

FOREIGN TRADE

OTTAWA, OCTOBER 9, 1948

Published Weekly by
FOREIGN TRADE SERVICE
Department of Trade and Commerce

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COVER SUBJECT—Sparkling in the summer sunshine, this raw material from Canadian forests awaits its conversion into the newsprint and fine papers that reproduce reports and photographs of great events throughout the world for readers in many lands. From far up the Gatineau River, these pulpwood logs float down to the Ottawa, where they are gathered into booms and drawn to the paper mills. Canadian exports of newsprint for the first eight months of 1948 were valued at \$241 millions, compared with \$221 millions for the same period in 1947 and with \$65 millions in 1938. The respective figures for other paper, books and printed matter are: \$26 millions, \$24 millions and \$6 millions.

Photo by Malak.

Canadian Trade Commissioner Is Appointed to New Post in Turkey

New office provides for further development of commercial relations between two countries—Substantial increase in trade with Turkey noted since 1939—United States at present main source of supply and market.

By Trade Commissioner Service, Foreign Trade Service

(Editor's Note—Descriptive material in this article was published in the August 16, 1947, issue of *Foreign Trade*, and revised for reproduction at this time.)

CANADIAN trade with Turkey should receive substantial stimulus through the establishment at Ankara of an office of the Canadian Trade Commissioner Service. Mr. G. F. G. Hughes, at present Assistant Trade Commissioner in Glasgow, will be leaving that post on October 17, and is due in Ankara the end of this month. He will be attached to the Canadian diplomatic mission, which has been functioning in Turkey since November 26, 1947, and devote his attention particularly to the further development of commercial relations between the two countries. Trade inquiries concerning Turkey have heretofore been handled by the Commercial Secretary for Canada in Athens, with whom Mr. Hughes will discuss his new territory en route to Ankara.

There has been a substantial increase in Canadian trade with Turkey, as indicated by the statistics for 1939 and 1947. Canadian exports to that country in 1939 were valued at \$244, of which \$196 consisted of rubber manufactures. Last year, however, Canada shipped to Turkey products valued at \$2,228,820, the principal item being railway cars and coaches. Imports from Turkey have experienced a corresponding increase, rising from a value of \$404,939 in 1939 to \$2,671,771 in 1947, the principal item consisting of raisins. Canada also purchased a quantity of dried figs, nuts, tobacco, oriental carpets and non-edible seeds.

Principal Canadian Exports to Turkey

1947

| | |
|--------------------------------------|-------------|
| Railway cars and coaches | \$1,225,340 |
| Automobiles, freight | 261,199 |
| Motor vehicle casings | 101,369 |
| Reaper threshers | 82,505 |
| Lead in pigs and refined form | 74,538 |
| Fountain pens and sets | 55,365 |
| Insulated copper wire | 34,628 |
| Inner tubes for automobiles | 33,530 |
| Jewellers' sweepings and scrap | 30,900 |
| Typewriters | 29,014 |
| Pigments | 20,950 |
| Fox skins, silver, blue, etc. | 20,582 |
| Storage batteries and parts | 19,178 |
| Drugs, dyes and chemicals | 18,963 |
| Rubber heels | 14,628 |
| Farm implement parts | 14,090 |
| Rubber boots and shoes | 12,732 |
| Newsprint paper | 12,236 |
| Lead manufactures | 10,102 |

Principal Canadian Imports from Turkey

1947

| | |
|------------------------|-------------|
| Raisins | \$1,935,475 |
| Shelled nuts | 319,330 |
| Dried figs | 292,991 |
| Turkish tobacco | 75,941 |
| Oriental carpets | 23,260 |
| Non-edible seeds | 14,645 |
| Tannic acid | 5,427 |

Turkey Slightly Larger Than Saskatchewan

Turkey, which lies at the eastern end of the Mediterranean, is bounded on the north by the Black Sea and on the west by the Aegean Sea. It has a total area of about 300,000 square miles, which is 50,000 square miles larger than the Province of Saskatchewan. Turkey in Europe, which adjoins Bulgaria and Greece, consists of Thrace, and has an area of 9,250 square miles. Its principal commercial centre and former capital is Istanbul, formerly known as Constantinople and the Byzantium of ancient times which owed its importance largely to the fact of its being an entrepôt and transshipment centre on the Bosphorus. Adrianople, a town of some historical importance, is located in the northern part of Thrace. The present capital of Turkey is Ankara, or Angora, which is some 200 miles from Istanbul and situated in the middle of Anatolia.

Turkey in Asia comprises the whole of Asia Minor, or Anatolia, and the Hatay. It is separated from Turkey in Europe by the narrow channels of the Bosphorus and the Dardanelles. The U.S.S.R. (Georgia and Armenia) forms the northeast boundary, while Turkey is bounded on the east by Persia, and on the southeast by Syria and Iraq. The central section of Asia Minor consists of a high plateau, while the coastal regions bordering the Black Sea and the Mediterranean are comparatively narrow and thickly wooded. In the Aegean and Marmara regions, in the west, the coastal belt is much wider, and comprises the most fertile part of Turkey. The eastern part of the country is sometimes barren and undeveloped, though fruit, cereals and tobacco are grown in the southern districts. There is excellent pasture for sheep and goats in places.

Population of Country is Nearly Nineteen Million

The population of Turkey, according to the 1945 census, was 18,861,222. That of Ankara in 1940 was 157,242, but the city has grown extensively since then. Istanbul had a population of 793,946 seven years ago, but this is reported to be much larger now. The other principal towns are Ismir (Symrna), with a population of 183,762, and Adana (Seyhan), with a population of 88,119.

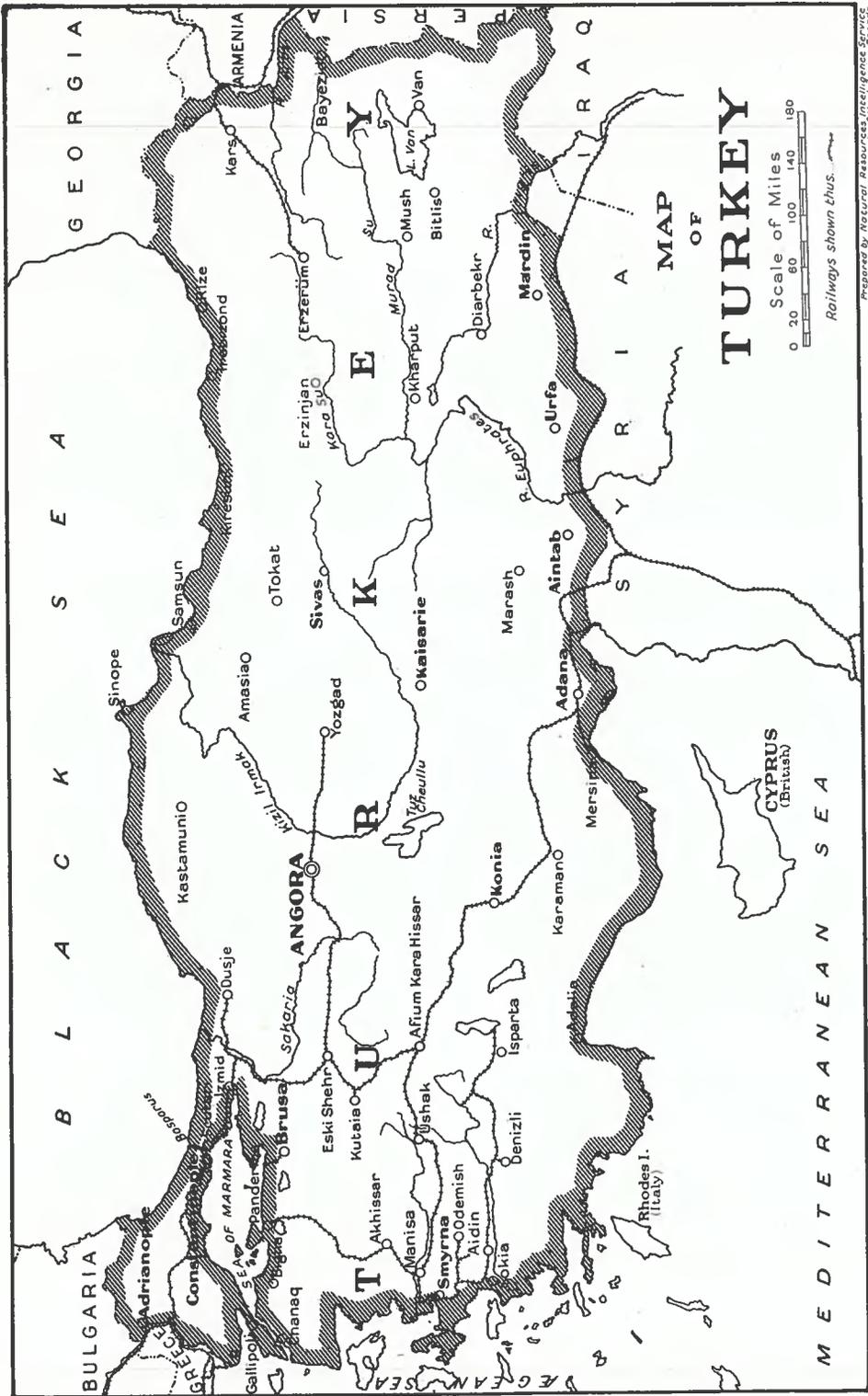
The currency unit is the Turkish pound (£T or lira), which is divided into 100 kurus of 100 centimes each. Effective September 9, 1946, the official rate of the Turkish pound was changed, the new buying rate being £T2·80 for the dollar and the selling rate £T2·828. Dollars brought into the country may be sold only to the Central Bank. Exchange is completely controlled, and importers receive dollar exchange only after approval of their orders has been given by the Government, which decides whether the need for the commodity warrants releasing dollar exchange.

United States Main Source of Supply and Market

The United States is the principal source of supply and also the principal market for Turkish commodities, with the United Kingdom second in each case. Turkey's imports in 1946 were valued at £T.223.93 million, compared with £T.126.17 million in 1945. Exports, on the other hand, were valued at £T.432.09 million in 1946, compared with £T.218.93 million in 1945. The geographic distribution of the country's trade has been greatly changed since Germany is no longer a factor in world markets.

Principal Sources of Supply

| | | |
|----------------------|-------|-------|
| | 1947 | 1946 |
| United States | £T.70 | £T.22 |
| United Kingdom | 43 | 29 |
| Switzerland | 17 | 12 |
| Sweden | 14 | 13 |
| Italy | 13 | .. |



Turkey's Principal Markets

| | 1947 | 1946 |
|----------------------|-------|-------|
| United States | £T.88 | £T.96 |
| United Kingdom | 76 | 33 |
| Palestine | 39 | 10 |
| Greece | 38 | 9 |
| Egypt | 39 | 26 |
| Switzerland | 28 | 18 |
| Sweden | 27 | 7 |

French is the Language of Commerce

Apart from Turkish, French is the language mostly used in commerce, but Greek is also spoken and English is understood in some commercial circles, principally among firms dealing in textiles.

Turkey employs the metric system of weights and measures.

After the First World War, Turkish control ceased over Syria, Palestine, Iraq and Arabia, whose inhabitants were racially alien to the Turks. After her successful war with Greece, Turkey abolished the Sultanate, substituting government by National Assembly, which in October, 1923, declared Turkey a republic. Mustapha Kemal (later known as Ghazi Mustapha Kemal Pasha, and subsequently as Kemal Ataturk) was elected President. He was the creator of modern Turkey and introduced many reforms. On his death, in November, 1938, Ismet Inonu was elected President and is in office today.

Agriculture and Mining Most Important

Prior to World War II, agricultural, pastoral and mining activities were the mainstay of Turkey's economy and provided for the livelihood of some eighty per cent of the active population. Foodstuffs and raw materials, such as cotton, wool and minerals, were the principal products of the country. But Turkey made rapid progress in industrialization between 1918 and 1946, more particularly after the formation of the republic in 1923.

This industrialization consisted of two phases, the first lasting until 1933, during which period the state offered private industrialists various facilities, such as tariff protection reduced taxation, duty-free entry for plant, free land for factory building, etc., all of which led to considerable development. By 1933, there were more than 1,400 industrial establishments employing some 60,000 workers. Some 335 textile factories employed 16,000 people. The second phase of industrialization was state-planned.

Five-Year Plan Introduced in 1933

This phase began with the announcement by the government at the end of 1933 of its "Industrial Five-Year Plan" to assist in the completion and operation of its industrial plants. Under the plan, industrial finance banks were established by the Turkish Government, as follows:

"Eti Bank"—It was originally established in 1935 for the purpose of exploiting and developing mineral resources of Turkey and electric power facilities. This bank now directly controls the copper output of Turkey, and also the bulk of its production of chrome, lignite and iron ore. The management and exploitation of the entire Zonguldak coal basin, acquired by the state in 1940, has also been taken over by the bank. Oil prospecting is another of this bank's interests.

"Sumer Bank"—It is responsible for the control and development of a number of the government's textile factories, and is also concerned, in some cases, in association with other banks, with factories for the manufacture

of paper, cellulose, iron and steel, cement, shoes and leather. It also controls a large number of retail shops for disposing of its factory output. This bank has been responsible for carrying out the greater part of the "Five-Year Plan".

"Ish Bank"—This was originally a private bank, but to all intents and purposes is now a national institution. It controls several lignite mines and a number of factories, including woollen, silk and cotton mills. It also manages an import and export company, the Turkish Tobacco Company, and other organizations dealing in lead, sponges, nails and wire, cement, etc. In association with other banks, it is concerned in the sugar, glass and bottle, sulphur and copper industries, as well as several insurance companies. It is an important source of credit to privately owned industrial concerns.

"Agricultural Bank"—This assists agricultural producers throughout the country, and grants large loans for agricultural development, particularly in the guarantee of wheat prices. This bank was instrumental in the foundation, and is now part owner with the Sumer and Ish Banks, of the Malatya spinning and weaving mills, as well as an attar of roses factory.

Besides the above banks, there are several non-Turkish banks engaged in overseas trade, among which are the Ottoman Bank, an Anglo-French Company with offices in London and Manchester. Its head office is at Istanbul, with branches in Ankara and the principal provincial towns in Turkey.

Construction of Factories Increased

Under the "Five-Year Plan", most of the schemes involving the construction of a number of factories for the manufacture of textiles, paper, sugar, glass, ceramics, chemicals, etc., were under the auspices of the Sumer Bank. Under this plan, spindles in cotton mills increased from 72,000 to 189,000 by 1938, and woollen yarn and weaving factories were established, with an annual output of five million yards of cloth.

Under the Eti Bank, mineral production was considerably increased, notably in the case of coal, the annual production of which reached about 2,500,000 tons by 1937. This bank was also responsible for the development of electric power facilities, the necessary plant being obtained principally from Switzerland and Germany. In 1940, an important contract for the construction of a large power station to cost £1½ million was awarded to a United Kingdom firm, but the war prevented the contract being completed.

In 1937, and before the Five-Year Plan had been completed, a second industrialization plan, known as the "Three Years Mineral Development Plan", the chief purpose of which was to develop further the production of coal, was brought into being. The execution of it was entrusted primarily to the Eti Bank.

In 1938, a third plan, the "Four-Year Plan", was announced to provide further extensions to the coal mines and additions to the Karabuk iron and steel works, railway extensions, purchase of locomotives and rolling stock, port improvements at Trebizond, the construction of new ships and large central power stations, cement and other factories, sugar refineries, and a synthetic petrol plant.

The capital required for the realization and development of these plans was obtained by the government, partly from revenue and internal borrowing and partly from foreign credits. The first five-year plan was financed by a credit of 8 million gold dollars, obtained from the U.S.S.R.

for the purchase of equipment and machinery. A credit of approximately £3 million was arranged with the United Kingdom for the construction of the Iarabuk iron and steel works. In 1938, further credits of £10 million (in addition to £6 million for armaments) and RM150 million were secured from the United Kingdom and Germany respectively for the purpose of increasing the country's capital equipment under the above-mentioned plans. Although foreign credits were required to further Turkey's industrial development, the capital invested in Turkish industries is almost entirely Turkish.

The Turkish mining industry is located close to the Black Sea ports, but was handicapped by a shortage of labour and poor transport facilities. Other mineral deposits are in the interior of the country and road and rail facilities have in most cases been insufficient to deal with the traffic. Practically all mines in the country belong to the state and are under the management of the Eti Bank, which leases them to companies that in some cases are the concerns owning the mines before they were nationalized, if it does not assume direct charge of operations.

Coal deposits are reportedly extensive, but so far the seams have not been worked to any great depth. The production of unwashed coal has been more than 3,000,000 tons annually.

Before the war, Turkey produced about 200,000 tons of chrome ore annually—roughly a quarter of the world output—practically the whole of which was exported. Copper ore is another important mineral found in Turkey, the output of metallic copper in 1938 being 2,500 tons, and in 1939 nearly 7,000 tons. The greater part of each year's production was exported. Other minerals produced in Turkey include iron ore, lead, zinc, emery, antimony, asbestos, manganese, mercury, sulphur and boracite.

Cotton Industry of Great Importance

Turkey's prewar manufacture of cotton yarns and piece-goods was of considerable importance, and produced entirely from cotton grown in Turkey. The average annual crop in recent years has been 60,000 tons, of which more than 40,000 tons were absorbed by the factories and by the peasants who spin yarn on hand looms. The balance of the raw cotton produced was exported. The total output of cotton yarn and cloth by Turkish factories in 1939 was about 22,800 tons, to which should be added 14,000 tons produced by the cottage industry. State-owned mills are located at Adana, Bakirkoy, Kayseri, Eregli and Nazili. In addition, there are a number of large mills under private ownership.

The production of woollen yarn and woollen cloth was also an important industry, and the raw material, except for some imported yarn and merino wool, was of local origin. There are five state-owned factories for the production of woollen yarns and textiles.

Mohair is obtained from Angora goats and amounts to some 7,500 tons annually, most of which was exported.

The sugar manufacturing industry is controlled by the state. There are four large factories operated by a company known as the "Société Turque des Raffineries de Sucre". The total output of these factories in 1938 from locally grown beet was about 50,000 tons, but the local production has never yet been sufficient to meet the country's needs, and large quantities have to be imported each year. In 1943, although beet production amounted to 96,000 tons, it was some 12,000 tons short of local consumption.

There are at least five factories manufacturing cement, all under private ownership. The total annual output is approximately 300,000 tons. It is understood that a number of other factories are now in operation.

Among other industries were a number of chemical factories, but their production was unimportant and most requirements had to be imported. There is some soap manufactured locally from olive oil, and attar of roses is produced in two centres.

Other manufacturing industries are those concerned with the production of silk, hemp and jute, rayon, carpets, rubber, glass, pottery, paper, footwear, canned goods, iron and steel.

Turkey Had Prewar Wheat Surplus

In the agricultural sphere, considerable success was obtained by the government before the war in increasing the production of good crops. In the case of wheat, Turkey became self-supporting, with an annual production of 4,000,000 tons, leaving a surplus available for export. Prior to the regime of Kemal Ataturk, it had been necessary to import large quantities to supplement home production.

After wheat, barley is the most important food crop; the annual production was about 2,250,000 tons. Other crops in order of importance are: maize, rye, oats, millet and rice, grown mostly for local consumption. Pulse crops, such as broad beans, chickpeas, haricot beans and lentils, are also grown, but only in quantities sufficient for home requirements.

Various fruits were grown extensively, such as apples, pears, peaches, plums and oranges. From the point of view of export value, by far the most important were figs and sultana raisins. Hazelnuts, walnuts, almonds and other nuts are grown in large quantities in many parts of Turkey.

Tobacco is one of the most important Turkish crops, and is grown chiefly in the Aegean, Marmara and Black Sea regions. In 1939, the total production was about 65,000 tons, exports in leaf amounting to approximately 43,000 tons. Tobacco manufacture in Turkey is a government monopoly.

Other industrial crops include cotton, silk, hemp, flax, valonea and opium.

Dairy production in Turkey before the war was mostly for home consumption, although there was some export of eggs. The raising of cattle, sheep and goats has always been an important occupation of the Turkish peasantry, providing them with the production of wool and mohair clips. There has been some export of sheep and goat skins, but heavy hides have to be imported, as local production has not met the country's requirements.

The forests, estimated to cover some 36,000 square miles, are for the most part owned by the state, which strictly controls tree-felling and reforestation. Pine and fir are the principal trees grown for building, but there are many other types.

Turkey Has Agricultural Problems

In many sectors, peasants express interest in the mechanization of agriculture. The Agricultural Equipment Board (Ziraat Donatim Kurumu), an office of the Ministry of Agriculture which buys agricultural equipment for resale on credit to farmers, will open several local branches soon. It has also been reported that a large proportion of Turkey's share of ERP funds will be used for the purchase of agricultural equipment.

While the applicability of mechanization of agriculture is obvious in the central Anatolian plains and Cukurova (Cilicia), the rich plain around Adana, it is not as feasible in the narrow valleys, which produce a good proportion of Turkey's crops. The limited ability of Turkey to buy agricultural machinery in the near future will only begin to answer the need, and it is to be hoped that the Five-year Plan will not be limited to this aspect of the overall problem.

Corresponding with its wide variety of agricultural production, Turkey has many other problems which can be met with less outside help. Grain is grown on the hot, moist sea level plains, on the high, arid plains of central Anatolia and in the river valleys of the eastern mountains at altitudes of 6,000 feet and higher. A wide variety of seed is needed to cope with these different conditions. Pest control is a country-wide problem, affecting all crops from apricots to zucchini. Quickly melting snows cause annual flood damage in the high mountain valleys and in the estuaries around the coast. The ever-increasing herds of goats constantly accelerate the deforestation of the country. Irrigation, reforestation to preserve water tables and the stabilization of the goat population are projects which the Turks can develop with little pressure on their critical foreign exchange position.

Other problems, which a comprehensive plan for agricultural development will have to face, are the lack of facilities to conserve perishable crops. These result in tremendous waste and subject the producers to a wide fluctuation in price levels. Storage facilities for grain were greatly increased recently by the purchase of several hundred Butler tanks from the United States, but storage space is still inadequate.

At the outbreak of war, Turkey's railway system was almost completely state-owned. The total length of the state lines was about 4,200 miles, mostly of standard gauge. Several important extensions are projected. Before the war, there was not much development of motor transport owing to the lack of good roads in the country, and far less attention has been paid to the construction and maintenance of roads than to the development of railways, which still carry the greater part of the country's goods and passenger traffic. Total length of macadamized roads at the end of 1939 was about 6,500 miles, with some four thousand miles of secondary roads. Other roads are little more than tracks.

G. F. G. Hughes Posted to Ankara



G. F. G. Hughes

Gerald Francis George Hughes, Assistant Canadian Trade Commissioner in Glasgow, Scotland, since May, 1946, has been appointed Acting Commercial Secretary for Canada in Ankara, Turkey, where he will be attached to the Canadian diplomatic mission that has been functioning in that country since November, 1947. With the establishment of this office, the Canadian Trade Commissioner Service will have a total of forty-seven in thirty-seven different countries, not including those maintained by agricultural and timber specialists.

Mr. Hughes served as Acting Canadian Trade Commissioner in Glasgow for more than a year, following the retirement in May, 1947, of Mr. G. B. Johnson. He joined the service in 1945, after four years in the Royal Canadian Naval Volunteer Reserve, and was posted to Glasgow the following year. Mr. Hughes was born in 1919 at Sayabec, Que., receiving his early education there and at Campbellton, N.B. He graduated from the University of New Brunswick in 1940 with a B.Sc. (Elect. Eng.) degree.

Industrial Output in United States Maintains High Level This Year

Total production in January-June period nearly three per cent above 1947 average level—Steel industry unable to keep pace with demand—Volume of new private construction was 20 per cent higher than same period last year—Financial position of railroads improved.

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

(Editor's Note—This is the third in a series of four articles on business conditions in the United States during the first six months of 1948, prepared for *Foreign Trade*. The other articles appeared in the September 25th and October 2nd issues. Mr. Wallace is at present on tour in Canada.)

WASHINGTON, September 8, 1948.—Industrial production in the United States has been maintained at high levels and total output in the first six months of 1948 was nearly three per cent above the 1947 average level. The Federal Reserve Board's index of industrial activity for the first half of 1948 was placed at 192 as compared with 187 for the like period of 1947. The index reached its postwar peak in February, 1948, when it stood at 194. However, industrial disputes, particularly in coal mining, reduced the output in March and April and the index fell to 188. By mid-year, industrial production had just about regained the postwar peak established in February.

The steel industry has not been able to keep up with the demand, even though the present capacity of 94,200,000 tons has surpassed the peak wartime level of 1945. In the face of heavy demands and rising costs, the industry attempted to cut prices in March of this year to try and help reverse the general upward movement of prices. However, the industry was forced, early in July, to announce further price increases.

New Pricing System for Steel Causes Price Rise

As a result of a Supreme Court decision which forced the cement industry to abandon the basing point system of pricing, some of the steel companies immediately stated they were giving up this system, which had prevailed in the industry for half a century, and would establish mill or shipping point quotations under which customers will pay the freight cost. The immediate result of the new method has been to raise costs and stimulate buying for future needs, thus putting more pressure on the wage-price spiral. In the long run, the new system, if not abandoned, may mean a relocation of plants depending on steel, which in turn will mean altered conditions of employment in different areas, shifts in population, and modifications in the earning position of transportation agencies.

Despite the fact that steel mills were forced to curtail some of their production during March and April due to lack of coal, the industry produced 43,060,403 net tons of ingots and steel for castings in the first half of 1948 as compared with 42,338,557 tons in the similar period of last year, an increase of 731,846 net tons. The average operating rate of the industry for the first six months of this year was 91.8 per cent as against 93.5 per cent in the like period of 1947.

Although hampered by strikes at automobile suppliers' plants and by model change-overs, the automobile industry has been held at approximately the same level as in the first half of 1947. If the present rate of

production is maintained, the industry should be able to have an annual output of well over five million vehicles. In the first six months of 1948, the automobile industry produced 2,543,127 passenger automobiles, trucks and coaches as compared with 2,395,575 units in the like period of 1947, a gain of 147,552 units. The output of passenger automobiles totalled 1,775,864 units as against 1,721,391 units in the similar period of the previous year, while the production of trucks amounted to 760,010 units as compared with 665,056 units in the 1947 period.

Volume of Private Construction Increased

The volume of new construction in the first half of 1948 continued at about the same level as that reached in the latter half of 1947, and was about one-sixth larger than a year earlier. Private construction, which unlike public construction has been at a much higher level than in prewar years, increased further and during the first six months of this year was 20 per cent larger than a year ago. Costs of all types of construction have continued to rise and the dollar amount of construction was about one-third larger than in the first half of 1947. The increases in the dollar volume of construction have been fairly steady since last summer, with the largest increases occurring in residential building and public construction, particularly highways. Construction for business purposes, which was at a high level last year, has only shown a moderate increase.

Total new construction for the first six months of 1948 is placed at \$7,684,000,000, or 35 per cent over the total of \$5,677,000,000 for the corresponding period of 1947. Private construction totalled \$6,064,000,000 as compared with \$4,432,000,000 in the like period of the preceding year, while public construction amounted to \$1,620,000,000 as against \$1,245,000,000 in the 1947 period.

Private residential construction remained the largest single item and amounted to \$3,100,000,000 in the 1948 period as against \$1,935,000,000 in the first half of 1947. It is estimated that 450,000 new residential units were started during the half year as compared with 355,000 in the like period of 1947. If conversions and alterations are counted, it is expected that more than a million units will be added to the residential supply during 1948.

Class I Railroads' Net Income Higher

The Association of American Railroads estimate Class I railroads' net income for the first six months of 1948 at \$259,000,000 as compared with \$225,000,000 in the like period of the previous year. Two rate increases during the year assisted in bringing the total operating revenue for the period up to \$838,000,000 or 20·1 per cent above the operating revenue of \$698,000,000 in the 1947 period. On the other hand, operating expenses for the first half of the year amounted to \$626,000,000 or 13·8 per cent above the total of \$550,000,000 for the first six months of 1947. Net income after taxes amounted to \$125,000,000 as against \$61,000,000 in the 1947 period, a gain of 104·1 per cent.

On July 1, 1948, new freight cars on order by Class I railroads and railroad-owned refrigeration car companies totalled 110,431 as compared with 102,634 a year ago. Class I railroads had on order 1,695 locomotives consisting of 123 steam and 1,572 Diesel locomotives, as compared with 794 locomotives consisting of 24 steam, 5 electric, and 765 Diesel locomotives on July 1, 1947. During the first half of this year, 50,918 new freight cars were put into service as compared with 20,735 in the 1947 period, while 648 new locomotives were added as against 418 new locomotives in the corresponding period of 1947.

The Association of American Railroads estimated that for the first half of 1948, the Class I railroads handled 308,900,000 ton-miles of revenue traffic as compared with 318,160,000,000 ton-miles in the 1947 period, a decline of 2.9 per cent. Total railway car loadings for the first six months of 1948 amounted to 20,767,200 cars, as against 21,669,597 cars in the like period of 1947, a decrease of 4.1 per cent.

United States Car Loadings

| | Jan.-June 1948 | Jan.-June 1947 |
|-----------------------------|-------------------|-------------------|
| Miscellaneous freight | 9,672,222 | 9,749,681 |
| Merchandise, l.c.l. | 2,793,459 | 3,086,962 |
| Coal | 4,350,899 | 4,588,571 |
| Forest products | 1,138,212 | 1,216,993 |
| Ore | 1,113,253 | 1,022,542 |
| Coke | 357,467 | 365,389 |
| Grain | 1,062,875 | 1,285,923 |
| Livestock | 278,813 | 353,536 |
| Total | 20,767,200 | 21,669,597 |

Five of the major shipping companies in the United States have reported net earnings after taxes for the first half of this year at \$7,866,010 as compared with \$13,433,740 in the corresponding period of 1947. The large decrease is attributed to a decline in the volume of cargoes coupled with an increase in the operating expenses. The drop in the volume of cargoes is due principally to the decline in the volume of foreign trade, reflecting dollar shortages abroad and an upswing in competition from foreign shipping.

Fish Exports From Argentina Now Exceed Volume of Imported Types

One of the largest fish importing countries in South America prior to 1942, when exports more than doubled imports—Local canning industry is of comparatively recent growth—Exports of fish made to many countries—Only few selected fish imported at present.

By R. E. Gravel, Assistant Commercial Secretary, Canadian Embassy

(Editor's Note—This is the second in a series of three articles on Argentina's fishing industry, prepared for *Foreign Trade*. The first article appeared in the September 25th issue.)

BUENOS AIRES, August 2, 1948.—Argentina was one of the largest fish importing countries in South America prior to 1942. In that year, exports of fish more than doubled imports, placing the country on a net exporting basis for the first time. Exports of dry and preserved fish, fresh fish and seafood have been made to many countries, including Canada.

The local canning industry is of comparatively recent growth. There are several factories in operation at the present time that pack most of the local fish in brine or in olive oil. The output of canned anchovy is already seriously affecting imports. In addition to the local catch, imported frozen salmon is normally canned by several factories, although the production is not very extensive. Similarly, canned frozen tunny is also produced in small quantities.

Fish canning is centred at Mar del Plata and Buenos Aires. In 1934 there were twelve fish canneries in Argentina and their production amounted to some 947 tons of canned fish, whereas in 1939 the number of canneries had increased to 26, including those of less than 5 employees, which turned out 3,230 tons valued at 2.3 million pesos.

Number and Production of Canneries Increased

The most recent available official statistics (1941) place the number of canneries, with 5 or more employees, at thirty-two. (Estimates, however, place the total number of fish processing establishments for 1946 as high as 180). These thirty-two canneries employed 1,113 workmen with annual salaries of 593,000 pesos and processed 3,486.7 tons valued at 3.4 million pesos. Anchovies remained the main fish item canned, but the industry is now preserving a great variety of other fish, including besugo (sea bream), corvina (croaker), congrio real (royal conger eel), lisa (mullet), merluza (hake), pejerrey, palometa (river bream), pez azul (blue-fish), almejas (clams), camarones (small shrimps) and mejillones (mussels).

Cured-fish production in Argentina in recent years has been as follows: 1940, 50,706,000 pounds; 1941, 57,320,000 pounds; 1942, 61,729,000 pounds. As in the case of canned fish, the rise in production is attributable to the sharp decline in cured-fish imports. Merluza and corvina are used in the preparation of a local cod-type dried and salted fish, while anchoita (small anchovy) tends to replace imported cured sardines. Local production is sufficient to meet the demand for cured fish and may even provide a small exportable surplus in the future.

Argentine Exports of Dry and Preserved Fish

| Year | United States | Brazil | Uruguay | Paraguay | United Kingdom | Others | Total |
|------|---------------|---------|---------|----------|----------------|-----------|-----------|
| 1938 | 22,316 | 175,392 | 5,006 | 1,428 | 5,072 | 61,361 | 270,575 |
| 1939 | 172,136 | 148,624 | 11,853 | 2,285 | 528 | 75,080 | 410,506 |
| 1940 | 254,848 | 77,801 | 35,046 | 3,887 | 572 | 31,530 | 403,687 |
| 1941 | 507,151 | 73,043 | 53,128 | 3,836 | 5,900 | 48,299 | 691,357 |
| 1942 | 814,471 | 201,810 | 67,265 | 11,689 | 14,792 | 153,525 | 1,263,552 |
| 1943 | 2,270 | 101,984 | 140,489 | 15,508 | 24,627 | 1,182,848 | 1,467,726 |
| 1944 | 16,345 | 202,621 | 148,058 | 23,207 | 20,056 | 339,323 | 749,610 |
| 1945 | 1,475 | 160,366 | 74,861 | 18,066 | 10,231 | 112,509 | 377,568 |
| 1946 | 11,804 | 187,036 | 29,325 | 7,382 | 2,955 | 91,016 | 329,518 |
| 1947 | 57,997 | 28,478 | 54,848 | 5,981 | 3,777 | 77,135 | 228,215 |

Other importers of Argentine dry and preserved fish include: Sweden, South Africa, Peru, Greece, Spain, Panama, Colombia, Switzerland, Venezuela, Portugal, Bolivia, Mexico, Italy, Norway, Cuba, Ecuador, Costa Rica, Guatemala, Dutch Guiana and several others of minor importance. Canada is also an importer under the above heading and in the years 1939, 1940 and 1941, purchases of Argentine fish amounted to 8,221 kilos. There were no more Canadian imports during the war years, but in 1947 imports amounted to 2,400 kilos. Argentine statistics on the kinds of fish exported are not available.

Argentine Exports of Fresh Fish and Seafood

| Year | United States | United Kingdom | Uruguay | France | Netherlands | Others | Total |
|------|---------------|----------------|---------|--------|-------------|---------|---------|
| 1938 | 2,304 | 16,984 | 34 | 18,230 | 512 | 56,882 | 94,916 |
| 1939 | 260 | 15,141 | 850 | 15,198 | 50 | 42,589 | 74,088 |
| 1940 | 5,702 | 13,430 | .... | 10,605 | 311 | 23,538 | 53,586 |
| 1941 | 137,120 | 24,016 | 51,106 | 150 | 30 | 23,675 | 236,097 |
| 1942 | 2,091 | 53,808 | 69,791 | .... | 1,600 | 26,513 | 153,795 |
| 1943 | 4,175 | 49,018 | 57,294 | .... | 3,890 | 27,212 | 141,589 |
| 1944 | 1,700 | 36,202 | 25,034 | .... | 3,530 | 43,441 | 109,907 |
| 1945 | 980 | .... | .... | 2,560 | 1,790 | 69,782 | 75,112 |
| 1946 | 680 | .... | .... | 7,950 | 5,030 | 64,873 | 78,533 |
| 1947 | 12,794 | 10,948 | .... | 7,770 | 6,900 | 135,302 | 173,714 |

Other purchasing countries under the above heading are: Brazil, Norway, Italy, Portugal, Sweden, Chile, Panama, Bolivia, Peru, Switzerland, Finland and, before the war, Japan and Germany. Canada is not an importer under this heading, having purchased only 160 kilos during the entire period under study.

Argentine Fish Imports Limited

Up until 1942, Argentina was a deficit country, that is to say, imports of fish were higher than exports. With the development of the local industry, however slow, imports are becoming limited to a few selected fish of which the most important individual items are herring, codfish, canned sardines and oysters. Imports also include lobsters, crabs, fresh fish and fish in brine, of which European countries are the traditional suppliers.

In view of the available supply of fresh fish within easy distance of the principal consuming centres, imports of fresh, frozen, smoked, salted and tinned fish are relatively large. This is due to the fact that certain species are not available in Argentine waters or that they are not yet exploited to any extent. Furthermore, there is practically no drying or salting of fish locally, although the tinning industry has been showing considerable development during the past few years.

The principal suppliers of herrings to Argentina are the Netherlands, as the more moist Dutch pack is generally preferred. During the period 1935-39, herring in brine or pressed was also supplied in smaller quantities by Finland, Spain, Iceland, Eire, Sweden and the United States. However, during the war, supplies came mainly from the United States and also from Chile, Newfoundland and Canada. In 1941, Canada exported to Argentina nearly 10,000 kilos and some 12,000 kilos in 1942. There were no Canadian exports in 1945 and 1946, but in 1947 imports from Canada amounted to Can.\$33,000.

Imports of Herring in Brine or Pressed

| Year | Netherlands | United Kingdom | Norway | Denmark | Others | Total |
|------|-------------|----------------|-----------|---------|--------|---------|
| | | | Kilograms | | | |
| 1937 | 368,901 | 149,298 | 15,790 | 61,233 | 75,366 | 670,588 |
| 1938 | 480,671 | 165,334 | 5,842 | 70,285 | .... | 722,132 |
| 1939 | 517,765 | 132,434 | 30,158 | 27,728 | .... | 708,075 |
| 1945 | ..... | ..... | ..... | ..... | ..... | Nil |
| 1946 | 62,750 | 355,756 | 122,994 | 60 | 830 | 541,890 |
| 1947 | 485,698 | 108,038 | 124,776 | .... | 1,618 | 720,130 |

In 1941, European sources of supply of smoked herring were completely cut off and the only smoked herring which entered Argentina during the war years came from the United States, Newfoundland and Canada in a lesser degree.

Imports of Smoked Herring in Boxes

| Year | Norway | Holland | United Kingdom | Others | Total |
|------|--------|---------|----------------|--------|--------|
| | | | Kilograms | | |
| 1937 | 22,035 | .... | 3,101 | .... | 25,136 |
| 1938 | 27,028 | 225 | 4,558 | .... | 31,811 |
| 1939 | 25,070 | .... | 4,443 | .... | 29,513 |
| 1945 | ..... | ..... | ..... | ..... | ..... |
| 1946 | 26,190 | .... | 375 | .... | 26,565 |
| 1947 | 21,619 | .... | 3,350 | .... | 24,969 |

The importation of canned herring was discontinued during the war and has since been practically nil. The demand had always been negligible in any case.

Imports of Canned Herring

| Year | Germany | United Kingdom | Sweden Kilograms | Norway | Total |
|------------|---------|----------------|---------------------|--------|-------|
| 1937 ..... | ..... | ..... | ..... | ..... | Nil |
| 1938 | 766 | 1,026 | 334 | 67 | 3,193 |
| 1939 | 366 | 184 | 558 | 81 | 1,189 |
| 1945 ..... | ..... | ..... | ..... | ..... | Nil |
| 1946 ..... | ..... | ..... | 22 | ..... | 22 |
| 1947 ..... | ..... | ..... | ..... | ..... | Nil |

Codfish is One of Most Staple Fish Imports

Codfish is one of the most staple of Argentina's fish imports. Two types of codfish are imported: the ling (Scottish), averaging 36 inches in length and 11 inches at the widest point, and the Norwegian type averaging 24 inches. The ling is a dry salt fish, split, with fins and tails but without bones, outerskin and head. The bulk of the Norwegian codfish is the ordinary dry salt cod of uniform size.

Norway and Scotland have always shipped codfish to Argentina in hermetically sealed tin boxes to protect the fish from heat and dampness during the long voyage and the period it is in storage before being released by the customs authorities. Canadian shippers have never adopted this method of packing because the increased cost would widen the margin between their prices and those of their competitors. However, this is the only practicable method of shipping Canadian codfish to this market. Another factor adversely affecting sales of Canadian codfish to Argentina is that between the fishing season in Canada and the Lenten period, there is a considerable interval during which the fish must be kept in perfect condition.

Only the highest grade of codfish is imported. There is no demand for small fish as in some West Indies markets. For Argentina, the fish must be selected and Canadian exporters who have studied this market are convinced that it would not be practicable to grade out a sufficient quantity of high-class fish for sale to Argentina, as it would lower the average quality left for other markets.

There is a substantial demand for dried cod the whole year round in Buenos Aires and in Argentina generally. Before the war, the total consumption was in the neighbourhood of 120,000 boxes per annum, but the high prices of today have cut down sales very materially.

There are two standard type boxes used for this market: one of wood containing 45 kilograms net, not lined, and another containing 41 kilograms net, lined with tin plate. Demand is mainly for the unlined boxes owing to the lower price.

The type of cure is dry, hard and salted. The fish is split, skinned and trimmed but not boned. There is very little interest in the soft, dry, salt cure. Apart from the fact that the public does not like it even though it may be a better cure, there is the fact that it perishes more quickly than the hard cure. A recent shipment of the soft type was received from Denmark, but many claims resulted and importers had to dry what was left with a loss of about 30 per cent of weight owing to the evaporation of moisture.

Argentine Imports of Whole Codfish

| Year | Norway | United Kingdom | Iceland | Japan Kilograms | Canada | Others | Total |
|------------|-----------|----------------|---------|--------------------|--------|---------|-----------|
| 1937 | 2,624,761 | 762,017 | 647,950 | 992 | 276 | 4,600 | 4,040,596 |
| 1938 | 2,305,414 | 1,017,587 | 927,674 | 5,580 | 657 | 4,500 | 4,261,412 |
| 1939 | 3,172,157 | 305,529 | 764,778 | 1,012 | ..... | 4,997 | 4,687,234 |
| 1945 ..... | ..... | 1,240 | ..... | ..... | ..... | 28,395 | 29,635 |
| 1946 | 1,047,117 | 394 | ..... | ..... | ..... | 85,518 | 1,132,635 |
| 1947 | 2,659,488 | 12,200 | ..... | ..... | ..... | 218,565 | 2,878,053 |

Record Number of Ships Used Port Facilities of Guatemala Last Year

Total of 1,003 steamships, 287 motor ships, and 12 sailing vessels arrived with 444,750 metric tons of freight—Selective embargoes placed on incoming cargoes as ports become congested—Country is well served by airlines.

By C. B. Birkett, Canadian Government Trade Commissioner

(Editor's Note—This is the second in a series of four articles on an economic review of Guatemala for 1947, prepared for *Foreign Trade*. The first article appeared in the October 2nd issue.)

GUATEMALA CITY, August 15, 1948.—Guatemalan ports established a record last year in the number of arrivals and departures of ships. A total of 1,003 steamships, 287 motor ships, and 12 sailing ships arrived with 444,750 metric tons of freight. Passenger arrivals and departures were less than in 1946, due to the inroads made in this traffic by the air services. Inward passengers totalled 2,492, while outward passengers amounted to 2,889.

Towards the end of 1947 the ports of San Jose and Puerto Barrios became so congested that selective embargoes were placed on incoming cargo. The congestion reached to the central customs house in Guatemala City. No appreciable relief came until about the end of May, 1948. Present conditions, especially at the ports, show much improvement, but the customs house on occasions has more goods arriving than it can handle. Here is a bottleneck which, in the course of the next year, will be eased with the completion of additional storage space.

Steamship Company Owns Two Ports

The following steamship lines are at present serving Guatemalan ports:

Independence Line—Operates on Pacific coast calling at Vancouver, Californian ports, Central and South American ports. It is a monthly service in both directions.

Grace and Co. Ltd.—Operate a fortnightly cargo service covering the range of ports mentioned above. Passenger steamers call occasionally and connect with East coast ports of the United States. This company enjoys a virtual monopoly of the traffic in the ports of San Jose and Champerico of which they are the owners and operators.

Johnson Line—A Swedish company which has revived its prewar service calling at Central American ports for coffee for California and the North Pacific where the vessels load fruit and other refrigerated cargoes for Europe. It has recently added two new vessels to its fleet.

Royal Mail Lines Ltd. and Holland America Line—A combined British and Dutch service now calling at San Jose for frozen meat for the United Kingdom and bananas for California. They are inaugurating a fortnightly service.

Cie. Generale Transatlantique—Makes occasional calls at San Jose and Champerico outward from Europe to North Pacific.

United Fruit Co.—This organization provides the most comprehensive service between Central America and the U.S. east coast ports. Some seventeen ships ply frequently between New Orleans and New York and Central American ports with passengers and cargo. Service is also maintained from Central American west coast ports to North Pacific ports.

Country Well Served by Airlines

Guatemala and the other Central American republics, situated as they are on the route of air communications between North and South America, are well served by airlines. Pan American Airways operate nine flights in and out three days a week, and eight flights in and out the remainder of the week. They provide service from Panama and countries to the south through to Mexico and beyond, as well as connections to New Orleans and Florida.

Aviateca, the government owned local service, has steadily increased operations. It now serves more than twenty localities with up-to-date equipment carrying both passengers and freight. An important scheduled flight is to and from Guatemala City to the Peten area in the north, bringing out chicle. During 1947 this national airline carried 54,370 passengers and 5,228,600 kilograms of freight, making a notable increase over the figures for 1946.

Plans are in hand for an extension of Aviateca's services to include flights to the United States. All personnel with the exception of three or four Americans are Guatemalans.

Skytrain Airways maintains a freight service twice weekly to and from New Orleans. Another airline is inaugurating a freight service to Chicago in July.

Taca Airways, with headquarters in Honduras, operates an international service with a single flight in and out three days weekly. It connects Guatemala with countries to the South and with the United States. The scheduled flight to British Honduras and on to Florida has been discontinued owing to the dispute between British Honduras and Guatemala.

Private flying received a flip from a local firm, the agents for an American light plane company. The Aero Club has signed a contract with this firm whereby the flight and training program of the club is operated efficiently. As a result, many new members have joined and renewed interest is being shown by young people from all districts, particularly those located in localities not quickly accessible by road.

Only One Railway Operating

Railway mileage in Guatemala is approximately 285. The one railway, the International Railways of Central America, operates a line from San Jose, the main port of the west coast, through Guatemala City to Puerto Barrios on the east coast. It serves the principal banana-growing centres of the United Fruit Company and is the means of conveying the very considerable exports of coffee and bananas to both ports.

Gross passenger and freight revenues in 1947 totalled \$9,583,000 as compared with less than \$8 millions in 1946. This gain is mainly the result of a greater carriage of bananas for export, and a greater volume of incoming cargo. A total of 389,900 tons of bananas and 59,000 tons of coffee was carried in 1947. The bananas show an increase over the previous year, while the coffee shows a slight decrease.

Passengers carried numbered 4,122,700 as compared with 4,152,200 in 1946.

Only a Portion of Roads are Paved

The approximate length of highways open to motor traffic in Guatemala is seven thousand kilometers, or about five thousand miles. Only a portion of this is paved and can be regarded as first-class road. During 1947 a small section of the Inter-American Highway was paved. This highway, now in various states of construction beyond grading, reaches from Guatemala City to the Mexican border. A total of \$1,552,000 was

spent on it in 1947. On other highways expenditure totalled \$1,441,000. Except for a few stretches of pavement, the roads in Guatemala are rough gravel affairs.

Eight radio broadcasting stations in Guatemala City and four stations located in outlying centres more than adequately serve the listening public. Three of the City stations and one of the country stations are government controlled. All stations broadcast paid programs and advertising.

The telegraph and telephone system is owned and operated by the government through the Ministry of Communications and Public Works. In addition to telephone systems in the main cities, such as the capital, Quezaltenango, Chichicastenango, etc., rural districts and the ports are all in communication by radio telephone and telegraph.

In Guatemala City an automatic dial telephone system was installed during the past year. Equipment is by Ericsson Co. of Sweden. Postponed on account of the war, this installation was long overdue and the new system is a great boon to business and to society.

New Import and Exchange Measures Enacted by Peru to Curb Inflation

Government subsidies on essential foodstuffs chief inflationary factor—Increased currency to provide for loans to pay subsidies has increased consumer demand and raised prices—

By C. J. Van Tighem, Commercial Secretary, Canadian Legation

LIMA, September 10, 1948.—Peru has introduced new import and exchange regulations, effective September 8, 1948, in an effort to curb inflation that has prevailed since the end of the war. The authorities maintain that the principal inflationary factor consists of subsidies paid by the government for essential foodstuffs, such as meat, wheat, oils, etc. In order to finance these subsidies, the government has resorted to loans from the Central Bank, which have taken the form of an increase in currency. With an increase in the amount of currency in circulation, there has been an increase in the effective demand for merchandise, resulting in higher prices.

In accordance with this premise, the new regulations have been designed to reduce the amount of money in circulation and to check the inflationary influence of further bank credit. The decree which has been issued provides for a surcharge to be levied on exchange. In the case of imports of products in Classes B and C of the Import Priorities, the surcharge has been fixed at 3.50 soles per dollar and, in the case of imports which may be authorized for products on the prohibited list, the surcharge has been set at 10 soles. The money so collected is to be used to pay off the government's indebtedness to the Central Bank resulting from loans made to pay food subsidies. As the repayment of the debt will automatically result in an equivalent reduction in the currency in circulation, this measure should have definite deflationary influences. The amount of the government's debt to the Central Bank on account of food subsidies was reported officially at June 30, 1948, to be 196,464,355.24 soles, or U.S.\$30,225,331.57. Consequently, the effect of this measure will not be inconsiderable, as this represents approximately 20 per cent of the currency in circulation at that time.

To provide for the restriction of bank credit, the Superintendency of Banks has been authorized to increase the legal minimum reserves which the commercial banks must retain.

The basic problem is recognized to be the shortage of foreign exchange. The new regulations are designed to solve this problem in two ways: through encouraging increased exports, and by discouraging imports of non-essential goods. In order to stimulate exports, the decree under review provides that exporters may retain 35 per cent of the exchange arising out of exports. In effect, after export taxes have been paid, exporters will have a net of approximately 25 per cent of the exchange, which they may use to pay for their own imports or may sell to other importers at the free market rate of exchange. It is hoped that this measure will be effective in increasing exports.

Imposition of Surcharges Expected to Reduce Imports

At the same time, in view of the surcharge of 3·50 soles in the case of Class B and C goods, and 10 soles in the case of goods on the prohibited list, for which exceptional authorizations to import may be granted, and the fact that these goods may be imported only with free exchange, it is anticipated that imports may be reduced and, as a consequence, the demand for exchange reduced. As another way to decrease the demand for free exchange, the importation of shipments valued at less than U.S.\$50, which previously required no import licence, has been prohibited. With the exception of commercial samples valued at less than U.S.\$30 and samples of no commercial value, such as calendars, etc., import licences are now required for all goods.

Essential products such as foodstuffs, pharmaceuticals, machinery, etc., which are included in Group A of the priority classification, will continue to be imported with official exchange made available from the National Exchange Fund at the rate of 6·50 soles per dollar.

New Regulations Approved by International Monetary Fund

The new regulations, since they create new rates of exchange through the imposition of the 3·50 soles and 10 soles surcharges, were referred to the International Monetary Fund for approval. The approval of the International Monetary Fund was granted, subject to definite and concrete action being taken by the Peruvian Government to check inflation, to obtain revenue for the payment of the Central Bank indebtedness from sources other than the surcharges on exchange, and to limit the expansion of bank credit.

In so far as Canadian exporters are concerned, attention is directed to the fact that shipments up to a value of U.S.\$50 now require an import licence, and that consequently dispatch of any orders should be withheld until such time as advice from the Peruvian importer has been received regarding the import licence. Of interest to many firms is the fact that the importation of products included in Classes B and C of the Import Priority Lists are now permitted on the basis of free exchange. However, import licences are required for such shipments, and as yet the attitude of the Superintendency of Foreign Trade toward such importations is not known, although presumably, in view of the fact that the government proposes to pay off its indebtedness to the Central Bank through the surcharges levied on these imports, import licences will be granted freely.

Canadian Cheese Shipped for Display in Britain

Sixty-six Canadian cheese were shipped from Montreal last Thursday aboard the Canadian Pacific cargo liner *Beaverdell* for display at the "Dairy Show", to be held in London, England, the end of this month. Bacon, poultry and eggs will also be placed on exhibition.

Canada's First International Trade Fair Considered To Be a Success

First attempt to utilize this technique for world-trade expansion succeeds, according to article in "Foreign Commerce Weekly"—Results fully justify repetition of event in 1949—Business estimated at many millions of dollars concluded in Toronto.

(Editor's Note—This is a summary of an article by Jacques Kunstenaar, Chief of the Fairs and Exhibition Branch, Office of International Trade, United States Department of Commerce, which appeared in the August 21st issue of *Foreign Commerce Weekly*.)

WASHINGTON, August 21, 1948.—The First Canadian International Trade Fair, which took place in Toronto from May 31 to June 12, 1948, will go down in the history of international trade promotion as the first successful attempt to utilize in the Western Hemisphere on a large scale this technique for world-trade expansion, time-tested in Europe but new for this continent. Its results have so fully justified the vision and joint efforts of the Government and business people of Canada that the Fair will be repeated in 1949 and is scheduled to become an annual event.

Canada's example has proved that the international trade fair has its place on this continent just as much as in Europe, where it has been used with steadily increasing success for the past 30 years as an instrument for world-trade promotion, paying rich dividends. This instrument should prove just as profitable to import and export interests in this country, and beneficial to world trade as a whole, as soon as the technique of international trade fairs is adopted in the United States.

The main purpose of any international trade fair is to facilitate the transaction of business between the wholesale buyer and the exhibiting manufacturer. There are, however, no means of compelling the individual exhibitors to disclose to the fair management the amount of sales actually concluded at the fair. Moreover, even if such figures were available, they would only provide a partial indication as to the success of the trade fair. Many transactions are initiated at fairs and contacts are made which continue to pay off in the course of years. Very often only a sample order is placed at the fair, which is followed by larger orders spread over many years. Frequently exhibitors conclude agency arrangements with foreign firms which may produce substantial business at a later date.

Business Estimated at Millions of Dollars Concluded at Fair

The import restrictions imposed by most countries of the world impeded the transaction of many a deal at the Canadian International Trade Fair. Nevertheless, business estimated at many millions of dollars was directly concluded in Toronto. Even those firms which, because of import restrictions, were not able to make substantial immediate sales were generally satisfied that the contacts made at the Fair would bear fruit with the return of more normal conditions. Many exhibitors were so satisfied with the results achieved that they immediately reserved space for next year.

The official *British Board of Trade Journal* has been informed of some of the British export orders transacted at the Toronto Fair. One English machinery firm, for example, sold several hundred thousand dollars' worth of machinery to Argentina, Peru, Denmark, and Norway. A leading Canadian clothing manufacturer purchased \$100,000 worth of textiles from a Bradford textile mill which was offering its goods in Canada for the first time. A slipper manufacturer sold some \$40,000 worth of goods at the

Fair. The *British Trade Journal and Export World* mentioned the great success of British manufacturers in the sale of china, plastics, moulding machines, chemicals and motor cars. According to that magazine, the British leather goods, furnishings, jewellery, and textile trades did not all achieve the results they had expected, apparently because their products were too high-priced for the great bulk of Canadian buyers. Furthermore, the styling did not always correspond to the desires of the North American market. This experience will no doubt induce a number of manufacturers to study the possibility of producing goods more adapted to the actual needs of their export markets.

A large on-the-spot business was done by various manufacturers who had something strikingly new to offer. The president of a Canadian food company stated that the markets he had opened in less than two weeks at the Fair would otherwise have taken from five to ten years to establish.

Manufacturers of Twenty-eight Countries Exhibited Products

Represented at Toronto were 1,455 manufacturers from 28 countries; 831 were Canadian firms, and 624, or 43 per cent of the total number of exhibitors, came from abroad. This high percentage of foreign firms made the Fair a truly international event.

The United Kingdom tops the list of foreign exhibitors, with 364 participating firms. United Kingdom manufacturers have long been aware of the value of fairs as a means of trade promotion. The First Canadian International Trade Fair offered them an eagerly sought opportunity to develop their exports to North America.

The only Eastern European country represented at Toronto was Czechoslovakia, with a display by 68 private and national industries. Czechoslovakia is well aware of the trade-promotional value of fairs and has been holding in Prague a semi-annual trade fair which has become the most important Central European event of that type. Switzerland's display featured mainly a combined exhibit of watches, representing more than 50 watch manufacturers. Swiss chocolates and other cocoa products were also shown at the fair.

Forty-four United States manufacturers took part in the first international trade fair on the American continent. With the fair scoring such a noteworthy success, several hundred applications from United States manufacturers should be received for space at the 1949 event.

The Far East was represented at Toronto by China with 21 exhibits, Hong Kong with two exhibits, India with two exhibits, Malaya and Siam with one exhibit each. Despite the long distance separating the Far East from North America and the high expenses involved in sending exhibits and exhibitors to Toronto, several of these Far Eastern firms expressed their intention to come back next year and also their desire to participate in similar trade fairs held in the United States.

There were 14 firms from the Netherlands at Toronto and 10 exhibitors from Brazil; Colombia and Peru also represented South America at the fair. The rest of the exhibitors came from the British West Indies, Cyprus, Denmark, Italy, Norway, Portugal, Union of South Africa, Sweden, British Guiana, Australia, Greece, Spain and Ireland. The new state of Israel also had an exhibit at the fair, consisting of citric oils and acids, concentrated orange and lemon juices, for use of candy manufacturers, soft-drink producers, and bakeries.

Approximately Thirty Thousand Buyers from 73 Nations Attended

Approximately 30,000 buyers attended the First Canadian International Trade Fair, of which 2,810 came from countries outside of Canada.

The United States furnished the largest foreign contingent—1,052 buyers—with the State of New York at the head of the list with 457 buyers.

Outside of the United States, the largest number of buyers came from the United Kingdom with 539, followed by Mexico with 83, the Union of South Africa with 81, the Netherlands with 79, France with 78, Norway with 75, Venezuela with 65, Argentina with 51, Sweden with 48, Scotland with 46, Switzerland and India with 45 each, and Australia with 42. The rest came from the various other countries represented at the fair.

Some buyers travelled more than 10,000 miles to visit the Toronto fair. Such far-away countries as Ceylon, Hong Kong, Burma, and New Zealand were represented at Toronto by business buyers.

The number of buyers alone does not, of course, indicate the country-wide importance of their buying mission. Very often, a few buyers from far-away countries transact more important business than a larger number from countries nearer the place where the fair is held. The expense involved in travelling all the way from New Zealand or the Union of South Africa indicates in general that those buyers represent firms interested in big business. It is reported that the 81 buyers from the Union of South Africa did more solid buying than any other group, with the 51 buyers from Argentina as runners-up.

United Kingdom Achieves Export Target for First Half of Year

Exports in January-June period 140 per cent of 1938 volume—Machinery shipments at record level but coal trade disappointing—Import restrictions in foreign markets adversely affect sales of consumer goods.

By M. J. Vechsler, Canadian Trade Commissioner

LIVERPOOL, August 14, 1948.—The half-year mark of 140 per cent of the 1938 volume of United Kingdom exports, which was the target set, has been attained, according to a recent announcement by the President of the Board of Trade. However, added effort is still required if the year-end target of 150 per cent of 1938 volume of exports is to be reached. The need for the maintenance of competitive prices and the increasing import restrictions in foreign markets were also noted.

Machinery shipments reached a record figure, and latterly have been at a rate of 100 per cent above 1938 returns. Chief items in this category were agricultural and textile machinery and internal combustion engines. Some 8,300 motor cars had been exported to the United States as compared with 185 in the first six months of 1947. Steady progress was continued in the shipbuilding industry but, in contrast, the coal trade was disappointing, current exports being only about one-third of those in 1938.

Foreign Import Restrictions Reduce Sales

In the field of consumer goods, import restrictions abroad are becoming a serious factor, notably in respect of toys, jewellery, paper goods, leather, rubber, boots and shoes and textiles, while the saturation point has been reached in many markets. The pottery trade has continued to do well, an encouraging feature of United Kingdom export trade, since 50 per cent of such exports go to hard-currency areas.

Wool-top production has continued to increase, as has also that of worsted yarn, although the latter is still some 19 per cent below the 1938 rate of production and has to increase another 12 per cent if it is to attain its objective of 17,000,000 pounds per month. Owing to delays occasioned through the change-over from utility types for the home market to fine production for export, the rate of deliveries of finished cloth has not increased as rapidly. If the end-of-the-year target is to be reached, June exports would have to be doubled, and total production increased by 15 per cent before the end of 1948. However, the industry is finding that the problem is principally one of sales rather than production, handicapped by import restrictions in many markets.

Conditions in Cotton Industry Critical

The President of the Board of Trade described the situation in the cotton industry as most critical from both a present and long-term market point of view. Here, too, the output of cloth production has not kept pace with that of yarn. Output since February has only increased from 9,400,000 square yards a day to 9,900,000 square yards. On the other hand, exports of piece-goods amounted to 338,000,000 square yards during the first half of 1948 as compared with 275,000,000 square yards during the corresponding period of 1947, and it is feared that this may have a serious repercussion on supplies for the home market. Even so, the export target was not reached. Although exports in May were at a post-war record figure of £10,500,000, the target at year-end is a monthly average of £13,000,000.

In contrast, conditions in the steel industry are most encouraging, the present rate of production being the highest in the history of the industry. Output is not only at a higher rate than needed to meet the original 1948 target of 14,000,000 tons, but is above that of the revised target of 14,500,000 tons. The decline in stocks of scrap and pig-iron, despite increased steel ingot production, has been halted. Although it is expected that the summer holiday season will affect production during July and August, it is expected that pig-iron production will be maintained, so as to even show some improvement in stocks before the fall. For most major commodities, British steel prices appear to compare favourably with those of other countries (Australia excepted). They are stated to be below United States' prices in some instances and above them in others. The danger of a shortage of lime and limestone appears to have passed and, if the present labour trend in this industry continues, together with the maintenance of adequate fuel supplies, next year's requirements can probably be met.

Shipbuilding work on hand, as of June 30, shows an increase of 106,000 tons to a total tonnage of 2,244,000 tons. Some 4,500,000 tons are on the order books, 40 per cent being tanker contracts. During the year ended June, 1948, some 2,000,000 tons of new orders were obtained as against 1,500,000 tons in each of the two previous years.

Argentine Plant to Produce Building Board

Buenos Aires, September 9, 1948.—(FTS)—An Argentine firm is constructing a plant at Ramallo for the production of "hardboard", presumably a type of building board. Described as being the first of its kind in South America, the plant will have an annual capacity of three million square metres. According to recent reports, the plant expects to begin operations in November.

Subterranean Storage of Grain in Argentina Proved Satisfactory

Cement-lined silos now number 1,474, with aggregate capacity for 688,866 metric tons—Hermetic sealing with canvas covers kills insects—Wheat stored for three and a half years in perfect condition.

By **W. B. McCullough**, Commercial Secretary for Canada
(Agricultural Specialist)

(Editor's Note—Some of the standard elevators in Buenos Aires, Rosario and Sante Fé were designed by Canadian firms, contributing at one time to the favourable balance of payments position.)

BUENOS AIRES. August 21, 1948.—During the past decade, Argentina has evolved a unique system of subterranean storage for grain. A study of underground storage was undertaken in 1941, when the war cut off Argentina's overseas markets, and resulted in the accumulation of heavy surpluses of grain. Construction material was becoming scarce and more costly, so attention was focused on the possibility of subterranean silos. Experiments were conducted with twelve silos at Cañada de Gomez. The results proved so satisfactory that similar installations were built throughout the grain provinces of Buenos Aires, Cordoba and Santa Fé. Today, their number has reached 1,474, with a capacity of 688,866 metric tons.

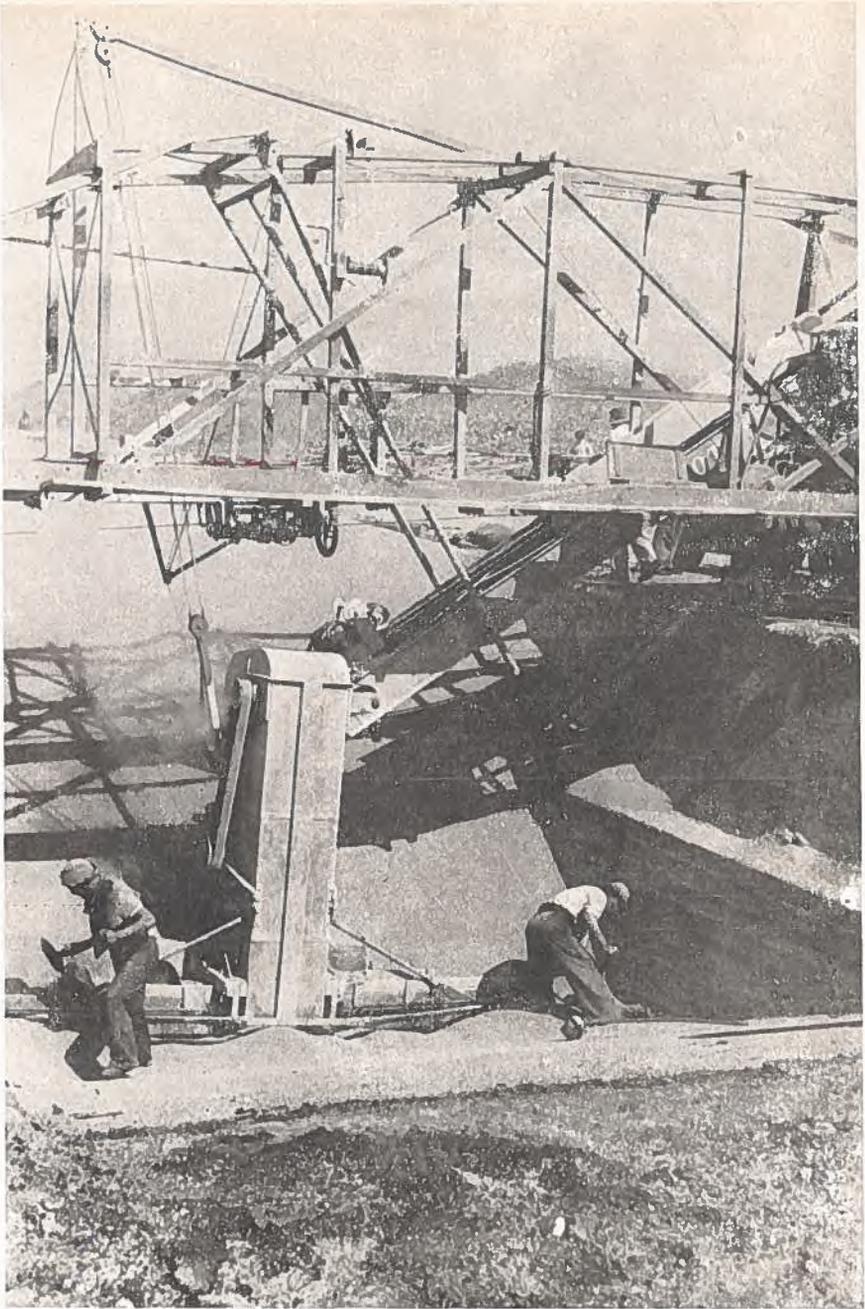
These underground silos resemble large swimming pools with ramps at either end to facilitate emptying, and lined with cement. The overall length is about 34 metres and the width about 8 metres. Their average capacity is 580 metric tons.

Cost of excavation in Argentina is probably much less than it would be in other countries. The soil throughout the Pampa, which comprises the grain zones, is of alluvial formation and is void of ledge, rocks, etc. It is claimed that at 0.97 pesos per 100 kilos the cost of underground storage is lower than the older methods. There is also a saving in jute bags, of which there is a recurrent shortage in this country. They figure prominently in the trade, as grain is mainly handled as a packaged commodity, not stored or moved in bulk.

New Waterproof Covering Now Approved

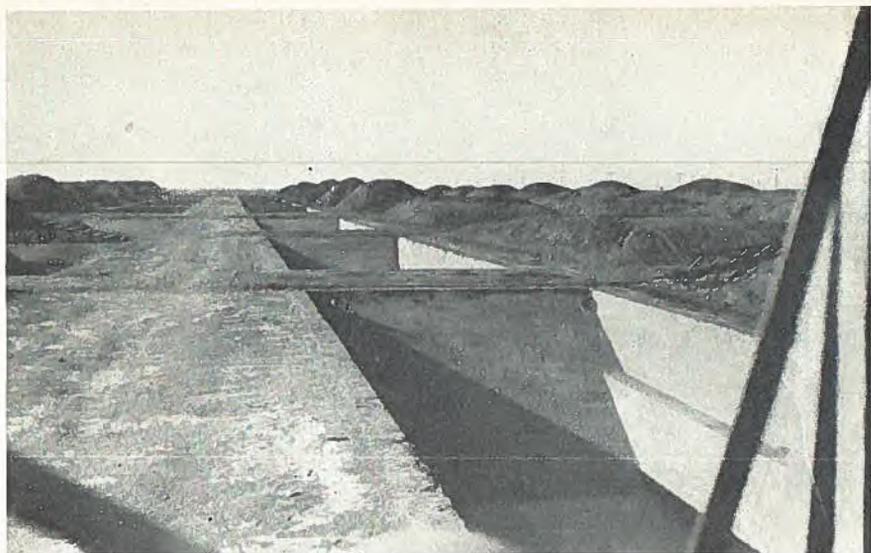
Until recently, a filled silo was covered with canvas, on top of which was placed earth about one metre deep, hermetically sealing the silo. A new type of waterproof covering has been used in experiments and has now received the approval of the Ministry of Agriculture. This new covering will eliminate the layer of soil, and is expected to reduce the cost by about 50 per cent, shortening the time for covering and removal from six hours to one hour. It is also proposed to bind the layers of the waterproof covering in order to make it stronger and reduce the risk of tears.

No long-term conclusions are as yet available, but it is claimed that after fifteen to thirty months of storage in this manner, the milling and baking properties of the grain have in no way deteriorated. As a result of hermetic sealing, it is stated that insects rapidly use up all of the oxygen and suffocate. The weight of the grain remains unaltered. About the only risk encountered so far is that of humidity, which may cause losses from fermentation if allowed to exceed 13°. For this reason, it is necessary to take precautions when filling the silo in rainy weather.



Argentina—Machines for removal of grain from subterranean silos have capacity of 100 tons an hour. Experiments with underground storage facilities were carried out in 1941 at Cañada de Gomez, when the war resulted in the accumulation of large stocks.

Photo by Ministry of Agriculture.

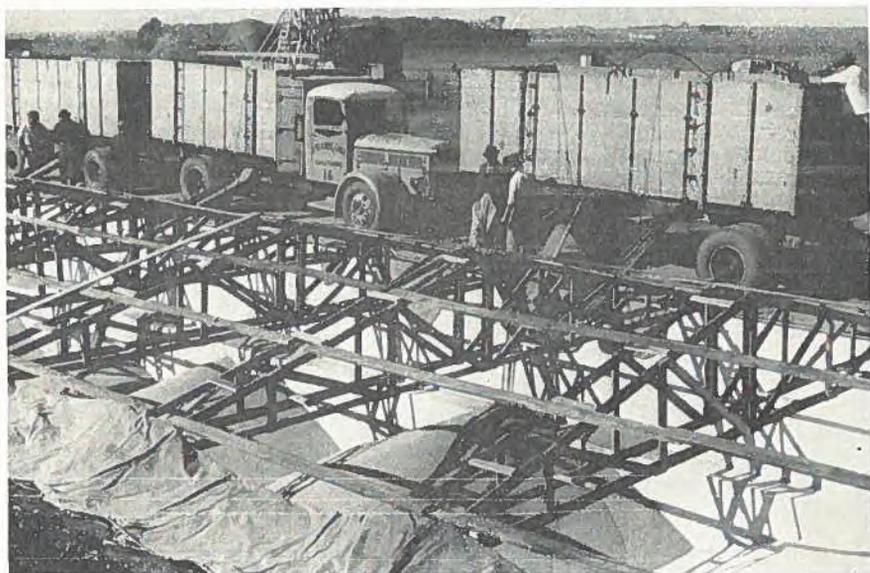


Silos, which resemble large swimming pools, are lined with cement, and have capacity of 550 metric tons.

Subterranean Grain Storage

Trucks, laden with grain, are unloaded by gravity into silos, of which there are now 1,474 in the Argentine.

Photos by Ministry of Agriculture.





Filled silo was originally covered with canvas, over which earth was piled to a depth of some three feet.

Silos Provided in Argentina

New waterproof covering eliminates the layer of soil, reducing the cost and shortening the time of providing protection.

Photos by Ministry of Agriculture.





On examination, grain was found in excellent condition after being stored for more than two years in underground silo. Any insects rapidly use up supply of oxygen in hermetically sealed storage area and suffocate. Milling and baking properties of grain unaffected by this system.

Photo by Ministry of Agriculture.

No long-term conclusions are as yet available, but it is claimed that, observed that wheat stored in this manner for three and a half years is in perfect condition and that germination exceeds 95 per cent. The authorities are, therefore, optimistic that underground storage on a long-term basis may prove practicable, particularly once markets for grain commence to contract and before the necessary local adjustments can take place.

A recent government decree authorizes the expenditure of up to ten million pesos on the repair, conditioning and lining with cement of the underground silos already in use or to be completed. This work will be carried out under direction of the Ministry of Agriculture.

Britain Concluded Trade Treaties With Twenty Nations This Year

Long-term contracts for foodstuffs and development plans for colonies also arranged—Agreements mostly with countries participating in ERP but others also included—Additional agreements under consideration.

By A. E. Bryan, Commercial Counsellor for Canada

LONDON, September 6, 1948.—Great Britain has concluded trade agreements with some twenty countries in Europe and the Western Hemisphere since last January. These, with the long-term contracts for staple foodstuffs with the Dominions and development plans for the colonies, have facilitated a substantial expansion of trade in 1948. with prospects for further increases in the future.

More headway has been made with countries participating in the European Recovery Program. Aside from this group, the change of regime in Czechoslovakia cut short the preliminaries to trade discussions, which have not been renewed. The protracted discussions with Yugoslav delegates have come to nought, but an arrangement was made with Hungary to supply Britain with industrial goods to the value of about £3 million and food to the value of some £6 million.

Agreements with Countries Excluded from ERP Program

In March, 1948, Poland agreed to an extension of trade with the United Kingdom of about £11 million each way. Poland will supply goods, including eggs, bacon and some timber and zinc. During the three years covered by the 1947 agreement, she will place orders in Britain for about £16 million worth of capital equipment. Further negotiations with Poland will take place in the autumn.

Under an agreement reached in March last with Finland, Britain is to receive pulp, timber, pitprops and other wood products, and is to supply Finland with nearly 500,000 tons of coal and coke and some steel.

As a result of meetings of the Anglo-Spanish Consultative Committee this year, Spain will export to the United Kingdom potash, pyrites, iron ore, olive oil, fruit and other foodstuffs in return for British coal, machinery, chemicals, and electrical and other manufactured goods.

*As a result of the Anglo-Soviet trade agreement of December, 1947, Britain was to receive 750,000 tons of coarse grain by the end of September, 1948, on condition that half the contracts for capital equipment required by the U.S.S.R. were actually placed with British manufacturers by the end of May. The Russian stipulation was that, if this condition

was not fulfilled, they would withhold 200,000 tons of the grain. Although 90 per cent of the necessary tenders were out by the end of May, only 10 per cent of the contracts had actually been placed for Russia's requirements. Only two-thirds of the Russian grain has already been delivered.

Agreements Concluded with ERP Countries

Of the countries participating in E.R.P., eight have concluded trade agreements this year with the United Kingdom, and arrangements have been made with others to facilitate trade.

Belgium and Luxembourg—Under an agreement concluded in March for the period ending June 30, 1949, Britain agreed to import £40 million worth of goods, including steel, flax and fertilizers, from Belgium and Luxembourg, which, in turn, undertook to import up to a value of at least £41 million, the principal commodities to be coal and finished goods. These negotiations were intended to reduce the adverse balance of payments with this area and to foster trade in goods that are less essential but are nevertheless important to manufacturers in both countries. Recently the British Government agreed to purchase 100,000 tons of steel from Belgium and Luxembourg as a contribution to the European Recovery Program.

Denmark—The current agreement, made in February, expires at the end of September. A new agreement is now being discussed in Copenhagen, and it is hoped that it will provide for increased supplies of Danish butter, cheese, bacon and eggs in exchange for British coal, steel and manufactured products.

Eire—Under the four-year agreement concluded on July 31, 1948, which came into force on August 12, 1948, the United Kingdom will supply Eire with more than 1,500,000 tons of coal, domestic coke and manufactured fuel, in addition to motor cars and other manufactured goods. In return, Eire will supply the United Kingdom with beef cattle (mainly stores) and carcass meat, canned meat, poultry, eggs, bacon, butter, fat sheep and lambs, and also potatoes.

France—There is no formal agreement with France, but an Anglo-French Economic Committee meets to discuss trade and financial matters. Discussions took place in January on the interchange of coal and steel products.

Germany—British delegates reviewed the position with the Joint Export-Import Agency in Frankfurt in May and agreed provisionally on trade totalling some £20 million in each direction this year. Wool, cotton, tin, hides, rubber and jute would be among exports to the Western Zones, which would supply the United Kingdom with timber, heavy steel scrap, textiles, chemicals, machinery and manufactured products.

Iceland—The April agreement provides for herring oil and meal and frozen fish from Iceland and deliveries thereto of coal, iron and steel, and sisal.

Italy—In January the Anglo-Italian Economic Committee fixed Italy's trade with the sterling area provisionally at £45 million in each direction. Italy will supply manufactured goods, fruit and vegetables in return for coal, wool, rubber and manufactured goods from Britain.

Netherlands—Under the February agreement, trade to the total value of £70 million, an increase of more than 20 per cent over the 1947 figure, is expected. The United Kingdom has agreed to supply coal, steel and manufactured goods and to take mainly food and agricultural products from the Netherlands.

Norway—After trade talks in April, it was agreed that Norway would supply mining timber, pulp, zinc, steel and ferro alloys and chemicals to Britain, and indications were given of the quantities of British steel, coal, coke, cotton, yarn and sisal that were available. Provision was made for the supply of ships to Norway to enable her to rebuild her economy and earn more sterling for purchases in the United Kingdom market.

Sweden—Recent negotiations have provided for exports to a value of £60 million to Sweden as compared with the £41 million worth expected under the December agreement. The United Kingdom expects to supply about one million tons of coal, substantial quantities of steel, and a wide range of chemicals, metals, textiles and other goods. Sweden has agreed to relax import restrictions to allow normal trade in most lines of goods and intends to send iron ore, timber pulp, and other goods.

Switzerland—In February, provisional arrangements were made for British exports up to £20 million to Switzerland, including motor cars, electrical goods, woollen yarns and piece-goods, chemicals, dyestuffs, and rubber manufactures. Switzerland agreed to increase export licences for all classes of goods in order to adjust the sterling area's deficit with that country.

Discussions with Other Countries Proceeding

Of the other E.R.P. countries, there were discussions with Austria in June on possibilities of increased trade, and talks are now proceeding in London with a Portuguese delegation. Discussions with the Turks are also in progress at Istanbul. There is no formal agreement with Greece.

The principal agreements with South American countries have been with Argentina and Brazil. The Andes Agreement, which was signed with Argentina in February, secured for the United Kingdom supplies of maize, meat, lard and cattle feed, and Britain agreed to deliver one million tons of coal and supply a wide range of other commodities. The meat contracts are due for revision, and there is some concern about prices. It is expected that long-term prospects will be discussed in the autumn.

The Brazilian agreement, concluded in May, provided that all payments between Brazil and the sterling area should be settled in sterling. It was contemplated that trade amounting to about £50 million each way would be possible under the agreement. Among proposed British exports to Brazil are 500,000 tons of coal, petrol and petroleum products, tin, alkalis and cement. A similar financial agreement was concluded with Peru in July.

*Editor's Note—Negotiations between Great Britain and the U.S.S.R. have been suspended, according to reports emanating from London, England. A four-year trade agreement, which provided for the exchange of British manufactures valued at more than £23,000,000 and Soviet timber, cattle and various agricultural products, had been under discussion for more than a month, when the Berlin crisis brought negotiations to an end.

Czechoslovakia to Train Indian Students for Industry

The Czechoslovak Technical Mission, which has been in India for over six weeks, has undertaken to arrange facilities for the practical training of Indian students in a number of Czechoslovak industries, such as machine tool manufacturing, heavy chemicals and power plant machinery. Czechoslovakia is already affording facilities for Indian aero-engineers. The Mission has also proposed to arrange visits of Czechoslovakian professors to India on lecture tours, and to obtain suitable experts to staff the higher technical institutions proposed in Calcutta and Bombay. (*India Commercial News.*)

Canadian Exports, by Commodities

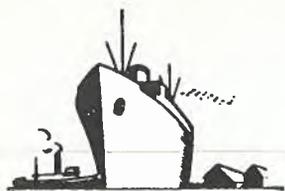
| Commodities | August | | | January-August | | |
|--|---------------|---------------|---------------|----------------|----------------|----------------|
| | 1938 | 1947 | 1948 | 1938 | 1947 | 1948 |
| MAIN GROUPS | | | | | | |
| (Millions of Dollars) | | | | | | |
| Agricultural, Vegetable Products..... | 12.2 | 49.3 | 37.6 | 101.3 | 455.7 | 359.3 |
| Animals and Aimal Products..... | 9.7 | 26.2 | 28.1 | 73.7 | 208.3 | 251.5 |
| Fibres, Textiles and Products..... | 1.2 | 4.1 | 5.0 | 8.9 | 33.0 | 31.7 |
| Wood, Wood Products and Paper..... | 21.1 | 75.8 | 78.9 | 134.7 | 554.0 | 614.4 |
| Iron and Products..... | 4.4 | 20.8 | 18.1 | 44.2 | 182.8 | 173.5 |
| Non-Ferrous Metals and Products..... | 15.2 | 25.6 | 34.3 | 116.3 | 197.5 | 255.3 |
| Non-Metallic Minerals, Products..... | 2.1 | 6.1 | 7.4 | 15.6 | 46.9 | 56.4 |
| Chemicals and Allied Products..... | 1.4 | 6.0 | 7.0 | 13.4 | 56.0 | 54.6 |
| Miscellaneous Commodities..... | 1.7 | 7.3 | 7.8 | 14.2 | 52.2 | 78.3 |
| TOTAL DOMESTIC EXPORTS..... | 69.1 | 221.3 | 224.1 | 522.3 | 1,786.3 | 1,875.1 |
| (Thousands of Dollars) | | | | | | |
| Agricultural, Vegetable Products: | | | | | | |
| Fruits..... | 339 | 1,479 | 622 | 4,216 | 7,805 | 3,276 |
| Vegetables..... | 223 | 743 | 516 | 2,185 | 12,658 | 4,757 |
| Wheat..... | 5,671 | 19,198 | 14,700 | 43,619 | 180,962 | 133,427 |
| Grains, other..... | 996 | 829 | 2,792 | 7,213 | 22,037 | 29,749 |
| Flour of wheat..... | 1,269 | 17,630 | 8,020 | 11,909 | 139,019 | 77,920 |
| Farinaceous products, other..... | 1,151 | 1,742 | 927 | 7,156 | 11,660 | 15,657 |
| Sugar and products..... | 250 | 1,028 | 735 | 1,438 | 5,728 | 4,566 |
| Alcoholic beverages..... | 519 | 1,511 | 2,066 | 6,387 | 18,472 | 16,982 |
| Vegetable fats and oils..... | 16 | 388 | 1,707 | 89 | 4,793 | 10,553 |
| Rubber and products..... | 1,557 | 3,197 | 2,484 | 9,376 | 22,438 | 21,761 |
| Seeds..... | 9 | 259 | 1,775 | 1,128 | 9,343 | 22,893 |
| Tobacco..... | 13 | 411 | 123 | 4,867 | 11,829 | 6,189 |
| Vegetable products, other..... | 232 | 936 | 1,141 | 1,718 | 8,925 | 11,519 |
| TOTAL..... | 12,245 | 49,349 | 37,609 | 101,300 | 455,669 | 359,250 |
| Animals and Animal Products: | | | | | | |
| Cattle..... | 696 | 1,528 | 4,969 | 5,737 | 9,114 | 20,483 |
| Other animals, living..... | 81 | 330 | 779 | 956 | 1,036 | 7,610 |
| Fish and fishery products..... | 2,060 | 6,501 | 6,884 | 15,761 | 50,626 | 55,563 |
| Furs and products..... | 1,288 | 1,336 | 1,803 | 10,552 | 19,101 | 18,566 |
| Leather and products..... | 503 | 1,165 | 719 | 3,340 | 14,013 | 9,079 |
| Bacon and hams..... | 2,312 | 6,284 | 2,996 | 21,761 | 44,035 | 60,097 |
| Meats, other..... | 312 | 2,243 | 2,989 | 3,011 | 30,618 | 26,254 |
| Cheese..... | 1,542 | 1,940 | 525 | 5,153 | 3,462 | 2,273 |
| Milk products, other..... | 394 | 2,147 | 2,905 | 2,589 | 9,376 | 10,349 |
| Eggs, shell and processed..... | 7 | 2,048 | 2,229 | 146 | 20,655 | 26,159 |
| Animal products, other..... | 548 | 645 | 1,466 | 4,717 | 6,285 | 15,099 |
| Total..... | 9,743 | 26,167 | 28,065 | 73,723 | 208,320 | 251,531 |
| Fibres, Textiles and Products: | | | | | | |
| Cotton products..... | 205 | 939 | 1,046 | 1,753 | 6,952 | 6,327 |
| Flax, hemp and jute products..... | 8 | 80 | 133 | 73 | 848 | 1,268 |
| Wool and products..... | 150 | 786 | 2,670 | 808 | 5,571 | 8,735 |
| Artificial silk and products..... | 298 | 1,246 | 446 | 1,630 | 8,024 | 5,517 |
| Textile products, other..... | 566 | 1,083 | 685 | 4,666 | 11,638 | 9,861 |
| Total..... | 1,227 | 4,134 | 4,981 | 8,931 | 33,033 | 31,709 |
| Wood, Wood Products and Paper: | | | | | | |
| Planks and boards..... | 3,347 | 17,452 | 17,305 | 22,759 | 124,320 | 128,660 |
| Pulpwood..... | 2,559 | 4,212 | 3,958 | 8,865 | 19,030 | 25,920 |
| Unmanufactured wood, other..... | 1,837 | 6,652 | 5,704 | 11,526 | 46,800 | 48,447 |
| Wood pulp..... | 2,833 | 15,208 | 16,153 | 18,095 | 113,177 | 139,551 |
| Manufactured wood, other..... | 212 | 606 | 706 | 2,026 | 5,209 | 5,116 |
| Newsprint paper..... | 9,623 | 29,078 | 31,832 | 65,369 | 221,382 | 241,014 |
| Paper, other..... | 606 | 2,276 | 2,924 | 5,441 | 20,125 | 22,506 |
| Books and printed matter..... | 86 | 311 | 356 | 606 | 3,946 | 3,200 |
| Total..... | 21,102 | 75,796 | 78,938 | 134,687 | 553,990 | 614,414 |

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

Canadian Exports, by Commodities—Concluded

| Commodities | August | | | January-August | | |
|---|------------------------|---------------|---------------|----------------|----------------|----------------|
| | 1938 | 1947 | 1948 | 1938 | 1947 | 1948 |
| | (Thousands of Dollars) | | | | | |
| Iron and Products: | | | | | | |
| Iron ore..... | | 894 | 223 | | 3,282 | 1,932 |
| Ferro-alloys..... | 60 | 1,408 | 1,567 | 695 | 13,965 | 15,867 |
| Pigs, ingots, blooms, billets..... | 6 | 585 | 155 | 2,166 | 3,542 | 1,767 |
| Rolling mill products..... | 631 | 919 | 1,460 | 3,788 | 5,763 | 13,997 |
| Locomotives and parts..... | | 1,092 | 250 | 236 | 13,718 | 3,267 |
| Farm machinery and implements..... | 554 | 3,251 | 4,406 | 6,386 | 28,257 | 47,141 |
| Hardware and cutlery..... | 344 | 405 | 288 | 1,467 | 3,932 | 3,490 |
| Machinery (except farm)..... | 720 | 2,846 | 2,490 | 6,851 | 24,948 | 25,742 |
| Automobiles, freight..... | 538 | 1,918 | 1,127 | 5,407 | 29,352 | 13,268 |
| Automobiles, passenger..... | 899 | 2,481 | 1,747 | 11,289 | 22,918 | 11,158 |
| Automobile parts..... | 158 | 1,290 | 873 | 2,007 | 13,056 | 10,151 |
| Railway cars and parts..... | | 9 | 1,340 | 12 | 1,019 | 3,837 |
| Iron products, other..... | 477 | 3,136 | 2,142 | 3,935 | 19,019 | 21,918 |
| Total..... | 4,388 | 20,833 | 18,060 | 44,241 | 182,769 | 173,535 |
| Non-ferrous Metals and Products: | | | | | | |
| Aluminium and products..... | 2,075 | 5,458 | 8,755 | 14,614 | 41,926 | 70,198 |
| Brass and products..... | 100 | 257 | 152 | 676 | 2,200 | 3,169 |
| Copper and products..... | 4,261 | 5,070 | 6,238 | 33,506 | 35,129 | 49,917 |
| Lead and products..... | 992 | 1,936 | 3,477 | 5,732 | 19,124 | 19,526 |
| Nickel..... | 3,968 | 6,000 | 5,970 | 33,967 | 40,830 | 48,961 |
| Precious metals, except gold..... | 2,564 | 1,805 | 2,420 | 16,119 | 16,738 | 17,397 |
| Zinc and products..... | 580 | 2,289 | 4,451 | 6,829 | 20,136 | 24,191 |
| Electrical apparatus, n.o.p..... | 347 | 1,323 | 1,213 | 2,876 | 13,141 | 11,447 |
| Non-ferrous products, other..... | 300 | 1,451 | 1,581 | 2,014 | 8,249 | 10,518 |
| Total..... | 15,188 | 25,589 | 34,257 | 116,332 | 197,471 | 255,325 |
| Non-Metallic Minerals, Products: | | | | | | |
| Asbestos and products..... | 1,136 | 2,595 | 3,460 | 7,899 | 20,796 | 26,107 |
| Coal..... | 146 | 712 | 512 | 968 | 2,758 | 5,368 |
| Petroleum and products..... | 118 | 317 | 992 | 483 | 3,870 | 5,640 |
| Abrasives, artificial, crude..... | 241 | 920 | 1,124 | 2,800 | 9,009 | 8,662 |
| Non-metallic products, other..... | 500 | 1,602 | 1,319 | 3,416 | 10,464 | 10,609 |
| Total..... | 2,141 | 6,145 | 7,406 | 15,567 | 48,898 | 56,387 |
| Chemicals and Allied Products: | | | | | | |
| Acids..... | 107 | 323 | 606 | 818 | 2,287 | 4,081 |
| Medicinal preparations..... | 124 | 353 | 191 | 987 | 2,722 | 2,399 |
| Fertilizers..... | 356 | 2,172 | 3,722 | 5,487 | 22,505 | 24,714 |
| Paints and varnishes..... | 77 | 592 | 287 | 509 | 4,832 | 3,878 |
| Calcium compounds..... | 40 | 221 | 324 | 319 | 1,851 | 1,961 |
| Soda and sodium compounds..... | 340 | 248 | 359 | 2,673 | 3,634 | 3,333 |
| Chemical products, other..... | 349 | 2,115 | 1,547 | 2,510 | 18,647 | 14,284 |
| Total..... | 1,394 | 6,025 | 7,037 | 13,393 | 55,978 | 54,649 |
| Miscellaneous Commodities: | | | | | | |
| Toys and sporting goods..... | 86 | 135 | 266 | 300 | 1,220 | 1,222 |
| Films..... | 215 | 229 | 179 | 2,758 | 2,206 | 2,735 |
| Ships and vessels..... | | 2,333 | 2,790 | 188 | 8,836 | 38,713 |
| Aircraft and parts..... | 110 | 251 | 735 | 2,665 | 4,527 | 8,613 |
| Electrical energy..... | 359 | 570 | 629 | 2,777 | 3,869 | 3,133 |
| Miscellaneous consumer goods..... | 181 | 690 | 572 | 1,294 | 8,109 | 4,250 |
| Miscellaneous, other..... | 466 | 1,181 | 897 | 2,660 | 8,768 | 6,262 |
| Donations and gifts..... | | 880 | 548 | | 7,788 | 5,372 |
| Non-commercial articles..... | 268 | 992 | 1,164 | 1,526 | 6,881 | 8,026 |
| Total..... | 1,684 | 7,260 | 7,781 | 14,167 | 52,203 | 78,326 |

Prompt shipment is one step towards a repeat order. If delay is to be expected, write an explanation at once. Don't wait to be asked for it. (See our ABC of Canadian Export Trade, page 45.)



Commodity Comments

By Export Division, Foreign Trade Service

Foods and Related Commodities

Norwegian Whaling Activities.—About 6,400 Norwegian whalers, 10 factory ships, and 100 whale catchers will leave Norway to seek whales this year. Enterprising Norwegian whalers have concluded a successful "sea beef" hunt in the North Atlantic, according to Royal Norwegian Information Services. Unlike the larger expeditions which scour Antarctica for whale oil, this smaller experimental group turned northward to Spitzbergen in search of meat for European tables. During the hunting season, which began in late May, a refrigerator ship and 12 catching vessels caught and processed over 375 tons of whale beef. The whole of the catch was delivered to England.

Canned Salmon Pack.—The Pacific Coast canned salmon pack on September 11, 1948, as compared with that of last year, was:

| | 1948 | 1947 |
|------------------|---------|-----------|
| | | Cases |
| Sockeye | 254,002 | 262,724½ |
| Springs | 14,269 | 8,878 |
| Steelheads | 4,868 | 2,802 |
| Bluebacks | 19,604 | 4,540 |
| Coho | 130,343 | 107,337 |
| Pinks | 312,742 | 445,506 |
| Chums | 196,926 | 238,092½ |
| Total | 932,754 | 1,069,880 |

United States' Imports of Groundfish.—During August, imports of cod, haddock, hake, pollock, cusk and rosefish fillets into the United States totalled 5,283,591 pounds, an increase of 157 per cent over August, 1947. Total imports of these fillets during the first eight months of 1948 amounted to 37,023,171 pounds. This is more than double the amount imported during the corresponding period of 1947 and 3.9 million pounds more than the quantity imported during the first eight months of 1946.

| Country | Preliminary data | | | | |
|--------------------|------------------|-------------|------------|---------------------------------|------------|
| | August 1948 | August 1947 | 1948 | Eight months ending with August | |
| | Pounds | Pounds | Pounds | 1947 | 1946 |
| Canada | 3,285,641 | 1,624,608 | 22,855,245 | 12,305,025 | 26,168,808 |
| Newfoundland | 1,731,100 | 309,060 | 11,392,486 | 2,663,380 | 3,959,811 |
| Iceland | 266,850 | 119,250 | 2,766,048 | 1,063,722 | 3,018,184 |
| Denmark ..... | ..... | ..... | 9,352 | ..... | ..... |
| Sweden ..... | ..... | ..... | 40 | ..... | ..... |
| Norway ..... | ..... | ..... | ..... | ..... | 1,756 |
| Total | 5,283,591 | 2,052,918 | 37,023,171 | 16,032,127 | 33,148,559 |

Note.—Imports from Canada include fillets from Newfoundland, which were shipped through Canada en route to the United States.

Current Market Possibilities Listed.—Dried salt cod, Cuba, Italy, and Greece; herring bloaters, Cuba; canned sardines, Cuba; and canned herring, Belgian Congo.

FAO Publishes Yearbook of Fisheries Statistics.—Details of the fisheries of sixty-one countries are outlined in the *Yearbook of Fisheries Statistics*, published by the Food and Agricultural Organization. The book is the first in a series which, it is hoped, will eventually record every

important fact and development connected with world fishing. This book may be purchased in Canada from the Ryerson Press, 299 Queen Street West, Toronto 2.

Ten Ayrshire Cattle to be Shipped to Newfoundland.—Ten Ayrshire cattle, valued at \$2,500, have been purchased for shipment to Newfoundland.

Results of September Fur Auction at Quebec.—At the Canadian Fur Auction Sales Co. (Quebec) Ltd. September sale, a wide range of furs was put up for auction. The results, as compared with the June sale held by the above company, are as follows:

| | | |
|------------------|--------------|---|
| Beaver | 16,718 skins | 50 per cent sold. |
| Otter | 898 skins | 76 per cent sold. |
| Wolf | 1,430 skins | Mostly unsold. |
| Muskrats | 82,445 skins | 70 per cent sold. |
| Wild mink | 6,080 skins | 50 per cent sold. |
| Ranch mink | 9,524 skins | 70 per cent sold. |
| Raccoon | 6,732 skins | Mostly unsold. |
| Lynx | 613 skins | Mostly withdrawn. |
| Lynx cat | 172 skins | Mostly unsold. |
| Marten | 1,247 skins | Mostly unsold. |
| Squirrel | 59,336 skins | 60 per cent sold. Advanced 20 per cent. |
| Fisher | 423 skins | 40 per cent sold. Unchanged. |
| Ermine | 6,902 skins | 90 per cent sold. Unchanged. |
| Skunks | 2,754 skins | Mostly unsold. |
| Blue fox | 172 skins | No comparison. |
| Cross fox | 1,574 skins | Mostly withdrawn. |
| Red fox | 4,253 skins | 35 per cent sold. Unchanged. |
| White fox | 685 skins | 46 per cent sold. No comparison. |
| Silver fox | 22,785 skins | 65 per cent sold. |

Average selling price in the classes for fox pelts:

| | Skins | | Av. price |
|--|--------|--|-----------|
| Platinum—Declined 10 per cent | 3,785 | | \$15 10 |
| Inferior platinum—Declined 5 per cent..... | 3,667 | | 8 63 |
| Pearl platinum—No comparison | 410 | | 5 09 |
| White marked—Unchanged | 5,572 | | 9 57 |
| ½ to ¾ silver—Unchanged | 604 | | 12 15 |
| Selected full silvers—Unchanged | 1,257 | | 15 10 |
| Regular full silvers—Unchanged | 3,090 | | 12 06 |
| Inferior types—Unchanged | 3,710 | | 7 28 |
| Low grades—No comparison | 690 |  | .... |
| Total average..... | 22,785 | | \$10 47 |

Dates of Montreal Fur Auction.—The Canadian Fur Auction Sales Co., Ltd., Montreal, has announced the following auction sale dates for the 1948-49 season: Special mink sale, December 1, last receiving date, November 20; special silver fox and mink sale, December 20, last receiving date, December 10; general sale, January 10, last receiving date, January 5; general sale, March 21, last receiving date, March 5; general sale, April 25, last receiving date, April 9; general sale, June 14, last receiving date, May 28; general sale, September 6, last receiving date, August 20.

Linseed Oil Supplies in Argentina.—Estimates of current linseed oil supplies in Argentina amount to about 160,000 metric tons, an increase of 40,000 tons in the past few months. In the first half of 1948, Argentina exported slightly over 36,000 metric tons, of which 24,000 tons moved to the United Kingdom and 9,000 tons to France.

Machinery, Metals and Chemicals

Lead.—It is expected that Burma and Rhodesia will be shipping lead shortly to the United States. Although the tonnages will not be large, it does indicate that mines in Burma are being built up to the productive stage. In the early part of the war, Burma produced over 85,000 tons a year. However, the mines were seriously damaged when occupied by Japanese forces. Rhodesia, on the other hand, is a relatively new producer and accounted for 17,500 tons in 1947, as against an average of 400 tons per annum between 1939 and 1941.

It has been reported that Belgium has placed an embargo on the exports of pig lead. However, these restrictions will probably not affect existing toll agreements, and will apply only to new sales. In 1947, smelter production was 44,665 tons, compared with a domestic consumption of 28,000 tons.

Copper.—Rhokana Corporation, the largest individual copper producer in Rhodesia, has resumed mining and smelting operations, and Rhodesian Copper Refineries are again back to full-scale operations.

Copper tubing and pipes are now being manufactured by Stewarts and Lloyds of South Africa, Ltd., which have a plant at Vereeniging and a smaller one at Cape Town. The copper is purchased from Rhodesia.

Building Products.—Building products in the Union of South Africa continue in short supply, due to the increased demand for housing purposes. Roofing materials are scarce. Supplies, when obtainable from abroad, are expensive and limited in quantity. The demand for cement is greater than ever, and supplies are far below the requisite level.

Streptomycin.—It has been reported that production of streptomycin in France will be stepped up and it is possible that urgent medical needs will be met during the coming year.

Nicotine.—Reports indicate that nicotine sulphate will be produced by an experimental plant in the Santo Spiritus area of Cuba.

New Plastics Materials Plant in United States.—A new plastics materials plant has been completed by E. J. DuPont de Nemours & Co. for production of lucite, acrylic resin, polythene and nylon moulding powder.

Formaldehyde.—A new formaldehyde plant is under construction in Norway by Norske Kunsthorpikser A-S, with a maximum capacity of 6,000 metric tons.

Canadian Titanium Development.—Titanium ore deposits (ilmenite) at Lake Allard, Northeastern Quebec, promise to make Canada self-sufficient with respect to this item. Present information indicates the deposit may be very large, with a potential yield of millions of tons of titanium. Kennco Explorations Ltd., a subsidiary of Kennecott Copper Corporation, is contemplating a 27-mile railway, connecting the north shore of the Gulf of St. Lawrence with the titanium deposits.

A refinery will be built at Sorel for electrolytic separation of titanium, costing \$12,000,000 to \$15,000,000. The project will probably require 500,000 h.p. of electric power, and it is estimated that the total investment will approach \$150,000,000.

Textiles, Leather and Rubber

Increased Exports of Leather Products, Hides and Skins to United States.—Exports of leather products and hides and skins to the United States were valued at \$10,000,000 for the first seven months of the current calendar year, as compared with \$2,900,000 for the same seven months of 1947. This increase of 245 per cent over last year is largely accounted for by big shipments of hides and skins of various types, but commodities such as sole and patent leather also share in the improved position. Exports of footwear, however, show a decline, with the exception of leather slippers, where an increase of approximately 25 per cent is recorded.

Wood and Paper

Spruce in Excellent Demand.—According to a recent issue of the *United Kingdom Timber Trades Journal*, spruce lumber is eagerly sought in that market, with sales turnover very rapid. Great Britain will not be able to import large quantities of Scandinavian whitewood and, if the

same quantity can be obtained as in 1947, it is all that can be expected. Deliveries from Poland and Central Europe ought to be considerably increased, but apart from the L. Eagle P stock (Poland) the quality and manufacture of these central European goods does not equal Canadian spruce, and the latter is much preferred. Consequently, spruce is likely to be a scarce article in the United Kingdom market, and its partial loss will be severely felt.

Timber from Russia.—The United Kingdom timber and plywood publication of September 9, 1948, carried an article concerning the supply of timber from Russia. It is stated, apparently based on fairly reliable information, that a board agreement has been reached between the United Kingdom and Russia on an overall shipment of some 50,000 standards of timber. Further information indicates that this quantity will be made up from Russia proper, the White Sea ports, Leningrad, and the Russian zone of Germany.

General Products

Shortage of Builders' Hardware in Canada.—A recent survey shows a shortage in Canada for many kinds of builders' hardware. In order to bring residential dwellings to completion on schedule, builders have had to obtain supplies from abroad. Domestic production of large size butt hinges, indoor and outdoor locksets continued at a high level, but in some areas output failed to keep abreast of the continued heavy demand. During the first half of 1948, the average monthly production of builders' hardware was close to half a million dollars, an improvement of better than 20 per cent over the average monthly output of a year ago.

On January 1, 1948, approximately 42,000 dwellings were incomplete and by the end of July this figure showed a very appreciable increase. According to the *Building Reporter*, dollar value of new residential construction starts amounted to \$215,000,000 for the first seven months of this year, a gain of 120 per cent over the dollar value reported for new starts during the corresponding period in 1947.

As a result of this increased activity in residential building, Canada is short of butt hinges from 3" up, also indoor and outdoor locksets. This condition of short supply also applies to such related items of metal as nails, plumbing supplies, central heating units and certain electrical wiring devices. Exports of these lines may not be possible during the current year or the early part of 1949. Our export position is slightly better, at the present time, for other related lines which are in reasonable supply, such as window hardware, cabinet makers' hardware, butt hinges under 3", night latches, door checks, cooking and heating units, taps, valves and pipe fittings.

Montreal Selected for Toy Fair.—Canada's 1949 Annual Toy Fair will be held from February 28 to March 3 in Montreal. The above dates are earlier than usual. This is significant, in that buyers, a number of whom come from overseas markets, can now see next year's offerings of Canadian toys on display before the American Toy Fair opens in New York. The 1949 show will be the third in a row which has taken place in Montreal. All previous fairs were conducted in Toronto.

DIRECTORY INFORMATION

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

Trade and Tariff Regulations

Trinidad Reduces Number of Items Under Import Control

Port-of-Spain, September 28, 1948.—(FTS)—A notice of September 27, issued by the Controller of Imports and Exports, states that licences will not be required for the importation into Trinidad from the United Kingdom and her colonies of any goods produced, manufactured or processed in the United Kingdom or her colonies, except the following: Oil cakes and meals; mixed feeds; wheat and wheat flour; barley, oats, rye, corn, and grain; rice and rice products; cocoa beans; all fats and oils (except castor oil, sperm oil, tung oil, oiticica oil); oil-bearing seeds; soap; dry peas and beans; seeds of alsike clover, crimson clover and spring vetch; canned beans; cereal products, including macaroni and breakfast cereals; butter; cheese; preserved milk; dried fruits; glucose; milk-based infant foods; dried lentils; sugar; meats, including processed meats; dried and pickled fish; whisky; manufactured tobacco, including cigarettes; cotton linings and poplins; semi-manufactured lead; plate and sheet glass; knitted woollen garments made of cashmere, mohair, camel-hair, llama, and vicuna; women's and girls' full-fashioned wool stockings; unmanufactured and semi-manufactured iron and steel; caustic soda; manufactured and semi-manufactured gold; cotton textiles manufactured in Germany and processed in the United Kingdom.

Imports of Flour into Ecuador Temporarily Suspended

Lima, September 23, 1948.—(FTS)—The Exchange Control Authority of Ecuador has announced that, in view of the fact that present stocks of flour in Ecuador are sufficient to meet immediate demands, no more licences will be issued for its import for the time being. This suspension of the issue of licences applies regardless of the country of origin of the flour.

Peruvian Import Licences to be Revalidated

Lima, September 30, 1948.—(FTS)—All outstanding licences for imports into Peru must be revalidated before October 9, 1948. It is suggested that, on this account, exporters withhold shipments until advice is received from importers that the new licence has been obtained. Particular caution is suggested in the case of merchandise covered by licences issued on the basis of free market exchange. If payment had not been effected before September 5, the new surcharge of 3.50 soles to the dollar for goods in categories B and C, and 10 soles for such goods on the prohibited list, as are licensed for import, must be paid. In view of this, there is a possibility that some importers will not revalidate their present licences.

Data for Exporters Complied

Information, of particular interest to Canadian exporters, concerning shipping documents and customs regulations of foreign countries, is being compiled by the Commercial Relations and Foreign Tariffs Division, Foreign Trade Service. Countries concerning which such information is now available in a revised form are: Denmark, Norway, Sweden and Switzerland. Data on other countries will be made available from time to time.

Trade Commissioners on Tour

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

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Brantford—Board of Trade.
 Calgary—Board of Trade.
 Charlottetown—Board of Trade.
 Edmonton—Canadian Manufacturers' Association.
 Fredericton—Chamber of Commerce.
 Galt—Board of Trade.
 Guelph—Board of Trade.
 Halifax—Board of Trade.
 Hamilton—Chamber of Commerce.
 Kentville—Board of Trade.
 Kitchener—Chamber of Commerce.
 London—Chamber of Commerce.
 Moncton—Board of Trade.
 Montreal—Montreal Board of Trade.
 Pembroke—Chamber of Commerce.

Quebec City—Board of Trade.
 Regina—Chamber of Commerce.
 Saint John—Board of Trade.
 Sarnia—Chamber of Commerce.
 St. Catharines—Chamber of Commerce.
 Toronto—Canadian Manufacturers' Association.
 Vancouver—H. W. Brighton, Department of Trade and Commerce, 355 Burrard Street.
 Victoria—Department of Trade and Industry.
 Welland—Board of Trade.
 Windsor—Chamber of Commerce.
 Winnipeg—Canadian Manufacturers' Association.

T. Grant Major, Canadian Government Trade Commissioner in Port-of-Spain, Trinidad, is making a tour of Canada, visiting those sections of the country interested in trade with his area, which includes the Leeward and Windward Islands, Barbados, British Guiana, Dutch Guiana, French Guiana and the French West Indies.

Vancouver—October 4-9.
 Regina—October 11.
 Ottawa—October 14-16.
 Fredericton—October 18-19.
 Saint John—October 20-21.

Kentville—October 22-23.
 Halifax—October 25-26.
 Charlottetown—October 28.
 Moncton—October 29.

J. C. Britton, Commercial Secretary for Canada in St. John's, Newfoundland, for the last five years, is continuing his tour of Canada, during which he will discuss with businessmen the development of trade between this country and Newfoundland. On conclusion of his present tour, Mr. Britton will sail for Tokyo, to which he has been posted as special representative.

Toronto—September 29-October 12.
 Winnipeg—October 14.

Regina—October 15.
 Vancouver, Victoria—October 18-23.

F. W. Fraser, Commercial Secretary for Canada in Melbourne, Australia, will commence a tour of Canada on October 25, visiting those sections of the country interested in trade with his area, which includes the States of Victoria, South Australia, Western Australia, and Tasmania.

Windsor, Walkerville—October 25-26.
 Sarnia—October 27.
 London—October 28.
 Kitchener—October 29.
 Guelph—October 30.
 Preston, Galt—November 1.

Brantford—November 2.
 Hamilton—November 3, 4.
 St. Catharines, Welland—November 5, 6.
 Toronto—November 8-19.
 Ottawa—November 22-24.



Ocean-Going Sailing Schedules

Information contained in the following list of sailings, such as destination, port of departure, loading date, name of ship and operator, is furnished by steamship companies and agents concerned. This is the latest available and subject to change after *Foreign Trade* has gone to press, particularly as this relates to the loading date and name of vessel.

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

Departures from Montreal

*Calls at Halifax about four days later.

†Calls at Quebec about three days later.

(r) Indicates refrigerated cargo space.

| Destination | Loading Date | Vessel | Operator or Agent |
|--------------------------------------|---------------------------------|-----------------------------------|------------------------------------|
| Africa-East— | | | |
| Lourenço Marques... | October 10-15 | <i>A Ship</i> | March Shipping |
| Lourenço Marques... | October 21-25 | <i>Shelburne County</i> | March Shipping |
| Lourenço Marques... | Oct. 30-Nov. 11 | <i>Chandler</i> | Elder Dempster |
| Lourenço Marques... | November 1 | <i>Morgenster</i> | Shipping Limited |
| Lourenço Marques... | November 20-25 | <i>Digby County</i> | March Shipping |
| Lourenço Marques... Beira | October 11-24 November 11-22 | <i>Cottrell</i> <i>Cambray</i> | Elder Dempster Elder Dempster |
| Lourenço Marques... Mombasa | October 15-20 Oct. 25-Nov. 2 | <i>Lionel</i> <i>Thorscape</i> | Kerr Steamships Kerr Steamships |
| Beira | November 13-20 | <i>Thorshall</i> | Kerr Steamships |
| Africa-South— | | | |
| Cape Town | October 10-15 | <i>A Ship</i> | March Shipping |
| Port Elizabeth | October 11-24 | <i>Cottrell</i> | Elder Dempster |
| East London | October 15-20 | <i>Lionel</i> | Kerr Steamships |
| Durban | October 21-25 | <i>Shelburne County</i> | March Shipping |
| | Oct. 25-Nov. 2 | <i>Thorscape</i> | Kerr Steamships |
| | Oct. 30-Nov. 10 | <i>Chandler</i> | Elder Dempster |
| | November 1 | <i>Morgenster</i> | Shipping Limited |
| | November 11-22 | <i>Cambray</i> | Elder Dempster |
| | November 20-25 | <i>Digby County</i> | March Shipping |
| Cape Town | October 10-15 | <i>A Ship</i> | March Shipping |
| Durban | | | |
| Argentina— | | | |
| Buenos Aires | October 11-15 | † <i>Beacon Grange</i> | Furness Withy |
| Buenos Aires | November 1-2 | <i>Mormacsurf</i> | Montreal Shipping |
| Buenos Aires | November 1-5 | † <i>Brazilian Prince</i> | Furness Withy |
| Australia— | | | |
| Brisbane | | | |
| Sydney | | | |
| Hobart | | | |
| Geelong | November 15-20 | <i>City of St. Albans</i> | Montreal Australia |
| Melbourne | | | New Zealand Line |
| Adelaide | | | |

Departures from Montreal—Continued

| Destination | Loading Date | Vessel | Operator or Agent |
|---|--|---|---|
| Australia—Con. Freemantle..... Geelong..... Melbourne..... Sydney..... | Oct. 31-Nov. 5 | <i>Port Albany</i> | Montreal Australia New Zealand Line |
| Belgian Congo— Matadi..... | November 20-25 | <i>Digby County</i> | March Shipping |
| Belgium— Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... Antwerp..... | October 8-15 October 10-17 October 12-19 October 14 October 15-20 October 22 October 22-28 November 2-7 November 5 November 6 November 12-19 November 12 November 12 November 16-22 | <i>Beckenham</i> <i>Beaverlake</i> (r) <i>Danaholm</i> <i>Prins Johan Willem</i> <i>Friso</i> <i>Kent County</i> <i>Prins Willem IV</i> <i>Idu Bakke</i> (r) <i>Beaconsfield</i> <i>Prins Willem III</i> <i>Prins Alexander</i> <i>Sparreholm</i> <i>Hedel</i> <i>Prins Maurits</i> † <i>Sein</i> | Cunard Donaldson Canadian Pacific Swedish American Shipping Limited Canada Steamships Shipping Limited Montreal Shipping Cunard Donaldson Shipping Limited Shipping Limited Swedish American Shipping Limited Shipping Limited Furness Withy |
| Brazil— Rio de Janeiro..... Santos..... Recife..... Rio de Janeiro..... Santos..... | November 1-2 October 11-15 November 1-5 | <i>Mormacsurf</i> † <i>Beacon Grange</i> † <i>Brazilian Prince</i> | Montreal Shipping Furness Withy Furness Withy |
| British Honduras— Belize..... Belize..... | October 10-14 November 10-14 | <i>Spurt</i> <i>A Ship</i> | Saguenay Terminals Saguenay Terminals |
| Canal Zone— Cristobal..... Cristobal..... | October 10-14 November 10-14 | <i>Spurt</i> <i>A Ship</i> | Saguenay Terminals Saguenay Terminals |
| Ceylon— Colombo..... | October 14-19 | <i>Catrine</i> | McLean Kennedy |
| China— Shanghai..... Shanghai..... | October 15-25 October 18-20 | <i>Seaside</i> <i>Rhexenor</i> | March Shipping Cunard Donaldson |
| Colombia— Barranquilla..... Barranquilla..... Barranquilla..... Barranquilla..... | October 12-16 October 18-21 Oct. 30-Nov. 4 November 1-3 | <i>Polykarp</i> † <i>Benny</i> (r) † <i>A Ship</i> <i>Laholm</i> | Swedish American Saguenay Terminals Saguenay Terminals Swedish American |
| Cuba— Havana..... Santiago..... | October 20-23 November 20-25 | <i>Tunaholm</i> <i>Stegeholm</i> | Swedish American Swedish American |
| Denmark— Copenhagen..... Copenhagen..... Copenhagen..... | October 12-19 November 10-12 November 12-19 | <i>Danaholm</i> <i>Erland</i> <i>Sparreholm</i> | Swedish American Swedish American Swedish American |
| Dominican Republic— Ciudad Trujillo..... | Oct. 30-Nov. 4 | † <i>A Ship</i> | Saguenay Terminals |
| Egypt— Alexandria..... Port Said..... Suez..... | November 3-7 November 17-21 | <i>Amsteldijk</i> <i>Soestdijk</i> | Cunard Donaldson Cunard Donaldson |

Departures from Montreal—Continued

| Destination | Loading Date | Vessel | Operator or Agent |
|--------------------------------|--|--|--|
| Finland— | | | |
| Helsinki..... | October 12-19 | <i>Danaholm</i> | Swedish American |
| Helsinki..... | November 10-12 | <i>Erland</i> | Swedish American |
| Helsinki..... | November 12-19 | <i>Sparreholm</i> | Swedish American |
| France— | | | |
| Le Havre..... | October 12-19 | <i>Danaholm</i> | Swedish American |
| Le Havre..... | October 15-20 | <i>Kent County</i> | Canada Steamships |
| Le Havre..... | November 12-19 | <i>Sparreholm</i> | Swedish American |
| Le Havre..... | November 16-22 | † <i>Scin</i> | Furness Withy |
| Marseilles..... | October 13-18 | <i>Capo Arma</i> | Furness Withy |
| Marseilles..... | November 4-10 | <i>Capo Vita</i> | Furness Withy |
| Rouen..... | October 22-28 | <i>Ida Bakke (r)</i> | Montreal Shipping |
| Germany— | | | |
| Hamburg..... | October 8-15 | <i>Beckenham</i> | Cunard Donaldson |
| Hamburg..... | October 22-28 | <i>Ida Bakke (r)</i> | Montreal Shipping |
| Hamburg..... | November 2-7 | <i>Beaconsfield</i> | Cunard Donaldson |
| Bremen..... | October 12-19 | <i>Danaholm</i> | Swedish American |
| Hamburg..... | November 12-19 | <i>Sparreholm</i> | Swedish American |
| Gibraltar..... | October 6-12 | <i>Marchport</i> | Montreal Shipping |
| Greece— | | | |
| Piraeus..... | October 17-22 | <i>Italo Marsano</i> | Montreal Shipping |
| Guatemala— | | | |
| Puerto Barrios..... | October 10-14 | <i>Spurt</i> | Saguenay Terminals |
| Puerto Barrios..... | November 10-14 | <i>A Ship</i> | Saguenay Terminals |
| Haiti— | | | |
| Port au Prince..... | October 18-21 | † <i>Benny (r)</i> | Saguenay Terminals |
| Port au Prince..... | Oct. 30-Nov. 4 | † <i>A Ship</i> | Saguenay Terminals |
| Hong Kong..... | { October 15-25 October 18-20 | <i>Seaside</i> <i>Rhexenor</i> | March Shipping Cunard Donaldson |
| India and Pakistan— | | | |
| Karachi..... | October 14-19 | <i>Catrine</i> | McLean Kennedy |
| Bombay..... | | | |
| Madras..... | | | |
| Calcutta..... | | | |
| Italy— | | | |
| Naples..... | { October 6-12 October 17-22 | <i>Marchport</i> <i>Italo Marsano</i> | Montreal Shipping Montreal Shipping |
| Genoa..... | October 22-26 | <i>Mont Sandra</i> | Montreal Shipping |
| West Coast Ports... | { October 13-18 October 17-22 October 22-26 November 4-10 | <i>Capo Arma</i> <i>Italo Marsano</i> <i>Mont Sandra</i> <i>Capo Vita</i> | Furness Withy Montreal Shipping Montreal Shipping Furness Withy |
| Japan— | | | |
| Yokohama..... | October 15-25 | <i>Seaside</i> | March Shipping |
| Malaya— | | | |
| Penang..... | { Early October October 7-11 | <i>Steel Director</i> <i>Phrontis</i> | Isthmian Steamships Cunard Donaldson |
| Port Swettenham... | November 3-7 | <i>Amsteldijk</i> | Cunard Donaldson |
| | November 17-21 | <i>Soestdijk</i> | Cunard Donaldson |
| Mediterranean— | | | |
| Central and Western Areas..... | { October 6-12 October 17-22 October 22-26 | <i>Marchport</i> <i>Italo Marsano</i> <i>Mont Sandra</i> | Montreal Shipping Montreal Shipping Montreal Shipping |
| Mexico— | | | |
| Veracruz..... | October 20-23 | <i>Tunaholm</i> | Swedish American |
| Veracruz..... | November 20-25 | <i>Stegholm</i> | Swedish American |

Departures from Montreal—Continued

| Destination | Loading Date | Vessel | Operator or Agent | | | |
|--|--|---|---|---|--|--|
| Netherlands— Amsterdam..... Rotterdam..... | { October 8-15 October 14 | <i>Beckenham</i> <i>Prins Johan Willem</i> <i>Priso</i> | Cunard Donaldson Shipping Limited | | | |
| | { October 12-19 October 15-20 October 22 | <i>Danaholm</i> <i>Kent County</i> <i>Prins Willem I V</i> | Swedish American Canada Steamships Shipping Limited | | | |
| | { October 22-28 November 2-7 November 5 | <i>Ida Bakke (r)</i> <i>Beaconsfield</i> <i>Prins Willem III</i> | Montreal Shipping Cunard Donaldson Shipping Limited | | | |
| | { November 6 November 12-19 November 12 November 12 | <i>Prins Alexander</i> <i>Sparreholm</i> <i>Prins Maurits</i> <i>Hedel</i> | Shipping Limited Swedish American Shipping Limited Shipping Limited | | | |
| | Netherlands East Indies— Batavia..... Soerabaya..... Samarang..... Cheribon..... Belawan-Deli..... | { November 3-7 November 17-21 | <i>Amsteldijk</i> <i>Soestdijk</i> | Cunard Donaldson Cunard Donaldson | | |
| | | Netherlands West Indies— Curaçao..... Curaçao..... Curaçao..... | { October 12-16 October 18-21 November 1-3 | † <i>Polykarp</i> <i>Benny (r)</i> <i>Laholm</i> | Swedish American Saguenay Terminals Swedish American | |
| | | | Newfoundland— St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... St. John's..... | { October 10-13 October 15-18 October 16-19 Oct. 30-Nov. 2 November 13-16 November 26-29 | <i>Galloway Kent</i> <i>Blue Seal</i> <i>Wellington Kent</i> <i>Wellington Kent</i> <i>Wellington Kent</i> <i>Dione</i> | Montreal Shipping Montreal Shipping Newfoundland Canada Newfoundland Canada Newfoundland Canada Shaw Steamships |
| | | | | New Zealand— Auckland..... Wellington..... Lyttelton..... Dunedin..... | { November 11-17 | <i>Kent</i> | Montreal Australia New Zealand Line |
| | | Norway— Oslo..... Kristiansand..... Stavanger..... Bergen..... | | | { October 12-19 November 10-12 November 12-19 | <i>Danaholm</i> <i>Erland</i> <i>Sparreholm</i> | Swedish American Swedish American Swedish American |
| | Philippines— Manila..... | | | | { October 18-20 | <i>Rhexenor</i> | Cunard Donaldson |
| Poland— Gdynia..... Gdynia..... Gdynia..... | { October 12-19 November 10-12 November 12-19 | | | | <i>Danaholm</i> <i>Erland</i> <i>Sparreholm</i> | Swedish American Swedish American Swedish American |
| | Portugal— Lisbon..... | | { October 6-12 | <i>Marchport</i> | Montreal Shipping | |
| | St. Pierre et Miquelon..... | { October 16-19 Oct. 30-Nov. 2 November 13-16 | <i>Wellington Kent</i> <i>Wellington Kent</i> <i>Wellington Kent</i> | Newfoundland Canada Newfoundland Canada Newfoundland Canada | | |
| Singapore..... | | { November 3-7 November 17-21 | <i>Amsteldijk</i> <i>Soestdijk</i> | Cunard Donaldson Cunard Donaldson | | |
| | | Sweden— Gothenburg..... Malmo..... Stockholm..... | { October 12-19 November 10-12 November 12-19 | <i>Danaholm</i> <i>Erland</i> <i>Sparreholm</i> | Swedish American Swedish American Swedish American | |

Departures from Montreal—Concluded

| Destination | Loading Date | Vessel | Operator or Agent |
|------------------------|------------------|----------------------------------|--------------------|
| United Kingdom— | | | |
| Avonmouth..... | October 18-25 | <i>Norwegian</i> | Cunard Donaldson |
| Avonmouth..... | November 8-14 | <i>Delilian</i> (r) | Cunard Donaldson |
| Bristol..... | Oct. 30-Nov. 4 | <i>Gloucester City</i> | Furness Withy |
| Glasgow..... | October 11-18 | <i>Lismoria</i> (r) | Cunard Donaldson |
| Glasgow..... | October 23-30 | <i>Sulacia</i> (r) | Cunard Donaldson |
| Glasgow..... | November 4-11 | <i>Moveria</i> (r) | Cunard Donaldson |
| Hull..... | October 20-25 | <i>Consuelo</i> (r) | McLean Kennedy |
| Leith..... | October 11-16 | <i>Cairnvalona</i> | Furness Withy |
| Leith..... | Oct. 27-Nov. 1 | <i>Cairnavon</i> | Furness Withy |
| Liverpool..... | October 7-14 | <i>Fort Musquarro</i> | Cunard Donaldson |
| Liverpool..... | October 10-15 | <i>Empress of Canada</i> (r) | Canadian Pacific |
| Liverpool..... | October 17-22 | <i>Empress of France</i> (r) | Canadian Pacific |
| Liverpool..... | October 25-29 | <i>Arabia</i> (r) | Cunard Donaldson |
| Liverpool..... | Oct. 31-Nov. 3 | <i>Ascania</i> (r) | Cunard Donaldson |
| London..... | October 10-17 | <i>Beaverlake</i> (r) | Canadian Pacific |
| London..... | October 13-19 | † <i>Beaverglen</i> (r) | Canadian Pacific |
| London..... | October 22-29 | <i>Fort Cadotte</i> | Cunard Donaldson |
| London..... | November 6-14 | <i>Vasconia</i> (r) | Cunard Donaldson |
| Manchester..... | October 13-16 | † <i>Manchester City</i> (r) | Furness Withy |
| Manchester..... | October 20-23 | <i>Manchester Regiment</i> (r) | Furness Withy |
| Manchester..... | October 27-30 | † <i>Manchester Progress</i> (r) | Furness Withy |
| Manchester..... | November 3-6 | <i>Manchester Trader</i> (r) | Furness Withy |
| Newport..... | October 18-25 | <i>Norwegian</i> | Cunard Donaldson |
| Newcastle..... | October 11-16 | <i>Cairnvalona</i> | Furness Withy |
| Newcastle..... | Oct. 27-Nov. 1 | <i>Cairnavon</i> | Furness Withy |
| Swansea..... | Oct. 30-Nov. 4 | <i>Gloucester City</i> | Furness Withy |
| Swansea..... | November 10-15 | <i>Bristol City</i> | Furness Withy |
| Uruguay— | | | |
| Montevideo..... | October 11-15 | † <i>Beacon Grange</i> | Furness Withy |
| Montevideo..... | November 1-2 | <i>Mormacsurf</i> | Montreal Shipping |
| Montevideo..... | November 1-5 | † <i>Brazilian Prince</i> | Furness Withy |
| Venezuela— | | | |
| La Guaira..... | October 12-16 | <i>Polykarp</i> | Swedish American |
| Puerto Cabello..... | | | |
| Maracaibo..... | November 1-5 | <i>Laholm</i> | Swedish American |
| La Guaira..... | Oct. 30-Nov. 4 | † <i>A Ship</i> | Saguenay Terminals |
| Puerto Cabello..... | | | |
| La Guaira..... | Oct. 18-21 | † <i>Benny</i> (r) | Saguenay Terminals |
| Maracaibo..... | | | |
| West Indies— | | | |
| Antigua..... | October 12-21 | * <i>Alcoa Pennant</i> (r) | Alcoa Steamships |
| Barbados..... | | | |
| Bermuda..... | | | |
| British Guiana..... | | | |
| Dominica..... | | | |
| Grenada..... | | | |
| Montserrat..... | | | |
| St. Kitts..... | | | |
| St. Lucia..... | | | |
| St. Vincent..... | | | |
| Trinidad..... | | | |
| Puerto Rico..... | { October 12-16 | <i>Polykarp</i> | Swedish American |
| | { November 1-3 | | |
| Bahamas..... | { October 20 | * <i>Canadian Observer</i> | Canadian National |
| Jamaica..... | { November 1 | | |
| | { November 12 | | |
| Jamaica..... | { October 20-23 | <i>Tunaholm</i> | Swedish American |
| | { November 20-25 | | |
| | | <i>Stegholm</i> | Swedish American |

Departures from Quebec

(r) Indicates refrigerated cargo space.

| Destination | Loading Date | Vessel | Operator or Agent |
|------------------------|----------------|--------------------|-------------------|
| United Kingdom— | | | |
| London..... | November 1-4 | <i>Samaria</i> (r) | Cunard Donaldson |
| London..... | November 14-18 | <i>Scythia</i> (r) | Cunard Donaldson |

Departures from Halifax

*Sails from Saint John about three days earlier.

(r) Indicates refrigerated cargo space.

| Destination | Loading Date | Vessel | Operator or Agent |
|------------------------------------|---|--|--|
| Cuba— | | | |
| Santiago..... | November 12-14 | <i>Dufferin Bell</i> | Pickford and Black |
| Dominican Republic— | | | |
| Ciudad Trujillo..... | November 12-14 | <i>Dufferin Bell</i> | Pickford and Black |
| Haiti— | | | |
| Port au Prince..... | November 12-14 | <i>Dufferin Bell</i> | Pickford and Black |
| Newfoundland— | | | |
| St. John's..... | October 10-15 | <i>Newfoundland</i> | Furness Withy |
| St. John's..... | October 15-16 | <i>Mayhaven</i> | Shaw Steamships |
| St. John's..... | October 16-17 | <i>Atlantic Charter</i> | Montreal Shipping |
| St. John's..... | October 19-21 | <i>Mary Sweeney</i> | Newfoundland Canada |
| St. John's..... | October 22-25 | <i>Fort Amherst</i> | Furness Withy |
| St. John's..... | October 24-29 | <i>Nova Scotia</i> | Furness Withy |
| St. John's..... | October 26-27 | <i>Mayhaven</i> | Shaw Steamships |
| St. John's..... | October 26-28 | <i>Mary Sweeney</i> | Newfoundland Canada |
| St. John's..... | Oct. 28-Nov. 1 | <i>Fort Townshend</i> | Furness Withy |
| St. John's..... | November 7-8 | <i>Mayhaven</i> | Shaw Steamships |
| St. John's..... | November 10-15 | <i>Newfoundland</i> | Furness Withy |
| St. John's..... | November 16-19 | <i>Fort Amherst</i> | Furness Withy |
| St. John's..... | November 18-19 | <i>Mayhaven</i> | Shaw Steamships |
| St. John's..... | Nov. 30-Dec. 1 | <i>Mayhaven</i> | Shaw Steamships |
| Corner Brook..... | November 2-4 | <i>Mary Sweeney</i> | Newfoundland Canada |
| St. Pierre et Miquelon..... | { October 15-16 October 16-17 October 26-27 November 7-8 November 18-19 Nov. 30-Dec. 1 | { <i>Mayhaven</i> <i>Atlantic Charter</i> <i>Mayhaven</i> <i>Mayhaven</i> <i>Mayhaven</i> <i>Mayhaven</i> | { Shaw Steamships Montreal Shipping Shaw Steamships Shaw Steamships Shaw Steamships Shaw Steamships |
| United Kingdom— | | | |
| Liverpool..... | October 24-29 | <i>Nova Scotia</i> | Furness Withy |
| Liverpool..... | November 10-15 | <i>Newfoundland</i> | Furness Withy |
| Southampton..... | October 28 | <i>Aquitania</i> | Cunard Donaldson |
| Southampton..... | November 18 | <i>Aquitania</i> | Cunard Donaldson |
| West Indies— | | | |
| Bermuda..... | { October 12-15 October 28-30 November 4-7 | { <i>Fort Townshend</i> <i>Fort Amherst</i> <i>Fort Townshend</i> | { Furness Withy Furness Withy Furness Withy |
| Jamaica..... | November 12-14 | <i>Dufferin Bell</i> | Pickford and Black |
| Antigua..... | October 22-29 November 25-30 | * <i>Lady Rodney</i> (r) * <i>Lady Nelson</i> (r) | Canadian National Canadian National |
| Barbados..... | | | |
| Bermuda..... | | | |
| British Guiana..... | | | |
| Dominica..... | | | |
| Grenada..... | | | |
| Montserrat..... | | | |
| St. Kitts..... | | | |
| St. Lucia..... | | | |
| St. Vincent..... | | | |
| Trinidad..... | | | |

Departures from Saint John

| Destination | Loading Date | Vessel | Operator or Agent |
|----------------------------|----------------|--------------------------------|--------------------|
| Colombia— | | | |
| Barranquilla..... | November 11-12 | <i>A Ship</i> | Saguenay Terminals |
| Barranquilla..... | Nov. 30-Dec. 4 | <i>A Ship</i> | Saguenay Terminals |
| Dominican Republic— | | | |
| Ciudad Trujillo..... | November 11-12 | <i>A Ship</i> | Saguenay Terminals |
| Ciudad Trujillo..... | Nov. 30-Dec. 4 | <i>A Ship</i> | Saguenay Terminals |
| Haiti— | | | |
| Port au Prince..... | November 11-12 | <i>A Ship</i> | Saguenay Terminals |
| Port au Prince..... | Nov. 30-Dec. 4 | <i>A Ship</i> | Saguenay Terminals |
| United Kingdom— | | | |
| Avonmouth..... | November 21-28 | <i>Dorelian (r)</i> | Cunard Donaldson |
| Avonmouth..... | Nov. 30-Dec. 8 | <i>Norwegian</i> | Cunard Donaldson |
| Liverpool..... | Nov. 25-Dec. 2 | <i>Fort Musquarro</i> | Cunard Donaldson |
| London..... | Nov. 29-Dec. 8 | <i>Arabia (r)</i> | Cunard Donaldson |
| Manchester..... | October 20-25 | <i>Manchester Division (r)</i> | Furness Withy |
| Manchester..... | November 16-20 | <i>Manchester Com'erce (r)</i> | Furness Withy |
| Venezuela— | | | |
| La Guaira..... | November 11-12 | <i>A Ship</i> | Saguenay Terminals |
| Puerto Cabello..... | Nov. 30-Dec. 4 | <i>A Ship</i> | Saguenay Terminals |

Departures from Vancouver

(r) Indicates refrigerated cargo space.

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

| Destination | Loading Date | Vessel | Operator or Agent |
|----------------------|-----------------|----------------------------|-----------------------|
| Africa-East— | | | |
| Lourenço Marques... | October 21 | <i>Radja</i> | Dingwall Cotts |
| Lourenço Marques... | November | <i>Manz Navigator</i> | Dingwall Cotts |
| Africa-South— | | | |
| Cape Town..... | Sept. 20-Oct. 5 | <i>Vedby</i> | North Pacific |
| Port Elizabeth..... | | <i>Radja</i> | Dingwall Cotts |
| East London..... | | <i>Manz Navigator</i> | Dingwall Cotts |
| Durban..... | November | | |
| Argentina— | | | |
| Buenos Aires..... | October 29 | <i>Ravnanger</i> | Empire Shipping |
| Australia— | | | |
| Hobart..... | October 28 | <i>Wuitomo</i> | Canadian Australasian |
| Melbourne..... | | <i>Wairuna</i> | Canadian Australasian |
| Sydney..... | November 7 | | |
| Sydney..... | November 13 | <i>Aorangi</i> | Canadian Australasian |
| Belgium— | | | |
| Antwerp..... | October 27 | <i>Seattle (r)</i> | Gardner Johnson |
| Antwerp..... | October 30 | <i>Saint Bertrand</i> | Empire Shipping |
| Canal Zone— | | | |
| Balboa..... | Mid-October | <i>Don Aurelio (r)</i> | Empire Shipping |
| Ceylon— | | | |
| Colombo..... | October 10 | <i>Lombok</i> | Dingwall Cotts |
| Colombo..... | October 15-16 | <i>Washington Mail (r)</i> | American Mail Line |
| Colombo..... | Late October | <i>Manz Fisher</i> | Dingwall Cotts |

Departures from Vancouver—Continued

| Destination | Loading Date | Vessel | Operator or Agent |
|--|---|---|--|
| Chile— Valparaiso..... | October 29 | <i>Ravnager</i> | Empire Shipping |
| China— Shanghai..... Taku Bar..... | Mid-October | <i>Parramatta</i> | Empire Shipping |
| Colombia Barranquilla..... Cartagena..... | Mid-October | <i>Don Aurelio (r)</i> | Empire Shipping |
| Cook Islands— Raratonga..... | November 10 | <i>Waitemata</i> | Canadian Australasian |
| Costa Rica— Puntarenas..... | Mid-October | <i>Don Aurelio (r)</i> | Empire Shipping |
| El Salvador— La Libertad..... | Mid-October | <i>Don Aurelio (r)</i> | Empire Shipping |
| Fiji— Suva..... | November 13 | <i>Aorangi</i> | Canadian Australasian |
| France— Le Havre..... | October 30 | <i>Saint Bertrand</i> | Empire Shipping |
| Hawaii— Honolulu..... | November 13 | <i>Aorangi</i> | Canadian Australasian |
| Hong Kong | Mid-October | <i>Parramatta</i> | Empire Shipping |
| India and Pakistan— Bombay..... Calcutta..... | October 10 | <i>Lombok</i> | Dingwall Cotts |
| Calcutta..... Madras..... | October 15-16 | <i>Washington Mail (r)</i> | American Mail Line |
| Bombay..... Karachi..... | Late October | <i>Manz Fisher</i> | American Mail Line |
| Netherlands— Amsterdam..... Rotterdam..... | October 30 | <i>Saint Bertrand</i> | Empire Shipping |
| New Zealand— Auckland..... Wellington..... | October 28 | <i>Waitomo</i> | Canadian Australasian |
| Auckland..... Auckland..... | November 7 November 13 | <i>Wairuna</i> <i>Aorangi</i> | Canadian Australasian Canadian Australasian |
| Auckland..... Lyttelton..... Dunedin..... | November 10 | <i>Waitemata</i> | Canadian Australasian |
| Persian Gulf | Late October | <i>Manz Fisher</i> | Dingwall Cotts |
| Philippines— Manila..... Iloilo..... Cebu..... | October 10 October 15-16 Late October | <i>Lombok</i> <i>Washington Mail (r)</i> <i>Manz Fisher</i> | Dingwall Cotts American Mail Line Dingwall Cotts |
| Manila..... | Mid-October | <i>Parramatta</i> | Empire Shipping |
| Society Islands— Papeete..... Papeete..... | November 7 November 10 | <i>Wairuna</i> <i>Waitemata</i> | Canadian Australasian Canadian Australasian |
| Sweden— Stockholm..... Gothenburg..... | October 27 | <i>Seattle (r)</i> | Gardner Johnson |

Departures from Vancouver—Concluded

| Destination | Loading Date | Vessel | Operator or Agent |
|------------------------|--------------|------------------------|-------------------|
| United Kingdom— | | | |
| Liverpool..... | November 19 | <i>Pacific Unity</i> | Furness Withy |
| Manchester..... | November 30 | <i>Pacific Shipper</i> | Furness Withy |
| London..... | October 27 | <i>Seattle (r)</i> | Gardner Johnson |
| Uruguay— | | | |
| Montevideo..... | October 29 | <i>Ravnanger</i> | Empire Shipping |
| Venezuela— | | | |
| Puerto Cabello..... | Mid-October | <i>Don Aurelio (r)</i> | Empire Shipping |
| La Guaira..... | | | |
| Maracaibo..... | | | |

Aluminum Industry Planned for Delfzijl

An aluminum works will be shortly established at Delfzijl, the Netherlands, which will engage in the manufacture of household articles and door and window frames and fittings from aluminum alloys. When the experimental stage is past, the factory will also manufacture aluminum goods for the shipbuilding industry. Gronigen shipbuilders, who specialize in coasters, show great interest in this new industry. (*Netherlands Trade and Industry.*)

South Africa Temporarily Suspends Duty on Newsprint

Johannesburg, September 14, 1948.—(FTS)—Notice No. 1943, published in the South Africa Government *Gazette* No. 4023 of September 10, 1948, announces the suspension, until December 31, 1948, of the import duty on newsprint in reels or in the flat. The suspension of duty is operative as from September 24, 1948. Newsprint from Canada and the United Kingdom has been entitled to free entry, while newsprint from other countries has been subject to a rate of five per cent ad valorem. The effect of the suspension is to allow free entry from all countries during the above noted period.

Supplementary Budget Expenditure for Hong Kong

HONG KONG, July 28, 1948.—(FTS)—Supplementary budget expenditure of H.K.\$9,035,000 (Can. \$2,259,000) during the first quarter of the fiscal year 1948-49, which begins on April 1, was approved on July 27 by the Legislative Council of the Crown Colony of Hong Kong.

The Hong Kong budget for 1948-49 as approved on March 19 was based on an estimated revenue of H.K.\$150,848,000 and expenditure of H.K.\$149 million, to provide surplus of H.K.\$1,843,000. This surplus plus the H.K.\$30 million brought forward from 1947-48 indicated a surplus of approximately H.K.\$32 million on March 31, 1949. In view of the supplementary appropriation of July 27, there will be a deficit of approximately H.K.\$8 million.

The 1948-49 budget provided for a number of major developments within the Colony, including a reclamation scheme to provide 93 acres of industrial land at a cost of H.K.\$9,350,000, but with an upset price of H.K.\$20 million. There is also provision for the building of five new piers and a new major dock road at a total cost of H.K.\$32 million. Four million dollars are earmarked as an annual contribution to the building of a modern airport.

Foreign Trade Service Abroad

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

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

Argentina

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

Territory includes Uruguay and Paraguay.

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

Australia

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

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

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

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

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

Belgian Congo

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

Territory includes Angola and French Equatorial Africa.

Belgium

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

Brazil

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

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

Chile

Santiago—E. H. MAGUIRE, Acting Commercial Secretary, Canadian Embassy, Bank of London and South American Building. Address for letters: Casilla 771.

Territory includes Bolivia.

China

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

Colombia

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

Territory includes Republic of Panama and the Canal Zone.

Cuba

Havana—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*.

Foreign Trade Service Abroad—Continued

Greece

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

Territory includes Turkey.

Guatemala

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

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

Hong Kong

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

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

India

New Delhi—RICHARD GREW, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 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—A. P. BISSONNET, Acting 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.

Norway

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

Territory includes Denmark and Greenland.

Pakistan

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

Territory includes Afghanistan.

Peru

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

Territory includes Ecuador.

Portugal

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

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

Singapore

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

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

Foreign Trade Service Abroad—Concluded

South Africa

Johannesburg—S. V. ALLEN, Commercial Secretary for Canada, Mutual Buildings, Harrison Street. Address for letters: Post Office Box 715.

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

Cable address, Cantracom.

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

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

Cable address, Cantracom.

Sweden

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

Territory includes Finland.

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.

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 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 Sept. 27 | Nominal Quotations Oct. 4 |
|---|---------------|--------------|-----------------------------|---------------------------|
| Argentina..... | Peso | Off. | .2977 | .2977 |
| | | Free | .2075 | .2070 |
| 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. | .0046 | .0046 |
| | | Free | .0032 | .0032 |
| French Empire—African..... | Franc | | .0079 | .0079 |
| French Pacific Possessions..... | Franc | | .0201 | .0201 |
| Haiti..... | Gourde | | .2000 | .2000 |
| Hong Kong..... | Dollar | | .2518 | .2518 |
| Iceland..... | Krona | | .1541 | .1541 |
| India..... | Rupee | | .3022 | .3022 |
| Iraq..... | Dinar | | 4.0300 | 4.0300 |
| Italy..... | Lira | | .0017 | .0017 |
| Jamaica..... | Pound | | 4.0300 | 4.0300 |
| Malaya..... | Dollar | | .4701 | .4701 |
| Mexico..... | Peso |  | ..... | ..... |
| Netherlands..... | Florin | | .3769 | .3769 |
| Netherlands East Indies..... | Florin | | .3769 | .3769 |
| Netherlands West Indies..... | Florin | | .5302 | .5302 |
| New Zealand..... | Pound | | 3.2402 | 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 |