a strong indication of the determined effort being made by British producers to capture their share of the world's markets. In meeting overseas requirements in styling, they are sacrificing the more conservative demands of the home market. The export of automobiles is vital to the economic recovery of Great Britain, and it is an established fact that the motor car industry in this country is now the leading export industry. Seventy-five per cent of production, running at approximately 320,000 units per year, is reaching export destinations. This compares with some twenty per cent in prewar years. Indeed, Great Britain has supplanted the United States as the world's leading car exporter, and in doing so is earning some £70 millions per year in foreign currency. If accessories and components, commercial vehicles and tractors were added, this figure would be doubled.

Leading Export Markets for British Cars

	9 months 1948		9 months 1938	
	No.	Value	No.	Value
Australia	39,218	£ 8,877,940	19,597	£1,466,663
United States	15,848	3,705,228	16	11,125
Belgium	12,930	3,620,513	465	60,660
Union of South Africa	12,499	3,474,911	2,399	318,062
India and Pakistan	10,475	2,808,703	2,062	282,213
Canada	9,160	2,216,039	428	48,350
New Zealand	7,326	1,835,927	11,333	1,378,339
Portugal	5,372	1,454,839	444	58,849
Other markets	55,782	16,467,302	17,890	2,140,260
Total	168,610	£44,461,402	54,634	£5,744,521

Great Britain—International Motor Exhibition, held in London from October 27 to November 6, at which their latest models were placed on display by 32 automobile manufacturers in the United Kingdom, 12 in the United States, six in France and one in Italy.



The motor show at Earls Court was the focal point of the British export drive, where car design and engineering were brought together to spark increased and improved automobile production. The success of this exhibition is encouraging evidence that British workmanship and design can compete with that of any nation. It is up to the British motor car industry, however, to bend every effort to meet the requirements of the motoring world in the price field as well. If it is successful in this phase of business, the postwar achievements of the automotive industry should be well maintained in the competitive years to come.

France Regaining Former Place In World Automobile Market

Now fourth largest producer as compared to seventh in 1938 —Production this year 98 per cent of the prewar level— Exports of automobiles represented 7·5 per cent of total exports from January to June, 1948.

By J. P. C. Gauthier, Assistant Commercial Secretary for Canada

PARIS, October 25, 1948.—Fifty years ago, when the first International Automobile Exhibition was held in Paris, France was the principal producer of motor cars. She held the lead until the First Great War, when the United States assumed the premier position, and dropped to seventh place among countries manufacturing automobiles in 1938. Despite difficulties confronting this country in the rehabilitation of her industries, that concerned with the production of motor cars has regained much of its initiative, and indicates a measure of progress that is a source of pride to the French people.

Nearly a thousand exhibitors occupied stands at the Salon de l'Automobile, in the Grand Palais, this year. Eighty-two manufacturers of automobiles were represented, including forty-two from abroad. Light, inexpensive models were featured, due to the shortage of gasoline and of materials required for their manufacture. Fifty years ago, the horseless carriage was advertised, but stress is now laid on fuel economy, the two horsepower Citroen being a good example of the trend.

Despite this economic necessity, North American methods are apparent in models produced "en masse", such as the Peugeot 203. The French manufacturers have tried, quite successfully, to find a compromise between the streamlined, roomy and comfortable American type of car and the economical, but often too light and "compressed", car in common use in Europe. The characteristics of the new Peugeot, therefore, are elegance, greater seating capacity and comfort, speed up to 70 m.p.h. and about 45 miles to the gallon of gasoline.

The newest of these small cars is the French-built Ford, which is about two-thirds the size of a Canadian Ford and the lines of which are similar to the Canadian 1949 models.

Of course, the expensive French luxury cars like the Delahaye are still drawing the admiring sighs of even the most sophisticated North American car owners.

Production This Year Nearly at Prewar Level

Production of vehicles of all kinds has steadily increased since the end of the war. In 1946 output rose from 33 per cent of the 1938 level to 63 per cent. In 1947, it increased to 75 per cent. During the first six months of 1948, production was 102 per cent of 1938, while postwar records of 106 per cent were achieved in the months of April and June. Taking holidays into account, production for the first eight months of this year is 98 per cent of the 1938 figure.

While passenger cars are the eye-catching factor of French automotive production, the pattern of production immediately after the war has been changed so that economic needs in the transportation field could be satisfied before personal ones.

For this reason, top priority was given to the production of trucks, buses and other utility vehicles. Production in that field reached a level of 111 per cent above prewar output. On the other hand, production of passenger cars was held down to 57 per cent. The following figures give a comparative picture of French automotive production:

Automotive Production in France

	1938	1946	1947	8 months 1948
		(Thousands)		
Passenger cars	182.4	30.4	66.3	62.2
Trucks (two tons and up)	16.9	45.8	37.7	27.9
Trucks (under two tons)	22.4	16.7	29.1	32.0
Autobuses and others	5.7	3.2	4.1	3.5

The five following firms manufacture 90 per cent of all French automobiles and 27 other manufacturers turn out less than 10,000 vehicles a year:

Production of Main French Automobile Manufacturers

	1946	6 months 1948
Renault (nationalized)	44,174	31,241
Citroen	28,981	20,754
Peugeot	26,384	18,241
Simca	11,788	9,036
Ford	10,470	8,512
Total	121,797	87,784
All others	15,410	10,509
Total	137,207	98,293

France is now the fourth biggest automobile producer in the world. The following figures in thousands of vehicles show the comparative production records of the world's main automobile manufacturing countries:

Output of Main Automobile Manufacturing Countries

	1947	6 months 1948
	(Thousands)	
United States	4,717	2,488
Great Britain	441	252
Canada	258	139
France	137	98
Italy	44	....
Czechoslovakia	15	13
Germany (Bizone)	8	10

At the present time, for every vehicle manufactured in France, there are 1·4 made in Canada, 2·6 made in England and 25·4 turned out in the United States.

Exports of automobiles are an important factor in the economy of France, as they represent 7·5 per cent of the total value of French exports for the first six months of 1948. In 1946, fully assembled vehicles, spare parts and accessories, except tires, had an aggregate value of $52 million. In 1947, the same items came to $144 million. In 1938, the value of automobile exports from France was $25·6 million.

French Exports of Motor Vehicles

	1947	6 months 1948
Europe—		
Belgium and Luxembourg	21,302	5,731
Switzerland	6,687	2,753
Great Britain	3,565	2,045
Sweden	2,470	2,696
Holland	2,238	1,379
Poland	1,710	429
Portugal	1,482	524
Denmark	1,367	301
Other European countries	2,728	1,110
Total for Europe	43,549	16,968
Asia—		
Syria and Lebanon	466	284
India	354	59
Iran	341	80
Palestine	308	40
Other countries of Asia	539	120
Total for Asia	2,008	583
Americas—		
Brazil	4,145	2,730
Argentina	2,432	24
United States	1,200	717
Other countries of America	1,344	733
Total for Americas	9,121	4,204
Africa—		
South Africa	2,118	460
Egypt	1,253	1,153
Other countries of Africa	455	85
Total for Africa	3,826	1,698
Oceania—		
Australia	19	110
Diplomatic corps and tourists	485	1,165
Total foreign countries	59,008	24,728
French Empire	19,601	16,487
Grand total	78,609	41,215

Although exports for the first six months of 1948 show a healthy trend, they are actually lower than for the first six months of 1947, and indicate the influence of rising internal prices and the more highly competitive position in hard-currency countries. This situation, however, may be beneficial to the home market, which has suffered to some extent from the policy of export at all costs. The French Government is on the point of increasing metal allocations to the automobile industry, which would result in a wider liberty in domestic sales.

At the present time, as a result of repairs to old cars, of imports from abroad and limited delivery of French-made cars, there are still 1,400,000 motor vehicles in operation in France, of which about 1,000,000 are passenger cars. This, however, is only about 60 per cent of the prewar number.

French Imports of Automobiles

	1947		Six months 1948	
	No.	Value 1,000 francs	No.	Value 1,000 francs
Passenger cars	2,997	533,217	17,012	4,317,746
less than 1 ton	1,181	102,843	......	......
1 ton to 1½ tons	847	155,915	......	......
1½ tons to 1¾ tons	547	133,478	......	......
1¾ tons to 2 tons	357	117,610	......	......
2 tons and over	65	23,371	......	......
Trucks	4,742	1,031,637	1,608	441,592
less than 1 ton	149	7,297	......	......
over 1 ton	4,593	1,024,340	......	......
Buses	....	......	110	178,309

Production of Pottery in Britain Higher, But Quality Retained

Improvements, costing £3,000,000, introduced by factories in past few years—Over 300 firms manufacturing pottery in United Kingdom—Substantial rise in exports of ware shown —Relations between employer and worker satisfactory.

By M. J. Vechsler, Canadian Government Trade Commissioner

LIVERPOOL, September 30, 1948.—Progress in the British pottery industry has been accentuated in recent years, though potters are more concerned in maintaining their reputation for quality throughout the world than in any substantial increase in their output. As one old potter pointed out: "It's pots we make, not sausages". Exports are higher, however, the value of pottery and other fired clay products in 1947 amounting to £14,-768,280, which compares with £10,709,805 in 1946 and with £4,037,953 in 1938. Interest in establishing a market in Canada for a larger proportion of its products was noted at the Canadian International Trade Fair last summer, a number of leading firms having placed on display many examples of domestic, fine English china and high-grade semi-porcelain tableware.

Though the old coal-fired intermittent oven may often be seen, it is gradually being replaced or supplemented by gas-fired or electric kilns and ovens. Automatic machinery has been introduced, with drying plant, conveyors, lifts and other equipment for increasing output and lowering production costs. Factories have been rebuilt or greatly improved, and over £3,000,000 has been spent on such improvements in the past few years. The industry considers these introductions as a means of speeding up processes, which do not affect the skilled operator. As a result, some factories have increased their output by as much as forty per cent, and expect to improve on this figure. The industry maintains, however, that the quality of the ware and the skill of the operator must be continued, this being its primary consideration.

Three Hundred Pottery Firms in Britain

There are approximately three hundred pottery manufacturers in the United Kingdom, the majority being located in and around Stoke-on-Trent. Others, including some well-known firms, are found in Devonshire, Derbyshire, and at Bristol, Newcastle, Bournemouth, Worcester and in Glasgow. A community of potters has been established in the Stoke-on-Trent district for three hundred years, the skill and craft of the potter having been handed down through generations. It is true to say that those engaged in the industry at this time are gifted with inherited craftsmanship.

The works of Josiah Wedgwood and Sons, Limited, which left "The Five Towns" in recent years and built a new factory at Barlaston, are an example of the improvements being made without sacrificing quality. There, in rural surroundings, the firm introduced every modern mechanical means to improve the quality of materials required to speed production and to ease the work of its employees. There is a notice in the works which reads: "Unless it is perfect, it is a failure". This is symbolical of the best in British pottery, which ware is pre-eminent in the world today. Though produced in a highly mechanized and modern pottery, the ware serves to enhance the already good reputation enjoyed by British pottery.

Great Britain—"Biscuit" drawing warehouse of a modern factory. Pottery, from ovens, is loaded on conveyors and transferred to trays in background. It is removed by operators, brushed and passed along another conveyor belt to employees who examine each piece for faults.

Courtesy Josiah Wedgwood & Sons, Ltd.

There are, of course, great names in the industry which specialize in mass-produced earthenware products. Their factories are, of necessity, highly organized with that end in view. Yet, the quality of their ware is of primary importance, and all products that are not up to their high standard are discarded in the inspection rooms.

Output Subordinated to Quality

The British potter is often—and quite wrongly—considered "slow and behind the times". He is, however, usually a practical man who knows that quality has sold his goods for very many decades and is not wishful to lose his goodwill and future trade by speeding up production at the cost of quality.

The industry had 66,000 operatives in 1938, and today has 54,000. With 12,000 fewer employees, the industry has been asked to perform herculean tasks, and has tackled its job with such zeal that all past production records have been broken. Potteries short of skilled women workers have appealed to those who have left the industry to undertake what are called "leisure shifts", and many women are helping to increase production by returning to work for four-hour shifts daily. It is hoped to extend this appeal in order to supplement the permanent labour force.

The relationship between employer and employed is exceptionally good. Each section of the industry has its interests safeguarded by efficient organizations, which work well together. Their effectiveness can be seen by the fact that there has been no strike in the industry for 45 years.

Today, the worker has his wages and working hours fixed by agreement. His health is protected by the strictest possible adherence to regulated working conditions. He is given the opportunity to live and work in respectable conditions, and has the leisure to which all men have a right. That is a principle accepted and understood by every civilized country, but it means, of course, that costs are increased. It is for this reason that sometimes the British potter wonders whether the future will again see him fighting impotently against Japanese and similar foreign competition, and competing with pottery made by sweated labour and sold at prices with which no civilized country could compete. It has happened before, and many wonder—will it happen again?

Great Britain—Hand painting section of a modern pottery plant, whose pleasant rural surroundings may be noted through windows. Wall decorations were applied by the paintresses in their spare time.

Courtesy Josiah Wedgwood & Sons, Ltd.

The pottery industry will continue to produce beautiful ware by traditional craftsmen, and it is believed that the people of the world who like good things will continue to buy them for the pure beauty, quality and craft that they possess.

Considerable progress has been made in ensuring the future supply of skilled executives, operatives, artists and designers. A new building to house a technical research institute is being built at a cost of $200,000 (£50,000), and in London, at the Royal College of Arts, a new section is being formed to deal with the craft of the potter. Some potteries have their own instructional classes, and generally speaking there has been more real progress than in the past history of the industry.

British pottery has two peculiar properties. Its materials are almost entirely produced in England, thus giving it a very high export value. The other, which the pottery industry like to believe is thought of sometimes by its Canadian friends, is that every piece of British pottery is, in reality, a small part of the old country sent overseas to grace the homes of its friends.

The great expansion that has occurred in United Kingdom exports of the various items included in this category and the interest in the Canadian market are indicated by the following comparative tables:

British Exports of China and Porcelain

	Quantities			Values		
	Year 1938 Cwts.	Year ended Dec. 31, 1946 Cwts.	Year 1947 Cwts.	Year 1938 £	Year ended Dec. 31, 1946 £	Year 1947 £
Australia	6,296	5,148	10,402	67,412	157,816	347,885
Canada	8,670	14,739	19,839	177,888	596,465	916,107
Other British countries	7,457	11,094	21,580	86,914	288,071	620,715
United States	2,371	8,183	9,719	63,257	397,902	521,332
Other foreign countries	1,638	5,058	5,525	28,885	175,143	224,411
Total	26,432	44,222	67,065	424,356	1,615,397	2,630,450

British Exports of Earthenware of Other Kinds

	Quantities			Values		
	Year 1938 Cwts.	Year ended Dec. 31, 1946 Cwts.	Year 1947 Cwts.	Year 1938 £	Year ended Dec. 31, 1946 £	Year 1947 £
Eire	15,968	25,886	34,390	44,103	224,199	328,202
South Africa	35,784	50,757	59,049	147,584	441,673	628,197
British India	15,280	20,052	23,684	42,039	151,107	221,919
Australia	83,356	114,866	126,907	348,257	962,183	1,334,358
New Zealand	37,157	42,285	51,049	148,244	365,494	555,924
Canada	127,850	126,490	129,069	527,271	1,114,959	1,396,419
Other British countries	29,024	66,738	81,064	104,553	496,067	737,324
Denmark	14,007	15,737	3,984	44,426	121,027	35,065
United States	40,087	52,564	58,302	215,022	634,529	838,285
Brazil	9,564	9,110	11,795	34,003	82,016	137,091
Argentina	31,955	23,403	23,447	108,769	174,534	235,076
Other foreign countries	60,823	68,220	68,089	235,528	506,263	686,973
Total	500,855	616,108	670,829	1,999,799	5,274,051	7,134,833

British Exports of Sanitary Ware

	Quantities			Values		
	1938 Cwts.	1946 Cwts.	1947 Cwts.	1938 £	1946 £	1947 £
Eire	33,034	34,514	41,412	55,538	94,588	109,779
Union of South Africa	40,253	49,795	57,003	76,367	240,407	323,210
Other British countries	226,913	197,963	241,574	252,283	428,387	709,139
Denmark	23,584	23,127	13,822	48,023	79,819	72,118
Argentina	30,522	33,802	34,024	52,308	115,179	133,619
Other foreign countries	70,439	175,792	141,934	159,369	552,239	580,432
Total	424,745	514,993	529,769	643,888	1,510,619	1,928,297

British Exports of Sundry Pottery Items

	1938	1946	1947
Glazed wall and hearth tiles	£ 200,906	£ 756,882	£1,312,738
All other sorts of tiles	37,210	53,831	67,062
Electrical ware (including insulators)	151,249	366,963	524,806
Refractory goods, not elsewhere specified	507,637	1,021,039	1,062,968
Miscellaneous (all other descriptions)	72,908	111,023	107,126

Pakistan Invites Foreign Capital to Assist in Industrial Development

No restrictions to be imposed on profit remittances, other than those necessary to control exchange position—Machinery, technical knowledge and some raw materials required—Increased output of existing facilities planned.

By G. A. Browne, Acting Canadian Government Trade Commissioner

(Editor's Note—This is the first of two articles on recent planning and industrial development in Pakistan, prepared for *Foreign Trade.*)

KARACHI, October 20, 1948.—Pakistan is predominantly an agricultural country, having substantial resources of cotton, hides, jute, sugar cane, tobacco and wool, but it has a wealth of minerals, petroleum and water power that await development. In order to establish new industries, capital, machinery and technical knowledge are required, in addition to the raw materials. The Ministry of Finance has invited foreign capital to participate in the development of industries in this country, indicating that no restrictions will be imposed on the remittance of profits, other than those necessary to control the exchange position.

Jute production in Pakistan amounts to between six and seven million bales a year, but there is no jute mill. The government has, therefore, given special attention to the expansion of this country's jute-baling capacity. Orders have been placed for eight presses with firms in Great Britain and five in the United States, the initial purchase being financed by the government. Active consideration is being given to the establishment of two mills.

The estimated production of raw cotton, when the crop is normal, is 1,200,000 bales. There are only twelve cotton mills in Pakistan, with a total capacity of 166,668 spindles and 4,315 looms. Working double shift, these mills can produce 5,000 bales of cloth and 750 bales of yarn per month, which is about ten per cent of the country's total cloth requirements.

Increase in Textile Production Planned

It was recommended at the Industries Conference, held last December and in February, that a target of 2,500,000 spindles should be set for the next five years, and indicated how these should be distributed among the various provinces of Western Pakistan and East Bengal. Although there is no lack of private enterprise for the establishment of new tetxile mills, progress has been delayed by the shortage of machinery and building material.

A mill, with a capacity of 31,000 spindles, is nearing completion at Rahimyarkhan, in Bahawalpur State, and is likely to go into production early next year. Another mill, of 25,000 spindles, at Karachi will be in production by June, 1949. Orders for machinery for two additional plants

20185—3½

have been placed in the United States. One mill being intended for establishment at Karachi and the other in the West Punjab. Two other orders have been placed for mills in the United Kingdom, both for location in the West Punjab. Two mills in East Bengal have placed orders for an additional 17,000 spindles. By the end of 1949, therefore, the number of spindles in Pakistan is expected to be doubled from 166,000 to 332,000.

Offers of additional machinery have recently been received from Great Britain and from Japan, where a trade delegation is now establishing contacts with Japanese industry and with SCAP. Fifty thousand spindles have been offered by Japan, for delivery by the end of 1950. Offers have also been received from France, Italy and Czechoslovakia. The government does not anticipate any serious difficulty in obtaining textile machinery from abroad to complete its program of development.

The third most important fibre in Pakistan is wool, of which 26·5 million pounds a year are produced. Pakistan wool is used in the manufacture of tweeds, rugs, carpets and blankets, two million pounds being required by the local cottage industry for making rough blankets and carpets. The government has decided to assist in the establishment of five yarn spinneries, with a total of 25,000 spindles. Two of these will be in the West Punjab, and one each in the northwest frontier province, Baluchistan and Sind. These spinneries are expected to produce 4·5 million pounds of yarn annually. The government also proposes to assist in the opening of finishing centres in all these regions, each centre comprising two sets of raising and finishing machines.

Leather Industry Recommends Utilization of Domestic Materials

Representatives of the leather industry and of provincial and state governments met in Karachi last August, under the auspices of the Director General of Supply and Development, and recommended the utilization within the country of a larger part of the raw materials produced.

Pakistan's production of buffalo hides has been estimated at 811,000 a year, of cow hides at 4,473,000, of goat skins at 5,350,000 and of sheep skins at 2,075,000. Three joint stock companies, with headquarters in the provinces of Sind, West Punjab and the N.W.F.P., have approached the government for financial assistance in the development of tanning and leather goods industries. There are two factories manufacturing footwear with power machinery; one specializing in canvas shoes at Lahore, and the other in civilian and army footwear at Karachi.

Interest has been shown locally in the establishment and development of the pharmaceutical industry. While some parties propose beginning in a modest way with the packaging of drugs imported in bulk, others propose making use of the local raw materials available in the preparation of pharmaceuticals and drugs. The government is considering whether it should not acquire, by direct participation in the financial structure of the industry, some control through its representatives on the boards of directors over the quality and price of the products.

The highest importance is attached to the establishment of an up-to-date paper factory in Pakistan, preferably in East Bengal. The main raw materials required for making paper are available in abundance in that province, while other conditions for the development of the industry in the same region are also favourable. The services of well-known consultants in connection with the detailed planning of a sulphite mill, estimated to cost between a crore and a crore and a half of Pakistan rupees (Can.\$3 million to \$4½ million), are being secured.

The development of sugar and other industries has also received attention. A 50,000-ton sugar factory is now being erected at Mardan, in the N.W.F.P., and is expected to be in production next year. The question of using molasses, a by-product of the sugar industry, is receiving attention, and a proposal to erect a power alcohol plant, with a capacity of 3,000 gallons per day, is now under active consideration. It is expected that orders for such a plant will be placed at an early date.

Heavy Chemicals Industry Being Developed

Licences have been issued to three parties for the establishment of sulphuric acid plants in Pakistan. Orders have already been placed for two 10-ton contact plants, one in the United Kingdom and the other in the United States. Both plants will be in production next year, one at Karachi and the other at Rawalpindi. Two other private firms are interested in establishing similar plants in Western Pakistan.

A 10-ton plant for the production of caustic soda by electrolysis is to be established in the next twelve months in Western Pakistan. This plant will also produce 8·8 tons of chlorine per day, which is sufficient to meet Pakistan's requirements for water chlorination, manufacturing bleaching powder and other products based on chlorine as the starting material. As an additional safeguard to ensure regular supplies of chlorine for Karachi, the government has agreed to the establishment of a four-mercury-cell plant, capable of producing approximately five tons of chlorine per month. This plant, which will meet the full requirements of the capital, is expected to be in production within six months.

There is a soda ash plant at Khewra, which has a capacity of 20 tons of light soda ash.

Apart from coal, the government is anxious to make full use of minerals to be found in Pakistan, and has recently appointed a Director of the Geological Survey of Pakistan, with headquarters at Quetta. The minerals requiring special attention, apart from petroleum and coal, are: asbestos, antimony, chromite, copper, glass, sands, gypsum, lead, limestone, nitrates, potash and other salts, sulphur and strontium ore. There is much to be done in exploration and production methods, most of the practical mining done in Pakistan being rather primitive.

***Estimated Mineral Production in Pakistan**

		Tons
Building materials		
Granite	West Punjab	175,000
Limestone	West Punjab	440,000
	Sind	365,000
Marble	N.W.F. Province	500
Slate	West Punjab	6,000
Roadmetal	Sind	115,000
	West Punjab	385,000
	N.W.F.P.	10,000
Minerals and Ores		
Chromite	Baluchistan (Zhob)	25,000
Coal (lignite)	Sind (Kohistan)	10.000
	Punjab (Salt Range)	175,000
	Baluchistan (Ehost)	85,000
Fuller's earth	Sind (Sukkur)	5,000
	Sind (Hyderabad)	550
	Khairput State	3,000
Gypsum	Sind (Karachi)	2,000
	Punjab (Jhelum)	17,500
	Baluchistan (Sibi)	6,000
Iron ore	W. Punjab (Keonthal State)	600
Petroleum	W. Punjab (Attock)	75,000,000
Salt	Sind (desert deposits)	90,000
	Punjab (Salt Range)	700.000
	Baluchistan	1,500
Steatite (soapstone)	N.W.F.P.	700
Antimony (stibnite)		200

* Latest available figures 1944.

Eire Making Strenuous Efforts To Increase Value of Exports

Shipments in 1947 totalled £79,000,000, while imports amounted to £130,000,000—Trade figures for January to June, 1948, reveal an adverse balance of £55·3 million, as compared with £36·9 million for the same period in 1947—Sources of supply sought in sterling area.

By H. L. E. Priestman, Commercial Secretary for Canada

(Editor's Note—This is the first in a series of articles on economic and commercial conditions in Eire, prepared for *Foreign Trade.*)

DUBLIN, September 2, 1948.—Strenuous efforts are being made by the Government of Eire to increase the value of its exports, which amounted in 1947 to £79,000,000, whereas the value of its imports was £130,000,000. Exports are static, because production—mainly agricultural—is showing slow recovery, and imports are large by reason of the deliveries of "buying spree" commitments of the preceding year.

Satisfactory results are being obtained from the tourist industry, which will yield an estimated harvest of £35,000,000 this year. A heavy outlay is involved, however, as the Irish Tourist Board has imposed definite standards of equipment, service and furnishings for all registered hotels. The resulting expenditure on furniture, fabrics, plumbing, electric fixtures and kitchen equipment for many of the 1,500 listed hotels must have been heavy.

The government, through the Irish Tourist Board, was organizing a small number of "luxury hotels", officially named "Fáilte Hotels", from the Irish word meaning welcome. The decision to reduce some of its commitments and to restrict the scale of expenditure on the others met with approval, particularly from those taxpayers owning hotels who faced competition financed with some £400,000 of public money this season.

Government Curbs Projects as Economy Measure

Development of a shortwave radio station, initiated by the preceding government, was halted. The public again approved this decision, maintaining that the advancement of national prestige, the only return to be gained from such a project, was insufficient inducement to justify such a large outlay. Further economies were effected through the cancellation of the proposed extension of the Irish Air Lines, which was planning a transatlantic service. While the government realizes the necessity for halting the outflow of public money for all but essential works or capital investment, there is little evidence that the general public has begun to curb expenditure on consumer goods.

Import and export figures for January-June, 1948, reveal a still greater increase in the already high imports, and a lesser increase in exports over those for last year. Imports totalled £75 million as compared with £52·7 million for the same period of 1947, an increase of 40 per cent. Exports, amounting to £19·7 million, represent an increase of less than 30 per cent over the total of £15·8 million for the first six months of 1947. The adverse balance was therefore £55·3 million for the first half of this year as compared to £36·9 million for the same period of 1947.

In 1938, exports covered 58 per cent of the value of imports, while in 1947 they did so only to the extent of 30 per cent. The import price index number (using 1938 as base year) rose from 216 in 1946 to 256 in 1947, while the volume of imports in 1947 was 40 per cent above the 1946 level. While imports thus increased, exports, though remaining stationary in value, decreased in volume. The resulting £91 million excess of imports for 1947 has been covered only partially by net invisible earnings of current character, such as revenue from the tourist industry and emigrants' remittances. The balance has had to be made good by a loss of external capital, consisting mainly of £16 million in net external assets of the Irish banks and Post Office savings bank.

Many Temporary Causes Added to Boost in Imports

Even without the curb imposed by the cessation of dollar-sterling convertibility, this unrestrained spending had many causes which may be regarded as temporary. In the immediate postwar era, government, traders and housewives hastened to purchase goods which had been unobtainable for years. The uncertainty of the international situation has also added urgency to the business of replenishing reserve stocks.

The government has set about implementing many costly schemes which had been planned during the war, in particular housing, rural electrification, and an improvement in transport and postal services. Bulk buying at the government level of fuel and wheat, from the Western Hemisphere, added to the overseas commitments, the former to replace failure of British supplies, and the latter because of traditional shortage in domestic production. Rising wages have also greatly increased production costs and contributed to the rising cost of living.

Worn-out machinery and equipment has in many cases been replaced and a number of new factories have commenced production. Expenditures on these lines have tended to swell import figures. It should also be realized that, since Eire is the nearest and most receptive export market, British salesmen have cultivated it with great determination. Expensive evening gowns, luxury cosmetics and plastic toys poured into Eire from Britain at one period, but protective quotas and duties which had been in abeyance have been re-imposed now that stocks have been built up.

The necessity of acquiring every possible commodity from the sterling area or the European markets, and of reducing purchases from the dollar area to a minimum is recognized, and the government has been diligently exploring other sources of supply. In addition to the important trade agreement negotiated with the United Kingdom, trade pacts have been signed or initiated during the past six months with France, the Netherlands, Egypt and Spain. These countries have undertaken to supply some of Ireland's requirements of fertilizers, feeds, paper, and seeds in return for Irish tweed, shell-fish, linen, cattle, wool, canned meat, and seed potatoes.

South African Canning Industry Faces Buyers' Market

The South African Standards Bulletin says that, with the return of a buyers' market, the South African canned food industry is now engaged in a battle to retain its export markets. To assist the industry, the South African Bureau of Standards has laid down certain minimum specifications under the Standards Act, effective in October.

The industry is packing around 200 million pounds of fruit, jams and vegetables a year, a five-fold increase in nine years. In 1945-46, there were 26 factories engaged as compared with 12 in 1939. Apart from home consumption, exports of preserved fruits and vegetables, jams and jellies were valued in 1946 at $2·4 millions. For the first six months of 1947, the value of exports was only about £640,000. *(Barclays Bank Review)*

Domestic Output of Indo-China Has Improved Despite Internal Strife

Notable increases occurred in production of soap, sugar, electrical and tobacco industries—Coal output greatly below prewar level—Agriculture affected by civil disorders of past three years.

By K. F. Noble, Canadian Government Trade Commissioner

(Editor's Note—This is the last of two articles on economic conditions in Indo-China, prepared for publication in *Foreign Trade*. The first appeared in the November 20th issue. The piastre in the postwar period equals 17 francs and has an exchange value calculated at P.7.01 equal to U.S.$1.00. Weights are in metric tons.)

HONG KONG, July 29, 1948.—While domestic production in Indo-China during 1947 was far below prewar levels, notable improvements have occurred in the output of the soap, sugar, electrical and tobacco industries. Coal production, however, totalled only 46,000 metric tons, a drastic reduction from the 1946 figure of 200,000 metric tons and only four per cent of the total of 1,500,000 metric tons in 1938. From September, 1947, onward there was a marked upturn in output and the 1948 estimate calls for a production of 420,000 metric tons.

The cement position is comparable to that of coal. Although civil disorders reduced production to nil during much of 1947, output in the last four months improved rapidly. Estimated output for the year was about 40,000 metric tons, being an improvement of 20 per cent on the previous year's out-turn but still less than 16 per cent of the 1938 output.

Production of soap has progressed favourably, with production totalling 4,270 tons in 1947, or an increase of some 350 per cent over the comparable figure for 1946. Laundry soap accounts for almost 75 per cent of the total production but, having consideration to the increasing availability of raw materials from domestic sources, it is possible, and even probable, that toilet soaps from French Indo-China will become an increasingly important factor in the fine soap trade of at least the Far East.

The production and sale of tobacco is a government monopoly. During 1947 production of cigarettes was increased by some 350 per cent to improve the excise revenues of the country and curtail expenditures on imported brands.

Sugar Output More Than Doubled

Sugar production has more than doubled in weight during the twelve months. A total of 13,400 metric tons was crystallized in 1947 as against 5,000 tons in 1946. Production still remains at below 50 per cent of the 1938 figure of 28,000 tons.

During the year production of alcohol increased by 15,000 litres to a total 42,911 litres, but production is still only 20 per cent of the 1938 output. The production of oxygen and acetylene has tripled within the year. Cellophane production has greatly improved, with exports for the year amounting to 1,148 tons, or better than 225 per cent of the 510 tons shipped in 1946. For purposes of comparison, 1938 production of the industry, which was then only in its infancy, was 25·6 tons. The tanning industry has suffered severely, due to the combined effects of the Japanese occupation, pestilence and political unrest. Cattle herds have been gravely depleted and the domestic production of leather curtailed. Whereas the prewar industry supplied an appreciable export tonnage, it is today incapable of meeting domestic requirements.

Agricultural Production Has Suffered from Civil Disorders

It is the peasant farmer and his agricultural output which have been most heavily penalized by the civil disorders of the past three years. Rice production in 1947 barely sufficed to feed the population, although the prewar export surplus was regularly in the neighbourhood of 1,500,000 tons. Corn production has fallen to a low level, with the peasant generally unable to supply his own private requirements, let alone contribute to an export tonnage. Rubber plantations during the occupation years suffered from lack of maintenance. In the postwar period, output by small holders has become more important. Largely as a result of smoked sheet supplies from such small holdings, total production increased by 85 per cent during the year to 37,900 tons. Output is still only a little over half of the production figure for 1939.

Other less important agricultural items have each returned an unsatisfactory production figure. Many of the coffee plantations havê gone out of production, while output from the others is low both in quantity and quality. Pepper wilt has discouraged expansion of acreage and, failing government aid, it is uncertain whether the native growers will be prepared to make the long-term development necessary for rehabilitation of the groves. Groundnut production has declined. Acreage under cotton cultivation declined both by reason of civil disorders and because of increasing arrivals of textiles at a price with which domestic mills could not compete. Kapok plantations are deteriorated. Replanting is several years in arrears, while there is little present indication of intention to proceed with rehabilitation.

The principal port of Saigon has made some steps toward recovery of its prewar position, but the 1947 returns do not disclose a very satisfactory picture. Ocean clearings amounted to 404 vessels with a tonnage of 1,166,000, or a decrease of some 17 per cent of the 1946 total. Clearances, moreover, are still below 45 per cent, both in numbers and in tonnages, against the similar figures for 1938. The northern ports, notably Haiphong and Honguay, are largely inoperative.

Direct services are offered from Saigon to destinations in Europe, Africa, North and South America, and all Asian cities of importance. Supplementing the principal international field at Saigon (Tan-Son-Nhut) are eighteen lesser airports throughout the country. International air travel through Saigon in 1947 was represented by 1,888 landings with 22,909 passengers manifested.

Country Has Had Little Peace Since War Ended

The war in the Pacific ended in September, 1945, but to date Indo-China has known no peace. In March, 1945, the Japanese took over the operation of the country by removing the French Administration. After the Japanese surrender later in the year, Indo-China was divided into two zones: one occupied by Chinese forces, the other occupied partly by British and American troops. The separation of the country into two territories did nothing to facilitate return to normalcy.

During 1946, the re-establishment of the French Administration was slow and proceeded with difficulty, due to the Vleit Minh Independence movement. Attempts at establishing a *modus vivendi* occupied most of the year, but finally collapsed in December, 1946. The struggle which ensued brought near chaos to northern Indo-China. By the end of 1947, semi-normalcy had returned to the greater part of Tonkin, but in the northerly areas, notably Cochin-China, Annam and the balance of Tonkin, economic life was still subordinate to military and political expediency and rehabilitation of the basic agricultural economy had made little progress.

In the provinces of Laos and Cambodia the independent movement was not popular and the returning French Administration was well received, particularly as constitutional plans were complete for a federal scheme of government which granted internal autonomy to these states.

Early in 1947, areas of Laos and Cambodia that had been occupied by Thailand in 1941 were returned. Although rice production in the returned area is below prewar average, the additional suppliers have helped to create a better pattern of availability for rice as a basic foodstuff. Despite the proposed decentralization of government in Indo-China, there is an economic interdependence between the five political areas, and the continuing troubles in three states, coupled with the fact that Laos and Cambodia are dependent on transit rights through the Vleit Minh Confederacy for egress to the coastal ports, has made for a disorganized and far from satisfactory year.

Administration Changes in the Federation Effected

Under the new political setup of 1946, each state in Indo-China has an independent administration for domestic matters, with a Committee of Economic Affairs co-ordinating the interstate activities. Some progress has been made toward an efficient overall administration, but the Vleit Minh Movement has handicapped a full utilization of its services.

Matters of common interest to the five states of French Indo-China: foreign trade, reconstruction under the rehabilitation program, sponsored by the Bureau of Economic Affairs, public works, currency, import and export regulations, and the management of external trade, are centralized under the direction of the Federal Government.

The Department of Economics of the central government deals with matters concerning foreign trade. In conjunction with the finance departments of the Indo-Chinese states and France, it has created a rehabilitation plan involving a half-yearly determination of import and export policies. The organization includes a central trade and supply committee and an advisory committee on internal and external trade, including representatives of both state and federal controls, which is empowered to formulate domestic trade policies. It is also empowered to reconcile the conflicting demands of the several states for priority in allocation of rehabilitation plan imports.

A reconstruction adviser nominated early in 1947 directs the rehabilitation program and ensures an appropriate integration of the interests of French Indo-China and its need for materials with the overall needs of France and the French colonial empire as an entity. The Federal Departments of Agriculture, Mines, Industry and Forests are directly under the reconstruction adviser, who works closely with the financial adviser in questions involving foreign currency. All other economic activities involving more than one state are directed by advisers nominated by the Federal Department of Economics.

German Forestry Operations Up to Schedule

Frankfurt, September 3, 1948.—(FTS)—Total fellings of all woods for the first ten months of the current forestry year amounted to 25,763,039 festmetres, representing 84 per cent of the program for the year. Firewood cutting was 103 per cent and felling of softwood mine timber 100 per cent of the program. The cutting of logs, poles, and railroad ties was satisfactory, although that of pulpwood, softwood, and other corded timber lagged, and more emphasis is now being placed on this part of the cutting program.

Foreign Trade Position of Mexico Shows Improvement This Year

Total value of exports and imports lower, but balance more favourable—Petroleum production presently increasing, but decline forecast for future decade—Campaign to halt hoof and mouth disease successful.

By D. S. Cole, Commercial Counsellor for Canada

(Editor's Note—This is the first of two reports on economic conditions in Mexico, prepared for publication in *Foreign Trade.*)

MEXICO CITY, October 18, 1948.—Mexico's international trade position has improved this year, despite difficulties resulting from multiple import-export restrictions and the devaluation of the national currency. Last year, the country's adverse balance of foreign trade averaged nearly 90 million pesos monthly. The excess of imports over exports has shrunk this year to a monthly average of 22 million pesos, up to the end of August, and the nation's few invisible exports, represented chiefly by tourist traffic, more than compensate for this theoretical loss of dollar exchange.

While the total value of foreign trade naturally shrunk, trade with Canada exceeded $30 million (210 million pesos at the present rate of exchange) by the end of August. Trade between the two countries in 1947 reached a record total of $28,680,375. It is clear that a figure of $40 million may be reached by the end of the present year.

Mexico's total imports were valued at 889,100,000 pesos between January and April, this year, and 938,944,887 pesos between May and August. Exports, which were valued at 827,100,000 pesos in the first four months, decreased slightly to 824,610,212 pesos in the period May to August inclusive.

Mexican exports to Canada reached 91 million pesos approximately between January and April, and 42 million pesos in May, June and July.* Exports, valued at about 20 million pesos in July, included 13 million pesos worth of raw cotton and 3 million pesos of sisal and ixtle fibre.

Canadian exports to Mexico continue to grow in variety, and the volume of export trade is increasing despite current restrictions and the serious handicap imposed by devaluation of the peso. Exports to Mexico were valued at 35 million pesos in the first four months of this year and about 37 million pesos in the second four months.

Mexican Exchange Situation Outlined

For long periods preceding and following the revolution, the Mexican peso remained at a parity of two pesos to the dollar. The history of Mexican currency is indeed a fascinating one, as indicated by Josephus Daniels, former United States Ambassador, in "The Shirt-Sleeve Diplomat", in which he graphically illustrates the financial anarchy of the period from 1910 to 1918.

From 1918 to 1933, the Mexican peso remained theoretically at two to the dollar and depreciated between 1931 to 1933 to between three and four pesos to the dollar. It was stabilized at 3·60 by the Bank of Mexico in the same year and maintained that rate despite United States devaluation up to 1938.

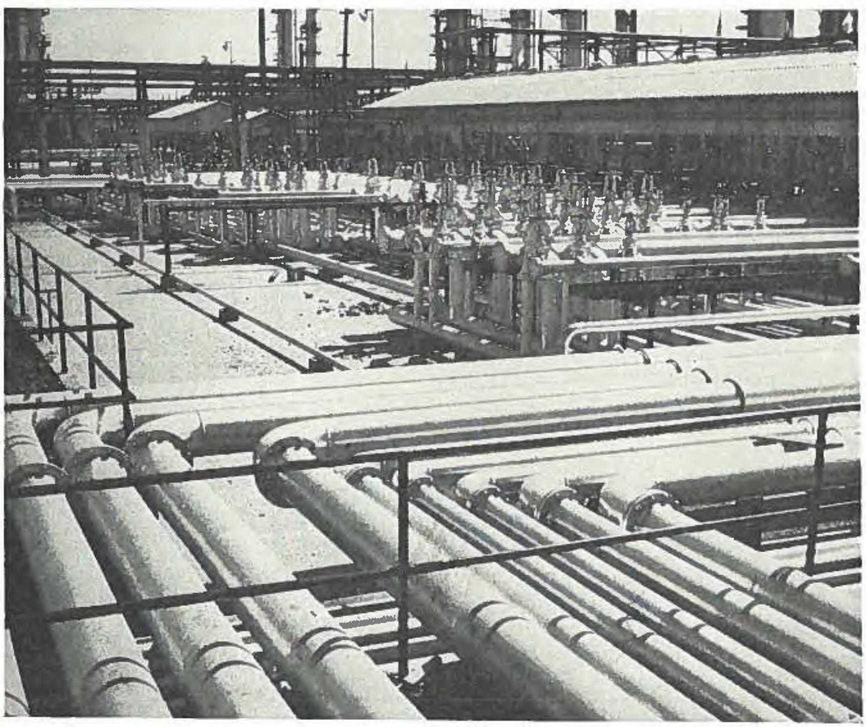
* The August figure is not yet available.

Following President Cardenas' oil expropriations in 1938, resulting in a flight of capital, the peso depreciated to as low as six to the dollar, being stabilized in 1940 at the level of 4·85 to the dollar. A report in the August 14, 1948, issue of *Foreign Trade* indicates the frantic efforts to maintain that rate which had almost become a symbol of Mexican financial prestige.

At the time of writing, the peso is fluctuating in a narrow range of 6·90 to 6·92, with some minor support from the Bank of Mexico. It is useless to anticipate the time and rate at which the peso will again be established, and predictions range all the way from 6·50 to 8·50, indicating the uncertainty as to Mexico's international balance-of-payments position. The International Monetary Fund may play a prominent part in the picture, and by the time this report is published, the peso may have become established at a new rate. The Bank of Mexico states there is sufficient gold or foreign exchange to provide the necessary 25 per cent coverage for paper currency; that there still remain a few million dollars of the United States fifty million stabilization fund, and that it was even able to meet the payment of $8,500,000 for oil properties to the previous British owners on September 1. It is also stated that, with export crops, particularly fresh vegetables, being available in the near future, the exchange position should to some degree improve.

Mexico has been a producer of petroleum since 1901, when 10,000 barrels were available. Output increased rapidly under foreign development and exploitation to an all-time high of 193,000,000 barrels in 1921, subsequently decreasing to 47,000,000 barrels in 1937, which was the last year of private operation.

Mexico—Petroleum refinery at Atzcapotzalco. Oil production has always been regarded as an important source of cash for the establishment of foreign credits.



Mexico—Developed oil fields at Tampico provide a steady flow of crude oil to refineries established in the vicinity.

The properties of the principal operating companies were expropriated by President Cardenas in March, 1938, and shortly thereafter all expropriated properties and the operations of practically all developed petroleum resources were placed in the hands of Petroleos Mexicanos (PEMEX), a government organization. It should be noted that a few small privately owned properties were not expropriated, and even today are operating in a very small way. However, they are required to sell their production to PEMEX at prescribed prices.

There are four oil fields and one newly discovered property in Mexico. The four known fields are the Panuco Field, Golden Lane or Southern Field, Poza Rica and the Isthmus Field, whilst the new prospect is known as the Reynosa-Camargo Area, immediately south of the Rio Grande, in the State of Tamaulipas. Two oil strikes have been made in this field and would indicate that the well-known Texas structures are at present south of the Rio Grande and may even extend as far south as the developed oil fields at Tampico.

Oil production in Mexico amounted to approximately 43,500,000 barrels in 1945, 49,200,000 in 1946, and 56,200,000 in 1947. Production in 1948 is estimated at 57,500,000 barrels.

Estimated Oil Production Shows Drop

Keeping in mind the enormous value of oil production in Mexico and the fact that it has been always regarded as an important source of cash for the establishment of foreign credits, particularly American dollars, it is interesting to note that the Chief Geologist of Petroleos Mexicanos is reported as having made the following estimates regarding total known reserves, production in the four fields, and domestic demand. It will be noted that the following annual deficits will occur if new reserves are not discovered and promptly developed. It is estimated that total known reserves are in the vicinity of 1,058,000,000 barrels.

Estimated Production and Consumption

Year	Production	Domestic demand	Deficit
		(Thousand barrels)	
1948	53,700	52,000	− 1,700
1949	51,300	55,000	− 3,700
1950	49,300	56,000	− 6,700
1951	47,600	62,000	−14,400
1952	46,000	62,300	−16,300
1953	44,800	64,800	−20,000
1954	43,800	67,500	−23,700
1955	42,800	70,200	−27,400
Total to 1955	379,300	489,800	−110,500

It is understood that the above production figure for 1948 is rather low, and will probably be in the vicinity of 57,500,000 barrels. The outstanding point of importance is that, unless new resources are developed, Mexico probably will not only cease to be a petroleum exporter, but will face a deficit of considerable magnitude in the near future.

Exports of crude oil and petroleum have increased in recent years from approximately eight million barrels in 1945, to fourteen million barrels in 1947. Estimates for 1948 are twelve million barrels. Because of higher petroleum prices, the dollar earnings for 1948 will probably be higher than those for 1947, yet the downward trend for exports is very serious in its effects on the national economy. There are also some imports of petroleum products, all of which are from the United States, such imports having increased from approximately two million barrels in 1945 to an estimated five million barrels in 1948. The fact that imports are rising, even if consisting mostly of lubricants and high-test gasoline, nevertheless is a disturbing one for the Mexican nation. Already on the west coast of Mexico there is a growing shortage of fuel oil. This is partially explained by the reason that PEMEX products must be shipped by rail across the Isthmus of Tehuantepec and transhipped to tankers at Salina Cruz.

There has been very considerable publicity in the Mexican, United States and Canadian press regarding a program of exploration and development of Mexican resources. One of the difficulties is to reach a suitable arrangement with United States companies to locate and develop new fields on a financial basis satisfactory to all parties. So far this has been extremely difficult, as the oil companies are naturally reluctant to return to Meixco without adequate guarantees against expropriation. It is understood that the program will be under the direct supervision of PEMEX. A contract for drilling one hundred wells has been made, but little progress is reported. Also, PEMEX has entered into an arrangement with a United States oil company to finance exploration in another tract and is doing certain drilling with its own crews.

In 1947 there was a total of forty-seven exploratory or other wells sunk, of which twenty-five proved dry wells.

PEMEX claims it has eight hundred and sixty-three producing wells at the present time, with two hundred and thirty-four wells shut in. This gives them a total of one thousand and ninety-seven wells, which is approximately one-quarter of all wells drilled in Mexico since the beginning of oil development, the remainder having been exhausted or abandoned.

Aftosa Campaign Makes Progress

The fight against the dread hoof and mouth disease, conducted during the past two years by the United States and Mexican governments at a cost of over sixty million dollars, is now proceeding very satisfactorily.

General Harry H. Johnson and Lic. Oscar Flores have announced a third southward movement of the northern quarantine line, which adds twenty-four thousand square miles of territory to the "clean zone". This accomplishment has been brought about by a modified program of the Aftosa Commission, which calls for inspection, vaccination, cleaning and disinfection.

The new line has been moved southward from Puerto Vallarta, on the Pacific, to Barra de Navidad, a distance of 110 miles; from Zacatecas, in the central portion of the Republic, to Aguascalientes, 70 miles; and from Valles, on the Pan-American Highway, to Tamazunchale, a distance of 55 miles.

The importance of this southward movement of the quarantine line cannot be over-emphasized, as it is less than a year ago that barbed wire fences were being built clear across Mexico in a desperate move to hold the northern march of the disease. This makes all the more outstanding the achievement of control by vaccination rather than slaughter.

Air, Radio and Telegraph Communications Have Improved in Greece Since the War

Local airlines increase service as air traffic for passengers and cargo heavy—First short-wave radio station opened this year—Many newspapers published—Modern telephone system in operation—Provincial telegraph service disrupted by civil war.

By T. J. Monty, Commercial Secretary for Canada

(Editor's Note—This is the last of two articles on transport and communications in Greece, prepared for *Foreign Trade*. The first appeared in the November 20th issue.)

ATHENS, September 15, 1948.—Air communication in Greece is still under development, and future expansion will depend upon the capacity to absorb needed aircraft, mostly commercial passenger airplanes, and upon the creation of new airfields in Greece.

Aviation is used extensively, especially by reason of the breakdown in rail communications, in carrying most of the local and foreign mail, thus minimizing mailtime between Greece and the outside world. It takes from four to eight days to receive letters from most parts of the world.

There are two local airlines operating in Greece, one of which started its operations during the latter part of 1947. These companies are gradually expanding their activities to cover the principal cities of Greece. Air traffic, both passenger and cargo, is very active, and one has still to obtain priority in order to travel. There are several schedules per day to the main cities of Greece. There are airfields for civil aircraft in Athens, Salonica, Larissa, Kozani, Jannina, Agrinion, Cavala, Candia, Hania and Rhodes. Greek airlines have lately extended their lines to Alexandria, Egypt and the newly established Greek airline (part of which capital is of Scottish origin) is also operating twice a week between Athens and London.

Athens, as with Piraeus in shipping, has become a leading airport, linking not only local airlines, but also the many international airlines, converging from Europe, Asia and Africa. Some of these airlines operating in Greece, most of which with daily schedules, are: British European, Airways (BEA), Transworld Airways (TWA), Air France, Swiss Air, Swedish Airlines, Dutch Airline (KLM), Belgian Airline, Turkish Airline, Czechoslovak Airline.

Country Has Poor Broadcasting Facilities

Greece has been and is still poorly equipped in broadcasting facilities. Before the war, it had one medium-wave station in Athens and one in Salonica. On March 25 of this year, Greece acquired its first short-wave station (of 7 kilowatts), which can also be heard at specific hours of the day outside of Greece.

Programs of the Athens broadcasting station consist mainly of news, music, plays, etc. It also rebroadcasts news in Greek from London, New York and Paris. Once a week news items from Canada are broadcast in Greek, sponsored by the Canadian Embassy.

It is planned to set up further medium wave stations in other Greek cities for local use.

Many Daily and Weekly Newspapers Published

There are a great number of dailies and weeklies published in Athens as well as in other parts of Greece. There are also several trade journals published both in Athens and in other parts of Greece. Some of the daily newspapers, have a wide distribution, maintaining correspondents in many parts of the world, and are equipped with modern printing machinery and telecommunication apparatus.

The Athens Agency is the Press Agency of Greece. The principal foreign press agencies have correspondents in Athens, as also the principal newspapers of Europe and America.

Newsprint is rationed and the number of pages is limited. Greece imports all of her requirements in newsprint.

In general, the press is free to express its opinion or to criticize the government. The communist press has been suppressed, however, on account of its open warfare against the Greek Government.

Foreign magazines and newspapers of various languages and countries are found in great abundance in Greece, principally French, British and American. The only local foreign daily newspaper published in Greece is *Le Messager*, published in French.

The postal service before the war was more efficient than it is today, having deteriorated during the war. Postmen now work fewer hours and no overtime is allowed.

Prewar continental mail came mainly by rail, but at present all mail arrives in Greece either by air or by sea.

Owing to the civil war, most of the provincial telegraph lines are out of order. A British firm is operating the international telegraph lines and also part of the provincial lines, especially those with the islands. Wireless equipment is gradually replacing or supplementing existing cable lines.

There is a Greek telephone company which handles all telephone services throughout the principal cities and towns in Greece. The automatic dial system is mainly used. There is a great shortage of telephone apparatus not only in Athens but in all the cities where telephone communication is operating. This shortage is so great that telephones are sold at black market prices. As a result of the telephone exchange centres in the principal centres of Greece, the country is fairly well connected with the outside world.

India Establishes Export Quota on Sole Crepe Rubber

The Government of India has decided to allot a small quota for 1948 for the export of sole crepe rubber to all permissible destinations. *(India Commercial News)*

Paint Production in United States Established Record Last Year

Value of finished products totalled over billion dollars for 1947—Exports, while only small percentage of total sales, comprise a substantial proportion of the international paint trade—Imports are negligible—Latin America and West Indies are main markets.

By W. D. Wallace, Assistant Commercial Secretary for Canada

(Editor's Note—This is the first of two articles on the paint industry in the United States, prepared for *Foreign Trade*.)

WASHINGTON.—Production of paint, varnish and lacquer in the United States achieved a new record last year of over one billion dollars. Exports account for a small proportion of the total sales, but they comprise a large part of the international paint trade. Imports are negligible, and consist principally of art paints. There has been a steady increase in the value of paints, varnishes and lacquers sold since 1939, the amount for 1947 being reported at a record high of $1,038,245,294. This compares with a reported value of $796,464,916 for the previous year, representing an increase of 30·4 per cent. Sales in 1947 were 163·2 per cent higher than those of 1939, which had a value of $394,508,431.

The National Paint, Varnish and Lacquer Association estimate that about 10 per cent of the industry do not submit reports to the Bureau of the Census and that actual sales for 1947 would be approximately $1,153,605,882 as compared with $897,115,836 in 1946, and $723,699,389 in 1945. Taking into account the increased costs of raw materials and labour, there is no doubt that the total sales reflect some increase in the volume of production in recent years.

Trade and Industrial Sales Greatly Increased

Trade sales of paint, varnish and lacquer amounting to $550,827,984 in 1947 represented 53 per cent of the total sales, and were 30·1 per cent above the 1946 total of $423,507,322. Total industrial sales at $379,326,175 accounted for 36 per cent of the total United States sales and were 30·3 per cent over the 1946 value of $291,059,033. Industrial sales of paint and varnish at $290,033,552 recorded an increase of 34·3 per cent over the previous year, while industrial sales of lacquer at $89,292,623 were 18·9 per cent above 1946. Unclassified sales of paints, varnishes and lacquers were valued at $108,091,134, representing 14 per cent of the total sales, and were 32 per cent greater than the 1946 sales valued at $81,898,561.

During the years 1945 through 1947, the sales of lacquers, as reported by 84 per cent of the nitrocellulose lacquer manufacturers, accounted for approximately 12 per cent of the total United States sales of all paints and varnishes. Pigmented lacquers account for the largest proportion of the value of lacquer sales, followed by clear lacquers and thinners. In terms of quantity, thinners share the largest proportion, followed by pigmented lacquers and clear lacquers.

Although United States exports of paint products account for only a small proportion of the total sales of paints, varnishes and lacquers, they do constitute a substantial share of the international paint trade. During the eight-year period ending in 1944, the total value of exports of paint products, white and red lead in oil, averaged about $8,700,000 per year or slightly less than two per cent of the total sales. Since 1944, there has been a large increase in the export of paint products, the value for 1945, 1946, and 1947 being $12,040,000, $20,197,000, and $37,386,000 respectively, and averaged 2·6 per cent of the total sales.

Ready-mixed paints have constituted over 50 per cent of the total value of paint exports during the past three years. In 1947, exports amounted to 7,549,000 gallons valued at $20,988,000 as compared with 4,894,000 gallons valued at $10,634,000 in 1946 and 2,889,000 gallons valued at $5,994,000 in 1945. The quantity and value of the 1947 exports were almost triple the 1945 quantity and value.

Exports of pigmented lacquers are the second largest in value and accounted for almost 12 per cent of the total exports of paint products in the last three years. In 1947, exports of pigmented lacquers amounted to 1,646,000 gallons at $5,235,000 as against 955,000 gallons at $2,533,000 in 1946, a gain of 108 per cent in quantity and 72 per cent in value. The 1947 exports were just over four times the 1946 figure of 406,000 gallons, valued at $1,109,000. In terms of value the next largest export of paint products is accounted for by varnishes, followed by bituminous paints, paste and semi-paste colours in oil, and thinners.

United States Exports of Paint Products

		1945		1946		1947	
		Quantity 1,000	Value $1,000	Quantity 1,000	Value $1,000	Quantity 1,000	Value $1,000
White lead, in oil	Lbs.	1,075	104	959	107	859	176
Bituminous paints		....	955	....	1,214	....	1,890
Paste and semi-paste colours, in oil	Lbs.	3,643	726	4,783	955	5,747	1,620
Water paints, dry	Lbs.	5,492	475	6,693	586	9,282	1,006
Emulsion paints	Gal.	229	545	225	383	407	710
Water paints, paste	Gal.	131	180	140	199	197	329
Lacquer, pigmented	Gal.	406	1,109	955	2,533	1,646	5.235
Lacquer, clear	Gal.	170	374	323	747	408	1,093
Thinners	Gal.	562	593	1,047	1,067	1,328	1,563
Ready mixed paints	Gal.	2,889	5,994	4,894	10,634	7,549	20,988
Varnishes	Gal.	539	985	854	1,672	1,095	2,776
Total			$12,040		$20,197		$37,386

Latin America and West Indies Are Main Markets

Prior to the war, Europe was, in the aggregate, the largest importer of paint, the Far East second, and Africa third, although exceeded by the Latin American countries as a group. However, United States participation did not fall into this pattern. Latin America and the West Indies were the best customers of the United States, and in 1937 they obtained 59 per cent of their paint imports from this country. By 1941 this share reached 81 per cent. Although no figures are available to show their share during the past few years, it is estimated that they are obtaining over 80 per cent of their requirements from the United States. The principal markets in Latin America are Colombia, Venezuela, Cuba, Peru, Brazil, Chile, Argentina, and Mexico. While Canada is a substantial producer of paint products, it has remained an important outlet for United States paints and varnishes.

Prior to World War II, European countries obtained about 16 per cent of their paint imports from the United States. The principal markets were Belgium, Norway, Sweden, Portugal and the United Kingdom. During the war, most of these markets were cut off from the United States and it has been only during the past two years that this trade has been re-established, but on a much smaller scale than in prewar years. The lack of United States dollars has been one of the main reasons for the slow growth of this trade, although some of the European countries have purchased substantial supplies with the aid of foreign relief programs. Exports in the past two years have been made chiefly to Sweden, Belgium, France, Netherlands, and Norway, with smaller shipments to Portugal, Italy and Greece.

Africa obtained approximately 21 per cent of her paint imports from the United States in prewar years. During and since the war, the United States has continued to ship substantial quantities of paint products to Africa, with the principal markets being the Union of South Africa and the Belgian Congo. In the Near East, the chief markets have been Turkey, Saudi Arabia, Syria and Bahrein. Before the war, the principal markets for paint in the Far East were India, British Malaya, Netherlands Indies, China and the Philippine Islands. The United States exports were sent chiefly to the Philippines, Netherlands Indies, and China. In the past three years, the principal markets for United States paints have been the Republic of the Philippines, China, and India.

Bulk Purchasing Held Responsible For Poorer Quality of Indian Tea

Leading tea firm claims that there has been relaxation in care formerly exercised in sorting and in the manufacture of tea—Bulk purchase scheme imposes little or no penalty on producer of tea of minimum acceptable quality and provides little reward to producers of good quality teas.

By Richard Grew, Commercial Secretary for Canada

NEW DELHI, August 23, 1948.—Bulk purchasing methods and poor packaging are held responsible for a decline in the quality of tea now being marketed, as compared with prewar standards. While it is appreciated that producers have many more difficulties with which to contend, some members of the tea industry are understood to have succumbed to the temptations which bulk purchasing by the British Ministry of Food now affords. In the presentation of its annual report, one of the leading firms in the tea industry claims there has been relaxation in the care formerly exercised in sorting and in the manufacture of tea. Some of the teas are reported full of fibre, stalk and dust, while others have a poor flavour. Others indicate the prevalence of poor conditions in the factories.

The following table shows the basic contract price, the 1947 contract price and the 1947 auction price for teas from four different estates in two districts:

Prices of Tea from Eight Estates

(One rupee equals 16 annas; one anna equals 12 pies)

Basic contract price As. P.	1947 Contract price Rs. As. P.	1947 Auction average Rs. As. P.
9. 4.	1. 3. 2.	1. 6. 4.
9. 8.	1. 3. 6.	1. 2. 8.
10. 4.	1. 4. 1.	1. 10. 3.
10. 5.	1. 4. 2.	1. 8. 9.
10. 6.	1. 4. 3.	1. 8. 10.
10. 10.	1. 4. 8.	1. 7. 9.
10. 11.	1. 4. 9.	1. 10. 8.
10. 11.	1. 4. 9.	1. 13. 2.

The margin between the lowest and highest price is 17 per cent, 8 per cent and 56 per cent of the lowest price for basic contract, 1947 contract and 1947 auction prices respectively. This would seem to indicate that the bulk purchase scheme imposes little or no penalty on the producer of tea of the minimum quality acceptable. Conversely, there is little reward or encouragement to those producers who are endeavouring to maintain or improve the quality of their teas. The figures, it is contended, also reveal that, in the free market, buyers are favouring the good quality teas. This indicates that, if the general standard of Indian tea is to be raised, there should be a return to complete free trade and the abolition of the bulk purchasing scheme.

Increased Demand is Cause of Lower Tea Standard

The lowering of the standard of Indian tea is, to some extent, due to the tremendous demand made upon the industry, as a result of supplies being no longer available from other producing countries, such as Java, Sumatra, China, Japan and Formosa. The greatly expanded demand resulted in a heavy strain on factories and manufacturing facilities at a time when new and additional machinery was practically unobtainable. However, there is no justification for the deterioration in the quality of some estates to a level that would have been unacceptable prior to the war, when it is considered that other estates maintained their standards of quality or at least kept deterioration to a minimum.

One of the difficulties that has been beyond the control of the estates is the difficulty of obtaining tea chests of satisfactory quality. In fact, in some instances tea chests have not been available, which has meant that manufactured tea has had to lie unpacked at the factories. This situation has resulted in the tea being musty and mouldy on arrival in Calcutta.

Prior to the war, tea chests were manufactured from high-class three-ply Baltic wood, which made a good quality chest. When this source of supply was closed, efforts were made to produce tea chests locally. Since the war, the policy of the government has been to restrict imports, partly to encourage the local industry and partly to conserve foreign exchange holdings. However, the local industry does not have the capacity to fill the demand for good quality chests. The tea industry has been forced, through lack of satisfactory supplies, to use poor quality chests which do not stand up to the stress and strain of handling and shipping. This may have adverse effects when tea buyers are able to choose from various sources of supply. It is also felt that greater care could be exercised in the assembly of tea chests available, as not infrequent instances have occurred which indicate that full advantage has not been taken of the materials at hand for packaging.

There would also appear room for improvement in marking, invoicing and weighing, as these items do not always tally when the goods arrive in Calcutta.

Large Textile Orders Placed in Germany

Frankfurt, September 17, 1948.—(FTS)—Export contracts for seven million metres of fabrics have been concluded by the textile industry in Nordrhein-Westfalen. The largest buyers were British firms, who sought products of the velvet and silk industry to be re-exported to the Far East, Africa, and Australia. A United States trading company has concluded a one-year contract with three large German weaving mills for 50,000 yards of printed artificial silk fabrics per month. At a price of $0.75 per yard, the goods will be 20 per cent below the average price of American producers.

Commodity Comments

By Export Division, Foreign Trade Service

Foods and Related Commodities

Denmark Contemplates Changes in Fisheries Laws.—Denmark is considering measures for the development of its fisheries, quality control of fishery products, changes in the method of sale, and in the nature of subsidies for the construction of fishing craft.

ECA Authorization for Shark Liver Oil and Salted Fish.—Among the procurement and re-imbursement authorizations announced on October 28, 1948, by the Economic Co-operation Administration are $720,000 for the purchase of shark liver oil from Chile for shipment to France, $1,473,000 for the purchase of salted fish from Newfoundland for shipment to Italy, and $466,000 for the purchase of salted fish from Canada for shipment to Italy.

ECA Funds Aid Norwegian Fisheries.—Fish will be served on many European dinner tables this year, the Economic Co-operation Administration mission in Norway reports. This fish would have remained much longer in Norwegian coastal waters and out of intra-European trade but for ECA aid.

Without cotton, there would be no new nets for Norwegian herring and cod fishermen. Approximately 350 tons of American raw cotton, amounting to about one-half of the $700,000 authorized for cotton imports, were earmarked for fish nets, being delivered to Italy, where it could be converted into yarn at a Milan factory. The yarn will be woven into nets in factories now rehabilitated in Norway by the purchase of ECA equipment.

Pacific Coast Fisheries of the United States.—According to a recent report on the Pacific Coast fisheries of the United States, changing conditions both in the productivity of various fisheries and in the demand for and marketing of fish products have produced considerable changes in recent years. For example, the demand for vitamins led to the utilization of livers and viscera of such fish as halibut and sablefish and improved the situation in this fishery. It also led to the development of a large shark fishery. The development of a large market for fish fillets led to a great increase in the catch of various types of rockfishes. The California fishing fleet, which used to fish for cod in the Alaska waters, has dropped this venture. On the other hand, the size of tuna operations off Latin America has been greatly expanded, and fishing operations over other areas of the Pacific are being expanded. The drastic fall in the sardine catch off California, and the large demand for canned fish products have induced sardine fishermen to increase their catch of squid and anchovies, and sardine canners to can much more squid, anchovies, and also some herring. There has also been a great increase in the catch and canning of jack mackerel (until recently packed and marketed under the name of horse mackerel), which is a lower-grade substitute for Pacific mackerel. Albacore tuna, which made a surprise appearance off the Oregon and Washington coasts in the late 1930's, has developed in recent years into one of the most important fisheries off both states. This year albacore appeared in the waters of Southeast Alaska. The Pacific oyster, which was extensively planted in Washington waters in the early 1930's, has developed into an important fishery of that state.

Conservation is an issue of basic importance confronting the whole fishing industry of the Pacific area, as signs of depletion are evident. The latest case of depletion of an important Pacific fishery is that of the California pilchard or sardine. Between 1941-42 and 1944-45, the sardine catch averaged 526,685 tons. In the 1945-46 season, the catch fell to 396,090 tons, in 1946-47 to 227,716, and in 1947-48 to 110,237 tons. Reasons for the "disappearance" of the sardine are not yet established. Most probably a series of factors was responsible for this development, but two of these are prominently mentioned by experts: great intensity in the sardine fishery during the past fifteen years and changed hydrographic conditions unfavourable to sardine propagation.

Atlantic Herring.—It is reported that the utilization in Canada of Atlantic herring for vinegar curing is higher this year. About 10 per cent of the total catch was diverted to this product, indicating a production of some 30,000 barrels to the end of September. Vinegar-cured herring has been moving to the United States market in substantial quantity during recent months.

Exports of Canadian Fishery Products during September, 1948.—Increased shipments of chilled salmon have been made to the United States this year: 11·6 million pounds to August 31, as compared with 8·1 million pounds for the same period in 1947. Larger sales of canned sardines have been made to South Africa: 3·9 million pounds as compared with the 1947 figure of 2·3 million pounds. Exports of kippered herring to the United States are higher than usual, although production is down. The explanation is probably that a proportion of the quantity of herring reported as frozen is subsequently converted into kippers. It may also be significant that stocks of kippered herring in cold storage are shown to be considerably lower at present than a year ago.

First Items under ECA Loan to Iceland.—The first items under the $2,300,000 ECA loan to Iceland have already arrived in that country. They consisted of fish netting valued at $37,000 and plant machinery valued at $80,000.

ECA Authorizations for Fish Meal.—Among the procurement and re-imbursement authorizations announced recently by the Economic Co-operation Administration is a total of $1,381,000 for the purchase of fish meal from Angola (Portuguese West Africa) by the United States Department of the Army for shipment to Bizonia.

Advance Report on the Fisheries of British Columbia, 1947.—The total marketed value of the fisheries of British Columbia reached an all-time high of $58,764,950 in 1947, according to the Dominion Bureau of Statistics. This was an increase of 34 per cent over the 1946 value, but it should be observed that part of the increase was due to the canning in 1947 of cold-storage salmon caught in 1946.

Salmon was the principal species, its marketed value of $35,692,625 accounting for 61 per cent of the total for all species. Landings of salmon were nearly 9 per cent above those of 1946. Herring came next, with a marketed value of $12,094,582, or 21 per cent of the total, and halibut was third, with $5,943,944, or 10 per cent of the total marketed value. Landings of herring were 21 per cent, and those of halibut 34 per cent, higher than those in 1946.

The total quantity of fish and shellfish landed was 4,756,489 cwt., an increase of 11 per cent over the 4,293,881 cwt. recorded for 1946. The landed value was $22,354,374, an increase of 4·6 per cent over that of 1946.

British Columbia Herring Production.—The total catch of British Columbia herring, as of October 30, 1948, amounted to 24,008 green tons. It is being utilized as follows: used fresh, 7 tons; used for bait, 19 tons; dry salted, 10 tons; herring meal, 3,935 tons; herring oil, 537,807 imperial gallons; canned, 9,282 cases.

Machinery, Metals and Chemicals

Tender for Underground Cable for Costa Rica.—Costa Rica has invited c.i.f. bids on subterranean cable for the National Telegraph, which will be accepted after 2 p.m. on November 16. Cable for the telegraph lines must contain three pairs, with the enclosed wires (or small cables) size No. 10 minimum. The cable should be thoroughly protected so as to resist salt water, mechanical maltreatment and to work under an induction of 30,000 volts. Total length of this cable is 8 kilometres with inspection boxes one kilometre apart.

General Products

Instrumental Music Materials Clinic Held in Toronto.—Canadian music publishers and dealers will have exhibits at the first annual Instrumental Music Materials Clinic, being held today in the Recital Hall, Royal Conservatory of Music, Toronto. The Faculty of Music, University of Toronto, has sent out invitations to the Canadian Bandmasters' Association and other interested organizations. This event provides an opportunity of hearing and purchasing new band and orchestral music, played by a special clinic band and orchestra of university and conservatory students, directed by Professor Robert A. Rosevear. President Sidney Smith and Sir Ernest MacMillan, dean of the University's Faculty of Music, will officiate at the opening ceremonies.

Bizonal Steel Production Reached New High in October

Frankfurt, November 10, 1948.—(FTS)—Bizonal steel production for October was the highest since the occupation began, and for the fifth successive month surpassed the previous month's record output, it was announced recently in Frankfurt.

Preliminary steel ingot production for October reached 610,254 tons, an increase of seven per cent or 38,540 tons over the record established during September. Meanwhile, pig iron production in October amounted to 508,594 tons, an increase of eight per cent, or 39,660 tons. Steel production is now equivalent to an estimated annual rate of 7·32 million tons.

G. S. Hall Named Director of Transportation Division

George Stanley Hall, of Ottawa, has been appointed Director of the Transportation and Communications Division, Foreign Trade Service, succeeding Mr. W. J. Fisher in that position. Mr. Hall joined the Trade Commissioner Service in December, 1945, and was appointed Area Officer for the Asia Section. Born in London, England, he was educated at St. Dunstan's College, and spent a number of years at sea in the British Merchant Marine. He is a qualified master mariner. Mr. Hall served in the Chinese Maritime Customs, a government service, from 1929 to 1940, and was also employed in the Marine Department on hydrographical surveys. During a period of service in the Preventive Department, he was engaged in establishing the Preventive Code for the Chinese National Government. Mr. Hall joined the Royal Canadian Naval Reserve in July, 1940, and retired with the rank of commander in September, 1945.

Trade and Tariff Regulations

British Government Reduces Commodity Controls

London, November 9, 1948.—(FTS)—Controls have been relaxed by the Board of Trade on more than sixty commodities, thereby eliminating about 200,000 licences and permits a year. The only changes affecting overseas trade are those involving the reversion from public to private purchase of certain raw materials, cotton linters, hemps, sisal, manila and manila copal. Other relaxations are of a domestic nature. Distribution controls on some goods have been removed, while a greater measure of freedom has been restored to a number of manufacturers of miscellaneous consumer goods.

The reasons given for the reliefs are, firstly, the increase in supplies of industrial materials manufactured in the United Kingdom (particularly chemicals); and secondly, the improvement in the supply position of inexpensive consumer goods of sound quality.

The policy is stated to be to maintain only those controls which are essential to secure a proper distribution of materials which are still scarce.

Parallel action which has been taken by the Ministry of Supply dispenses with between 10,000 and 12,000 licences a year and affects some 450 firms.

Among the goods included in the relaxations are cutlery, fertilizers, fountain pens, glassware, hollow-ware and kitchenware, jewellery and silverware, linoleum, bedspreads, table cloths, musical instruments (except pianos and organs), rayon (yarn and staple), silk, sports gear and vacuum flasks.

Denmark Eases Import Control Regulations

Oslo, October 28, 1948.—(FTS)—Owing to the improvement of the Danish economic situation during the current year, a limited number of goods, including cereals, some animal feeds and certain printed matter were removed from import control. The commodities concerned of chief interest to Canadian exporters are unmilled wheat, rye, barley, oats and maize, and feeding stuffs, including fish-meal, meat-meal, bone-meal, fodder, molasses and sugar-beet dregs. However, the importation of these goods will be subject to the dollar exchange situation prevalent at the time of purchase.

The importation of all other goods is still subject to import licences, which, when granted, carry with them the right to foreign exchange necessary to effect payment.

South African Import Control Rulings

Johannesburg, November 16, 1948.—(FTS)—The South African Government announced today that the following rules will be observed in interpreting provisions of the Exchange Quota Regulations relating to outstanding commitments:

1. All orders outstanding on November 5, 1948, must be cancelled unless the importer concerned has satisfied himself that the exchange quota available to him up to December 31, 1948, exceeds his purchases of exchange since July 1, 1948, by a margin sufficient to cover payment for such outstanding orders.

2. Rule 1 applies to all orders, irrespective of whether the goods concerned appear on the prohibited list or not, and irrespective of whether the orders relating to such goods are covered by letters of credit, irrevocable or otherwise, forward exchange contracts or other similar commitments. It does not apply to goods in transit.

3. "Goods in transit" is defined as goods ordered before November 5, 1948, and placed on board ship on or before November 12, 1948. As evidence that these conditions have been complied with, the importer must produce bills of lading dated on or before November 12, 1948, provided that bills of lading dated subsequent to November 12, 1948, may be accepted as sufficient compliance with these conditions if supported by rail notes indicating that such goods were despatched from an inland point prior to November 12, 1948.

4. Where the provisions of Rule 1 cannot be complied with, banks may, in respect of goods not appearing on the prohibited list, and notwithstanding the provisions of Rules 1 and 2, discount, sight and usance drafts in respect of goods ordered before November 5, 1948, and placed on board ship on or before November 30, 1948, or meet bills sent for collection in respect of such goods. As proof of shipment, the bank concerned will require on-board bills of lading dated on or before November 30, 1948, provided that, in the case of goods exported from any country on the continent of Europe, shipment need not be effected by November 30, 1948, if the goods were railed on or before November 5, 1948, and rail notes are submitted in evidence thereof.

5. If payment for goods shipped after November 30 (otherwise than in accordance with the provisions of Rule 4) would require exchange in excess of an importer's quota for the current quota year, such goods will, even if shipped under an irrevocable letter of credit, be refused entry by the Union, and the importer concerned will be required to reship such goods to the country of origin and sell proceeds of their resale in such country to his bankers.

Mexican Official Prices for Tariff Purposes Established

Mexico City, October 18, 1948.—Effective today, Mexico established official prices for the purpose of collecting customs duties on goods included in a long list of Mexican tariff items. The prices are fixed on the basis of the average statistical value of goods listed as imports during 1937, adjusted in accordance with price indices as calculated during 1948. Exception is made with regard to products included in the trade agreement between Mexico and the United States, official prices for which are based on the average statistical price during the first three months of 1948.

(Editor's Note—A list of the Mexican official prices is on file in the Commercial Relations and Foreign Tariffs Division, Department of Trade and Commerce, Ottawa, to which Canadian exporters to Mexico, interested in learning the official prices for their goods, may apply for this information.)

Many French Import Duties Re-established

Paris, October 29, 1948.—Effective October 16, 1948, France reimposed import duties on products included in over 1,000 tariff items.

Collection of import duties in France was suspended in the middle of 1944 on all but a few products, and this general suspension was continued in force under the new tariff introduced on January 1, 1948. Since then, however, several decrees have been issued reimposing duties on specified products, the decree referred to above being the most extensive.

(Editor's Note—Details of French import duties on particular products may be obtained on application to the Commercial Relations and Foreign Tariffs Division, Department of Trade and Commerce, Ottawa.)

Federation of Malaya Amends Import Duties

Kuala Lumpur, November 1, 1948.—(FTS)—Customs Duties Orders increased the duties on rubber footwear, rubber soles and whisky entering the Federation of Malaya, effective November 1, as follows (former rates enclosed in brackets): Boots and other footwear made wholly or partly of rubber, balata or gutta percha (except with leather uppers)—preferential, 30 cents per pair (10 cents), general, 70 cents (50 cents); rubber soles—preferential, 15 cents per pair (5 cents), general tariff, 35 cents (25 cents); whisky, \$60.90 per proof gallon (\$52.50); whisky in bottle and accepted by the Proper Officer of Customs as not exceeding 81 per cent of proof spirit, \$43.50 per gallon (\$37.50). The Malayan dollar at the present rate of exchange equals 47 cents (Canadian).

Gold Yuan Currency Devalued by Chinese National Government

New rate of exchange is GY20 to U.S.\$1—Restrictions on private possession of gold, silver and foreign currency abolished—Action taken in response to appeals from business circles in China.

SHANGHAI, November 11, 1948.—(FTS)—The National Government of China devalued the Gold Yuan currency today, and abolished all restrictions on the private possession of gold, silver and foreign currency. The new rate of exchange is GY20 to U.S.\$1.

The Ministry of Finance indicated that this decision was taken in response to appeals from business circles in China for a realistic reversal of the rate of exchange. New regulations, designed to lift the export trade from depression, stipulate that:

(*a*) The Gold Yuan notes shall be backed by 100 per cent reserve, to be composed of 40 per cent gold, silver and foreign exchange, and 60 per cent in negotiable stocks and designated government-owned assets.

(*b*) The total issue of the Gold Yuan shall be determined by government mandate.

(*c*) No gold, silver, or silver coins may be carried out of the country, except in the form of ornamental gold, not exceeding two ounces; in the form of silver, not exceeding 20 ounces; and in foreign exchange, not exceeding U.S.\$100.

(*d*) Persons carrying gold, silver and foreign currency into the country may, according to their own wishes, exchange them for Gold Yuan coins or notes, at the stipulated rates, or use them to buy 1947 United States Dollar Bonds, or deposit them in designated banks.

(*e*) With the exception of the Central Bank of China, no Chinese or foreign banks, unless appointed by the Central Bank of China, may convert, buy or sell gold, silver, silver coins or foreign currency.

Silver and gold coins, forming the basic unit of the Chinese currency, will be issued in denominations of \$1, \$5, \$10, \$50 and \$100, supplemented by copper and nickel coins of 5, 10, 20 and 30 cents.

Open Letter to Shippers

Dear Sir:

Commencing with the July 20, 1946, issue of *Foreign Trade,* we have published each week lists of scheduled ocean-going sailings from Halifax, Saint John, Quebec, Montreal, Vancouver and New Westminster. The information contained in this section is furnished by steamship operators and agents, most of whom advertise in the metropolitan newspapers and also advise regular shippers direct of forthcoming departures.

Advantage has been taken by steamship operators and agents of this opportunity to furnish prospective shippers with information concerning their sailings, some even advising the Editor of *Foreign Trade* by telephone or telegraph of last-minute changes in the loading dates of their vessels. As a result, our "transportation section" increased in size to the point where it required almost one-fourth the total number of pages in any one issue.

In an effort to provide our readers with a balanced issue, including more material from our trade commissioners, we have recently eliminated from our "transportation section" the names of ships loading within ten days of the publication date of any issue. This is stated in the introduction.

So that we may determine the value of this section of *Foreign Trade* to shippers, you are requested to indicate whether it is of any real value to your company. If we find the consensus of opinion favours continuation of this service, no substantial change will be made. On the other hand, if sailing lists furnished by steamship companies and agents are considered fully adequate, there would seem to be little object in our devoting so much space in *Foreign Trade* to ocean-going sailing schedules.

Steamship companies and agents are likewise requested to canvass their shippers, and to cite specific cases where this service has been of mutual advantage.

If it is decided to discontinue this section, the equivalent space will be devoted each week to editorial material, including reports from trade commissioners.

As a wide expression of opinion is sought by December 11, 1948, so that any necessary change in our present policy can be made before January 1, 1949, it would be appreciated if replies to this open letter could be prepared forthwith, and mailed to:

The Editor
Foreign Trade
Publicity Division
Department of Trade and Commerce
Ottawa, Ont.

Please quote File No. A-430.

Ocean-Going Sailing Schedules

Information contained in the following list of sailings is furnished by steamship companies and agents concerned. This is the latest available, and is subject to change after *Foreign Trade* has gone to press.

The loading date and name of ship are not indicated in some instances, as information available is not sufficiently definite to mention the ship concerned. The name of the operator is given, however, and exporters should seek further details from the operator or agent concerned. Ships loading within ten days of the publication date of this issue are not included.

Departures from Halifax

*Sails from Saint John about three days earlier.
(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Aden—			
Port Aden	December 20–25	*Marken*	Cunard Donaldson
Africa-East—			
Lourenço Marques	December 20–27	*Yarmouth County*	March Shipping
Africa-South—			
Cape Town, Port Elizabeth, East London, Durban	December 20–27	*Yarmouth County*	March Shipping
Argentina—			
Buenos Aires	Decembr 10–15	*Royal Prince*	Furness Withy
Belgium—			
Antwerp	December 13–18	*Rouen*	Furness Withy
Antwerp	December 15–18	*Vasaholm*	Swedish American
Antwerp	December 17–19	**Beaverdell* (r)	Canadian Pacific
Antwerp	December 20–25	*Pont Audemer*	Furness Withy
Brazil—			
Rio de Janeiro, Santos	December 10–15	*Royal Prince*	Furness Withy
Celebes—			
Macassar	December 20–25	*Marken*	Cunard Donaldson
China—			
Shanghai	December 5–10	*Rockside*	March Shipping
Colombia—			
Barranquilla	December 12–17	*Polykarp*	Swedish American
Cuba—			
Santiago	December 5–8	*Lake Traverse*	Pickford and Black
Santiago	December 27–30	*Dufferin Bell*	Pickford and Black
Havana, Santiago	December 18–23	*Tunaholm*	Swedish American
Denmark—			
Copenhagen	December 15–18	*Vasaholm*	Swedish American
Dominican Republic—			
Ciudad Trujillo	December 5–8	*Lake Traverse*	Pickford and Black
Ciudad Trujillo	December 27–30	*Dufferin Bell*	Pickford and Black
Egypt—			
Alexandria, Port Said, Suez	December 20–25	*Marken*	Cunard Donaldson
Finland—			
Helsinki	December 15–18	*Vasaholm*	Swedish American

Departures from Halifax—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
France—			
Marseilles	December 18-23	*Capo Arma*	Furness Withy
Le Havre	December 13-18	*Rouen*	Furness Withy
Le Havre	December 15-18	*Vasaholm*	Swedish American
Le Havre	December 20-25	*Pont Audemer*	Furness Withy
Germany—			
Hamburg, Bremen	December 15-18	*Vasaholm*	Swedish American
Haiti—			
Port au Prince	December 5-8	*Lake Traverse*	Pickford and Black
Port au Prince	December 27-30	*Dufferin Bell*	Pickford and Black
Hong Kong	December 5-10	*Rockside*	March Shipping
Italy—			
West Coast Ports	December 18-23	*Capo Arma*	Furness Withy
Malaya—			
Penang, Port Swettenham	December 14-18	*Legion Victory*	Isthmian Steamships
	December 20-25	*Marken*	Cunard Donaldson
Mexico—			
Veracruz	December 18-23	*Tunaholm*	Swedish American
Netherlands East Indies—			
Batavia, Samarang, Soerabaya, Cheribon, Belawan-Deli	December 20-25	*Marken*	Cunard Donaldson
Batavia, Soerabaya	December 14-18	*Legion Victory*	Isthmian Steamships
Netherlands West Indies—			
Curaçao	December 12-17	*Polykarp*	Swedish American
Netherlands—			
Amsterdam, Rotterdam	December 15-18	*Vasaholm*	Swedish American
Newfoundland—			
St. John's	Nov. 29-Dec. 2	*Newfoundlqnd* (r)	Furness Withy
St. John's	December 1-4	*J. T. Murley*	Rowlings Limited
St. John's	December 3-4	*Atlantic Charter*	Montreal Shipping
St. John's	December 4-6	*Wellington Kent*	Newfoundland Canada
St. John's	December 7-8	*Vera B. Humby*	Rowlings Limited
St. John's	December 10-13	*Fort Amherst*	Furness Withy
St. John's	December 12-14	*Wellington Kent*	Newfoundland Canada
St. John's	December 15-17	*Atlantic Charter*	Montreal Shipping
St. John's	December 16-19	*Fort Townshend*	Furness Withy
St. John's	January 2-5	*Newfoundland* (r)	Furness Withy
St. John's	January 4-7	*Fort Amherst*	Furness Withy
St. John's	January 21-24	*Nova Scotia* (r)	Furness Withy
Corner Brook	Nov. 30-Dec. 2	*Mary Sweeney*	Newfoundland Canada
Corner Brook	December 8-10	*Mary Sweeney*	Newfoundland Canada
Norway—			
Oslo, Kristiansand, Stavanger, Bergen	December 15-18	*Vasaholm*	Swedish American
Poland—			
Gdynia, Gdansk	December 15-18	*Vasaholm*	Swedish American
Puerto Rico—			
San Juan	December 12-17	*Polykarp*	Swedish American

Departures from Halifax—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
St. Pierre et Miquelon	December 3-4	*Atlantic Charter*	Montreal Shipping
	December 15-17	*Atlantic Charter*	Montreal Shipping
Singapore	December 14-18	*Legion Victory*	Isthmian Steamships
	December 20-25	*Marken*	Cunard Donaldson
Sweden—Gothenburg, Malmo, Norrkoping, Stockholm	December 15-18	*Vasaholm*	Swedish American
United Kingdom—Bristol, Swansea	December 14-20	*Gloucester City*	Furness Withy
Liverpool	December 1-8	*Samaria* (r)	Cunard Donaldson
Liverpool	December 7-8	**Empress of France* (r)	Canadian Pacific
Liverpool	December 18-21	*Nova Scotia* (r)	Furness Withy
Liverpool	January 2-5	*Newfoundland* (r)	Furness Withy
London	December 14-16	*Beavercove* (r)	Canadian Pacific
London	December 17-19	**Beaverdell* (r)	Canadian Pacific
London	December 18-22	*Scythia* (r)	Cunard Donaldson
Southampton	December 9	*Aquitania*	Cunard Donaldson
Southampton	December 30	*Aquitania*	Cunard Donaldson
Uruguay—Montevideo	December 10-15	*Royal Prince*	Furness Withy
Venezuela—La Guaira, Puerto Cabello, Maracaibo	December 12-17	*Polykarp*	Swedish American
West Indies—Bermuda	December 16-19	*Fort Amherst*	Furness Withy
Bermuda	December 23-26	*Fort Townshend*	Furness Withy
Jamaica	December 5-8	*Lake Traverse*	Pickford and Black
	December 18-23	*Tunaholm*	Swedish American
	December 27-30	*Dufferin Bell*	Pickford and Black
Jamaica, Bahamas	December 10	*Canadian Cruiser*	Canadian National
	December 27	*Canadian Challenger*	Canadian National
	January 11	*Canadian Cruiser*	Canadian National
	January 25	*Canadian Challenger*	Canadian National
	February 8	*Canadian Cruiser*	Canadian National
Antigua, Barbados, Bermuda, British Guiana, Dominica, Grenada, Montserrat, St. Kitts, St. Lucia, St. Vincent, Trinidad	December 8-17	*Lady Rodney* (r)	Canadian National
	December 11-20	*Alcoa Planter*	Alcoa Steamships
	Dec. 25-June 3	*A Ship*	Alcoa Steamships
	Dec. 27-Jan. 3	*Canadian Constructor* (r)	Canadian National
	January 8-17	*A Ship*	Alcoa Steamships
	January 9-17	**Lady Nelson*	Canadian National
	Jan. 25-Feb. 2	**Lady Rodney* (r)	Canadian National
	February 8-16	*Canadian Constructor* (r)	Canadian National

Heavy Arrivals of Cereals and Coal at German Ports

Frankfurt. September 17, 1948.—(FTS)—Major German ports were employed to capacity during the last week of August and the first week of September, as large bulk cargoes of cereals and coal were unloaded. Many German vessels, previously idle, are being used to carry coal from the United Kingdom, and the 40 per cent increase in rail freight rates has caused an improvement in the volume of freight carried by coastal vessels.

Departures from Saint John

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques. Beira. Mombasa.	Nov. 27–Dec. 8	*Norden*	Kerr Steamships
Lourenço Marques. Beira.	December 13–23	*Fort Grouard*	Elder Dempster
Lourenço Marques.	Nov. 27–Dec. 9	*Avismere*	Dlder Dempster
Lourenço Marques.	Dec. 30–Jan. 9	*Cabano*	Elder Dempster
Africa-South—			
Cape Town. Port Elizabeth. East London. Durban.	Nov. 27–Dec. 8	*Norden*	Kerr Steamships
	Nov. 27–Dec. 9	*Avismere*	Elder Dempster
	Dec. 13–23	*Fort Grouard*	Elder Dempster
	Dec. 30–Jan. 9	*Cabano*	Elder Dempster
Australia—			
Brisbane. Sydney. Melbourne. Adelaide.	Late December	*Pipiriki*	Montreal Australia New Zealand Line
Belgium—			
Antwerp	December 3–10	*Arabia* (r)	Cunard Donaldson
Antwerp	December 13–18	*Beckenham*	Cunard Donaldson
Antwerp	December 21–28	*Westralia*	Montreal Shipping
Antwerp	December 24	*Prins Alexander*	Shipping Limited
Antwerp	January 10	*Hedel*	Shipping Limited
Antwerp	January 10–15	*Beaconsfield*	Cunard Donaldson
British Honduras—			
Belize	December 8	*Wilford*	Saguenay Terminals
Canal Zone—			
Cristobal	December 8	*Wilford*	Saguenay Terminals
Ceylon—			
Colombo	December 5–10	*Derwenthall*	McLean Kennedy
Colombo	December 20–30	*Tapti*	McLean Kennedy
Colombia			
Barranquilla	December 18–20	*Polykarp*	Swedish American
Barranquilla	December 18	*Benny* (r)	Saguenay Terminals
Barranquilla	January 14	*Sunprince*	Saguenay Terminals
Cuba—			
Havana	December 16–18	*Salen*	Federal Commerce
Santiago. Havana.	December 24–25	*Tunaholm*	Swedish American
Dominican Republic—			
Ciudad Trujillo	December 8	*Wilford*	Saguenay Terminals
Ciudad Trujillo	January 14	*Sunprince*	Saguenay Terminals
Eire—			
Dublin	December 21–29	*Ramore Head*	McLean Kennedy
Germany—			
Hamburg	December 13–18	*Beckenham*	Cunard Donaldson
Hamburg	December 21–28	*Westralia*	Montreal Shipping
Hamburg	January 10–15	*Beaconsfield*	Cunard Donaldson
Greece—			
Piraeus	December 15–24	*Marchport*	Montreal Shipping
Guatemala—			
Puerto Barrios	December 8	*Wilford*	Saguenay Terminals
Haiti—			
Port au Prince	December 8	*Wilford*	Saguenay Terminals
Port au Prince	January 14	*Sunprince*	Saguenay Terminals

Departures from Saint John—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
India—			
Karachi, Bombay, Madras, Calcutta	December 5–10	*Derwenthall*	McLean Kennedy
	December 20–30	*Tapti*	McLean Kennedy
Italy—			
Genoa, Naples	Dec. 27–Jan. 4	*Italo Marsano*	Montreal Shipping
Mediterranean—			
Central and Western Areas	December 15–24	*Marchport*	Montreal Shipping
	Dec. 27–Jan. 4	*Italo Marsano*	Montreal Shipping
Mexico—			
Tampico, Veracruz	December 16–18	*Salen*	Federal Commerce
Veracruz	December 24–25	*Tunaholm*	Swedish American
Netherlands—			
Rotterdam, Amsterdam	December 13–18	*Beckenham*	Cunard Donaldson
	December 24	*Prins Alexander*	Shipping Limited
	January 10	*Hedel*	Shipping Limited
	January 10–15	*Beaconsfield*	Cunard Donaldson
Rotterdam	December 21–28	*Westralia*	Montreal Shipping
Netherlands West Indies—			
Curaçao	December 18–20	*Polykarp*	Swedish American
Curaçao	December 18	*Benny* (r)	Saguenay Terminals
New Zealand—			
Auckland, Wellington, Lyttleton, Dunedin	Mid-January	*Port Quebec*	Montreal Australia New Zealnd Line
Northern Ireland—			
Belfast	December 20–28	*Lord Glentoran*	McLean Kennedy
Portugal—			
Lisbon	Dec. 27–Jan. 4	*Italo Marsano*	Montreal Shipping
Puerto Rico—			
San Juan	December 18–20	*Polykarp*	Swedish American
United Kingdom—			
Avonmouth	Nov. 29–Dec. 8	*Dorelian* (r)	Cunard Donaldson
Avonmouth, Swansea	December 10–18	*Norwegian*	Cunard Donaldson
Avonmouth, Newport	Dec. 27–Jan. 6	*Delilian* (r)	Cunard Donaldson
Glasgow	December 3–11	*Salacia* (r)	Cunard Donaldson
Glasgow	December 20–28	*Lismoria*	Cunard Donaldson
Glasgow	Dec. 30–Jan. 9	*Moveria* (r)	Cunard Donaldson
Hull	December 8–12	*Consuelo* (r)	McLean Kennedy
Hull	December 23–28	*Bassano*	McLean Kennedy
Liverpool	December 14–21	*Valacia* (r)	Cunard Donaldson
Liverpool	December 19–26	*Asia* (r)	Cunard Donaldson
Liverpool	December 22	*Empress of Canada* (r)	Canadian Pacific
Liverpool	December 20–28	*Lord Glentoran*	McLean Kennedy
Liverpool	December 21–29	*Ramore Head*	McLean Kennedy
London	December 3–10	*Arabia* (r)	Cunard Donaldson
Manchester	December 8–11	*Manchester Regiment* (r)	Furness Withy
Manchester	December 15–18	*Manchester Progress* (r)	Furness Withy
Manchester	December 21–24	*Manchester Trader* (r)	Furness Withy
Manchester	December 28–31	*Manchester Port* (r)	Furness Withy

Departures from Saint John—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
United Kingdom—Con.			
Leith	December 13–18	*Cairnavon*	Furness Withy
Newcastle	Dec. 30–Jan. 4	*Cairnesk*	Furness Withy
Venezuela—			
La Guaira, Puerto Cabello	January 14	*Sunprince*	Saguenay Terminals
La Guaira, Maracaibo	December 18	*Benny* (r)	Saguenay Terminals
La Guaira, Puerto Cabello, Maracaibo	December 18–20	*Polykarp*	Swedish American
West Indies—			
Jamaica	December 24–25	*Tunaholm*	Swedish American

Departures from Vancouver

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

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenco Marques	December	*Rempang*	Dingwall Cotts
Lourenco Marques	Early January	*Lake Shawnigan*	North Pacific Shipping
Africa-South—			
Walvis Bay, Cape Town, Port Elizabeth, East London, Durban	December	*Rempang*	Dingwall Cotts
	Early January	*Lake Shawnigan*	North Pacific Shipping
Argentina—			
Buenos Aires	Early December	*Grenanger*	Empire Shipping
Australia—			
Sydney, Melbourne, Adelaide	Mid-December	*Stratus*	Empire Shipping
Brazil—			
Rio de Janeiro, Santos	Early December	*Grenanger*	Empire Shipping
Canal Zone—			
Balboa	Early December	*Grenanger*	Empire Shipping
Ceylon—			
Colombo	December	*Höegh Silvercloud*	Dingwall Cotts
Chile—			
Valparaiso	Early December	*Grenanger*	Empire Shipping
China—			
Shanghai	December	*Skauvann*	Canada Shipping
Colombia—			
Buenaventura, Barranquilla	Early December	*Don Anselmo*	Empire Shipping
Costa Rica—			
Puntarenas	Early December	*Don Anselmo*	Empire Shipping

Departures from Vancouver—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
Egypt—			
Alexandria	December 20	*George D. Gratsos*	Empire Shipping
Alexandria	January 9–27	*Lake Minnewanka*	Canada Shipping
El Salvadore			
La Libertad	Early December	*Don Anselmo*	Empire Shipping
Greece—			
Piraeus	December 20	*George D. Gratsos*	Empire Shipping
Guatemala—			
Puerto Barrios	Early December	*Don Anselmo*	Empire Shipping
Hong Kong	December	*Skauvann*	Canada Shipping
India—			
Bombay, Calcutta	December	*Höegh Silvercloud*	Dingwall Cotts
Madras, Calcutta	December	*Manoeran*	Dingwall Cotts
Italy—			
Genoa	December 20	*George D. Gratsos*	Empire Shipping
Netherlands East Indies—			
Batavia, Samarang, Soerabaya, Cheribon	December	*Manoeran*	Dingwall Cotts
Peru—			
Callao	Early December	*Grenanger*	Empire Shipping
Philippines—			
Manila	December	*Skauvann*	Canada Shipping
Cebu	December	*Höegh Silvercloud*	Dingwall Cotts
Iloilo	December	*Manoeran*	Dingwall Cotts
United Kingdom—			
Hull	Nov. 28–Dec. 12	*Lake Athabasca*	Anglo Canadian
Liverpool, Glasgow	December	*Parthenia*	Balfour Guthrie
Miscellaneous Ports	December 12–30	*Lake Lillooet*	Anglo Canadian
	Dec. 15–Jan. 2	*Lake Cowichan*	Empire Shipping
	January 6–21	*Lake Kootenay*	Empire Shipping
	Jan. 18–Feb. 4	*Lake Kamloops*	Anglo Canadian
Uruguay—			
Montevideo	Early December	*Grenanger*	Empire Shipping
Venezuela—			
Puerto Cabello, La Guaira, Maracaibo	Early December	*Don Anselmo*	Empire Shipping

Germany Gets Radiotelephone Service

Frankfurt, September 17, 1948.—(FTS)—An ultra-modern transoceanic radiotelephone station began operation in Frankfurt on August 1, when the *Deutsche Post* activated a German-manufactured transmitting and receiving station for both Allied and German traffic between the United States and Germany. Equipped with special directional antennae and capable of a power output of over 20 kilowatts, the new installation provides three two-way voice channels, making possible continuous transatlantic telephone communications except under the most adverse atmospheric conditions. A second installation is being planned.

Foreign Exchange Quotations

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

Country	Monetary Unit		Nominal Quotations Nov. 15	Nominal Quotations Nov. 23
Argentina	Peso	Off.	·2977	·2977
		Free	·2050	·2080
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	Cruzerio	....	·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	Off.	·0038	·0038
		Free	·0032	·0032
French Empire—African	Franc	....	·0076	·0076
French Pacific Possessions	Franc	....	·0202	·0202
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	....	......	......
Netherlands	Florin	....	·3769	·3769
Netherlands East Indies	Florin	....	·3769	·3769
Netherlands West Indies	Florin	....	·5302	·5302
New Zealand	Pound	....	4·0300	4·0300
Norway	Krone	....	·2015	·2015
Pakistan	Rupee	....	·3022	·3022
Palestine	Pound	....	4·0300	4·0300
Peru	Sol	....	·1538	·1538
Philippines	Peso	....	·5000	·5000
Portugal	Escudo	....	·0403	·0403
Siam	Baht	....	·1000	·1000
Spain	Peseta	....	·0916	·0916
Sweden	Krona	....	·2783	·2783
Switzerland	Franc	....	·2336	·2336
Turkey	Lira	....	·3571	·3571
Union of South Africa	Pound	....	4·0300	4·0300
United Kingdom	Pound	....	4·0300	4·0300
United States	Dollar	....	1·0000	1·0000
Uruguay	Peso	Controlled	·6583	·6583
		Uncontrolled	·5618	·5618
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*** (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)
- Dairy and poultry products, K. L. Melvin (3172)
- Fish and fish products, T. R. Kinsella (7385)
- Livestock and animal products, D. G. W. Douglas (5859)
- Plants and products, G. F. Clingan (7523)

Machinery, Metals and Chemicals Section—Chief, E. C. Thorne (4082)
- Agricultural equipment, J. D. Moorman (7168)
- Automotive equipment and vehicles, J. J. Kealey (7168)
- Chemicals and allied products, S. G. Barkley (7601)
- Electrical and electronic equipment, A. S. MacRae (7060)
- Iron and steel products, L. G. Dornan (7060)
- Machinery and industrial equipment, E. C. Thorne (4082)
- Non-ferrous metals and non-metallic minerals, A. M. Tedford (7546)

Textiles, Leather and Rubber Section—Chief, G. R. Poley (3004)
- Leather, rubber and products, E. G. Gerridzen (3004)
- Textiles and apparel, G. R. Poley (3004)

Wood and Paper Section—Chief, G. H. Rochester (4863)
- Paper and products, E. Clarke and N. R. Chappell (6974)
- Wood and products, G. H. Rochester (4863) and J. C. Dunn (4863)

General Products Section—Chief, W. H. Grant (3209)
- General manufactured products, R. J. Handy (5666)
- General products, W. H. Grant (3209)
- Consumer metal products, E. L. Smith (5666)
- Miscellaneous manufactured products, P. G. Jones (4160)

Exporters' Directory—Chief, G. L. Tighe (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)
Coal, iron and steel (6905)
Drugs, chemicals and non-metallic minerals, P. E. Jensen (6958)
Fibres and textiles, A. C. Fairweather (7815)
Food and groceries, E. B. Paget (4161)
Hides, skins, leather and rubber, F. T. Carten (4965)
Oils and fats, Dr. R. T. Elworthy (5177)
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)
Commodity research and trade statistics (6905)
Foreign export controls, W. G. Hopkins (6552)
Trade services directory (6905)

Importers' Directory (5823)

General Information (7953)

Commercial Relations and Foreign Tariffs Division

Director, H. R. Kemp (5151 and 7696)

Treaty Research Section—Acting Chief, A. L. Neal (7696 and 5151)

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

United States, G. C. Cowper (2250)

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

Europe, E. J. McMeekin (5642)

Latin America, H. V. Jarrett (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, G. S. Hall (6236)

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

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

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.

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. Metropòle, 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—Office of the 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—J. P. Manion, Commercial Secretary, Canadian Embassy, 3 rue Scribe.

Territory includes 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, Canadian Consulate, Economic Section, 145 Fuerstenbergerstrasse, Frankfurt am Main, A.P.O. 757, U.S. Army.

Cable address, Canadian Frankfurt/Main.

Greece

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

Foreign Trade Service Abroad—Continued

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 114.

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—R. G. C. Smith, Commercial Secretary, Canadian Embassy, Via Saverio Mercadante 15-17.

Territory includes Malta, Yugoslavia and Libya.

Jamaica

Kingston—R. V. N. Gordon, Acting Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Territory includes the Bahamas and British Honduras.

Mexico

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

Netherlands

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

Newfoundland

St. John's—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.

Wellington—Dr. W. C. Hopper, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Post Office Box 1660.

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 Tighem, Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.

Territory includes Ecuador.

Portugal

Lisbon—L. S. Glass, Canadian Government Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.

Territory includes the Azores and Madeira, Spain, Spanish Morocco, the Canary Islands and Gibraltar.

Singapore

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

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

South Africa

Johannesburg—S. V. Allen, Commercial Secretary for Canada, Mutual Building, 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.

Foreign Trade Service Abroad—Concluded

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.

Switzerland

Berne—Yves Lamontagne, Commercial Counsellor, Canadian Legation, Thunstrasse 95.

Territory includes Austria, Czechoslovakia and Hungary.

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.

Turkey

Ankara—G. F. G. Hughes, Acting Commercial Secretary, Canadian Embassy, 211 Ayranci Baclari, Kavaklidere.

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—J. L. Mutter, 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.

Detroit—J. H. Hurley, Consul of Canada, Canadian Consulate, 1035 Penobscot Building, Detroit, 26, Michigan.

Chicago—Edmond Turcotte, Consul-General of 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.

San Francisco—Harry A. Scott, Consul-General of Canada, 3rd floor, Kohl Building, 400 Montgomery Street, San Francisco.

Venezuela

Caracas—C. S. Bissett, Canadian Government Trade Commissioner. Address for letters: Canadian Consulate General, 8° Piso, Edificio America, Esq. Veroes.

Territory includes Netherlands West Indies.

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—PLateau 8693.

Australia—Clifton J. Carne, Australian Government Trade Commissioner, Office of the High Commissioner for the Commonwealth of Australia, 24 Sussex Street, Ottawa. Telephone—5-6717.

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

Bolivia—Roberto Pacheco Iturralde, Consul-General, Room 205, 1434 St. Catherine Street West, 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—First Secretary, Chilean Embassy, Room 215, 56 Sparks Street, Ottawa. Telephone—5-4402.

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

China—Commercial matters in Canada are handled by the Chinese Consulates General in Vancouver, B.C., and Toronto, Ont.; also by the Chinese Consulate in Winnipeg, Man.

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

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

Czechoslovakia — Dr. Miroslav Mareš, Commercial Attaché, Czechoslovak Legation, 171 Clemow Avenue, Ottawa. Telephone—2-1545.

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

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

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

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

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

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

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

Haiti—Philippe Contave, 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.

H. de Vos, Consul, Netherlands Consulate General, Castle Building, 1410 Stanley Street, Montreal. Telephone—PLateau 9682.

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

Foreign Commercial Representatives in Canada

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

Peru—Francisco Pardo de Zela, Commercial Attaché, Peruvian Embassy, 36 Elgin Street, Ottawa. Telephone—2-0626.

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-Henric Nauckhoff, Second Secretary, Swedish Legation, 720 Manor Road, Rockcliffe Park (Ottawa). Telephone—2-1729.

Switzerland—Walter E. A. Jaeggi, Secretary, Swiss Legation, 5 Marlborough Avenue, Ottawa. Telephone—5-1837.

Louis Scalabrino, Vice-Consul, Room 1521, Sun Life Building, Montreal. Telephone—PLateau 1878.

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

Turkey — Ismail Kavadar, Commercial Attaché, 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—R. Keith Jopson, O.B.E., United Kingdom Senior Trade Commissioner and Economic Adviser to the High Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

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

J. Paterson, 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.

H. Oldham, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADelaide 2174.

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

P. S. Young, Trade Commissioner, 850 West Hastings Street, Vancouver. Telephone—PAcific 4644.

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

William L. Kilcoin, Commercial Attaché, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

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

Rapid Growth of Industry in South Africa

It was disclosed in a report on the 29th Industrial Census that the average size of factory establishments in South Africa was increasing rapidly. Whilst between 1938-39 and 1945-46, the number of establishments rendering returns increased from 10,256 to 11,351, or by 11 per cent, the gross value of output increased from £199·6 millions to £418 millions, or by 109 per cent. The average number of workers employed per establishment increased from 34 to 46 over the same period.

There are four main industrial areas in the Union: the Southern Transvaal, including the Witwatersrand and Vereeniging; the Cape Western Area; the Durban-Pinetown Area; and Port Elizabeth. In 1945-46, the first-named accounted for almost 45 per cent of the gross output, the Cape Western Area for 17 per cent, Durban for 13 per cent, and Port Elizabeth for 6 per cent. *(Barclays' Bank Review)*

Associated Agencies Concerned With Development of Foreign Trade

Import Control Branch

No. 1 Building, Wellington Street

Director General, J. H. Berry (3924)

Import Allotment Division, Director, W. F. Bull (6748)
Capital Goods Division, Director, Denis Harvey (5417)
Project Division, Director, Stanley Burke (5541)

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 (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; and, on request, for federal government departments in connection with foreign trade. 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)

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 good 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)