# FOREIGN TRADE

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## In This Issue



## Regular Features



**COVER SUBJECT—Nubian goat, a fine example of the 18,000 that may be found in all nine provinces of Canada. By reason of the high quality of goat's milk, which is prescribed by doctors for patients with delicate constitutions, requests for Canadian goats have been received from a number of countries. Benedictine monks in the Bahamas are seeking Canadian goats, and a breeder in Cuba is prepared to purchase a whole plane load. The last census indicates there are 5,387 "goat farms" in Canada, though the number of goats on each is around three. Increasing interest in goats has been noted, and this country in years to come may be numbered among the leading sources for purebred animals, as for other livestock. Canada exported goats last year to Newfoundland, Cuba and the United States.**

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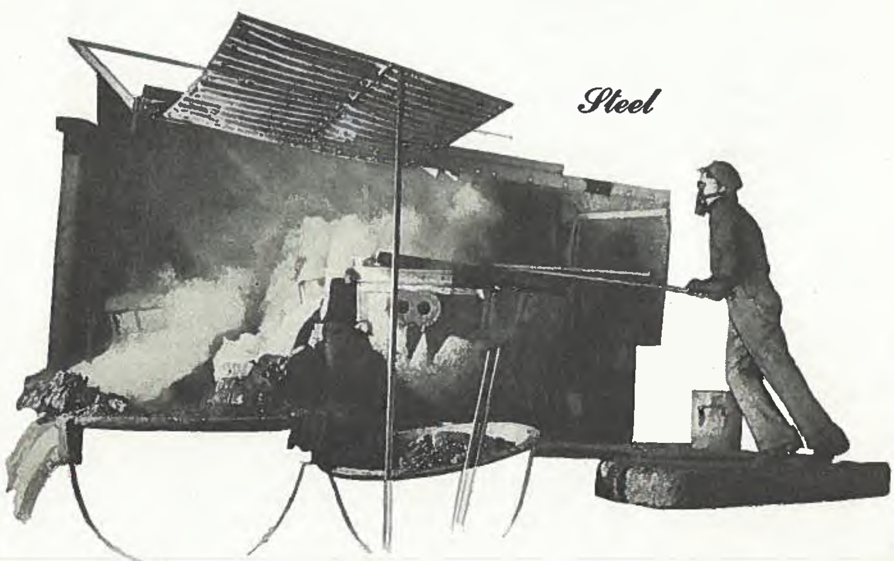
# Canadian Income and Employment Reach Record During Past Year

*Conditions considered good by Right Hon. C. D. Howe, Minister of Trade and Commerce, in review of past twelve months—Discovery and development of new resources continues—Geneva Agreement is outstanding achievement—New channels of trade sought.*

CANADA experienced during the past year the highest peacetime levels of production and external trade on record, together with levels of income and employment that have never been surpassed. Conditions in this country are good, examined from every point of view. At the same time, the dependence of our domestic prosperity on our foreign trade was never more apparent than during the past year.

The year has been marked in the world at large by efforts of numerous countries to adjust themselves to the changed circumstances of the postwar period. Courageous and effective measures toward reconstruction are particularly notable in Great Britain and Western Europe, and yet production in many fields still lags below the required levels. Our most serious problems are those that we face abroad, in a narrow sense, due to the inability of some customers to pay in hard currency for our exports. These problems are also due, in a broader sense, to changes wrought in recent years in the very structure of world trade and finance.

The investment boom in Canada has continued at a high level during 1948. Twenty per cent of our entire national output is devoted to capital expenditures on plant, equipment, housing and construction—a phenomenal figure. Capacity has been expanded in long-established industries, such as motor vehicles, farm machinery and textiles. New industries have been successfully established and consolidated, as in the case of synthetic rubber. Industries, which used to be small, have increased their capacity in recent years to the point where they are now of first-rate importance; such as the alumimum, plastics, chemical and machine tool industries.



Precision Machinery

**Development of New Resources Continues**

The discovery and development of new raw materials and natural resources continues. Canada can look forward with optimism to an impressive array of developments that are now in their infancy, examples being the vast iron ore resources of Quebec and Labrador, the potential picture of metallic titanium, the uranium deposits in our Northwest Territories and the new oil fields in Alberta.

Canada has new products to offer the world. Our industry is efficient and its costs are low. With our high standard of living and the increased complexity of our industry, we wish also to buy more freely in world markets. In view of Canada's vital interest in a large and expanding world trade, it is not surprising that this country has played an important part in various international conferences. These have been dedicated to the reduction of trade barriers throughout the world and the formulation of a code of rules by which nations could be guided in their commercial policy. Canada was among the countries represented at the conference on World Trade and Employment at Havana, which early in 1948 drew up the charter for an International Trade Organization.

This charter has not yet been ratified by governments, but the General Agreement on Tariffs and Trade, concluded at Geneva in 1947, has been in provisional effect since January 1, 1948. This agreement incorporates many provisions of the charter, regulating the conduct of the nations in international trade, and provides for the reduction of tariffs by all participating countries. Each country negotiated tariff reductions with each other country, some 100 separate agreements having been concluded. These were consolidated in the schedules attached to the General Agreement on Tariffs and Trade and apply to all the countries.

**Geneva Agreement is Far-reaching Achievement**

Study of these schedules will indicate that this agreement is the most far-reaching and comprehensive multilateral trade agreement ever



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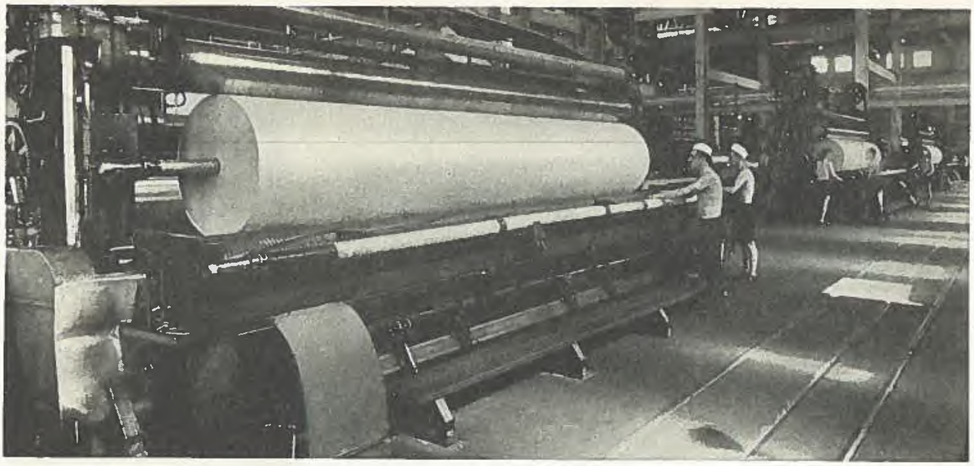


attempted. The participating countries accounted before the war for about three-quarters of the world's trade, and concessions enumerated in the schedules apply to products representing about two-thirds of their import trade, or one-half of the world's trade. Of particular importance to Canada are concessions extended by the United States.

On the basis of prewar trade, some 70 per cent of the United States dutiable imports from Canada have been subject to tariff reduction, and it is safe to say that the United States tariff levels are now lower than they have been for twenty-five years. In spite of these steps, Canadian trade relationships with the United States have by no means approached a satisfactory equilibrium.

Rapid growth of industry has led Canada to a position of increased importance in the world in recent years. Along with this has come an increased measure of responsibility. When we take note of what the prewar system of multilateral world trade and finance meant to the development of this country, it is clear why it has been in our national interest to contribute in every possible way to the reconstruction of a viable world-trading community. On a per capita basis, Canada takes second place to no other country in the amount of financial and material support we have extended to the war-torn countries.

At the present time, our exports to Britain and Western Europe are being maintained at a high level through the European Recovery Program, in which we are co-operating with the United States. Of the total authorizations for exports under this program, which exceeded $4,000 millions by the middle of December, 15 per cent have been for purchases of Canadian goods. These have accounted for 40 per cent of all authorizations outside the United States.

**New Channels of Trade Being Sought**

Before the war, Great Britain and the other countries of Western Europe handled nearly half of the world's total trade. Their relationships to one another were of central importance to the international mechanism of multilateral payments. It is clear that Europe's prewar ability to buy from us was predicated on a high level of multilateral world trade. Much of the prewar world trade will not be reconstructed for a long time, if ever, and it has become necessary to seek new channels of trade and new commodities of trade in many instances.

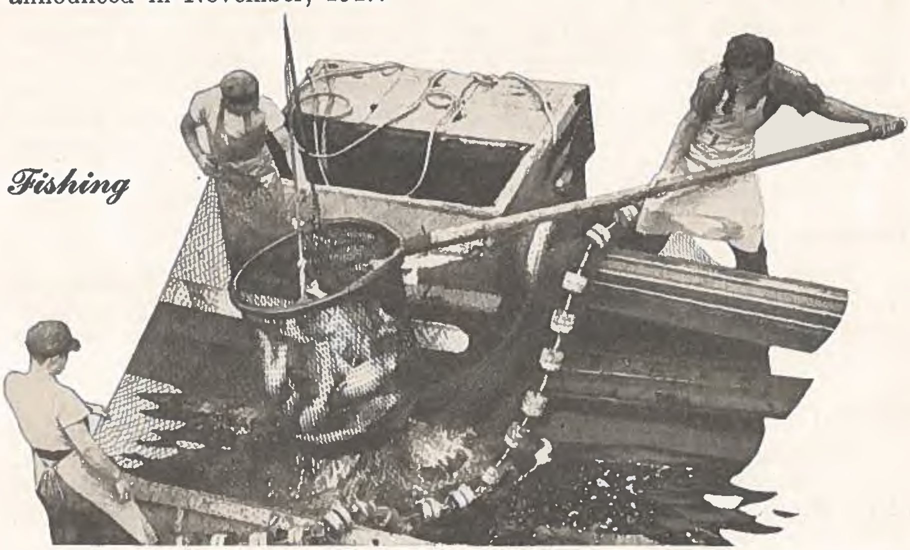
## *Mining*

If Western Europe can do no better in future than to balance its trade with North America, then our exports in that direction will be restricted by comparison with prewar, when the countries of Western Europe, including the United Kingdom, were in a position to purchase more from us than they sold to us. When this point is thoroughly understood, it becomes clear why Canada has as great an interest as any country in the eventual reconstitution of a system of multilateral trade.

All that we have done to re-establish our external trade on a sound basis is merely a beginning. Much still remains. Canada is the most important customer of the United States, but there is a fundamental lack of balance between these two great North American countries, ~~however.~~ This reached a point where Canada was buying twice as much from the United States as she sold there. This discrepancy is matched by an American tariff, which is more effective in excluding Canadian goods than is our tariff in excluding American goods. If Canadian-American trade is to continue at its present high level, it is of fundamental importance to Canada and also, I believe, to the United States, to establish lower tariffs and a more flexible administration of tariffs. These obstacles are at present cutting at the very foundation of trade between our two countries.

For a time after the war, it was possible to finance our imports of goods from the United States by using our accumulated reserves of gold and United States dollars to supplement our current United States dollar earnings from exports. The magnitude of this drain can be readily gauged from the fact that, during 1947, our reserves of gold and United States dollars were reduced to a low level of about $500,000,000. In these circumstances, the government's emergency import control program was announced in November, 1947.

## *Fishing*



### Trade Position with United States Improved

By these means, our commodity trade with the United States has been brought for the present to an approximate balance. In the first ten months of 1948, our imports from the United States have been reduced by about $173,000,000, in comparison with the same period in 1947. Much more important, our exports to the United States have been increased by more than $350,000,000 during the same period, and the situation will be further improved in the remaining months. This program has a restrictive side, as we all know, in prohibiting the importation of certain goods from the United States, which are much in demand in Canada. The government was able, in December, to announce an encouraging increase in our gold and United States dollar reserves and ~~in~~ the removal of some restrictions. It is hoped that the remaining restrictions will be dispensed with before long, as a satisfactory trade equilibrium with the United States is reached.

The dollar-saving program also has a constructive side, which is of greater long-run importance. We have directed scarce materials to industries whose development will save dollars and to other export industries which will earn dollars. There has been a tremendous expansion of plant and equipment in basic industries, which give us augmented and better articulated industrial capacity. Our most serious shortage on the materials side is still in primary steel, even though this industry was expanded by 60 per cent during the war. Along with the growth of trade to the point where Canada is now the third largest exporter in the world has gone an increase in the amount of our processing and manufacturing of Canadian raw materials.

The Canadian International Trade Fair has been sponsored by the Canadian Government as a contribution towards the restoration of multilateral world trade. Products of some 1,450 manufacturers from 28 different countries were on display last year. A large number of the products came from foreign countries. The Trade Fair will be held again in Toronto next summer, from May 30 to June 10, and every effort is being made to attract an even greater number of buyers, especially from the dollar countries.

We in Canada have achieved a level of material well-being, which may well be regarded with envy by a large part of the outside world. At the present time, the demand for our products remains strong, at home and abroad. Our great primary industries, the farms, the forests and the mines, remain as the solid core of our national economy. We are fortunate that added impetus has been given in recent years to the development of numerous industries, founded on the abundance and availability of our own Canadian raw materials. At the beginning of 1949 we look forward from strong ground towards difficult problems which we are well equipped to face.

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### Production of German Volkswagen

Frankfurt, September 17, 1948.—(FTS)—Although the Volkswagen Werke Wolfsburg plant, at Brunswick, in Lower Saxony, was closed for annual holidays in the second half of August, production in the first two weeks was 1,100, compared with 1,800 in the whole of July.

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### Bizonia Produces Textile Machines

Frankfurt, September 17, 1948.—(FTS)—The first fully-fashioned stocking machines to be made in Bizonal Germany have been produced at the Boeringer firm, of Goeppingen in Wuerttemberg-Baden. Previously, these machines were manufactured only in Saxony, in the Soviet Zone.

# Shortage of Domestic Currency Hampers Business in Ecuador

*Important measures enacted to remedy situation—Monetary Board appointed to decide on financial and economic policy of government — Foreign trade figures lower — Prices of domestic products favourable—Cost of living at record high level.*

**By C. J. Van Tighem, Commercial Secretary for Canada in Lima**

LIMA.—Business conditions in Ecuador during the first four months of 1948 were hampered by a shortage of local currency, resulting primarily from the application of the Emergency International Exchange Law, which was passed in June, 1947. Under this law, a surcharge of 5 sucres was levied on sales of foreign exchange to pay for imported products in categories B and C of the import priority lists. The proceeds of this tax were used in great part by the government to pay off its debt to the Central Bank and consequently ceased to circulate. Although this shortage of local currency prevailed throughout the period, the situation improved steadily from month to month. Changes in total available funds, consisting of specie and bills and deposits, were as follows during the four-month period:

**Local Currency in Circulation**

| | Sucres |
|---|---|
| December 31, 1947 | 610,975,000 |
| January 31, 1948 | 588,728,000 |
| February 29, 1948 | 597,291,627 |
| March 31, 1948 | 595,220,803 |
| April 30, 1948 | 601,567,289 |

It will be noted that, although the total available supply of currency at April 30 was considerably less than at the end of 1947, nevertheless this figure represented an increase over the amounts recorded for preceding months.

The fact that a shortage of local currency was affecting business adversely was recognized by the Ecuadorean financial authorities, and steps were taken to correct this situation. One of the first measures taken was the reduction of the legal reserve which private banks were required to keep from 35 to 30 per cent. This measure was intended to increase the extent to which the private banks could extend credit. In actual practice, however, the effect of this measure was not as great as was expected, since some of the banks had already granted credit in excess of the legal limits, and this change in the legal requirements served only to bring them within the legal limits once again.

Of greater effect was Supreme Decree No. 181, of February 7, by which only 50 per cent of the 5-sucres surtax on List B products was made payable at the time the import licence was granted. The remaining 50 per cent, or 2·50 sucres, was not payable until the importer sent his remittance abroad. This resulted in an easing of the local currency situation, since importers were not required to tie up the whole surtax from the time they obtained their import licences, as had been the case previously.

An important piece of legislation, passed on March 12, is the Ley de Regimen Monetario (Monetary System Law), which outlines the procedure under which proper monetary measures may be taken to counteract either inflationary or deflationary tendencies. At the time that the Emergency International Exchange Law was drawn up, it was realized that it would have a very deflationary effect on the Ecuadorean economy and that counterbalancing measures would have to be taken at a later date. Consequently, supplementary legislation, in the form of the Ley de Regimen Monetario, was drafted by the financial experts from the International Monetary Fund and the Board of Governors of the Federal Reserve Bank of the United States, who had been called in by the Ecuadorean government to give their expert advice. This law should have been passed by the Ecuadorean Government in 1947 but, on account of the political upheavals which took place in August and September, this was not possible.

The Ley de Regimen Monetario (Monetary System Law) provides for a Monetary Board to decide upon the financial and economic policy to be followed by the Ecuadorean Government. This Board is composed of nine members and includes representatives of Congress; the Ministry of Economy; the National Economic Council; the National Welfare Institute; the Agricultural, Commercial and Industrial Chambers of Commerce of the coastal region; the Agricultural, Commercial and Industrial Chambers of Commerce of the mountain zone; the private banks of the coast; the private banks of the mountain zone; and a representative to be elected by the foregoing members.

#### Control Measures to be Adopted

The measures which may be adopted by the Monetary Board are those which are customarily used by Central Monetary authorities and include the following:

1. Regulation of the Central Bank's rediscount policy.
2. Regulation of the reserves which must be maintained by the private banks.
3. Control of the rates of interest which banks may charge.
4. Control of the extent and character of private banks' portfolios.
5. Control over the issue of bonds and shares.
6. Control over the percentage of liquid assets against deposits which must be maintained by the private banks in the form of sight deposits with the Central Bank.
7. Control over the issue of bonds and shares, credit operations and investments of the industrial banks.

In order to assist the Monetary Board in deciding when these various measures of control should be used, the law specifies a number of indicators to be regarded as warnings that some action is required. These indicators are ratios based on the reserves of foreign exchange and the available funds and are five in number. As the inaugural session of the Monetary Board was not held until May 10, none of the measures outlined above was put into effect during the first four months of 1948.

Ecuador's trade during the first four months of 1948 was considerably less than in the same period of 1947. Exports amounted to 51,882 metric tons as compared with 81,633 metric tons in 1947. Imports declined from 40,030 metric tons to 35,875 metric tons.

Details of exports during this period have been released by the Central Bank of Ecuador, which has reported the purchases of exchange resulting from exports. For the four-month period of 1948, these totalled U.S.$11,573,508 as compared with U.S.$9,290,902 during the first four months of 1947. Of the U.S.$11,573,508, 89 per cent came from exports of four products: cacao, rice, coffee, and toquilla straw hats. Values of exports in the 1948 period, showing the relative importance of each product, are as follows:

**Exports from Ecuador**
(January-April, 1948)

| | U.S. dollars | Per cent of total |
|---|---|---|
| Cacao | 4,578,058 | 39.5 |
| Rice | 3,213,391 | 27.8 |
| Coffee | 1,335,966 | 11.5 |
| Toquilla straw hats | 1,147,939 | 9.9 |
| Tagua | 281,313 | 2.4 |
| Bananas and other fruits | 266,549 | 2.3 |
| Castor oil berries | 134,429 | 1.1 |
| Leathers, soles and hides | 87,660 | 0.8 |
| Pharmaceutical specialties | 81,766 | 0.7 |
| Vegetable wool | 78,502 | 0.68 |
| Balsa wood | 62,255 | 0.55 |
| Other woods | 47,153 | 0.42 |
| Coconuts | 30,473 | 0.28 |
| Cascarilla bark | 5,516 | 0.05 |
| Mocora straw | 649 | 0.01 |
| Other manufactured articles | 144,249 | 1.3 |
| Other products | 77,640 | 0.7 |
| Total | 11,573,508 | 99.99 |

It will be noted that cacao, which during the corresponding period of 1947 was the most important export product, continued in that position. However, the value of exports was somewhat lower, U.S.$4,578,058, as compared with U.S.$4,704,839 in 1947. Entries of cacao into Guayaquil were correspondingly lower also, amounting to 127,486 quintals as compared with 144,838 quintals in the first four months of 1947.

Exports of rice occupied second position, with a marked increase in the quantities shipped. During the first four months of this year, 624,700 quintals moved out of the mills as compared with 310,300 quintals during the same period of 1947. Holdings of rice in the mills still remained high, totalling 232,300 quintals at April 30, 1948, as compared with 56,100 quintals at the same date in 1947.

Prices of the principal products continued to be favourable and, with more control of importations in effect than during the same period of 1947, a more balanced position resulted. As a result of favourable prices, exchange from exports was U.S.$2,282,606 greater and, added to exchange from other sources, resulted in a total of U.S.$13,671,180 as compared with U.S.$12,744,543 at the end of April, 1947. Not only was the supply of foreign exchange larger but expenditure, due to greater control, was considerably less. As a result, at April 30, 1948, there was a deficit of U.S.$2,-250,128 on foreign exchange transactions as compared with U.S.$8,301,246 at April 30, 1947. The manner in which expenditures of foreign exchange were reduced is indicated by the following comparative figures for the first four months of 1947 and 1948:

**Expenditure of Foreign Exchange**

| | 1947 | 1948 | Incr. (+) or Decr. (−) |
|---|---|---|---|
| | Figures in United States dollars | | |
| Importations of merchandise | 19,218,433 | 15,221,691 | − 3,996,742 |
| Foreign companies (interest, dividends, insurance, moving pictures, etc.) | 437,651 | 55,756 | − 381,895 |
| Exportations of products (freight, insurance, commission) | 364,687 | 523,491 | + 158,804 |
| Absenteeism and travelling | 731,891 | 96,016 | − 635,875 |
| Other purposes (diplomats, students, interests, etc.) | 283,129 | 24,354 | − 258,775 |
| Total | 21,035,791 | 15,921,308 | − 5,114,483 |

As shown in the foregoing table, there was a reduction not only in exchange used to pay for imports but also in remittances by foreign companies, absenteeism and travelling and in expenditures for the Ecuadorean diplomatic and consular service, students abroad, etc. The only increase was on account of exports.

In view of this deficit on foreign exchange transactions, the foreign exchange reserves were reduced to U.S.$23,153,000 at April 30, 1948, from U.S.$25,439,000 at December 31, 1947. Due to the seasonal nature of the principal export crops, a decrease in the foreign exchange holdings is customary during the first part of the year. Although reduced, the reserves of foreign exchange continued to be adequate, and exchange was readily available for foreign remittances.

During the month of April a new national airline, Trasandina, began operations with one plane, purchased from Andesa, which lost its operating licence. The new company provides services between Guayaquil and Quito.

### Cost of Living Higher

The cost of living continued to rise, reaching the highest point in the history of Ecuador. The index of articles of prime necessity in Quito, which is based on purchases of rice, sugar, meat, coffee, coal, wheat flour, barley flour, bean flour, corn flour, eggs, milk, corn, lard and potatoes by the Special Welfare Board in that city, shows the following changes: January, 381·23; February, 379·17; March, 379·06; April, 413·82. (The base period is the first six months of 1939 equals 100.)

Details of the public debt are not available for the period under review, but figures for February 29, 1948, show that the internal debt had been reduced from 106,956,000 sucres at December 30, 1947, to 100,174,000 sucres. No payments were made on the external debt, which at March 31 totalled U.S.$38,322,000.

### Import Licensing Regulations Modified

Several changes were made in the lists of products for which import licences would be granted, 33 new items being added to List C. The three categories, A, B, and C, were still maintained, and the only important change in this connection was the Supreme Decree of February 7, eliminating the payment of one-half of the 5-sucres surtax on List B goods until the foreign remittance was made. As throughout 1947, import licences for the products authorized were granted freely, and the foreign exchange for remittances was issued without delays of more than eight to ten days.

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### New Cement Plant for Southern Rhodesia

A £600,000 plant, capable of producing 100,000 tons of cement a year, will commence production in Southern Rhodesia in December. It is expected to achieve maximum production about April or May, 1949. *(Barclays' Bank Review)*

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### Glass Factory in Trinidad Nears Completion

Port of Spain, November 15, 1948.—(FTS)—A glass factory in Trinidad, the first of its kind in the West Indies, will likely be completed early next year. Experimental melting will first take place, and the factory is expected to reach full-scale production by March or April. The glass plant will provide the bulk of containers necessary for local use, bottles of all kinds, jars, cosmetic containers and prescription bottles.

# Industrial Output of Bizonal Area At New High Level in October

***Total output reached 73 per cent of 1936 figure—Postwar records set in thirteen of sixteen industrial groups—Major problem of industrialists is increasing burden on power services—Blockade also has adverse effect on production.***

FRANKFURT, November 27, 1948.—Bizonia's industrial production during October reached 73 per cent of the 1936 level, a gain of 3 index points, or 4 per cent over the previous postwar record of 70 per cent established in September, Bipartite Commerce and Industry Group announced recently. Postwar records were set in thirteen of the sixteen industrial groups for which figures are available. Sawmill and woodworking output led during October with 10 per cent increases, followed closely by production of motor vehicles and iron and steel with 8 per cent and machinery and optical goods with 7 per cent increases.

Commerce and Industry Group termed the 5 per cent rise in coal production, which reached 86 per cent of the 1936 level during October and for the first month since the war attained a daily average of more than 300,000 metric tons, the major development for the month. The main reason for this upswing was "the drop in absenteeism from 15·5 per cent in September to 12·7 per cent in October, which is attributed in large part to the miners' desire to earn money for Christmas". Meanwhile, coal production has continued high in November, a new daily production record of 325,450 tons being established on November 22.

#### Production of Clothing and Textiles and of Chemicals Reduced

Two groups showed reductions from previous postwar records: chemical production, and textiles and clothing. The former dropped 3 per cent from a 70 per cent high during September, while the latter group fell off by 2 per cent to 62 per cent of the 1936 level. Electric power shortages in Bavaria and North-Rhine Westphalia were the main causes for the drop in chemical output. A third group failing to advance during October was petroleum and coal products, which remained at 67 per cent of the prewar level. Meanwhile, three other groups continued to remain above the 1936 figures. These were mining (excluding coal), electricity and gas, and electrical equipment.

It was explained that total October production represented an approximate 40 per cent rise since the June monetary reform. The rising trend is levelling off, however, and it was predicted for November that daily average production in most fields will remain substantially the same as for October. However, the total index figure for November is likely to decline, it is pointed out, since there are only 23 working days in that month as compared with 26 in October.

Concerning other aspects of Bizonal industry, it is considered that "Business recovery has advanced to the point where Bizonal observers are already discussing signs of normal conditions. However, such signs are appearing in an economy still unbalanced and subnormal and in which, paradoxically, the recent increases in industrial output have brought about new shortages and unbalances while overcoming previous ones existing in 1946 and 1947".

The major problem facing Bizonal industrialists is the increasing burden on the already overtaxed electric power-generating facilities. Power shortages affected the chemical and machinery industries most seriously, although



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all fields were affected to some extent. Although Bizonia has benefited from some migration of technical and managerial talent from the east, which began before the Soviet embargo, it has not yet absorbed the main influx of eastern expellees into its economic structure. Other problems not yet fully solved are those arising from the blockade, which cut off customary exchange of industrial goods and technical information with the Soviet zone. However, Bizonal manufacturers are to an increasing extent beginning to turn out products formerly made exclusively in the present Soviet zone. Other Bizonal industrialists have expanded their facilities to make up partially for the blockade of deliveries from eastern areas.

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# Sales of Swedish Woodpulp to United States Reduced as Buyers Object to High Price

***Although the lots sold without difficulty in other markets, the loss of dollar exchange has effect on imports—Exports of iron ore increased—Ocean freight carriers affected by shortages of cargo.***

**By D. B. Mundy, Assistant Commercial Secretary for Canada**

(Editor's Note—This is the last of two articles on economic and commercial conditions in Sweden, prepared for *Foreign Trade.* The first appeared in the December 25th issue. One krona equals approximately 28 cents Canadian.)

STOCKHOLM, August 31, 1948.—High prices are reported to have resulted in certain cancellations of orders for Swedish woodpulp in the United States. Although the lots have been sold without difficulty in other markets, the loss of exchange has attracted much attention in view of the continuing dollar shortage which resulted in further drastic cuts in imports from the United States. The industry attributes the improper accommodation of prices to the Swedish currency policy pursued in 1946.

Negotiations were carried on in May and June between the pulpmakers in Sweden and buyers in the United States and Great Britain regarding the fixing of prices. The agreement with the British Paper Control covers the second half of the year and involves slight increases in prices for bleached and unbleached sulphite pulp, while the price of kraft pulp remains unchanged. For mechanical pulp, a small reduction of price was made, which reflected an improved water-power situation, allowing the mills to operate on a more normal ratio.

As regards sales to the American market, agreement was reported to have been reached in most cases to maintain the same prices as before. There have been, however, certain cancellations because the buyers would not pay the prices asked.

**Price Equalization Charges Introduced on Pulp Exports**

The Swedish Government resolved on June 11 to introduce price equalization charges on pulp exports amounting to 50 kronor a ton for chemical pulp and 20 kronor a ton for mechanical pulp dry weight. These charges will not be payable on pulp exported by firms that have agreed to set aside similar amounts for Business Cycle Equalization Funds and Foundations for forestry and social purposes. The government has also resolved to resort to the Public Control of Production Act in order to ensure the delivery of certain quantities of pulp from firms which have not agreed to supply pulp at reduced prices to Swedish paper mills.

Pulp shipments to Argentina have practically ceased as a consequence of the import difficulties facing that country. The Swedish cellulose industry hopes that an agreement will be negotiated between the two countries, resulting in the reopening of shipments.

The Government Trade Commission this year released for export a total of 510,000 standards of sawn and planed wood, most of which is shipped in fulfillment of the terms of bilateral trade agreements reached with European countries. By the end of the first half of the year about 60 per cent, or some 300,000 standards, had been sold. This included practically the whole British quota of 162,000 standards, as well as about 60,000 standards of the Dutch and 25,000 standards of the Belgian quotas. In addition, some 30,000 standards of the balance of quotas from 1947 had been sold in the period January to April. German Bizonia has recently come into the market.

Considerable doubt is felt as to whether the total quantity remaining in this year's quota can be made available for export. The chief reason for this is the poor results of last winter's lumbering operations, which yielded the export mills the equivalent in logs of 150,000 standards of lumber less than the previous year. Another factor is, that owing to the exceptional drought, the floating conditions were so bad in 1947 that logs corresponding to 100,000 standards had to be left in the floating channels. A large proportion of these logs, when floated down to the sawmills this year, may have suffered so much damage that they cannot profitably be sawn and must go to the pulp mills. In addition, it pays the combined forest industries much better to direct the roundwood to the cellulose mills than to the sawmills. For this reason it is to be expected that, at the present prices for sawn lumber, sawing will be restricted as much as possible. It therefore does not seem probable that the supply of Swedish sawn wood will even cover the limited demand otherwise allowed by the current paying capacity of the importing countries.

#### Exports of Iron Ore Increased

According to the report issued by the Swedish Ironworks Association for the first seven months of 1948, the export of iron ore amounted to 6,283,000 tons against 4,197,000 tons for the same period in 1947. The export of iron and steel is still low and is at about the same level as last year, approximately 70,000 tons. Production of pig iron has increased from 415,600 tons to 426,100 tons. Production of coke pig iron shows some increase, while production of charcoal pig iron has decreased. The production of both ordinary and best quality bloom castings has increased from 288,200 tons to 290,400 tons, and ordinary bloom castings from 391,200 tons to 407,800 tons. Production of rolled and wrought iron and steel, ready for commercial use increased from 471,100 to 478,600 tons.

#### Shortage of Cargo Affects Ocean Freight Carriers

There were signs of a serious position developing for ocean freight carriers, due to the shortage of cargo. Ships in the South American trade are reported to be hardest hit. The chief reason for this development is that import restrictions, due to currency difficulties, in Argentina, Brazil and other Latin American countries are now being felt. It is expected that the 50 per cent provision for carriage of ERP cargoes in American bottoms will accentuate present difficulties.

At the end of June, 1948, the Swedish Merchant Navy consisted of 2,151 vessels of 1,966,943 gross tons. Of these ships, 687 of 631,320 gross tons were steamers, 714, of 1,259,998 tons, motorships, and 750, of 75,625 tons, auxiliaries. Three motorships, of 2,546 tons, were built for Swedish owners by Swedish yards, while three steamers, of 5,901 tons, and one motorship, of 6,304 tons, were bought from abroad.

The general experience of Swedish shipping during the last year has been that, in spite of a satisfactory demand for cargo space, profits have declined through rising costs and delays in port.

Since July 1, the Scandinavia Air Combine-Scandinavian Airlines System (SAS) has been extended to include European traffic as well as trans-ocean traffic to North and South America. The combine now operates a total network of 93,000 miles, connecting Scandinavia with some 70 towns on four continents. Nine trips a week are flown to New York, mainly with new DC-6's, while the route to Rio and Buenos Aires is operated twice a week. SAS last year ranked the leading European Air Company as to total of passengers flown from Europe to North America.

### Lack of Power Is Cause for Concern

Despite ample rainfall this summer, the power situation in Sweden is still cause for considerable concern. Water levels in some of the lakes are reported to be six feet lower than last year. The recovery from last year's drought will be a long process and the excess moisture of this year is merely going to fill up the ground levels. The authorities have announced some restriction as from September 1 in the use of electricity for domestic heating, illuminated advertising and the like. It also seems likely that industry will have to reckon with certain restrictions in the use of power this winter. The power deficiency will not, however, be as large as the exceptionally dry year of 1947-48.

Judged by North American standards, Sweden continues to be relatively free from labour troubles. Agreements between industry and labour normally run for a year. Recent experience shows that after a considerable amount of skirmishing, agreement is usually reached.

The Swedish Trade Unions Federation declares that this year's wage agreements resulted in an average rise of wages for all workers by six per cent, the gap between men and women having been still lessened. For comparison, it may be stated that the aggregate rise of wages in 1947 was estimated at about 15 per cent. Under the one-year agreement for industrial workers, the increase is slightly over three per cent for men and almost five per cent for women. The increase for employees in commerce under their two-year agreement was larger, that is, 17 per cent for men and 21 per cent for women. In agriculture the increase was similar: 17 per cent for men and 23 per cent for women.

### Government and Labour Enter Into Agreement

An agreement has been entered into between government and labour with a view to placing a voluntary ceiling on prices and wages. In line with this, civil servants have agreed to tie the variable increment on their wages at 12 per cent for the remainder of the year.

The scarcity of manpower in industry has been accentuated this summer by the usual seasonal occupations. It was particularly the unskilled industrial workers who sought outdoor work during the summer months. According to a survey completed in May, there was a total labour shortage of 90,000 persons. This situation has been occasioned by the high level of consumption demand and the high level of industrial investments for the purpose of expanding plant capacity. Mitigating factors are the limiting of imports, with the consequent shrinkage of employment in the import industries and the reduction of investments by means of building restrictions. The latter factor is expected to become increasingly effective by the autumn.

# South Africa Produces Sufficient Turkish Tobacco to Meet Needs

*Imports of Virginia tobacco required to satisfy demands—Crop in excess of 50 million pounds estimated for 1948-49 season, as compared with 39,714,000 lbs. and 29,656,000 lbs. for the two previous seasons—Flue-cured is in greatest demand as consumption of Turkish declined.*

**By F. T. Cook, Assistant Commercial Secretary for Canada**

JOHANNESBURG, September 15, 1948.—South Africa produces both Virginia and Turkish tobacco. There is sufficient Turkish tobacco produced in this country to meet the domestic demand, but the supply of Virginia tobacco, particularly the light type, has not always been sufficient to meet local needs, and has been supplemented by duty-free imports from Southern and Northern Rhodesia.

Tobacco production for the year ended March 31, 1948, was 39,714,000 pounds, as compared with 29,656,000 pounds in the previous year. These figures do not include the small quantities produced in the Transkei territories or elsewhere by natives for their own consumption. Production during the past year has been increased by approximately ten million pounds. Although this is only an estimate, the Tobacco Industry Contról Board has every reason to believe that a crop in excess of 50,000,000 pounds will be reaped during the 1948-49 season.

As consumption during the past two years had been approximately 36,300,000 pounds, it is quite possible a surplus in tobacco production can be expected in the near future. There is a tendency in this country to produce more and more tobacco, especially in the Low Veld and Middle Veld of the Transvaal. As more and more irrigation schemes are developed, the settlers find it profitable to produce tobacco.

**South African Tobacco Production**

| Year | Turkish lbs. | Flue-cured lbs. | Air-cured light and dark lbs. | Total lbs. |
|---|---|---|---|---|
| 1939-40 | 835,549 | 5,476,285 | 17,627,177 | 23,939,011 |
| 1940-41 | 328,654 | 10,203,237 | 25,538,973 | 36,070,864 |
| 1941-42 | 485,192 | 7,791,133 | 14,172,145 | 22,448,470 |
| 1942-43 | 596.230 | 12,883,812 | 14,409,861 | 27,889,903 |
| 1943-44 | 406,193 | 10,659,997 | 21,136,900 | 32,203,092 |
| 1944-45 | 532,823 | 8,692,270 | 15,357,669 | 24,582,762 |
| 1945-46 | 786,089 | 13,773,760 | 18,034,491 | 32,594,540 |
| 1946-47 | 547,155 | 12,982,306 | 16,127,210 | 29,656,671 |
| 1947-48 | 911,853 | 19,722,966 | 19,079,674 | 39,714,493 |
| 1948-49 | *900,000 | 24,578,000 | 25,043,000 | 50,521,000 |

* Crop estimate.

**Flue-cured in Greatest Demand**

Since 1939, the consumption of tobacco in the Union of South Africa has increased progressively, although the local demand for Turkish tobacco has declined. Consumption figures indicate that flue-cured tobacco is in greatest demand. Flue-cured tobacco represents 29·7 per cent of the total Virginia type used in 1939 and 57 per cent in 1947. The consumption of tobacco in the Union has thus changed gradually from rolled tobacco to pipe and from pipe tobacco to cigarette tobacco. The total quantity of tobacco used annually in manufacture, including that sold as snuff leaf to natives, increased from 25,780,000 pounds in 1939 to 35,921,000 pounds in 1947. The total stocks of leaf tobacco held in the Union have, however, increased slightly from 31,971,000 pounds at the end of 1939 to 34,610,000 pounds at the end of 1947. The average stock duration of all classes of tobacco has, on the other hand, dropped from 14·8 months in 1939 to 11·5 months in 1947.

**Tobacco Consumption in South Africa**

| Calendar year | Cigarettes and pipe 1,000 lbs. | Snuff 1,000 lbs. | Roll 1,000 lbs. | Cigars 1,000 lbs. |
|---|---|---|---|---|
| 1943 | 28,806 | 2,241 | 1,258 | 160 |
| 1944 | 28,483 | 2,635 | 1,298 | 223 |
| 1945 | 31,442 | 2,745 | 1,365 | 203 |
| 1946 | 32,932 | 2,257 | 1,423 | 109 |
| 1947 | 32,748 | 1,893 | 1,221 | 59 |
| 1943-47, average percentage | 89% | 6.8% | 3.8% | .4% |

Figures for cut tobacco do not show quantities used for cigarette and pipe tobacco, but it is estimated that cigarettes represent approximately 52 per cent and pipe 37 per cent of the Union's total consumption.

Leaf tobacco, other than quota tobacco from Northern and Southern Rhodesia imported into the Union, is subject to an import duty of 3s. 6d. (70 cents) per pound approximately, except in the case of leaf tobacco imported from Southern Rhodesia, on which a preferential rebate of 20 per cent is applicable. Imports from Swaziland and Basutoland are free of duty. All imported leaf tobacco is required by law to be accompanied by an official certificate from the Department of Agriculture or other official institution in the country of origin stating that the tobacco has been inspected and is free from infestation by *ephestia elutella*.

The countries from which leaf tobacco is generally imported are the United States, Northern and Southern Rhodesia and Swaziland. Occasionally, small quantities of cigar wrapper are imported from Sumatra, Cuba and the Belgian Congo. A total quantity of 6,463,456 pounds of tobacco was imported from the following countries during the calendar year 1947:

**South African Tobacco Imports in 1947**

| Country of origin | Turkish lbs. | Flue-cured lbs. | Air-cured Light lbs. | Air-cured Dark lbs. |
|---|---|---|---|---|
| Southern Rhodesia | .... | 4,882,502 | ...... | ...... |
| Northern Rhodesia | .... | 393,236 | ...... | ...... |
| United States | .... | 821,324 | ...... | 488 |
| Swaziland | .... | ...... | 31,156 | 313,287 |
| Nyasaland | .... | 20,452 | ...... | ...... |
| Belgian Congo | .... | ...... | ...... | 276 |
| Syria | 735 | ...... | ...... | ...... |
| Total | 735 | 6,117,514 | 31,156 | 314,051 |

The export of tobacco from the Union of South Africa is through agents of co-operative societies, appointed by the Tobacco Industry Control Board. All exports of leaf are done voluntarily, mainly with a view to maintaining overseas trade connections and developing possible new markets for exports in the event of a surplus production of tobacco.

### Tobacco Industry Control Board Established

The Tobacco Industry Control Board of the Union of South Africa was set up in April, 1939, under the Marketing Act of 1937. The Board is made up of thirteen members, of whom eight represent the co-operative

**South Africa—Virginia tobacco almost ready for picking. While sufficient quantities of Turkish tobacco are grown, South Africa must import supplies of the light type Virginia tobacco from Southern and Northern Rhodesia to augment local production.**

producers, one represents non-co-operative producers (appointed by the South African Agricultural Union) and two represent the tobacco manufacturers. The last-mentioned are nominated by the South African Federated Chamber of Industries and must be considered suitable by the Minister of Agriculture to represent respectively the large- and small-scale manufacturers of tobacco—large-scale manufacturers being those processing at least one million pounds of tobacco annually. The Minister of Agriculture also nominates a representative of the distributive trade, who must, however, not have any direct or indirect interest in the tobacco industry. He also appoints an official of the Department of Agriculture. In summary the Board is made up of nine producer members and four others, including one government representative.

Control by the Tobacco Board is exercised only over raw leaf tobacco which is cured and graded. No producer of tobacco may sell his product or deliver to anyone other than recognized agents of the Board, who are all co-operative organizations. Buyers of tobacco, mainly manufacturers, can procure their requirements of Union-grown tobacco through appointed agents of the Board at a fixed minimum price according to class and grade.

With the approval of the Minister of Agriculture, the Board prescribes the grades and fixes the prices to the producer and the manufacturer. The Board also regulates imports and exports by permit. No control is exercised at present over retail prices for tobacco products.

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## Electrification of Rural Areas Expected to Raise Agricultural Output of Eire

***Six new generating plants under construction—Establishment of factories in rural centres also anticipated, halting movement of population to cities.***

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

(Editor's Note—This is the fifth in a series of articles on economic and commercial conditions in Eire, prepared for *Foreign Trade*. The others appeared in the November 27th, December 4th, December 11th and December 25th issues.)

DUBLIN, September 2, 1948.—Plans for the electrification of rural areas in Eire are proceeding. The Electricity Supply Board, which has a virtual monopoly of the generation and distribution of electricity, has six new generating plants under construction. In the first three months of 1948, the Board erected 320 miles of line. Of the new generating plants, two are on the River Erne, which flows through both Northern Ireland and Eire, so that its hydro-electric development has necessitated co-operation between the two Irish governments. Another hydro plant is being constructed on the River Liffey, about 10 miles from Dublin, and an oil-fired station is being set up at the North Wall, Dublin. Two peat-burning plants, a novel development, are being constructed in Ireland's central plain.

The provision of electricity on the farms is considered an important step in increasing agricultural output. It is also expected to make possible the establishment of factories in rural centres, and thus halt the movement of population to urban areas. Many rural communities have not yet been supplied with electricity and, if supplies of necessary materials are available, the Electricity Supply Board could expand its production very considerably before satisfying the existing demand, which is being augmented by the housing drive and the building of many new hospitals under a new public health schedule. There is a consequent demand for electrical appliances and domestic equipment of all kinds, which would create a ready market for Canadian goods, if the foreign exchange was available.

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**Decreased Wheat Production Forecast by India**

The first wheat forecast for the Indian Union, including Hyderabad State, for 1947-48, released by the Directorate of Economics and Statistics, Ministry of Agriculture, places the area sown at 21,317,000 acres as compared with 24,085,000 acres in 1946-47. This is a decrease of 11·5 per cent.

# Uruguay Buys More Goods From Canada Than In Prewar Years

***Purchases in first six months of this year nearly $1,000,000 more than combined total for years 1937, 1938 and 1939—Future business depends on dollar exchange position—Canadian imports from Uruguay not large—Livestock raising is main factor in economy.***

**By R. E. Gravel, Assistant Commercial Secretary for Canada in Buenos Aires**

(Editor's Note—This is the first of two articles on Uruguay as a market, prepared for *Foreign Trade.*)

BUENOS AIRES, September 21, 1948.—Uruguay, though not a very large market for Canadian goods, has been steadily increasing its purchases, exports from Canada to Uruguay during the first six months of the present year amounting to practically one million dollars more than the combined exports of the prewar years 1937, 1938 and 1939. Future business depends on the dollar exchange position. Canadian direct imports of Uruguayan produce, on the other hand, are not increasing at the same ratio and during the first six months of 1948 amounted to only one-eighth of the total value of exports to that country; indirect imports are not easily identified.

With an area slightly larger than that of New Brunswick and Newfoundland combined, Uruguay has a population of 2,200,000 inhabitants. It is the smallest republic in South America, but also the most densely populated. The population is almost entirely white, healthy and practically devoid of paupers. The general topography of the country is undulating, with little woodland. There are practically no mountains and the landscape is furrowed with numerous streams. As the economy rests primarily on livestock raising, about three-fourths of the total area is devoted to grazing and only about six per cent to farming. Agricultural products, with linseed the chief item, account for only a small percentage of the total value of exports. Although the economy of Uruguay is basically pastoral, the republic shows a useful amount of industrialization. Manufacturing has been fostered by a high protective tariff and industries now provide many staple requirements as well as articles of general consumption, which can be conveniently manufactured locally. The definite aim has been to achieve a well-balanced economy.

### Many Industries Use Domestic Materials

Uruguay is not self-sufficient in raw materials, but many industries, including some of the largest, use domestic materials almost exclusively. Among them are the meat refrigerating and packing plants, the flour milling, wine making, tanning and spinning industries, as well as those engaged in the making of woollen yarn, cement and building materials. On the other hand, the following depend on imports: tobacco, metal products, clothing, wood products, paper, printing, rubber and essential chemicals. The country does not produce cotton, rayon or hard fibres, and woods and metals are seriously deficient. Practically all the large plants are in or near the capital, Montevideo, where the bulk of the population is concentrated. There are exceptions, notably the meat-packing plants at Fray Bentos and Paysandú and the paper factories at Mercedes, Puerto Sauce and Canelones.

There is no noteworthy mining industry in Uruguay except for the quarrying of talc, marble, building stone and semi-precious stones, which are exported. Resources in fuel and power are relatively poor since neither coal nor petroleum is produced. Waterpower resources are not over-promising, for though the rivers are many, the fall in most of them is not great enough to generate current.

The government controls normally all imports of goods. The general principle behind the controls is that Uruguay must buy from those countries which are in a position to accept the products that can be offered from Uruguay, such as wool, meats, hides and flaxseed.

**Foreign Trade of Uruguay**

| Year | Exports | Imports | Balance |
|---|---|---|---|
| | (United States dollars) | | |
| 1945 | $122,010,000 | $ 93,695,000 | +$28,315,000 |
| 1946 | 152,765,000 | 147,419,000 | + 5,346,000 |
| 1947 | 162,502,000 | 215,225,000 | − 52,723,000 |
| 1948* | 112,485,000 | 88,442,000 | + 24,043,000 |

During the war, Uruguay encountered the difficulty of securing adequate supplies, and shortages accumulating during the war were acutely felt. As a result, the postwar years witnessed a great expansion in overseas trade. There was a general rush on foreign supplies and the government promptly instituted selective import control in order to limit the use of foreign exchange for the importation of goods considered absolutely essential to the economy of the country.

A favourable trade balance was maintained in the years 1945 and 1946, but in 1947 the diminishing margin became completely submerged when imports exceeded exports by U.S.$52,723,000. All goods were made subject to the prior study system in July, 1947, as a result of this deficit. With dwindling reserves of foreign currency and the most pressing needs arising from war shortages at least partially satisfied, the Uruguayan authorities have been forced by circumstances to adopt this restrictive attitude towards imports. The first six months of the present year show a favourable trade balance of U.S.$24,043,000, and it is logical to assume that the present attitude of the government will continue until conditions further improve.

According to official Uruguayan statistics the United States occupies first place among the suppliers and customers of Uruguay, being followed by Great Britain, Brazil and Argentina. In 1947, Canada ranked ninth as supplier and fortieth as an importer of Uruguayan goods.

**Canadian Exports of Produce to Uruguay**

| | 1945 | 1946 | 1947 | 1948* |
|---|---|---|---|---|
| | (Canadian dollars) | | | |
| Agricultural products | $ 260,379 | $ 646,851 | $ 656,105 | $ 23,294 |
| Animal products | 10,759 | 52,655 | 35,735 | 32,921 |
| Fibres and textiles | 15,940 | 117,828 | 69,658 | 48,041 |
| Paper, wood and products | 849,063 | 935,329 | 1,284,553 | 581,307 |
| Iron and its products | 373,517 | 280,021 | 706,664 | 655,513 |
| Non-ferrous metals | 215,384 | 347,338 | 365,080 | 213,107 |
| Non-metallic minerals | 35,904 | 46,776 | 72,948 | 54,849 |
| Chemical products | 63,944 | 53,659 | 53,915 | 54,956 |
| Miscellaneous | 32,415 | 190,117 | 125,909 | 71,437 |
| Totals | $1,837,315 | $2,670,574 | $3,370,567 | $1,735,425 |

*First six months.

**Uruguay—Unloading Canadian potatoes, imports of which were valued at $470,663 last year. This represents 14 per cent of Canada's exports to Uruguay.**

Canadian imports from Uruguay are comparatively and figuratively small. However, it should be borne in mind that an unknown quantity of Uruguayan goods finds its way into Canada each year through intermediate markets such as New York.

**Canadian Imports of Produce from Uruguay**

| | 1945 | 1946 | 1947 | 1948* |
|---|---|---|---|---|
| | | (Canadian dollars) | | |
| Animal products | $ 45,178 | $166,691 | $148,999 | $213,521 |
| Fibres and textiles | 37,252 | 450,279 | 78,373 | 71,883 |
| Miscellaneous | 2,930 | 582 | 1,814 | ...... |
| Totals | $ 85,360 | $617,552 | $321,020 | $285,404 |

There are no imports of agricultural products into Canada from Uruguay. Canada, on the other hand, supplies Uruguay with several agricultural items, the most important being seed potatoes and occasionally table stock. In 1946 and 1947, seed and table potatoes alone represented 18 per cent and 14 per cent respectively of Canada's total exports to

**Canadian Exports of Agricultural Products to Uruguay**

| | 1945 | 1946 | 1947 | 1948* |
|---|---|---|---|---|
| | | (Canadian dollars) | | |
| Fresh apples | $ ...... | $ 16,000 | $ 6,000 | $ ...... |
| Potatoes and seed potatoes | 200,625 | 479,070 | 470,663 | ...... |
| Gin | 6,107 | 12,562 | 7,044 | 45 |
| Whisky | 37,953 | 57,519 | 107,203 | 9,375 |
| Crude rubber | 1,017 | 29,841 | ...... | 10,875 |
| Rubber belting | 2,187 | 10,317 | 4,099 | 2,112 |
| Rubber boots and shoes | ...... | 9,098 | 10,422 | 495 |
| Motor vehicle casings and tubes | 6,769 | 28,566 | 44,010 | 271 |
| Miscellaneous | 5,721 | 3,878 | 6,664 | 121 |
| Totals | $260,379 | $646,851 | $656,105 | $ 29,294 |

*First six months.

Uruguay. The next item of interest is whisky. As a result of the present restrictions, exports of whisky during the first six months of 1948 were only $9,375 compared with $107,203 in 1947.

After the livestock industry, the next in importance is farming. Uruguay sows wheat, linseed and maize and cultivates the vine and about six million fruit trees. Generally speaking, nearly all temperate zone plants are grown. Citrus fruits are cultivated mostly in the more northern zones of the Republic. Alfalfa, sunflowers, peanuts, beans, potatoes, sweet potatoes, rice and sugar beets are also cultivated.

The processing of foodstuffs includes flour-mills and wine-making plants that are important to the national economy. A rubber manufacturing plant, controlled by local capital, but operating under the technical direction of an American company, produces such goods as automobile and truck tires, inner tubes, garden hose, raincoat material and rubber sheeting. Like other Latin American nations, Uruguay has some flourishing breweries and cigarette factories.

The breeding of cattle and sheep constitutes the principal source of wealth of Uruguay. Cattle, sheep and hogs are bred not only for local consumption, but for export as well. Uruguay's imports under this heading are comparatively negligible.

**Canadian Exports of Animal and Animal Products to Uruguay**

| | 1945 | 1946 | 1947 | 1948* |
|---|---|---|---|---|
| | | (Canadian dollars) | | |
| Cattle, pure bred | $ 2,215 | $ ...... | $ 29,469 | $ 26,395 |
| Potato, starch | ...... | ...... | 2,786 | ...... |
| Skins, undressed | 2,654 | 26,895 | 2,689 | 5,146 |
| Fur manufactures | ...... | 7,000 | ...... | ...... |
| Leather | ...... | 18,760 | ...... | ...... |
| Miscellaneous | 1,890 | ...... | 791 | 1,380 |
| Totals | $ 6,759 | $ 52,655 | $ 35,735 | $ 32,921 |

Shoemaking and leather-making are old and well-established industries in Uruguay and the country now satisfies most of its own requirements in this field. In the first war, some leather and leather goods were sent abroad and these exports were revived during the second world war. Skins of various fur-bearing animals are collected for market and nutria skins are exported in large numbers. Seals are taken on the coast and the skins are exported.

**Canadian Imports of Animal Products from Uruguay**

| | 1945 | 1946 | 1947 | 1948* |
|---|---|---|---|---|
| | | (Canadian dollars) | | |
| Fur skins, sheep lamb, undressed | $ 4,215 | $ 72,768 | $ 30,893 | $ 67,709 |
| Fur skin, marine, undressed | 3,284 | 5,556 | ...... | ...... |
| Other fur skins, undressed | ...... | 6,225 | ...... | ...... |
| Calf skins and kips, raw | 3,673 | ...... | 743 | ...... |
| Cattle hides, raw | ...... | ...... | ...... | 16,244 |
| Sheep skins, raw | 22,373 | 21,403 | 48,081 | 112,941 |
| Leather, dressed | ...... | 203 | 4,717 | 189 |
| Extracts of meat fluid, beef | ...... | 23,638 | 64,565 | 16,438 |
| Cheese | ...... | 27,054 | ...... | ...... |
| Stearic acid | 4,894 | ...... | ...... | ...... |
| Glue, animal, powdered or sheet | 6,174 | 9,092 | ...... | ...... |
| Miscellaneous | 565 | 752 | ...... | ...... |
| Totals | $ 45,178 | $166,691 | $148,999 | $213,521 |

*First six months.

**Increase in Indian Jute Production Expected**

According to the estimate of the Director of Jute Research (Agricultural), the acreage of additional land brought under jute cultivation in the Indian Union in 1948 would be 150,000 acres and would yield an additional quantity of not less than 400,000 bales of raw jute.

# Canadian Exports, by Areas

| Geographic Areas | November 1938 | November 1947 | November 1948 | January-November 1938 | January-November 1947 | January-November 1948 |
|---|---|---|---|---|---|---|
| | | | (Millions of Dollars) | | | |
| **British Countries** | | | | | | |
| United Kingdom and Europe | 36·3 | 71·6 | 57·2 | 318·4 | 702·7 | 648·0 |
| America | 2·4 | 14·3 | 9·4 | 20·3 | 124·0 | 103·7 |
| Africa | 1·2 | 8·4 | 11·0 | 16·9 | 80·4 | 86·6 |
| Asia | 0·7 | 6·6 | 8·4 | 7·6 | 65·9 | 51·6 |
| Oceania | 3·8 | 10·4 | 5·6 | 45·1 | 88·1 | 46·7 |
| Total British Countries | 44·3 | 111·2 | 91·5 | 408·3 | 1,061·2 | 936·7 |
| **Foreign Countries** | | | | | | |
| United States and Possessions | 28·6 | 93·3 | 166·2 | 247·5 | 934·3 | 1,362·1 |
| Latin America | 1·7 | 14·4 | 8·1 | 16·3 | 117·6 | 107·4 |
| Europe | 7·4 | 26·6 | 17·7 | 67·9 | 313·1 | 278·2 |
| Other Foreign | 3·9 | 7·6 | 10·4 | 28·6 | 82·6 | 74·6 |
| Total Foreign Countries | 41·7 | 141·9 | 202·4 | 360·4 | 1,447·6 | 1,822·3 |
| Total Domestic Exports | 86·0 | 253·1 | 293·9 | 768·7 | 2,508·7 | 2,759·0 |

## Canadian Exports, by Countries

| Country | November 1938 | November 1947 | November 1948 | January-November 1938 | January-November 1947 | January-November 1948 |
|---|---|---|---|---|---|---|
| | | | (Thousands of Dollars) | | | |
| **British Countries** | | | | | | |
| **Europe:** | | | | | | |
| United Kingdom | 35,750 | 69,254 | 56,670 | 314,154 | 678,657 | 638,400 |
| Eire | 529 | 1,065 | 476 | 3,862 | 17,190 | 6,980 |
| Gibraltar | ........ | 7 | ........ | 6 | 252 | 6 |
| Malta | 20 | 1,230 | 48 | 366 | 6,561 | 2,658 |
| Total Europe | 36,299 | 71,556 | 57,194 | 318,388 | 702,660 | 648,044 |
| **America:** | | | | | | |
| Newfoundland | 1,075 | 6,551 | 4,816 | 7,611 | 48,343 | 49,376 |
| Bermuda | 131 | 396 | 316 | 1,255 | 4,596 | 3,679 |
| Barbados | 87 | 777 | 520 | 959 | 8,234 | 5,238 |
| Jamaica | 395 | 2,412 | 517 | 4,039 | 17,011 | 11,474 |
| Trinidad and Tobago | 379 | 2,008 | 1,748 | 3,280 | 24,838 | 16,073 |
| Bahamas } Leeward and Windward Islands | 145 | 558 | 166 | 1,626 | 3,316 | 3,282 |
| Leeward and Windward Islands | | 585 | 506 | | 6,780 | 5,637 |
| British Honduras | 21 | 123 | 108 | 257 | 1,352 | 1,084 |
| British Guiana | 133 | 887 | 683 | 1,264 | 9,554 | 7,851 |
| Falkland Islands | ........ | ........ | ........ | ........ | 2 | ........ |
| Total America | 2,366 | 14,297 | 9,380 | 20,291 | 124,026 | 103,694 |
| **Africa:** | | | | | | |
| Northern Rhodesia } Union of South Africa } Other British South Africa | 1,060 | 6 | 132 | 14,715 | 435 | 532 |
| Union of South Africa | | 5,121 | 10,221 | | 63,297 | 77,172 |
| Other British South Africa | | 1 | ........ | | 15 | 5 |
| Southern Rhodesia | 65 | 2,373 | 200 | 978 | 7,029 | 2,486 |
| Gambia | 2 | ........ | ........ | 19 | 58 | 26 |
| Gold Coast | 25 | 196 | 155 | 173 | 1,491 | 1,890 |
| Nigeria | 9 | 121 | 26 | 70 | 2,112 | 737 |
| Sierra Leone | 9 | 112 | 45 | 174 | 791 | 675 |
| Other British West Africa | ........ | ........ | ........ | ........ | 2 | 6 |
| British Sudan | 3 | 29 | 1 | 209 | 1,027 | 42 |
| British East Africa | 50 | 468 | 226 | 600 | 4,159 | 3,060 |
| Total Africa | 1,223 | 8,427 | 11,006 | 16,938 | 80,416 | 86,631 |

**Note:** Throughout this bulletin, totals represent sums of unrounded figures, hence may vary slightly from the sums of rounded amounts.

## Canadian Exports, by Countries—*Continued*

| Country | November 1938 | November 1947 | November 1948 | January-November 1938 | January-November 1947 | January-November 1948 |
|---|---|---|---|---|---|---|
| | (Thousands of Dollars) | | | | | |
| BRITISH COUNTRIES—Con. | | | | | | |
| **Asia:** | | | | | | |
| India | 343 | 2,871 | 3,925 | 2,671 | 40,454 | 24,912 |
| Pakistan | | | 2,177 | | | 3,902 |
| Burma* | 6 | 58 | ........ | 119 | 759 | ........ |
| Ceylon | 12 | 1,071 | 115 | 185 | 3,948 | 1,578 |
| Aden | 3 | 233 | 217 | 83 | 1,459 | 1,464 |
| British Malaya | 146 | 878 | 789 | 2,227 | 6,775 | 8,490 |
| Other British East Indies | ........ | ........ | ........ | 5 | 9 | 16 |
| Hong Kong | 153 | 534 | 718 | 2,151 | 5,463 | 7,359 |
| Palestine | 6 | 909 | 415 | 138 | 7,059 | 3,887 |
| TOTAL ASIA | 669 | 6,554 | 8,356 | 7,579 | 65,926 | 51,608 |
| **Oceania:** | | | | | | |
| Australia | 2,329 | 3,942 | 4,453 | 3,040 | 53,854 | 31,025 |
| New Zealand | 1,396 | 6,307 | 1,124 | 14,693 | 33,303 | 15,069 |
| Fiji | 38 | 90 | 20 | 337 | 936 | 481 |
| Other Oceania | ........ | 29 | ........ | 44 | 53 | 140 |
| TOTAL OCEANIA | 3,763 | 10,368 | 5,597 | 45,114 | 88,146 | 46,715 |
| TOTAL BRITISH COUNTRIES | 44,322 | 111,202 | 91,530 | 408,314 | 1,061,171 | 936,693 |
| FOREIGN COUNTRIES | | | | | | |
| **United States and Possessions:** | | | | | | |
| United States | 28,387 | 92,856 | 163,893 | 245,725 | 928,255 | 1,353,740 |
| Alaska | 2 | 13 | 191 | 116 | 285 | 666 |
| American Virgin Islands | 5 | 8 | 2 | 32 | 141 | 114 |
| Guam | ........ | 43 | 44 | 3 | 186 | 293 |
| Hawaii | 165 | 238 | 1,392 | 1,342 | 3,060 | 5,322 |
| Puerto Rico | 32 | 135 | 708 | 312 | 2,406 | 1,984 |
| Total United States and Possessions | 28,591 | 93,293 | 166,230 | 247,530 | 934,333 | 1,362,119 |
| **Latin America:** | | | | | | |
| Argentina | 621 | 3,992 | 376 | 4,503 | 29,247 | 15,524 |
| Bolivia | 9 | 39 | 40 | 102 | 517 | 866 |
| Brazil | 310 | 5,800 | 1,794 | 3,307 | 27,523 | 23,054 |
| Chile | 65 | 302 | 221 | 551 | 4,110 | 3,953 |
| Colombia | 99 | 714 | 492 | 1,079 | 8,942 | 7,438 |
| Costa Rica | 9 | 57 | 83 | 89 | 1,692 | 931 |
| Cuba | 85 | 364 | 651 | 1,115 | 6,722 | 9,878 |
| Dominican Republic | 14 | 208 | 161 | 287 | 1,786 | 2,026 |
| Ecuador | ........ | 106 | 103 | 49 | 1,486 | 1,112 |
| Guatemala | 8 | 114 | 94 | 107 | 1,510 | 1,383 |
| Hayti | 4 | 82 | 146 | 110 | 1,306 | 1,215 |
| Honduras | 25 | 25 | 47 | 159 | 628 | 523 |
| Mexico | 166 | 1,037 | 1,296 | 2,187 | 10,810 | 13,686 |
| Nicaragua | 2 | 42 | 77 | 71 | 524 | 629 |
| Panama | 28 | 143 | 152 | 286 | 1,752 | 2,537 |
| Paraguay | ........ | 15 | ........ | 9 | 147 | 354 |
| Peru | 105 | 188 | 91 | 842 | 3,465 | 2,256 |
| Salvador | 6 | 63 | 53 | 44 | 612 | 997 |
| Uruguay | 22 | 400 | 301 | 205 | 2,863 | 3,723 |
| Venezuela | 130 | 699 | 1,878 | 1,168 | 11,943 | 15,269 |
| TOTAL LATIN AMERICA | 1,708 | 14,390 | 8,056 | 16,270 | 117,585 | 107,354 |
| **Europe:** | | | | | | |
| Albania | ........ | 47 | 20 | 8 | 493 | 90 |
| Austria | ........ | 488 | 153 | 8 | 2,272 | 2,923 |
| Belgium | 966 | 6,310 | 2,601 | 8,837 | 47,444 | 28,625 |
| Bulgaria | ........ | ........ | 3 | 9 | 14 | 122 |

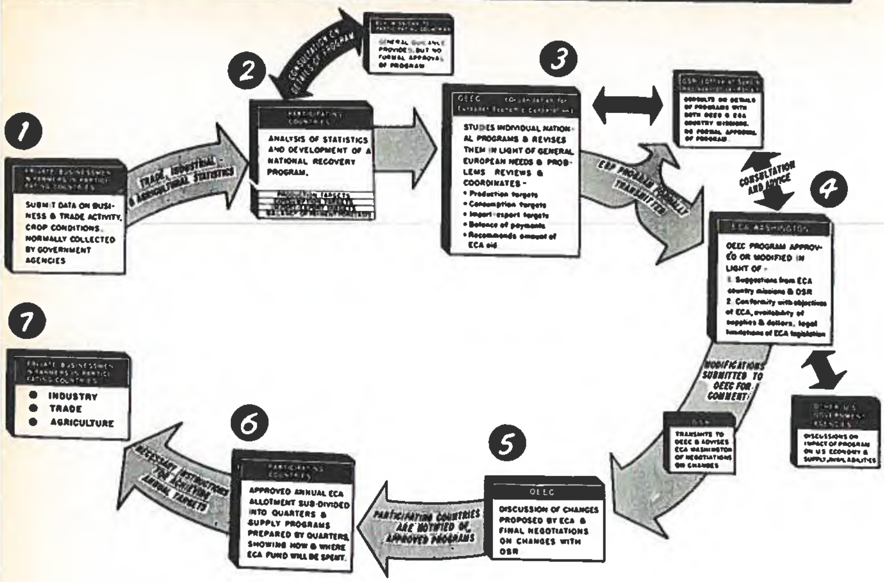
*See Foreign Countries from January 1, 1948.

## Canadian Exports, by Countries—*Concluded*

| Country | November 1938 | November 1947 | November 1948 | January-November 1938 | January-November 1947 | January-November 1948 |
|---|---|---|---|---|---|---|
| FOREIGN COUNTRIES—Con. | (Thousands of Dollars) | | | | | |
| **Europe:**—Con. | | | | | | |
| Czechoslovakia | 52 | 1,175 | 681 | 3,144 | 12,483 | 11,287 |
| Denmark | 194 | 1,311 | 815 | 1,367 | 4,022 | 6,861 |
| Estonia | ........ | ........ | ........ | 2 | ........ | ........ |
| Finland | 27 | 142 | 53 | 477 | 1,114 | 2,210 |
| France | 715 | 4,490 | 658 | 8,229 | 70,250 | 78,182 |
| Germany | 2,404 | 182 | 835 | 16,747 | 6,011 | 11,663 |
| Greece | 1 | 368 | 294 | 1,565 | 4,866 | 8,946 |
| Hungary | ........ | 13 | 9 | 2 | 909 | 772 |
| Iceland | ........ | 140 | 4 | 17 | 2,298 | 1,665 |
| Italy | 146 | 2,287 | 2,514 | 1,573 | 29,982 | 30,838 |
| Latvia | 3 | ........ | ........ | 234 | ........ | ........ |
| Lithuania | 46 | ........ | ........ | 894 | ........ | ........ |
| Netherlands | 969 | 2,848 | 1,750 | 9,785 | 52,427 | 39,201 |
| Norway | 1,046 | 1,518 | 3,464 | 7,475 | 19,409 | 18,732 |
| Poland | 94 | 1,329 | 147 | 992 | 14,610 | 5,638 |
| Portugal | 7 | 179 | 734 | 127 | 3,410 | 2,984 |
| Azores and Maderia | ........ | 36 | ........ | 3 | 349 | 64 |
| Roumania | 1 | 2 | 16 | 39 | 102 | 402 |
| Soviet Union | 87 | 23 | ........ | 881 | 4,829 | 105 |
| Spain | 1 | 157 | 37 | 100 | 909 | 563 |
| Sweden | 607 | 632 | 141 | 4,709 | 15,852 | 6,969 |
| Switzerland | 60 | 2,121 | 2,273 | 691 | 12,500 | 17,275 |
| Yugoslavia | 2 | 790 | 480 | 10 | 6,531 | 2,111 |
| TOTAL EUROPE | 7,428 | 26,588 | 17,682 | 67,925 | 313,086 | 278,228 |
| **Other Foreign Countries:** | | | | | | |
| Abyssinia | ........ | 1 | 2 | ........ | 88 | 72 |
| Afghanistan | ........ | 3 | 1 | ........ | 36 | 42 |
| Belgian Congo | 26 | 76 | 134 | 93 | 1,175 | 1,850 |
| Burma* | ........ | ........ | 27 | ........ | ........ | 151 |
| China | 207 | 3,873 | 1,646 | 2,434 | 32,980 | 22,377 |
| Greenland | ........ | 50 | 8 | ........ | 128 | 82 |
| Egypt | 50 | 922 | 538 | 340 | 10,185 | 9,198 |
| French Africa | 6 | 139 | 304 | 533 | 4,365 | 2,509 |
| French East Indies | 7 | 4 | 108 | 27 | 712 | 430 |
| French Guiana | ........ | 2 | ........ | 6 | 240 | 129 |
| French Oceania | 3 | 4 | ........ | 74 | 210 | 54 |
| French West Indies | 8 | 69 | 4 | 154 | 1,658 | 536 |
| Madagascar | 1 | 9 | ........ | 8 | 90 | 392 |
| St. Pierre and Miquelon | 30 | 133 | 122 | 247 | 1,074 | 1,270 |
| Iraq | 2 | 9 | 89 | 39 | 2,102 | 810 |
| Tripoli | ........ | ........ | 3 | ........ | 5 | 4 |
| Other Italian Africa | ........ | ........ | ........ | ........ | 7 | ........ |
| Japan | 3,284 | 1 | 1,520 | 18,910 | 517 | 5,963 |
| Korea | ........ | 1 | ........ | ........ | 23 | 23 |
| Liberia | 2 | 15 | 10 | 19 | 134 | 118 |
| Morocco | 2 | 80 | 210 | 93 | 1,346 | 1,522 |
| Netherlands East Indies | 80 | 744 | 999 | 752 | 5,426 | 7,122 |
| Netherlands Guiana | 5 | 61 | 73 | 34 | 777 | 618 |
| Netherlands West Indies | 17 | 135 | 196 | 192 | 1,649 | 1,992 |
| Iran | 12 | 74 | 21 | 80 | 919 | 509 |
| Philippine Islands | 123 | 209 | 1,525 | 1,308 | 9,907 | 8,328 |
| Portuguese Africa | 57 | 129 | 200 | 1,319 | 1,794 | 2,690 |
| Portuguese Asia | ........ | ........ | 48 | 1 | 144 | 99 |
| Siam | 2 | 14 | 37 | 18 | 413 | 545 |
| Canary Islands | ........ | ........ | ........ | 3 | 46 | 6 |
| Spanish Africa | ........ | ........ | 1 | ........ | 61 | 54 |
| Syria | 5 | 222 | 2,408 | 59 | 2,410 | 3,688 |
| Turkey | ........ | 649 | 172 | 1,916 | 1,949 | 1,440 |
| TOTAL OTHER FOREIGN | 3,929 | 7,628 | 10,406 | 28,659 | 82,570 | 74,623 |
| TOTAL FOREIGN COUNTRIES | 41,658 | 141,901 | 202,374 | 360,382 | 1,447,576 | 1,822,326 |
| TOTAL DOMESTIC EXPORTS | 85,979 | 253,103 | 293,905 | 768,696 | 2,508,747 | 2,759,020 |

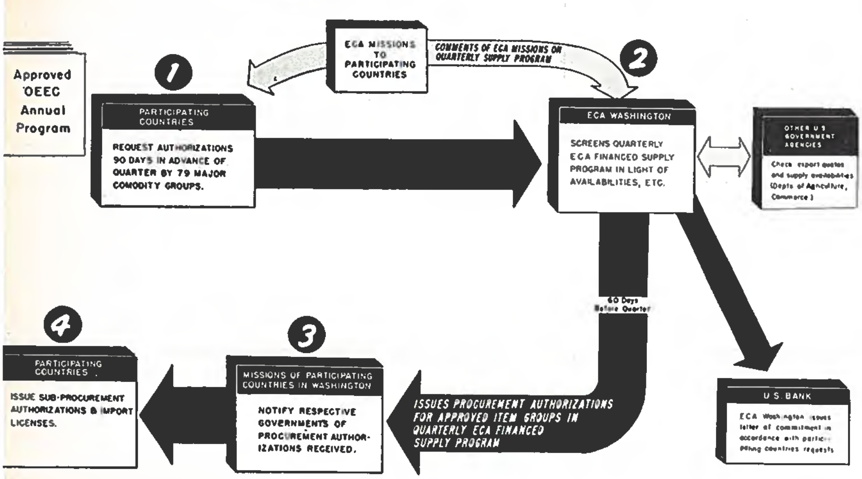
*See British Countries prior to 1948.

# LONG RANGE PROGRAMMING

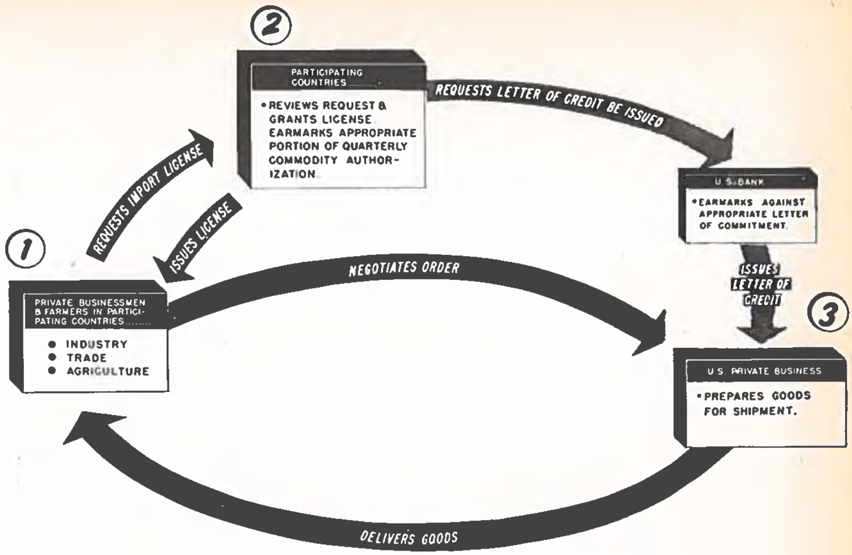




# PREPARATION and APPROVAL of QUARTERLY SUPPLY PROGRAM

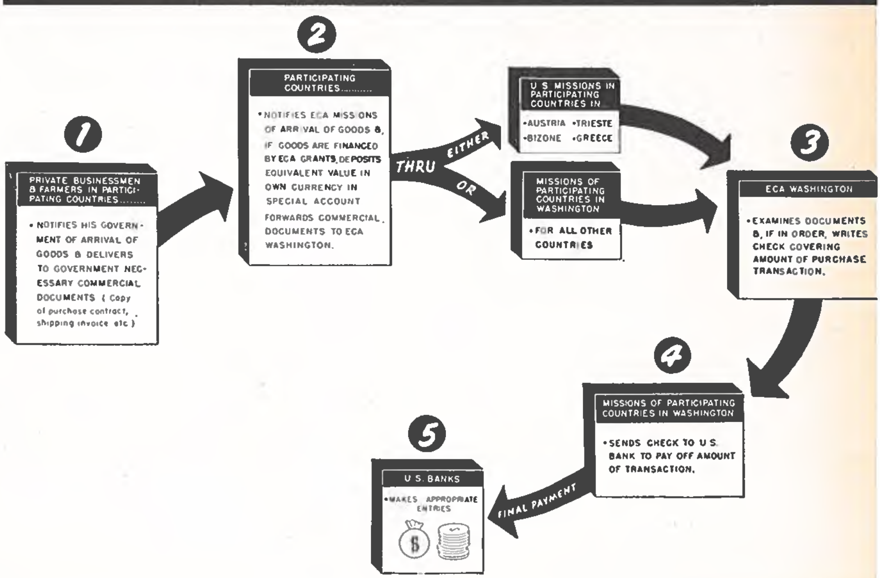


# HOW AN IMPORTER GETS THE GOODS





# ECA PAYS THE BILL



# Sweden Adopts a Four-Year Plan To Achieve Economic Stability

*Details of program submitted to the Organization for European Economic Co-operation—Production and exports to be increased and imports restricted—Balanced trade planned for 1952-53—Success of plan necessitates overcoming many difficulties.*

**By D. B. Mundy, Assistant Commercial Secretary for Canada**

STOCKHOLM, October 28, 1948.—Sweden expects to achieve an international trade balance by 1952-53 through an increase in the value of her exports and a reduction in the value of her imports. Details of a four-year economic program, whereby a greater measure of stability may be obtained have been presented to the Organization for European Economic Co-operation. The program deals mainly with the possibilities of increasing production for export, and emphasizes the need for an additional labour force of 20,000 in the export industries. The forecast suggests that these could be provided by the transfer of labour from smaller non-essential industries and the service trades. A balance in dollar payments is to be achieved chiefly by the limitation of imports. It is hoped that, at the termination of the plan, overall imports will again be permitted at the 1947 level. The public investment program has been revised, and some projects will have to be shelved for a later date. The Prime Minister states that the realization of the program depends on the stabilization of prices and incomes. Results of the plan during the next two years will probably be rather limited, but more rapid progress is expected in the years 1950-52.

### Increased Agricultural Production Planned

By the increased use of fertilizers and improved methods of production, agricultural output is to be increased by 8·5 per cent. This increase is to be accomplished without extending the present cultivated area. An import of 50,000 tons of nitrogen, 50,000 tons of potash and 115,000 tons of superphosphate is envisaged. The estimated yearly requirement of tractors for agricultural purposes is 10,000 units, of which 7,000 are to be produced locally. It is estimated that in five years agricultural production will yield the following results: self-sufficiency in bread grains; butter production will reach 100,000 tons, or almost two-thirds of the estimated total consumption of food fats and oils; oleaginus plants will yield 15,000 to 20,000 tons of margarine and 30,000 tons of oil cake; domestic production of sugar will increase to 300,000 tons as compared with an estimated total consumption of 375,000 tons.

Meat production, excluding pork, based on home fodder, will reach an estimated 135,000 tons as against an estimated total consumption of 180,000 tons. The corresponding figures for pork are 150,000 tons production as compared with 175,000 tons consumption. According to the plan, edible fats and pork will be derationed not later than 1952-53. The discontinuance of sugar and meat rationing will depend upon the balance of payments position, which may permit the importation of 75,000 tons of raw sugar and 45,000 tons of meat at the end of the four-year period, thus releasing these goods from rationing.

As raw material for the forestry industry is being drawn upon at the highest possible level commensurate with the Swedish sustained yield program, production during the next five-year period will probably decline. However, by extending the manufacturing processes and by concentrating on products of higher value, it is hoped to expand the value of exports of the forestry industry.

As home consumption of wood will fall, due to anticipated building restrictions, it is estimated that the requirements of wood products for the building industry will have decreased by one-third by 1953. A further annual quantity of approximately 100,000 standards of wood is expected to be made available for export purposes towards the end of the four-year period. Special attention will be given to increasing production of rayon pulp and bleached paper pulp. The export of paper will be increased by 20 per cent, from the prewar level, by more extensive restrictions on home consumption of paper and by a further increase in productive capacity.

The overall target for the export of forestry products in 1952-53 is an increase of $50 million over the 1947 figures. If efforts for increasing the export of prefabricated wooden houses and other specialized manufactures of wood are successful, the export target may be further increased. For these products it is recognized that special customs difficulties and trade and building restrictions in oversea markets will have to be overcome.

The production of iron ore is increasing so that prewar volume will soon be reached; next year's exports are estimated at more than twelve million tons. The total new investment in the iron and steel industry during the years 1948 to 1952 is estimated at approximately $130 million. This will necessitate machinery imports to the value of $35 million, $25 million of which will be in the next two years.

In 1952-53 the production of finished steel will have increased by approximately 500,000 tons, or by more than 50 per cent. Home demand is not expected to increase, due to the restricted capital investment program. It is expected that in 1952-53, imports will have decreased by two-thirds, while exports will be doubled. Exports and imports of finished steel will thereby be balanced quantitatively at approximately 200,000 tons. As exports are traditionally of higher quality than imports, they therefore represent a larger total value. The extension of the iron and steel industry will yield an estimated annual saving in foreign currency of approximately $100 million. The program assumes an increase in the supply of electricity of about 800 million kilowatt hours and increased supplies of labour.

**Expansion of Water Power Resources Contemplated**

Continued expansion of hydro-electric power is given priority in the program. The production of water power, which before the war amounted to 9,000 million kilowatt hours, is expected to reach 21,000 million kilowatt hours in 1953, corresponding to an annual increase of 1,300 million kilowatt hours. The total cost of this expansion program during the coming five-year period is estimated at approximately $40 million, a considerable proportion of which covers the import of machines and material. Home productive capacity of electrical equipment, generators, transformers, insulating materials, etc., is, however, being increased to approximately double the prewar capacity. Extensive construction projects and machine installations have been planned for the next few years.

The Swedish shipyards are busily engaged in turning out new tonnage, and in the next four years an additional 100,000 tons will be produced annually. The net increase in the Swedish merchant fleet by 1952-53 is estimated at approximately 300,000 tons. According to the plan, the annual net income from Swedish shipping will have increased by an estimated $30 million at the end of the four-year period.

It is expected that the engineering industry will make considerable contributions to the export program. A number of Swedish industries have extensive plans for increased production. Those cited in the plan are the cement industry, the manufacture of artificial fibre and other chemical products, and industries producing new types of prefabricated wooden houses. The Swedish oil refineries are to be extended, and projects are under way. Income from tourists to Sweden is at present limited by the lack of transport and accommodation. Steps to improve these conditions are expected to yield a larger net income from tourist activity.

**Rise in Exports Expected by 1952-53**

Efforts in the production and export field are estimated during the next four or five years to result in an increase in exports of approximately $227 million, based on 1947 prices, corresponding to a 25 per cent increase in 1947 volume. Provided that complete equality in the balance of payments is achieved by 1952-53, the estimated total value of exports, together with a net surplus from invisible items, will permit imports to a value of $1,183 million, practically corresponding to 1947 figures. The import of fertilizers, various kinds of foodstuffs such as sugar and meat, raw cotton, wool, and metals (other than iron) is expected to increase, while the import of bread grain, finished textiles and durable consumption goods will be reduced.

Special attention has been paid by the Swedish Government to possible methods and means of developing exports to the dollar area, and it is expected that the proportion of these exports to total Swedish exports will increase from 10 per cent in 1938 to 14 per cent in 1952-53. A balance in the payment of dollars must, however, be achieved mainly by means of import limitations.

The pattern of future trade is expected to be similar in its main characteristics to that of the prewar period, with the important exception that balanced trade with the dollar area is foreseen. A total surplus of about $65 million is expected from exports to the outer sterling area and Latin American countries. An import surplus of the same amount is estimated in trade with the European continent.

Total national production is estimated at $7,500 million in four years' time, of which an increased amount will be exported. Investments as at 1952-53 for living quarters, industry, power works, public buildings, etc., are estimated at $1,819 million as against $2,002 million in 1947, a decrease of $183 million. The program for dwelling-house construction, which previously included 45,000 flats in the more densely populated areas, has been reduced, so that the same figure will have to include all building in both urban and rural areas.

The public investment program includes plans for the extension of railways in so far as these do not interfere with the export deliveries of rolling stock and related materials. Improvements in telegraph and telephone services are to continue. New construction and maintenance of roads can only be provided for on a limited scale.

There is considerable need for new public buildings such as schools, hospitals and military installations. For economic reasons, such investments must be postponed where possible.

The plan envisages a rise in total national consumption of approximately 9 per cent, or $460 million. As the population is expected to increase by about five per cent, the plan states that the rise in the individual standard of living will not be more than five per cent, but with a decrease in the consumption of certain more dispensable goods.

### Danger of Economic Deterioration in 1949 Seen

In addition to the official government economic plan, copies of a report on an economic survey by the Swedish Economic Research Institute have been distributed to the members of the Swedish Riksdag in preparation for the general debate in the Riksdag on November 4. This survey concludes that there is risk of a serious deterioration in Sweden's economic situation in 1949 as a result of an increase in inflationary pressure.

The Institute points out that prices of imported goods are rising, whereas a fall can be expected in those of Swedish exports in 1949. From the short-term point of view, the solution to this state of unbalance cannot be found in an expectation of increased exports. On the contrary, the survey states that there is a possibility of increased restriction of exports during 1949, due to weaker demand and stiffer competition for a number of Sweden's chief export articles.

Production costs in Sweden have increased more rapidly in recent years than in the United States or the United Kingdom. Taking into account the appreciation of the Swedish krona, the survey concludes that 1948 Swedish wage rates, as compared with those of 1939, have increased 30 per cent more than in the United Kingdom, and 10 per cent more than in the United States.

The Institute takes a serious view of the present unfavourable competitive position of Swedish paper pulp in the United States market, in view of its importance as a dollar earner. The difficulty is accentuated, so the survey states, by the high cost of Swedish pulpwood, which is 50 to 100 per cent more expensive than in the United States.

The survey concludes that these factors may lead, in the coming year, to a reduction in imports of essential articles, resulting in a decrease in Swedish production. Present stocks of essential articles could tide over the situation in the beginning, but these stocks are unequally distributed.

Leading businessmen who were interviewed by Swedish newspapers concerning the prospects for the success of the four-year economic plan are fairly unanimous in describing it as over-optimistic. The chief misgivings concern the labour shortage and the lack of positive steps to provide the extra 20,000 workers needed in the export industries. The Swedish shipping fraternity is doubtful whether, in view of present difficulties in obtaining cargoes, the target for increased receipts from shipping will be reached.

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### Northern Rhodesia's Groundnut Project to be Greatly Reduced

The chances of groundnuts being grown in Northern Rhodesia by the Overseas Food Corporation are now very slight, as the corporation is said to be willing to undertake the scheme only if the Northern Rhodesia Government subscribes a share of the capital. It is probable that, if the enterprise is proceeded with, it will be on a much lower scale than was previously proposed *(Barclays' Bank Review)*

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### Sale of Building Materials in Bizonia Better

Frankfurt, September 17, 1948.—(FTS)—Sales of building materials in Germany since the currency reform have been good. Decontrol has had a favourable effect on trade, there being no hoarded stocks with which to start the new phase. Generally speaking, the trade is now able to meet all demands, especially since additional materials are available from other zones, such as light building plates from Southern Germany, pumice products from the Neuwied basin and slate from the French zone.

# Newfoundland Trade Inquiries

St. John's, Newfoundland.—Importers and commission agents in this Colony are giving some consideration to the establishment of closer connections with Canadian exporters.

In an effort to assist such firms, the office of the Commercial Secretary for Canada in Newfoundland has undertaken to furnish lists of products required by reliable importers and commission agents for publication in *Foreign Trade.*

Canadian exporters interested in supplying any of the products listed should communicate with the Commercial Secretary for Canada in this city, indicating the products they are prepared to make available, and quoting the serial number shown below. The Commercial Secretary for Canada will then notify the firms in Newfoundland that have registered their requirements at his office. They will likely communicate with one or other of the Canadian exporters that has taken advantage of this service.

The first list of Newfoundland Trade Inquiries follows:

**Importers—**

File IM 1—Automobile replacement parts; batteries.

File IM 2—Air compressors up to 300 pounds; fire-fighting equipment, hose, rubber or canvas; generators; motors up to 140 k.w.; marine engines of from $1\frac{1}{2}$ h.p. to 650 h.p., gas or diesel; stationary engines of from $\frac{1}{2}$ h.p. to 60 h.p.; marine hardware; bronze pumps, rotary and reciprocal.

File IM 3—Confectionery; foodstuffs, including biscuits, pickles; toilet paper.

File IM 4—Foodstuffs, particularly canned goods.

File IM 5—Foodstuffs; automotive batteries; beer; fountain pens; paper towels and napkins; playing cards; toilet paper.

File IM 6—Building and general hardware; asbestos wallboard; plywood; self-contained kitchen units, comprising stove, refrigerator and sink combination.

File IM 7—Canned goods, including milk and meats; confectionery.

File IM 8—Engineering supplies; various machinery; tools.

File IM 9—Building materials; tiles.

File IM 10—Foodstuffs generally; jams; pickles; evaporated milk; condensed milk.

File IM 11—Radios; electric stoves; electric washers.

File IM 12—Cardboard and corrugated paper cartons; foodstuffs; toilet preparations and soaps.

File IM 13—Electric light bulbs; fluorescent fixtures; electric food mixers; ironers; floor polishers; floor polish; radios; electric ranges; refrigerators; vacuum cleaners; washing machines.

File IM 14—Men's clothing; men's shirts; gloves; hosiery; pound goods and mill ends; foodstuffs; canned meats; tea.

File IM 15—Hotel and restaurant ware, including kitchen equipment; electric floor polishers, sanders and scrubbers.

File IM 16—Men's furnishings, including shirts, scarves, ties, gloves, socks; knitting yarns.

File IM 17—Biscuits; cigarettes and tobacco; foodstuffs; canned fruits and vegetables.

File IM 18—Electrical appliances; household furniture.

**Agents—**

File CA 1—Biscuits; toilet paper; waxed paper.

File CA 2—Wearing apparel; bedding, including cotton blankets, sheets, pillow cases; canned goods; oiled clothing; rubber clothing; floor covering; lingerie; linoleums and linoleum squares; textiles; towels.

File CA 3—Dried whole eggs; feedstuffs; canned meats; evaporated milk; powdered milk; cigarette papers; sugar.

File CA 4—Clothing; textiles.

File CA 5—Cardboard cartons; straight carton material; cordage; hospital equipment; plumbing and heating equipment; iron, brass and copper fittings; glassware, including bottles and window glass.

# Confirming Houses Play Big Part In Import Trade of South Africa

***Approximately 75 per cent of import trade is financed or conducted with the assistance of confirming houses in world centres—Many services performed—Originated from practice followed by branches of British firms.***

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

JOHANNESBURG, November 1, 1948.—Approximately 75 per cent of South Africa's import trade is financed through or conducted with the assistance of confirming houses in New York, London, Montreal and other large centres. These owe their origin to the practice followed by branches of British firms in sending orders to their respective head offices for confirmation and transmission to exporters in various parts of the world. Such firms take orders from importers in South Africa intended for specific exporters, including those in third-party countries, to which they guarantee payment.

They frequently act as buying intermediaries, making shipment direct to the South African importer against specific or open orders. For this service, they are paid a commission of from two to five per cent by their South African client on the net cash disbursement, the rate being governed by the following factors: (*a*) the type of merchandise involved, (*b*) the annual turnover of the South African client, and (*c*) the average value of individual orders. In some cases, a discount may also be asked from the exporter with which the business has been placed, although there is no compulsion when this has not been stipulated in the original sale or sales contract. On the other hand, customary cash discounts of two to two and one-half per cent are frequently granted by some exporters to shipping houses in London, New York or Montreal, as the case may be.

**Position of Manufacturers' Representatives**

Inexperienced Canadian exporters in the past have failed to realize the exact meaning of orders submitted by their South African agents and consequently disputes have arisen which are usually lost by the exporter. When the local agent takes an order (or "Indent" as it is more commonly known in South Africa) from a customer who employs the service of a confirming house, the order form should have a notation under the heading "Terms of Payment" such as the following: "Confirmation by John Doe Shippers Inc., 1000 10th Avenue, New York" or "Await confirmation and payment by Blank Co. Limited". If the order stipulates payment by a confirming house as opposed to sight draft or other terms, the exporter should not execute the order until confirmation has actually been received. Neither the importer nor the confirming house is legally responsible for payment of orders which have not been confirmed.

It often happens that a South African merchant will place an order (particularly repeat orders) through his confirming house without notifying the local agent. In such cases the Canadian exporter should protect his representative for the sales commission, even though some houses may endeavour to claim this for their own efforts, or have it deducted from the selling price on behalf of their clients.

In addition to the advantage from the exporters' point of view of receiving payment quickly for goods shipped to South Africa, the confirming house type of financing has definite advantages for the South African importer. Importers in the Union are usually granted 90 days credit from the time their shippers pay for the order. Thus there is no payment by the South African firm until the goods are in hand. Further the confirming house usually has an arrangement with an insurance company whereby their clients can take advantage of an open policy. It is not compulsory for the client to utilize this service, but if he does, the confirming house normally receives a brokerage from the underwriters. One possible defect of business development by this method is that the confirming house may be more interested in the affairs of his client than in furthering the trade of the exporter.

As in any line of business, there are some unscrupulous and "fly-by-night" confirming houses. Such firms are anxious to make profits at both ends by commissions from their clients, discounts and even sales commissions from the exporter, as well as brokerage from insurance and shipping companies. They may also influence the direction of trade directly or indirectly to benefit themselves or their clients, but sometimes to the detriment of a specific exporter or source of supply.

**Other Services Performed by Confirming Houses**

For the service of obtaining shipping space, the confirming house may have an arrangement with a shipping line. If so, as is common in South African-Australian trade, the confirming house may receive a five per cent commission from the shipping line.

Other services include documentation, arrangements for visiting clients, open order buying to clients' specifications, and the settling of disputes, in which the confirming house takes the side of the importer as a matter of course. Some of the larger institutions maintain the services of men qualified in many fields such as textiles, foodstuffs, engineering lines, etc., to advise their branches of new products and manufacturers. The branches undertake to place these lines in the hands of their clients if they are saleable in the market concerned.

Canadian exporters are advised to familiarize themselves with the reputable confirming houses in Canada and New York and to obtain an intimate knowledge of where their legitimate functions begin and end. The volume of trade done through such channels in this market, especially in consumer goods and materials for manufacturing, warrants such attention.

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**Dollar Area Receives Major Share of Jute Exports from India**

Shipments of jute manufactures from January to June, 1948, stood at 596,200 tons as against 402,400 tons for the corresponding period of 1947. The dollar area received the largest share, totalling 291,100 tons. Raw jute exports for the respective periods were 164,700 tons and 150,600 tons. Nearly 30,700 tons were shipped to the United States of America and 20,700 tons to Brazil. *(India Commercial News.)*

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**Autumn Surplus of Potatoes in Germany Forecast**

Frankfurt, September 17, 1948.—(FTS)—German farmers, at present short of cash, will likely try to sell as many potatoes as possible this autumn, causing a surplus offering before winter sets in. Dealers are unable to put by larger stores, and administrative precautions for potato storage have met with little success thus far.

## Sidney D. Pierce Named Associate Deputy Minister

Sidney D. Pierce, who was appointed Canadian Ambassador to Mexico in March, 1947, has been named Associate Deputy Minister of Trade and Commerce, effective February 1, 1949, on leave of absence from the Department of External Affairs. In his new capacity, Mr. Pierce will assume many of the responsibilities concerned with the procurement of supplies for the armed forces, in so far as these are related to Canadian industry. He will also continue recent conversations with the United States, in order that the industrial potential of both countries may be more closely integrated to meet their joint defence requirements.

Mr. Pierce was born in Montreal in 1901, and graduated from McGill University with the degrees of B.A. and B.C.L. He was also awarded a gold medal in economics. Mr. Pierce joined the editorial staff of the Montreal *Gazette,* as a reporter, and later lectured on political science at Dalhousie University. The fourth estate again called him, and he was employed for a while with the Associated Press, in New York.

In 1940, Mr. Pierce joined the Department of Munitions and Supply, spending four years in its Washington office, of which he was eventually appointed director-general. He served as Canadian executive officer on the Combined Production and Resources Board (Canada, Great Britain and United States), and as Canadian executive director of the Joint War Production Committee (Canada and United States).

Mr. Pierce was chairman of Canada's External Trade Advisory Committee, a member of the Canadian Shipping Board, the Trade and Tariff Committee and the Crown Assets Allocation Board. He was also a director of the Canadian Commercial Corporation, which serves as a purchasing agent in Canada for governments of other countries and for federal government departments in connection with foreign trade. The facilities of this corporation are utilized in the purchase of supplies for the Department of National Defence and those required for defence projects.

On joining the Department of External Affairs in August, 1944, Mr. Pierce served in Ottawa as head of the Economic Division. He was an alternate Canadian delegate to the first meeting of the Interim Assembly of the Provisional International Civil Aviation Organization, held in Montreal in May, 1946, and a delegate to the first and second sessions of the Preparatory Committee of the United Nations Conference on Trade and Employment, held in London and Geneva, respectively. In August, 1947, he was named one of the alternate Canadian delegates to the second session of the General Assembly of the United Nations, held in New York. Mr. Pierce was a member of the Canadian Olympic team, which went to Paris in 1924.

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**India Extends Free Export of Mowah Oil Cakes**

At the beginning of 1948 the free export of mowah oil cakes without quantitative restrictions had been authorized to all permissible destinations for a period of six months from January 3 to July 2, 1948. It has now been decided to extend the period of free export of the commodity in question up to December 31, 1948. *(India Commercial News.)*

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**India to Continue Export Licensing of Indigenous Silk**

Last April, the Indian Government announced that the export of indigenous silk and art silk fabrics would be licenced freely to all permissible destinations, including Pakistan, up to September 30, 1948. The situation has since been reviewed and it has been decided to continue the present concession for shipments up to March 31, 1949, when a further review of the position will be made. *(India Commercial News)*

# Industrial Activity in Chile Is Evident in First Half of Year

***First electric refrigerators manufactured locally using Canadian-made power units displayed—Railway tie impregnation plant, fish production plant and powdered milk plant are under construction—Fish freezing plant, cotton spinning mill and three woollen spinning mills now operating.***

**By E. H. Maguire, Acting Commercial Secretary for Canada**

(Editor's Note—This is the last of three articles on economic conditions in Chile, prepared for *Foreign Trade*. The others appeared in the December 11th and December 18th issues. One peso equals 5 cents Canadian.)

SANTIAGO, September 10, 1948.—The first electric refrigerators manufactured in Chile, in which Canadian-made power units are used, were recently displayed in Santiago. Other industrial activity has been evident, with several new enterprises commencing operation, while others are either in the course of construction or being contemplated. A railway tie impregnation plant is being built at Valdivia, which will have a capacity to treat one million ties per year when completed in February. Other projects under construction include a fish production plant in San Antonio and a powdered milk plant in Osorno. A fish freezing plant commenced operations in Iquique, as did a cotton spinning mill in Santiago and three large woollen mills in the Concepcion district.

The building of two caustic soda plants is contemplated. According to a recent press statement, a textile firm and a manufacturer of household electrical and gas appliances, both situated in Santiago, were granted loans by the United States Export-Import Bank, the proceeds of which are used to purchase production machinery in the United States.

#### Rationing of Electric Power Affected Industrial Output

Industrial production was adversely affected by the rationing of electric current during the period March to July inclusive of this year in the central region of Chile, particularly in the Santiago and Valparaiso areas. Rationing to the extent of one working day per week was instituted early in March and increased to two days per week in April. The situation was further aggravated in June and July when frequent power cut-offs were experienced, due to repeated accidents in the generating plants as well as heavy falls of snow. The situation was somewhat relieved when the first unit of the new hydro-electric plant at Sauzal was connected with Santiago, but conditions did not become normal in Santiago and Valparaiso until late in August. Some concern is felt in official and commercial circles over the accumulation of industries in the central zone, where resources of electric energy do not permit any appreciable expansion. In order to prevent an increase in this congestion, it is proposed to direct the new industries to areas with adequate power supply.

The shortage of foreign exchange has also been hindering local industrial production. Many raw materials which must be imported are in short supply and some manufacturers have reported that, on occasions, they have had to shut down production machines because of the lack of spare parts.

According to latest figures available, the general index of industrial production, compiled on the basis of 1936-38=100, was 210·3 in June, 1948, which is an increase over the average index of 208·6 for the preceding five months. These indices compare with the general index of 218·3 for the month of June, 1947, and the average index for the first five months of that year of 212·2.

During the first five months of 1948, as compared with the corresponding period in 1947, production increases expressed in percentages were registered in some of the more important groups of commodities. as follows: Glass, 25 per cent; soap products, 19·3 per cent; paper, including newsprint and cardboard, 14·5 per cent; chemicals, 10·8 per cent; coke, 9·6 per cent; and food industries, 2·1 per cent. Decreases in important commodity groups were as follows: Cement ,14·4 per cent; men's, women's and children's shoes, 14·4 per cent; cotton piece-goods, 9·6 per cent; and ready-made clothing, 7·5 per cent.

Production of woollen materials in the first five months of 1948 totalled 2,320,289 metres; knitting wools, 185,065 kilos; jute and hemp materials, 847,858 kilos; silk materials, 957,580 metres; cotton materials, 8,917,294 metres; writing and printing paper, 7,764,255 kilos; cement, 232,372 metric tons; sugar, 56,620,147 kilos; and shoes, 1,262,112 pairs. During this period, 52,401,458 cubic metres of gas was produced and production of electricity amounted to 449,516,478 kilowatt hours.

### Output of Nitrate, Iodine and Iron Ore Increased

In general, during the first six months of this year production of minerals has equalled or surpassed that of the corresponding period of 1947. Production of copper amounted to 220,895 metric tons, compared with 227,196 metric tons in the similar period of 1947. Production of nitrate increased from 795,780 metric tons for the first six months period of 1947 to 842,146 metric tons in the similar period of 1948. Production of iodine increased from 571,244 kilos to 634,472 kilos. Increases were also registered in the output of iron ore for these comparative six months periods, the totals being 1,157,262 metric tons in 1948 and 820,253 metric tons in 1947. The 1948 monthly average of silver production for the first six months period was more or less the same as last year, but the output of gold has decreased, amounting to 2,382 fine kilos compared with 2,772 fine kilos during the similar period of 1947.

**Production of Minerals in Chile**

| | Nitrate (Metric tons) | | Iodine (Metric tons) | | Copper (Metric tons) | |
|---|---|---|---|---|---|---|
| | 1947 | 1948 | 1947 | 1948 | 1947 | 1948 |
| January | 140,899 | 146,716 | 60 | 65 | 37,827 | 34,898 |
| February | 128,719 | 142,483 | 66 | 108 | 35,959 | 33,807 |
| March | 137,523 | 161,052 | 95 | 132 | 38,999 | 37,989 |
| April | 135,174 | 152,081 | 110 | 134 | 39,881 | 37,068 |
| May | 129,134 | 153,831 | 116 | 107 | 38,694 | 37,129 |
| June | 124,331 | 185,983 | 124 | 88 | 35,837 | 40,004 |
| Totals | 795,780 | 842,146 | 571 | 634 | 227,197 | 220,895 |

| | Iron (Metric tons) | | Coal (Metric tons) | | Gold (Fine kilos) | | Silver (Fine kilos) | |
|---|---|---|---|---|---|---|---|---|
| | 1947 | 1948 | 1947 | 1948 | 1947 | 1948 | 1947 | 1948 |
| January | 128,419 | 212,386 | 179,683 | 195,936 | 241 | 328 | 1,408 | 2,234 |
| February | 183,894 | 202,050 | 166,348 | 175,000 | 330 | 256 | 1,336 | 1,711 |
| March | 105,260 | 193,175 | 183,064 | 190,085 | 761 | 421 | 2,659 | 2,230 |
| April | 161,675 | 192,898 | 172,655 | 195,607 | 480 | 439 | 2,437 | 2,805 |
| May | 144,459 | 155,401 | 167,919 | 169,851 | 469 | 535 | 1,415 | 4,339 |
| June | 96,546 | 201,352 | 173,630 | 185,983 | 491 | 403 | 1,553 | 1,927 |
| Totals | 820,253 | 1,157,262 | 930,626 | 1,112,462 | 2,772 | 2,382 | 10,808 | 15,246 |

Despite the fact that the consumption of coal in Chile is now at its winter season peak, for the first time in many months stocks are in excess of requirements. Coal production, in fact, was deliberately decreased during the month of May, due to the lack of storage facilities at the pitheads. Vigorous steps are being taken to dispose of the surplus abroad, and it is reported that some 60,000 tons have been sold to the Argentine, but to date less than 10,000 tons have actually moved to that destination. Production of coal during the period January to June, 1948, amounted to 1,112,462 metric tons compared with 930,626 metric tons for the same period in 1947.

Development work in the new oilfield at Springhill, Tierra del Fuego, is proceeding apace. The government agency, the Corporación de Fomento de la Producción, has announced that it has completed plans for a pipeline to be laid from the field to tidewater, a distance of 20 miles. The Corporación is also planning to construct a petroleum refinery, probably situated in the city of San Antonio, but will not go into this question seriously until the pipeline is completed. It is stated that all wells in the region will remain capped until storage and transportation facilities are provided.

**Value of Building Construction Higher**

Permits for building construction issued during the first five months of this year in thirteen important communities were valued at 662.000,000 pesos, an increase of 5·7 per cent over the same period last year. This total represents 313,912 square metres of construction, a reduction of 28·2 per cent from the 1947 figure. Dwelling-house and apartment building construction accounted for 68 per cent of the 1948 value, while 28·5 per cent represented value of commercial and industrial buildings. The combined average cost per square metre of all building was 2,109 pesos, an increase of 49·2 per cent over the 1947 cost. Building costs run higher in the city of Santiago compared with the rest of the country, the cost per square metre for dwelling-houses being approximately 3,300 pesos and that of modern office and apartment buildings approximately 3,700 pesos.

Building materials in short supply are construction steel, piping, electric conduits and all types of builders' hardware, particularly those types not manufactured in the country. Completion of many office and apartment buildings is being held up because of the lack of plumbing fixtures and elevators.

The government's campaign to prevent strikes and eliminate communist leadership in the labour unions has produced a tranquil labour situation. The only strikes worthy of note involved workers of a large sugar refinery in May and bakery workers in June. Both strikes were of short duration and wage increases of 21 per cent were accepted by the unions. Disputes in copper and iron mining and in the textile industry were settled by arbitration, the workers involved gaining increases ranging from 10 to 30 per cent. In July, a law was passed stipulating that all wage earners in Chile must receive seven days' pay for six days' work. This law is expected to reduce absenteeism on Mondays, a prevalent habit in this country. One large American-owned mining company gives automatic pay increases for each five per cent rise in certain items in the cost of living index. White-collar workers have received no increases since January, despite the rise in the cost of living. Continued labour tranquility will depend upon the success of the government's anti-inflation program, but there is every indication that there will be very few disputes during the remaining months of this year.

The shortage of electricity caused considerable unemployment in the Santiago-Valparaiso areas during the months of March to July inclusive.

Some plants instituted work weeks of four 12-hour days, instead of the usual six 8-hour days, and the government granted special dispensation for the lengthening of the work day in this respect.

The first session of the United Nations Economic Commission for Latin America was convened in Santiago in June. Activities at this session were confined to the compiling of a program of work to be performed by the Secretariat for study at the next session scheduled early next year.

A request was sent by the Chilean Government to other contracting parties to the General Agreement on Tariffs and Trade for an extension of six months byond June 30, 1948, of the period during which it may sign the protocol for provisional application. The request for extension was for the purpose of allowing internal legislative steps to be taken in Chile to put the agreement in force.

#### Commercial Agreements Renewed with Great Britain, Cuba, Peru and Ecuador

Since the first of the year, commercial agreements granting most-favoured-nation treatment were renewed with the governments of Great Britain, Cuba, Peru and Ecuador. A new commercial agreement was signed with the Benelux countries. Commercial *modis vivendi* were concluded with the governments of Mexico, Venezuela and Holland. The commercial treaty with the United States, in which Chile granted special duties on a large list of articles, was allowed to lapse on July 31. This will have the effect of raising duties on these articles to the general tariff level, and all countries enjoying most-favoured-nation treatment will be affected.

In June, an agreement was reached with Great Britain whereby Chile undertakes to accept inconvertible sterling for her exports, with the exception of copper, nitrate and iodine, to the Transferable Accounts Area. An agreement, providing for gradual reduction in outstanding Chilean indebtedness, was also concluded with Brazil.

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#### Poland and Belgium Sign Trade Agreement

Poland and Belgium signed a new trade agreement in Brussels, providing for the exchange of Polish coal, grain, potatoes, eggs, sugar, timber, chemicals, cotton, textiles, china, art and craft products for Belgian capital goods, industrial raw materials, chemicals, pharmaceuticals and palm oil. The agreement is valid until the end of 1949. (*Polish News*)

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#### Tea Exports From Calcutta High

The exports of tea from Calcutta to overseas countries from April 1 to July 17, 1948, amounted in the aggregate to 51·81 million pounds. The United Kingdom absorbed nearly 31·10 million pounds, while all the other foreign countries together imported 20·71 million pounds. *(India Commercial News.)*

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#### Japanese Piece-goods Offered in Kenya and Tanganyika

Although the prices of Japanese piece-goods recently offered by the Kenya and Tanganyika Governments are well below those quoted for similar goods of English manufacture, few offers for allocation of quotas have been received. Ten million yards are due at Dar-es-Salaam and nine million at Mombasa. The general opinion is that this season's market has been missed and that, by the time distribution is effected, the spending power of the native consumer will have been exhausted. *(Barclays' Bank Review)*

# 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**

**Brockville—Chamber of Commerce.**
**Calgary—Board of Trade.**
**Charlottetown—Board of Trade.**
**Edmonton—Canadian Manufacturers' Association.**
**Fredericton—Chamber of Commerce.**
**Guelph—Board of Trade.**
**Halifax—Board of Trade.**
**Hamilton—Chamber of Commerce.**
**Kitchener—Chamber of Commerce.**
**London—Chamber of Commerce.**
**Moncton—Board of Trade.**
**Montreal—Montreal Board of Trade.**
**Quebec City—Board of Trade.**
**Regina—Chamber of Commerce.**
**Saint John—Board of Trade.**
**Saskatoon—Board of Trade.**
**Sherbrooke—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.**
**Winnipeg—Canadian Manufacturers' Association.**

**F. W. Fraser,** Commercial Secretary for Canada in Melbourne, Australia, commenced 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.

Winnipeg—January 6.
Vancouver—January 10-19.

**D. A. B. Marshall,** Canadian Government Trade Commissioner (Agricultural Specialist), on posting to Northwest Europe, commenced a tour of Canada in Winnipeg on November 29. He will visit various agricultural centres, studying conditions and developments in the industry.

Guelph—December 31-January 1.
Toronto—January 3-6.
Brockville—January 7.
Ottawa—January 8.

**C. S. Bissett,** Canadian Government Trade Commissioner in Caracas, Venezuela, has returned home on leave, and commenced a tour of Canada on December 10.

Toronto—December 30-January 8.
Kitchener—January 10.
London—January 11.
St. Catharines—January 12.
Welland—January 13.
Hamilton—January 14-15.
Quebec City—January 17.
Saint John—January 18.
Halifax—January 19.
Montreal—January 21-29.
Ottawa—January 31-February 7.

**G. A. Browne Has Returned from Pakistan on Tour**

G. A. Browne, Acting Canadian Government Trade Commissioner in Karachi, returned home on leave this month, and will commence a tour of Canada in the new year. Businessmen wishing to discuss with Mr. Browne problems concerning their trade relations with his territory are requested to notify the Director, Trade Commissioner Service, Department of Trade and Commerce, Ottawa. This procedure will assist in the preparation of a schedule for Mr. Browne, thereby providing sufficient time for necessary interviews in given commercial centres across the Dominion. Mr. Browne opened Canada's trade office in Karachi in September, 1947.

# Trade and Tariff Regulations

**British Guiana Permits Imports of Putty**

Port of Spain, November 26, 1948.—(FTS)—Importers were notified on November 24, 1948, that licences would be issued to quota-holders for the importation from Canada of putty in linseed oil for the first half of 1949.

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**British Guiana Establishes Import Quotas for Hard-Currency Areas**

Port of Spain, December 13, 1948.—(FTS)—Importers in British Guiana were notified by the Controller of Supplies and Prices on December 6 that quotas for 1949 had been established for the importation from hard-currency sources of artificial silk piece-goods, cotton piece-goods, brassieres and girdles, footwear, raincoats and capes, and shirts.

As regards goods in general, other than foodstuffs, the Controller has also announced that, from December 7, no further licences will be issued against 1948 quotas, and that applications for import licences against 1949 quotas will be received for consideration as from December 15.

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**Colombian Peso Devalued**

Bogotá, December 18, 1948.—(FTS)—Under a Colombian law, effective today, the Colombian peso has been devalued from 1·75 to 1·95 pesos to the dollar.

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**Eire's Mineral Resources Being Developed**

Dublin, September 2, 1948.—(FTS)—Geologists, who carried out explorations under a government grant, have reported that 1,000,000 tons of lead, zinc and sulphur could be mined at Avoca, County Wicklow. A company with a £1,000,000 capital may be formed to mine these ores. With prices of these materials at high levels on the world markets, the successful conclusion of this plan would solve, to some extent, the problem of repaying the loan which Eire received from the Economic Co-operation Administration. In addition, lead and zinc would provide valuable raw materials for industries producing for export, while the sulphur would provide a welcome addition to Eire's supply of fertilizer.

Mining operations were carried out at Avoca about a century ago. In 20 years, about 3,000,000 tons of ore were exported to England. Work was abandoned when complex ores were encountered which could not be refined, but which can now be processed by modern methods. Machinery for the operation will probably be obtained from the United States.

Development of a coal mine at Slieveardagh, Tipperary, is also envisaged. The prospects of mining copper in Cork and Waterford are also being investigated.

**Data for Exporters Compiled**

**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: Cuba, Denmark, Guatemala, Italy, Mexico, Norway, Sweden and Switzerland. Data on other countries will be made available from time to time.**


## Ocean-Going Sailing Schedules

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

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

### Departures from Halifax

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

| Destination | Loading Date | Vessel | Operator or Agent |
|---|---|---|---|
| **Africa-East—** | | | |
| Lourenço Marques... | Dec. 24-Jan. 7 | *Inverness County* | March Shipping |
| Lourenço Marques... | January 10-22 | *Cumberland County* | March Shipping |
| **Africa-South—** | | | |
| Cape Town........<br>Port Elizabeth.....<br>East London.......<br>Durban .......... | Dec. 24-Jan. 7<br>January 10-22 | *Inverness County*<br>*Cumberland County* | March Shipping<br>March Shipping |
| **Argentina—** | | | |
| Buenos Aires........ | January 5 | *Hornero* | Shipping Limited |
| Buenos Aires........ | January 24-29 | *Beacon Grange* | Furness Withy |
| **Belgium—** | | | |
| Antwerp............ | January 15-20 | *Saint Marcouf* | Furness Withy |
| Antwerp............ | January 17-21 | *Danaholm* | Swedish American |
| Antwerp............ | January 24 | **Beavercove* (r) | Canadian Pacific |
| **Brazil—** | | | |
| Rio de Janerio.....<br>Santos............. | January 24-29 | *Beacon Grange* | Furness Withy |
| **Celebes—** | | | |
| Macassar............ | January 18-22 | *Singkep* | Cunard Donaldson |
| **China—** | | | |
| Shanghai........... | January 20-30 | *Bayside* | March Shipping |
| Shanghai........... | February 25 | *Cliffside* | March Shipping |
| **Denmark—** | | | |
| Copenhagen......... | January 17-21 | *Danaholm* | Swedish American |
| **Egypt—** | | | |
| Alexandria.........<br>Port Said..........<br>Suez............... | January 18-22 | *Singkep* | Cunard Donaldson |
| **Finland—** | | | |
| Helsinki............ | January 17-21 | *Danaholm* | Swedish American |
| **France—** | | | |
| Marseilles.......... | January 18-24 | *Capo Vita* | Furness Withy |
| Le Havre........... | January 15-20 | *Saint Marcouf* | Furness Withy |
| Le Havre........... | January 17-21 | *Danaholm* | Swedish American |
| **Germany—** | | | |
| Hamburg..........<br>Bremen............ | January 17-21 | *Danaholm* | Swedish American |

## Departures from Halifax—*Continued*

| Destination | Loading Date | Vessel | Operator or Agent |
|---|---|---|---|
| **Hong Kong** | January 20–30 | *Bayside* | March Shipping |
| | February 25 | *Cliffside* | March Shipping |
| **India and Pakistan—** | | | |
| Karachi, Bombay, Madras, Calcutta | January 20–30 | *Bayside* | March Shipping |
| | February 25 | *Cliffside* | March Shipping |
| **Italy—** | | | |
| West Coast Ports | January 18–24 | *Capo Vita* | Furness Withy |
| **Malaya—** | | | |
| Penang, Port Swettenham | January 17–20 | *Steel Scientist* | Isthmian Steamships |
| | January 18–22 | *Singkep* | Cunard Donaldson |
| **Netherlands East Indies—** | | | |
| Batavia, Samarang, Soerabaya, Cheribon | January 18–22 | *Singkep* | Cunard Donaldson |
| Batavia, Soerabaya, Belawan-Deli | January 17–20 | *Steel Scientist* | Isthmian Steamships |
| **Netherlands—** | | | |
| Amsterdam, Rotterdam | January 17–21 | *Danaholm* | Swedish American |
| **Newfoundland—** | | | |
| St. John's | January 2–3 | *Wimoda* | Rowling's Limited |
| St. John's | January 2–5 | *Newfoundland* (r) | Furness Withy |
| St. John's | January 4–7 | *Blue Cloud* | Montreal Shipping |
| St. John's | January 4–7 | *Fort Townshend* | Furness Withy |
| St. John's | January 7 | *Island Connector* | Clarke Steamships |
| St. John's | January 8–11 | *Wellington Kent* | Newfoundland Canada |
| St. John's | January 10–11 | *Atlantic Charter* | Montreal Shipping |
| St. John's | January 11–14 | *Fort Amherst* | Furness Withy |
| St. John's | January 17 | *Island Connector* | Clarke Steamships |
| St. John's | January 17–20 | *Blue Cloud* | Montreal Shipping |
| St. John's | January 21–24 | *Nova Scotia* (r) | Furness Withy |
| St. John's | January 26 | *Island Connector* | Clarke Steamships |
| **Norway—** | | | |
| Oslo, Kristiansand, Stavanger, Bergen | January 17–21 | *Danaholm* | Swedish American |
| **Poland—** | | | |
| Gdynia, Gdansk | January 17–21 | *Danaholm* | Swedish American |
| **St. Pierre-Miquelon** | January 10–11 | *Atlantic Charter* | Montreal Shipping |
| **Singapore** | January 17–20 | *Steel Scientist* | Isthmian Steamships |
| | January 18–22 | *Singkep* | Cunard Donaldson |
| **Sweden—** | | | |
| Malmo, Gothenburg, Norrkoping, Stockholm | January 17–21 | *Danaholm* | Swedish American |
| **United Kingdom—** | | | |
| Bristol, Swansea | January 17–22 | *Boston City* | Furness Withy |
| Liverpool | January 21–24 | *Nova Scotia* (r) | Furness Withy |
| Liverpool | January 23–27 | *Scythia* (r) | Cunard Donaldson |
| Liverpool | February 11 | *Ascania* (r) | Cunard Donaldson |

## Departures from Halifax—*Continued*

| Destination | Loading Date | Vessel | Operator or Agent |
|---|---|---|---|
| **United Kingdom**—Con. | | | |
| London | January 22-23 | **Beavercove* (r) | Canadian Pacific |
| London | January 29-30 | **Beaverdell* (r) | Canadian Pacific |
| London | February 26 | *Samaria* | Cunard Donaldson |
| Southampton | January 21 | *Aquitania* | Cunard Donaldson |
| **Uruguay**— | | | |
| Montevideo | January 24-29 | *Beacon Grange* | Furness Withy |
| **West Indies**— | | | |
| Bermuda | January 10-13 | *Fort Townshend* | Furness Withy |
| | January 17-20 | *Fort Amherst* | Furness Withy |
| Jamaica, Bahamas | January 17 | *Canadian Cruiser* | Canadian National |
| | January 31 | *Canadian Challenger* | Canadian National |
| | February 14 | *Canadian Cruiser* | Canadian National |
| | February 28 | *Canadian Challenger* | Canadian National |
| Antigua, Barbados, Bermuda, British Guiana, Dominica, Grenada, Montserrat, St. Kitts, St. Lucia, St. Vincent, Trinidad | January 9-17 | **Lady Nelson* (r) | Canadian National |
| | January 11-20 | *A Ship* | Alcoa Steamships |
| | Jan. 25-Feb. 2 | **Lady Rodney* (r) | Canadian National |
| | Jan. 25-Feb. 3 | *A Ship* | Alcoa Steamships |
| | February 8-16 | *Canadian Constructor* (r) | Canadian National |
| | February 8-17 | *A Ship* | Alcoa Steamships |
| | Feb. 22-Mar. 3 | *A Ship* | Alcoa Steamships |
| | March 8-17 | *A Ship* | Alcoa Steamships |

## Departures from Saint John

*Sails from Halifax a few days earlier.
(r) Indicates refrigerated cargo space.

| Destination | Loading Date | Vessel | Operator or Agent |
|---|---|---|---|
| **Africa-East**— | | | |
| Lourenço Marques | February 10 | *Thorshall* | Kerr Steamships |
| Lourenço Marques, Beira | January 1-12 | *Mount Revelstoke Park* | Elder Dempster |
| | January 15-26 | *Cabano* | Elder Dempster |
| **Africa-South**— | | | |
| Cape Town, Port Elizabeth, East London, Durban | January 1-12 | *Mount Revelstoke Park* | Elder Dempster |
| | January 15-26 | *Cabano* | Elder Dempster |
| | February 10 | *Thorshall* | Kerr Steamships |
| **Australia**— | | | |
| Brisbane, Sydney, Melbourne, Adelaide | Late January | *Port Saint John* | Montreal Australia New Zealand Line |
| **Belgium**— | | | |
| Antwerp | January 9-16 | *Vasconia* (r) | Cunard Donaldson |
| Antwerp | January 14-21 | *Marchcape* | Montreal Shipping |
| Antwerp | January 18 | *Hedel* | Shipping Limited |
| Antwerp | January 20-30 | *Beaconsfield* | Cunard Donaldson |
| Antwerp | January 22-30 | *Hada County* | Canada Steamships |
| Antwerp | February 10-18 | *Brant County* | Canada Steamships |
| **Ceylon**— | | | |
| Colombo | January 17 | *Langleegale* | McLean Kennedy |
| Colombo | January 30 | *City of Lichfield* | McLean Kennedy |
| **China**— | | | |
| Shanghai | January 23 | *City of Poona* | McLean Kennedy |

## Departures from Saint John—*Continued*

| Destination | Loading Date | Vessel | Operator or Agent |
|---|---|---|---|
| **Colombia—** | | | |
| Barranquilla........ | January 13-15 | **Brush* | Swedish American |
| Barranquilla........ | January 21 | **Sunprince* | Saguenay Terminals |
| Barranquilla........ | February 3-5 | **Polykarp* | Swedish American |
| **Cuba—** | | | |
| Santiago...........} | January 11-13 | **Krageholm* | Swedish American |
| Havana............} | February 1-2 | **Tunaholm* | Swedish American |
| Havana............. | January 25-29 | *Federal Pioneer* | Federal Commerce |
| **Dominican Republic—** | | | |
| Ciudad Trujillo..... | January 21 | **Sunprince* | Saguenay Terminals |
| **Eire—** | | | |
| Dublin............} Cork.............} | February 5 | *Irish Hazel* | Shipping Limited |
| Dublin............. | January 11 | *Lord Glentoran* | McLean Kennedy |
| Dublin............. | February 15 | *Fanad Head* | McLean Kennedy |
| **France—** | | | |
| Marseilles........... | January 24-28 | *Capo Vita* | Furness Withy |
| Le Havre........... | January 22-30 | *Hada County* | Canada Steamships |
| Le Havre........... | February 10-18 | *Brant County* | Canada Steamships |
| **Germany—** | | | |
| Hamburg........... | January 14-21 | *Marchcape* | Montreal Shipping |
| Hamburg........... | January 18 | *Hedel* | Shipping Limited |
| Hamburg........... | January 20-30 | *Beaconsfield* | Cunard Donaldson |
| Bremerhaven....... | January 12-17 | *Beaverbrae* | Canadian Pacific |
| **Greece—** | | | |
| Piraeus............. | January 10-20 | *Italo Marsano* | Montreal Shipping |
| **Hong Kong**.......... | January 23 | *City of Poona* | McLean Kennedy |
| **India and Pakistan—** | | | |
| Karachi...........} Bombay...........} Madras...........} Calcutta...........} | January 17 | *Langleegale* | McLean Kennedy |
| | January 30 | *City of Lichfield* | McLean Kennedy |
| **Italy—** | | | |
| Genoa.............} Naples.............} | January 10-20 | *Italo Marsano* | Montreal Shipping |
| West Coast Ports... | January 24-28 | *Capo Vita* | Furness Withy |
| **Mediterranean—** | | | |
| Central and Western Areas.... | January 10-20 | *Italo Marsano* | Montreal Shipping |
| **Mexico—** | | | |
| Veracruz............ | January 11-13 | **Krageholm* | Swedish American |
| Veracruz............ | January 25-29 | *Federal Pioneer* | Federal Commerce |
| Veracruz............ | February 1-2 | **Tunaholm* | Swedish American |
| **Netherlands—** | January 18 | *Hedel* | Shipping Limited |
| Rotterdam.........} | January 20-30 | *Beaconsfield* | Cunard Donaldson |
| Amsterdam.........} | January 22-30 | *Hada County* | Canada Steamships |
| | February 10-18 | *Brant County* | Canada Steamships |
| Rotterdam......... | January 14-21 | *Marchcape* | Montreal Shipping |
| **Netherlands West Indies—** | | | |
| Curaçao............ | January 13-15 | **Brush* | Swedish American |
| Curaçao............ | January 21 | **Sunprince* | Saguenay Terminals |
| Curaçao............ | February 3-5 | **Polykarp* | Swedish American |
| **New Zealand—** | | | |
| Auckland..........} Wellington.........} Lyttleton..........} Dunedin...........} | Mid-January | *Port Quebec* | Montreal Australia New Zealand Line |

## Departures from Saint John—*Concluded*

| Destination | Loading Date | Vessel | Operator or Agent |
|---|---|---|---|
| **Northern Ireland—** | | | |
| Belfast | February 5 | *Ramore Head* | McLean Kennedy |
| Belfast | February 17 | *Lord O'Neill* | McLean Kennedy |
| **Norway—** | | | |
| Oslo<br>Kristiansand<br>Stavanger<br>Bergen | January 19–21 | *Ranenfjord* | March Shipping |
| **Palestine—** | | | |
| Tel Aviv<br>Haifa | January 16 | *A Ship* | Shipping Limited |
| **Philippines—** | | | |
| Manila | January 23 | *City of Poona* | McLean Kennedy |
| **Portugal—** | | | |
| Lisbon | January 10–20 | *Italo Marsano* | Montreal Shipping |
| **Puerto Rico—** | | | |
| San Juan | January 13–15 | **Brush* | Swedish American |
| San Juan | February 3–5 | **Polykarp* | Swedish American |
| **Syria—** | | | |
| Beirut | January 10–20 | *Italo Marsano* | Montreal Shipping |
| **United Kingdom—** | | | |
| Avonmouth<br>Newport | January 16–25 | *Dorelian* (r) | Cunard Donaldson |
| Glasgow | January 12–18 | *Salacia* (r) | Cunard Donaldson |
| Glasgow | Jan. 26–Feb. 3 | *Lismoria* (r) | Cunard Donaldson |
| Hull | January 15–20 | *Bassano* (r) | McLean Kennedy |
| Hull | January 22–26 | *Consuelo* (r) | McLean Kennedy |
| Liverpool | Jan. 26–Feb. 2 | *Asia* (r) | Cunard Donaldson |
| Liverpool | January 11 | *Lord Glentoran* | McLean Kennedy |
| Liverpool | February 5 | *Ramore Head* | McLean Kennedy |
| Liverpool | February 15 | *Fanad Head* | McLean Kennedy |
| Liverpool | February 17 | *Lord O'Neill* | McLean Kennedy |
| London | January 9–16 | *Vasconia* (r) | Cunard Donaldson |
| London | January 12–17 | *Beaverbrae* | Canadian Pacific |
| London | January 16–23 | *Valacia* (r) | Cunard Donaldson |
| London | January 23–31 | *Arabia* (r) | Cunard Donaldson |
| Manchester | January 12–15 | *Manchester City* (r) | Furness Withy |
| Manchester | January 19–22 | *Manchester Regiment* (r) | Furness Withy |
| Leith<br>Newcastle | January 12–17 | *Cairnvalona* | Furness Withy |
| **Venezuela—** | | | |
| La Guaira<br>Puerto Cabello<br>Maracaibo | January 13–15<br>February 3–5 | **Brush*<br>**Polykarp* | Swedish American<br>Swedish American |
| La Guaira<br>Maracaibo | January 21 | **Sunprince* | Saguenay Terminals |
| **West Indies—** | | | |
| Jamaica | January 11–13 | **Krageholm* | Swedish American |
| Jamaica | February 1–2 | **Tunaholm* | Swedish American |

## Departures from Vancouver

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

| Destination | Loading Date | Vessel | Operator or Agent |
|---|---|---|---|
| **Africa-East—** | | | |
| Lourenço Marques | January 3–20 | *Lake Shawnigan* | North Pacific Shipping |

## Departures from Vancouver—*Continued*

| Destination | Loading Date | Vessel | Operator or Agent |
|---|---|---|---|
| **Africa-South—** | | | |
| Walvis Bay, Cape Town, Port Elizabeth, East London, Durban | January 3-20 | *Lake Shawnigan* | North Pacific Shipping |
| **Argentina—** | | | |
| Buenos Aires | January 18 | *Hindanger* | Empire Shipping |
| Buenos Aires | March 7 | *Falkanger* | Empire Shipping |
| **Australia—** | | | |
| Sydney, Melbourne, Adelaide | February 12 | *Mongabarra* | Empire Shipping |
| Sydney, Melbourne, Hobart | January 14 | *Aorangi* | Canadian Australasian |
| **Belgium—** | | | |
| Antwerp | January 14 | *Argentan* | Empire Shipping |
| Antwerp | February 15 | *Pont Leveque* | Empire Shipping |
| **Brazil—** | | | |
| Rio de Janeiro, Santos | January 18 | *Hindanger* | Empire Shipping |
| | March 7 | *Falkanger* | Empire Shipping |
| **Canal Zone—** | | | |
| Balboa | January 30 | *Don Aurelio* | Empire Shipping |
| **Ceylon—** | | | |
| Colombo | January 18 | *Borneo* | Dingwall Cotts |
| Colombo | January 21-22 | *A Ship* | Canadian Blue Star |
| Colombo | February 5 | *Höegh Silverspray* | Dingwall Cotts |
| **Chile—** | | | |
| Antofagasta, Valparaiso | January 18 | *Hindanger* | Empire Shipping |
| | March 7 | *Falkanger* | Empire Shipping |
| **China—** | | | |
| Shanghai | January 10-11 | *A Ship* | Canadian Blue Star |
| Shanghai | Mid-January | *A Ship* | Empire Shipping |
| Shanghai | February 21 | *Kookaburra* | Empire Shipping |
| **Colombia—** | | | |
| Buenaventura, Barranquilla | January 30 | *Don Aurelio* | Empire Shipping |
| | Mid-February. | *Glimmaren* | Empire Shipping |
| **Costa Rica—** | | | |
| Puntarenas | January 30 | *Don Aurelio* | Empire Shipping |
| Puntarenas | Mid-February | *Glimmaren* | Empire Shipping |
| **Cuba—** | | | |
| Havana | January 8 | *Triton* | Empire Shipping |
| **Egypt—** | | | |
| Alexandria | January 11-16 | *Lake Minnewanka* | Canada Shipping |
| **El Salvador—** | | | |
| La Libertad | January 30 | *Don Aurelio* | Empire Shipping |
| La Libertad | Mid-February | *Glimmaren* | Empire Shipping |
| **Fiji Islands—** | | | |
| Suva | January 14 | *Aorangi* | Canadian Australasian |
| **France—** | | | |
| Le Havre | January 14 | *Argentan* | Empire Shipping |
| Le Havre | February 15 | *Pont Leveque* | Empire Shipping |
| **Greece—** | | | |
| Piraeus | January 8 | *Triton* | Empire Shipping |
| **Guatemala—** | | | |
| San Jose | January 30 | *Don Aurelio* | Empire Shipping |
| San Jose | Mid-February | *Glimmaren* | Empire Shipping |

## Departures from Vancouver—*Concluded*

| Destination | Loading Date | Vessel | Operator or Agent |
|---|---|---|---|
| **Hawaii—** | | | |
| Honolulu | January 14 | *Aorangi* | Canadian Australasian |
| **Hong Kong** | January 10–11 | *A Ship* | Canadian Blue Star |
| | Mid-January | *A Ship* | Empire Shipping |
| | February 21 | *Kookaburra* | Empire Shipping |
| **India and Pakistan—** | | | |
| Bombay, Karachi | February 5 | *Höegh Silverspray* | Dingwall Cotts |
| Calcutta, Bombay | January 18 | *Borneo* | Dingwall Cotts |
| Madras, Calcutta | February 5 | *Silverguava* | Dingwall Cotts |
| **Italy—** | | | |
| Genoa and Naples | January 8 | *Triton* | Empire Shipping |
| **Netherlands—** | | | |
| Amsterdam, Rotterdam | January 14 | *Argentan* | Empire Shipping |
| | February 15 | *Pont Leveque* | Empire Shipping |
| **Netherlands East Indies—** | | | |
| Batavia, Samarang, Soerabaya, Cheribon | February 5 | *Höegh Silverspray* | Dingwall Cotts |
| | February 5 | *Silverguava* | Dingwall Cotts |
| **New Zealand—** | | | |
| Auckland | January 14 | *Aorangi* | Canadian Australasian |
| **Nicaragua—** | | | |
| Corinto | January 30 | *Don Aurelio* | Empire Shipping |
| **Palestine—** | | | |
| Tel Aviv, Haifa | Jan.–Feb. | *A Ship* | Empire Shipping |
| **Persian Gulf** | February 5 | *Höegh Silverspray* | Dingwall Cotts |
| **Peru—** | | | |
| Callao, Mollendo | January 18 | *Hindanger* | Empire Shipping |
| | March 7 | *Falkanger* | Empire Shipping |
| **Philippines—** | | | |
| Manila | January 10–11 | *A Ship* | Canadian Blue Star |
| Manila | January 21–22 | *A Ship* | Canadian Blue Star |
| Manila, Cebu | January 18 | *Borneo* | Dingwall Cotts |
| | Mid-January | *A Ship* | Empire Shipping |
| | February 21 | *Kookaburra* | Empire Shipping |
| **Singapore** | January 20–21 | *A Ship* | Canadian Blue Star |
| **United Kingdom—** | | | |
| Liverpool, Manchester | Late February | *Pacific Enterprise* | Furness Withy |
| Manchester | Early January | *Jessmore* | Furness Withy |
| Manchester | Mid-January | *Pacific Liberty* | Furness Withy |
| Unstated Ports | January 6–21 | *Lake Kootenay* | Empire Shipping |
| | Jan. 18–Feb. 4 | *Lake Kamloops* | Anglo Canadian |
| | Jan. 26–Feb. 10 | *Lake Chilliwack* | Anglo Canadian |
| **Uruguay—** | | | |
| Montevideo | January 18 | *Hindanger* | Empire Shipping |
| Montevideo | March 7 | *Falkanger* | Empire Shipping |
| **Venezuela—** | | | |
| Puerto Cabello, La Guaira, Maracaibo | January 30 | *Don Aurelio* | Empire Shipping |
| | Mid-February | *Glimmaren* | Empire Shipping |

# Foreign Trade Service Abroad

**Cable address:—*Canadian*, unless otherwise shown.**
**Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.**

### Argentina

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

Territory includes Uruguay and Paraguay.

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

### Australia

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

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

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

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

### Belgian Congo

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

Territory includes Angola and French Equatorial Africa.

### Belgium

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

### Brazil

*Rio de Janeiro*—Maurice Bélanger, Commercial Secretary, Canadian Embassy, Ed. Metropòle, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

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

### Chile

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

Territory includes Bolivia.

### China

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

### Colombia

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

Territory includes Republic of Panama and the Canal Zone.

### Cuba

*Havana*—Office of the Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.

Territory includes Haiti, Dominican Republic and Puerto Rico.

### Egypt

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

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

### France

*Paris*—J. P. Manion, Commercial Secretary, Canadian Embassy. Address for letters: 3 rue Scribe.

Territory includes Algeria, French Morocco and Tunisia.

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

Territory includes Belgium, Denmark, France and the Netherlands.

### Germany

*Frankfurt*—B. J. Bachand, Canadian Economic Representative, Canadian Consulate, Economic Section, 145 Fuerstenbergerstrasse, Frankfurt am Main, A.P.O. 757, U.S. Army.

*Cable address, Canadian Frankfurt/Main.*

### Greece

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

# Foreign Trade Service Abroad—*Continued*

**Guatemala**

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

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

**Hong Kong**

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

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

**India**

*New Delhi*—Richard Grew, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 11.

*Bombay*—C. R. Gallow, Commercial Secretary for Canada, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.

Territory includes Burma and Ceylon.

**Ireland**

*Dublin*—H. L. E. Priestman, Commercial Secretary for Canada, 66 Upper O'Connell Street.

Territory includes Northern Ireland.

**Italy**

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

Territory includes Malta, Yugoslavia and Libya.

**Jamaica**

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

Territory includes the Bahamas and British Honduras.

**Mexico**

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

**Netherlands**

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

**Newfoundland**

*St. John's*—R. Campbell Smith, Commercial Secretary, Office of the High Commissioner for Canada, Circular Road.

**New Zealand**

*Wellington*—P. V. McLane, Commercial Secretary, Office of the High Commissioner for Canada. Post Office Box 1660.

Territory includes Fiji and Western Samoa.

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

**Norway**

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

Territory includes Denmark and Greenland.

**Pakistan**

*Karachi*—R. K. Thomson, Acting Canadian Government Trade Commissioner, The Cotton Exchange, McLeod Road. Address for letters: Post Office Box 531.

Territory includes Afghanistan.

**Peru**

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

Territory includes Ecuador.

**Portugal**

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

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

**Singapore**

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

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

**South Africa**

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

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

*Cable address, Cantracom.*

# Foreign Trade Service Abroad—*Concluded*

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

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

*Cable address, Cantracom.*

**Sweden**

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

Territory includes Finland.

**Switzerland**

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

Territory includes Austria, Czechoslovakia and Hungary.

**Trinidad**

*Port-of-Spain*—A. W. Evans, Acting Canadian Government Trade Commissioner, Colonial Life Insurance Building. Address for letters: Post Office Box 125.

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

**Turkey**

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

**United Kingdom**

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

*Cable address, Sleighing, London.*

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

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

*Cable address, Sleighing, London.*

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

*Cable address, Cantracom, London.*

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

*Cable address, Timcom, London.*

*Liverpool*—M. J. Vechsler, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.

Territory includes the Midlands, North of England and Wales.

*Glasgow*—J. L. Mutter, Canadian Government Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Iceland.

*Cable address, Cantracom.*

*Belfast*—H. E. L. Priestman, Canadian Government Trade Commissioner, 36 Victoria Square.

Territory includes Northern Ireland.

**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. J. 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*—J. A. Stiles, Acting 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 Dec. 20 | Nominal Quotations Dec. 28 |
|---|---|---|---|---|
| Argentina | Peso | Off. | ·2977 | ·2977 |
| | | Free | ·2080 | ·2080 |
| Australia | Pound | .... | 3·2240 | 3·2240 |
| Belgium and Belgian Congo | Franc | .... | ·0228 | ·0228 |
| Bolivia | Boliviano | .... | ·0238 | ·0238 |
| British West Indies (except Jamaica) | Dollar | .... | ·8396 | ·8396 |
| Brazil | Cruzerio | .... | ·0544 | ·0544 |
| Chile | Peso | Off. | ·0517 | ·0517 |
| | | Export | ·0322 | ·0322 |
| Colombia | Peso | .... | ·5714 | ·5714 |
| Cuba | Peso | .... | 1·0000 | 1·0000 |
| Czechoslovakia | Koruna | .... | ·0200 | ·0200 |
| Denmark | Krone | .... | ·2083 | ·2083 |
| Ecuador | Sucre | .... | ·0740 | ·0740 |
| Egypt | Pound | .... | 4·1330 | 4·1330 |
| Eire | Pound | .... | 4·0300 | 4·0300 |
| Fiji | Pound | .... | 3·6306 | 3·6306 |
| Finland | Markka | .... | ·0073 | ·0073 |
| France and French North Africa | Franc | Off. | ·0038 | ·0038 |
| | | Free | ·0031 | ·0031 |
| French Empire—African | Franc | .... | ·0076 | ·0076 |
| French Pacific Possessions | Franc | .... | ·0202 | ·0202 |
| Haiti | Gourde | .... | ·2000 | ·2000 |
| Hong Kong | Dollar | .... | ·2518 | ·2518 |
| Iceland | Krona | .... | ·1541 | ·1541 |
| India | Rupee | .... | ·3022 | ·3022 |
| Iraq | Dinar | .... | ·0300 | 4·0300 |
| Italy | Lira | .... | 4·0017 | ·0017 |
| Jamaica | Pound | .... | 4·0300 | 4·0300 |
| Malaya | Dollar | .... | ·4701 | ·4701 |
| Mexico | Peso | .... | ·1454 | ·1454 |
| Netherlands | Florin | .... | ·3769 | ·3769 |
| Netherlands East Indies | Florin | .... | ·3769 | ·3769 |
| Netherlands West Indies | Florin | .... | ·5302 | ·5302 |
| New Zealand | Pound | .... | 4·0300 | 4·0300 |
| Norway | Krone | .... | ·2015 | ·2015 |
| Pakistan | Rupee | .... | ·3022 | ·3022 |
| Palestine | Pound | .... | 4·0300 | 4·0300 |
| Peru | Sol | .... | ·1538 | ·1538 |
| Philippines | Peso | .... | ·5000 | ·5000 |
| Portugal | Escudo | .... | ·0403 | ·0403 |
| Siam | Baht | .... | ·1000 | ·1000 |
| Spain | Peseta | .... | ·0916 | ·0916 |
| Sweden | Krona | .... | ·2783 | ·2783 |
| Switzerland | Franc | .... | ·2336 | ·2336 |
| Turkey | Lira | .... | ·3571 | ·3571 |
| Union of South Africa | Pound | .... | 4·0300 | 4·0300 |
| United Kingdom | Pound | .... | 4·0300 | 4·0300 |
| United States | Dollar | .... | 1·0000 | 1·0000 |
| Uruguay | Peso | Controlled | ·6583 | ·6583 |
| | | Uncontrolled | ·5618 | ·5618 |
| Venezuela | Bolivar | .... | ·2985 | ·2985 |