

FOREIGN TRADE

OTTAWA, DECEMBER 31, 1949

Published Weekly by
FOREIGN TRADE SERVICE
Department of Trade and Commerce

In This Issue

Canada—Minister Reviews Economic Conditions in Past Year . . .	1198
Great Britain—Leather Goods Campaign Successful	1202
United States—New York Fish Market Almost Stable	1203
Belgium and Luxembourg—Coal is Most Vexatious Problem	1206
Canada—Trade Commissioners Constitute Sales Promotion Force	1210
Canada—Exports, by Countries (January-November, 1949)	1214
Canada—Trade with Southeast Asia (Tables and Chart)	1218

Regular Features

Agencies Concerned with Foreign Trade Development	1233
Foreign Commercial Representatives in Canada	1238
Foreign Exchange Quotations	1240
Foreign Trade Service Abroad	1234
Foreign Trade Service—Head Office Directory	1231
Industrial Inquiries	1217
Trade Fair News	1220
Transportation	1221
Departures from Halifax	1221
Departures from Saint John	1223
Departures from Vancouver-New Westminster	1225
Services to Newfoundland	1230

COVER SUBJECT—Many craft, large and small, are engaged in the further development of trade between Newfoundland and the other nine Canadian provinces, with which it was united last April. The fishing industry, in which this particular schooner is engaged, is one of the most important contributions made by Newfoundland to the Canadian economy. Canada has thus become the foremost fish exporting nation, and is now eighth among the countries producing fish. Nine provinces yielded 1,370,000,000 pounds of fish in 1948, while that of Newfoundland was 520,000,000 pounds. The market value of fish sold in 1948 by Canada was approximately \$170,000,000, compared with an estimated \$40,000,000 in 1938.

Photo by National Film Board.

Price 10 cents

Minister of Trade and Commerce Reviews Economic Conditions During Past Twelve Months

FOR the world at large, 1949 has been a year of political and trade crises. In the Far East, half a continent changed hands; in the Western World, problems of international trade and exchange reached critical proportions. Our future peace and prosperity depend upon the way in which the democratic countries react to these events and how we resolve the problems arising out of them. Canada's new economic stature and increased industrial power give her a leading role to play in the struggle for political stability and economic recovery in which we are all engaged.

The successful outcome of the struggle depends largely upon the solution of the chronic world shortage of dollars. This will require action on a number of fronts: the opening up of new markets, stimulating greater investment abroad, increasing European productivity, stabilizing the political situation in Asia and Western Europe. All are inter-related and all require international co-operation. That is why meetings such as the Washington Tripartite Conference of last September are so significant. Here agreement was reached on the nature of the problem, on the joint interest of the three leading trading nations of the world, on the urgency of a common front to face the problem, and on the need for some bold and sweeping measures.

The devaluation of world currencies in terms of United States dollars, and to a lesser extent the Canadian dollar, was but a first step. It is not in itself a solution, but establishes new and more realistic conditions in which to work out a solution. That a solution must be found is of vital importance to Canada and requires boldness, firmness and good judgment by all of us if we are to dispel the dark clouds that now loom so large on the international horizon.

Canadian Trade at High Level

The trading difficulties we in Canada face today are not of our own making, but rather the result of altered conditions of world trade and exchange. Canada's trade is at a high level, and the overall balance is relatively satisfactory, although its distribution between hard currency and other countries is uneven. Our own problem is twofold: on the one hand we have our own American dollar shortage, due to a heavy import program from the United States; on the other, we are faced with our customers' lack of dollars, which makes it difficult for them to purchase our goods. We can do something to alleviate both aspects of the problem through the redirection of our trade, that is, by obtaining more of our imports from non-dollar countries. In 1949, for every \$5 worth of exports to the United States we took nearly \$7 worth of imports; for every \$5 worth of exports to other parts of the world we took less than \$3 worth of imports. By changing the source of some of our imports, without reducing the total volume, we can bring our American trade into better balance and at the same time help our traditional customers earn more dollars with which to purchase Canadian products. The continued lack of other sources of dollar revenue makes non-dollar countries more and more dependent on their direct sales to dollar countries to pay for their imports from North America. In other words, the United Kingdom's exports to Canada and the United States are a major determinant in what she can afford to buy in these two countries.

During 1949, the governments of Great Britain and Canada have made a concerted effort to promote the sale of British goods in this country. The success of the measures taken so far is apparent in the trade figures. Imports from the United Kingdom, which in 1946 were about \$140 million, have risen to over \$300 million this year. In 1947, the deficit on Britain's merchandise trade with this country was about \$564 million; in 1949 it will have been reduced to around \$375 million. The gap for the sterling area as a whole will have been cut by about 40 per cent.

The 1949 trade picture for Canada has, on balance, been a favourable one. While there has been some decline in sales to traditional markets, Canada's exports in terms of dollars have been about as high as in 1948, a peacetime record year, with imports showing a definite increase. This means that, in spite of a troubled world situation and the adjustments resulting from it, we have been able to maintain our export trade at an extremely high level. Although a number of surpluses developed in the United States during the year, our sales to that country are almost as high as last year. The increase in our imports from the States is indicative of the prosperity and general well-being of our domestic economy. Our trade with the United Kingdom and the rest of the sterling area as a whole has risen in value terms over 1948, with increases both in our purchases from those countries and in our sales to sterling markets.

Currency Difficulties Affected Exports

However, currency difficulties have had an adverse effect on some of our exports that is not immediately apparent from the overall trade figures. For example, a few commodities, such as wheat, newsprint, base metals and the completion of outstanding orders for locomotives and railway cars, account for most of the increase in our trade with the United Kingdom and such Commonwealth countries as India, Pakistan and South Africa. Exports of a variety of manufactures show some reduction during the year. On the other hand, the loss of export markets in the United States, Great Britain and Western Europe for certain commodities has been offset to some extent by increased sales in other parts of the world. Despite a drastic reduction in our trade with Argentina, our total trade with Latin America expanded in 1949.

The Canadian economy in 1949 enjoyed another year of prosperity. There was in Canada nothing to compare with the recession in the United States, the exchange crisis in the sterling area, or the continuing economic difficulties and hardships of Western Europe. We have, however, passed out of the postwar inflationary period of steadily rising levels of production and income into a levelling-off period. But it has been at a level slightly above that of 1948 and therefore at a very high and favourable level indeed. There are, however, a number of soft spots in the economy, due to increasing international trade difficulties as well as the re-emergence of various chronic regional and industrial disabilities.

In real terms, the 1949 gross national product of about \$16 billion will be 2 or 3 per cent higher than in 1948. Part of this increase has been due to the sustained strength of domestic as opposed to foreign demand. Prosperity at home has meant that the domestic market has been able to fill some of the gaps caused by restrictions in foreign markets. In motor vehicles, in cotton textiles, in electrical equipment, the increase in domestic sales has made up or even surpassed the decline in exports. In many branches of manufacturing, such as farm implements and office equipment, exports as well as domestic sales have risen in recent years.

Domestic Economy More Favourable

The improvement in consumption levels last year, compared with 1948, was one of the significant developments of the Canadian economy. More goods were available on the market, and such factors as lower tax rates, contributing to larger personal incomes, meant an increase in the amounts spent on staples as well as on durable goods. On the production side, industrial output was higher, particularly in petroleum, gold mining, base metals and durable manufactured goods. There was some decline in agricultural output, due to poorer crops and lowered production in some of the secondary agricultural industries. The British food contracts helped to sustain the market for several key commodities, although United States surpluses reduced the amount of E.C.A. dollars available for goods purchased by Western European countries. With farm prices sustained during the year, farm income was near record levels, due to participation payments on western wheat and the government's price support policy for a number of commodities. Once again, investment in Canada was at a high level, adding to our industrial plant and equipment, to our private and public utilities, as well as to the development of our natural resources.

Before going on to the outlook for 1950, it might be well to pause at the end of the half century mark and consider the progress Canada has made in the last fifty years. In 1900, with a population of seven million, the Canadian economy was predominantly agricultural. Wheat farming on the Prairies was still in its infancy; the technological processes needed to extract base metals, as well as gold and silver and platinum, from our ore deposits were still in the idea stage; the pulp and paper industry had still to be developed. Under the impetus of two world wars, the change-over from farming to non-agricultural pursuits has been stimulated. In the last ten years alone we have tripled our gross national product in value terms and doubled it in volume. Agricultural and labour income have tripled; foreign trade quadrupled in value and doubled in volume. Canada's expansion has not only been large, but well-balanced and flexible. For example, the farm debt situation of the 'thirties has been virtually liquidated; our industrial production is more diversified and better integrated; labour and management have acquired new skills and experience and are more productive; social security and price legislation provide protection and support for the economy.

Productivity of Canada Unsurpassed

Today, Canada with a population of some 13 million people, is one of the leading trading nations of the world. On a per capita basis our trade is double that of the United Kingdom and about four times that of the United States. Industrially, Canada has come of age. We are today among the first half dozen countries in commercial agricultural production, in fisheries, in metal mining, in forest industries and in manufacturing. Our present level of domestic investment, including housing, is not only the highest in our history, but highest in terms of gross national product of any country of which we have any record. Our increased productivity—that is, output per man-hour—compares favourably with that of any country in the world, including the United States. In short, when we review the situation in other countries, we have much for which to be thankful.

The outlook for 1950 suggests an intensification of the present pattern, that is a continued high level of national employment and income but with some decrease in the special areas and localities that will be under economic pressure. The most important factor will of course be the

international situation; the level of economic activity in the United States; the effect of devaluation on world trade; the measures adopted in overcoming the world-wide dollar shortage. Our policy will be to co-operate to the fullest extent with the British export drive; to divert imports from United States dollar markets to sterling and other non-dollar sources wherever economically feasible; and at the same time take full advantage of the Reciprocal Trade Agreements Act and other means to expand Canadian exports to the United States.

In the interests of expanding trade, Canada will hold the Third International Trade Fair at Toronto from May 29 to June 9, 1950. While the trade fairs in 1948 and 1949 brought satisfactory results to many exhibitors, the venture is still in the experimental stage. The government, in initiating and promoting the trade fair, believes it could become a valuable instrument for promoting Canada's trade. Its future success, however, depends upon the degree of interest shown by Canadian exporters, importers and businessmen generally.

Full Effect of Devaluation Expected Next Year

In 1950, the full effect of devaluation should be felt. Its effect on Canada is illustrative of the divergent pulls and cross currents in our economy and of the role we play in our trading relationships with the United Kingdom and the United States. The 30 per cent drop in the pound sterling will have a deflationary effect on some sectors of the economy—on those exporting to sterling areas; and on those competing, at home and abroad, with sterling industries. The 10 per cent devaluation in our own currency will have some inflationary effect, particularly in industries dependent upon the United States for materials. At the same time, it will give Canadian producers some advantage over American producers in Canada, in the United States, and overseas. It will also cushion the full impact of pound sterling devaluation.

In several regions of Canada, economic activity will be stimulated by the developments that are taking place in the opening up of new resources. Investment in these new developments, including related utilities and secondary industries, promises to be well maintained in 1950. Preliminary figures on next year's investment program show an anticipated outlay close to the 1949 level in value terms, that is, something more than \$3 billion. The figures bear out the levelling-off trend that was evident at the beginning of 1949, but a levelling-off at a very high level. The general trends among the different sectors of the economy that were in evidence in 1949 will for the most part continue next year. As in 1948 and in 1949, increases can be expected in the institutional group, especially hospital construction, and in utilities as a whole, due largely to the building of oil pipelines. Direct government expenditures, and to a lesser extent, services, also show some rise. Unlike last year, however, capital investment in the agricultural field is expected to decrease. The decline in investment in manufacturing and commercial groups evident last year is likely to continue. In housing, completions this year have reached a new peak, and a substantial carry-over of some 50,000 units is expected. As a result, and in view of the continuing demand for new homes, residential construction in 1950 should come close to the 1949 figure.

Following the abnormal conditions of the last ten years, it is inevitable that special area and industrial problems will continue to arise. Adjustments will have to be made—some drastic, some painful. We may also have to face further adjustments in our foreign trade. The government can only go so far in meeting the problems created by these adjust-

ments through public works and social security measures. It can help in meeting emergency situations, but in the last analysis our present prosperity can only be maintained if our foreign trade—and international trade generally—is flourishing. It is in the interest of every individual and business in Canada, whether immediately affected or not, to see world trade re-established on a healthy and expanding basis.

British Exporters of Leather Goods Are Satisfied With Campaign in Canada

Consumer interest aroused by "leather weeks", held in larger cities across country—Sample shows attracted buyers—Canadian exporters of leather benefit from increased sales.

LONDON, November 21, 1949 (FTS)—Canadian leather exporters may find some encouragement in the successful campaign undertaken by the Leather, Footwear and Allied Industries Export Corporation, in Great Britain, to stimulate the sale of British leather goods in Canada. Licences for the importation of Canadian leather have been conditional on its being used for the manufacture of footwear for export. So long as exports can be maintained, therefore, the necessary dollars will be made available for the importation of Canadian leather.

Leather Weeks, designed to create consumer interest in British manufactures, were held during August and September in Victoria, Vancouver, Winnipeg, Windsor, London, Hamilton, Toronto and Montreal, with particular emphasis placed on window displays in the various stores. Sample shows were arranged in Vancouver, Winnipeg, Toronto and Montreal, the purpose of which was to show buyers the latest models.

As indicated in a report on the campaign, published in "Export Outlook", the journal of the Leather, Footwear and Allied Industries Export Corporation, the sample shows had great educational value. Several store managers sought permission to send junior employees, who were thus enabled to gain a better knowledge of British brands and trade marks, styling and quality of the British goods. The corporation is so well pleased with the results achieved that plans are being made to organize a further series of leather weeks and sample shows during the coming year.

(Editor's Note—Canadian exports of upper leather calf to Great Britain during the first ten months of the current calendar year were valued at \$239,767, and exports of upper leather n.o.p. during the same period were valued at \$369,702.)

Chicago Trade Fair Will Open Office in Europe

Washington, D.C., December 15, 1949.—Jacques Kunstenaar, chief of the Fairs and Exhibitions Branch of the Office of International Trade, United States Department of Commerce, has been granted leave of absence to serve as Director of Foreign Affairs for the Chicago International Trade Fair. This is the first international trade fair to be held in the United States, and is scheduled to take place for two weeks, commencing August 7, 1950. Mr. Kunstenaar is proceeding to Europe, where he will open the first foreign office of the Chicago fair. F. Preston Forbes, Deputy Director of the Intelligence and Services Division of the Office of International Trade, will serve as Acting Chief of the Fairs and Exhibitions Branch, while performing his present duties.

Market Situation for Fish in the New York Area Almost Stable

Canada supplied 1,700,000 pounds in November as against 1,400,000 pounds in preceding month—Canned salmon market quiet—Record catch of lobsters in Maine—Output of fish meal reduced—Inspection regulations amended.

By M. B. Bursey, Canadian Government Trade Commissioner
(Fisheries Specialist)

NEW YORK, December 8, 1949.—Import figures for the New York area indicate little change in the general marketing situation during the past month, purchases of fresh and frozen fish from Canada amounting to 1,700,000 pounds, as compared with 1,400,000 pounds in October. November imports included 134,000 pounds of frozen eels from Quebec, 750,000 pounds of fresh and frozen fish from British Columbia, 720,000 pounds of fresh and frozen fish from the Atlantic Coast and 60,000 pounds of frozen fish from inland areas. Other purchases from Canada for the New York area included 210,000 pounds of dried salted codfish from Quebec, 1,823 cases of canned lobster, 866 barrels of pickled mackerel and 923 drums of cod oil and codliver oil.

New York Imports of Fish and Fish Products in November

From Norway—	
Canned sardines	21,007 cases
Canned kippered snacks	1,010 cases
Dried codfish	150 cases
Pearl essence	6 cases
Pickled herring	2,509 barrels
Dried stock fish	412 bales
Refined medicinal codliver oil	400 drums
From United Kingdom—	
Kipperd herring	4,500 cartons
Pickled herring	583 barrels
From Holland—	
Canned sardines	2,000 cases
Frozen fillet of sole	260 cases
Pickled herring	16,000 kegs
Canned anchovies	343 cases
From Belgium—	
Canned sardines	3,380 cases
From Portugal—	
Canned anchovies	27,485 cases
Canned sardines	10,170 cases
From Cuba—	
Frozen lobster tails	2,456 cases
Frozen lobster tails	1,683 cartons
From Japan—	
Canned crab	802 cases
Canned tuna	6,682 cases
Frozen swordfish	7,593 pieces
Shark-liver oil	448 drums
Miscellaneous fish oil	125 drums
From Peru—	
Frozen tuna	11,237 pieces
Canned bonito	9,000 cases
Canned tuna	4,042 cases
Fish meal	1,559 bags
From South Africa—	
Frozen lobster tails	3,710 cases
Shark-liver oil	15 drums
Dogfish-liver oil	40 drums

The Maine sardine packing season is reported at an end, all factories being closed. It is estimated that the total pack will equal, or may even

exceed, last year's, despite the poor prospects forecast for the industry during October. There are indications of a steadier trend in the market for Maine sardines, although some sellers continue to offer at \$7 per case for quarters, keyless, f.o.b. Some interests state that current stocks are not sufficient to carry through into the new packing season next May or June and, because of this, a new price of \$7.50 per case has been established by some sellers.

The California sardine pack for the season to November 13 is reported at 2,591,616 cases as against 1,321,567 cases for the same period a year ago. California sardines were selling freely at \$6 per case for 1's Ovals, mustard or tomato sauce, and at \$4 a case for Naturals, all f.o.b. coast.

Canned Salmon Prices Stable

The canned salmon market remained fairly quiet, with prices unchanged. Tall Reds are unobtainable, and Tall Pinks are holding at \$16 f.o.b. coast, and halves at \$10. Tall Medium Reds are available at prices around \$20 to \$21, and halves at about \$12.50 and Tall Chums at \$15.

The production of lobsters in Maine for the first nine months of this year totalled 13,136,357 pounds valued at \$4,797,829 to the fishermen. This is a record production for this period, the value being somewhat below the record for the same period of 1949, when it reached \$5,178,779. The average price per pound for the first nine months of 1949 was 36.52 cents; in 1945 it was 39.62 cents.

Maine's rosefish fishery figures show production by druggers for the first nine months of this year to be 46,635,435 pounds valued at \$1,631,168 to the fishermen as compared with 41,425,710 pounds valued at \$1,711,769 for the corresponding period of 1948.

Total Massachusetts fishery landings during the first seven months of 1949 amounted to 321,956,937 pounds valued at \$20,158,765 as against 332,826,067 pounds valued at \$24,490,686 during the corresponding period of 1948.

September Landings at Texas Ports More Than Doubled

Landings of fishery products at Texas ports during September totalled 12,563,248 pounds as compared with 5,698,000 pounds in the same month last year. Menhaden and shrimp accounted for over 98 per cent of the September landings this year, and the catch of both species was much greater than in September, 1948.

According to Fish and Wildlife Service North Atlantic fishery investigations, the Gulf of Maine as a whole is still producing a considerable amount of rosefish. Of the 176,000,000 pounds landed in Gloucester during 1948, about 35 per cent came from the Gulf of Maine. However, vessels reported that the area no longer produces a "pure" trip, since the rosefish that come from there are merely small parts of the trips made by vessels in passing through. Vessels also reported that the fish in the gulf are very small.

The Service's North Atlantic fish investigations also show that an average of about 94,196,000 pounds of haddock have been landed by all fishermen from Georges Bank over the period 1931 to 1948, or about 36,875,000 individual fish with an average weight of 2.55 pounds each. The investigations estimate that, during the first nine months of 1949, the baby scrod destruction on Georges Bank amounted to about 2,776,000 pounds as compared with 2,618,000 pounds and 7,897,000 pounds in similar periods of 1948 and 1947 respectively. The small sizes of year classes

since the 1945 year class are believed responsible for the decrease rather than the change in fishing practices, according to the Service's investigations report.

Production of Fish Meal Reduced

Fish meal manufactured during September by United States firms that normally produce 92 per cent of the total annual production amounted to 27,605 tons, or 600 tons less than was produced during September, 1948. During the first nine months of 1949, the amount of fish meal processed in these plants was 141,409 tons as against 143,920 tons for the corresponding period of 1948.

September production of fish oils, exclusive of liver oils, in the United States and Alaska amounted to 3,019,829 gallons as compared with 3,393,583 gallons during the same month last year. Reduced yields of Menhaden and Alaska herring oils accounted for the major portion of the decline. These reductions were partially offset by an increase of over one million gallons in the production of pilchard oil. Production of fish oil during the first nine months of 1949 amounted to 10,243,525 gallons as compared with 12,982,165 gallons for the corresponding period of 1948.

Inspection Regulations Amended

Notice of proposed amendments to Section 155·10 and 155·40 of the regulations for the inspection of canned sea-food (shrimp and oyster) was published in the Federal Register of October 6, 1949. The proposed amendments provide mainly for the optional use of the mark "Production Supervised by United States Food and Drug Administration", with some minor changes in wording. No written comments, data, or arguments having been received within the period prescribed in the notice, the sections were amended as proposed. The amendments appeared in the Federal Register of November 16, 1949, and became effective on date of publication.

On November 7, 1949, the Costa Rican Government ratified the convention for the establishment of an Inter-American Tropical Tuna Commission, signed at Washington, May 31, 1949.

New Zealand Requires Equipment for Hydro Electric Development

Wellington, December 9, 1949.—(FTS)—The New Zealand Government requires Hydraulic and Electrical Components for Lifting Gear at Lake Tekapo Power Station, Surge Chamber Gate, which consists of the following:

- 2—Oil-hydraulic pumps, 25 gallons per minute at 200 pounds per square inch pressure.
- 27—Oil-hydraulic valves, $\frac{1}{2}$ -inch to 3-inch sizes, hand and solenoid operated.
- 2—Oil pressure gauges.
- 2—Vacuum gauges.
- 250 ft. Hydraulic pipes, $\frac{1}{2}$ -inch to 3-inch sizes.
- 2—Electric motors, 5 H.P. squirrel cage types, 400 volts A.C. 3 phase, 50 cycle supply. Line starting.

The tenders close in Wellington on January 31, 1950.

(Editor's Note.—Canadian firms who may be interested can procure specifications and tenders from Mr. J. A. Malcolm, New Zealand Trade Commissioner, 609 Sun Life Building, Montreal, Que. Contract No. S.M. 974, which covers the above-mentioned equipment, should be quoted.)

Coal Most Vexatious Problem Now Facing Belgium and Luxembourg

Subsidy on production discontinued by Belgian Government—Great difficulty experienced in finding markets for existing stocks—Industry suffers from high costs—Steel production declined—Position of textile industry good.

By W. Gibson-Smith, Assistant Commercial Secretary for Canada

(Editor's Note—This is the third in a series of four reports on economic conditions in Belgium and Luxembourg, prepared for publication in *Foreign Trade*.)

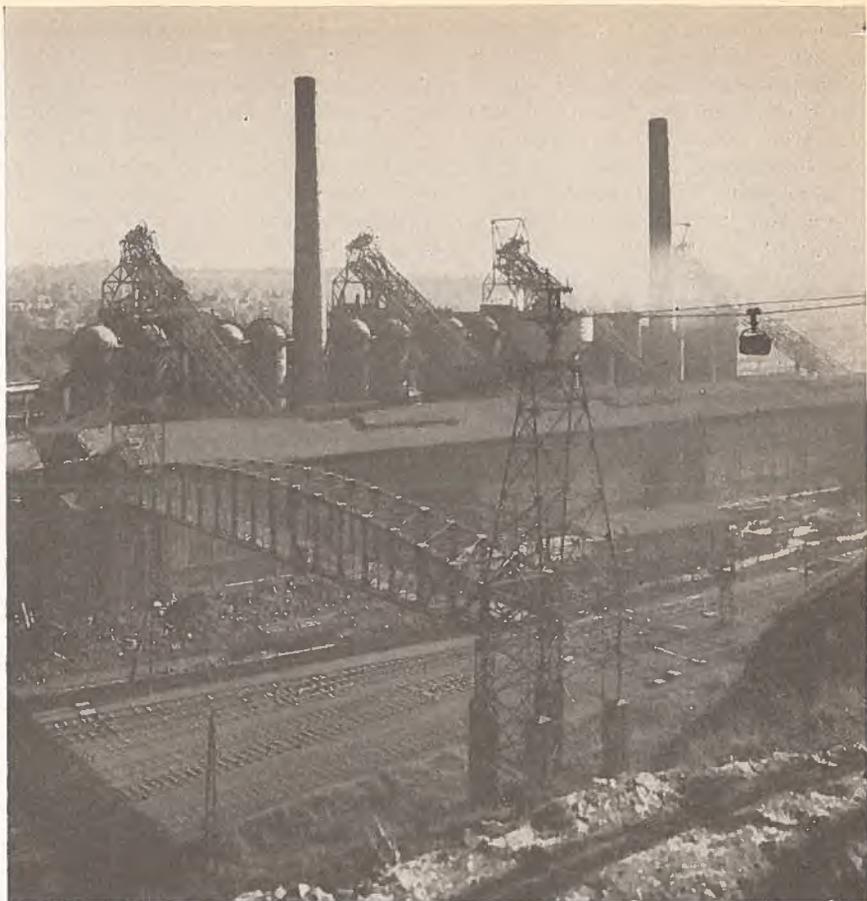
BRUSSELS, November 1, 1949.—Coal constitutes perhaps the most vexatious problem confronting the Belgian government at the present time. Until the end of last year, the government policy was to subsidize production because this material remained in short supply. Now, however, there is great difficulty in finding markets for existing stocks, which continue to mount. Stocks on hand had risen by the end of August to nearly three million metric tons (about six weeks' total Belgian coal consumption of all types).

The reason why there is such difficulty in disposing of Belgian coal is that the industry suffers from extremely high costs of production. A compensation fund, operated by the government, until recently kept in operation even the most uneconomical mines. Abandonment of this compensating system now allows the more fortunate mines to lower their prices to more realistic levels, especially for industrial grades.

It is difficult to find Belgians who are willing to work in the coal mines. For that reason, about two years ago many displaced persons and prisoners were employed on a two-year contract. Now that this period has expired, some displaced persons are returning to Germany, and many Sicilians who went home on holidays have failed to return. The underground workers are nearly all of foreign nationality. To find Belgians, in replacement of the foreigners who are leaving the mines, might mean even higher costs in the form of raised wages and lower man-hour output, although the mounting unemployment in Belgium may result in finding more easily individuals willing to go down in the mines. The social charges of a miner in Belgium represent 33½ per cent of his wages, 25 per cent being paid to the Office of Social Security by the employer.

Uneconomical Mines Permitted to Cease Operations

In addition to the ending of the artificial compensating fund, the government's intention now is, by removal of the subsidies, to allow the uneconomical mines to cease operations, even though this may have unpleasant political consequences in augmenting unemployment at a time when the number of jobless throughout the country is very high. It is intended to carry out this change gradually. Subsidies have been amounting to as much as 2,000 million Belgian francs yearly. The prices of anthracite and other hard coal may rise. It does not appear to be the intention to stop the imports of coal, which have been coming from such low-cost production centres as Poland and the Ruhr, since it is hoped by the means of healthy competition to arrive at more efficient operations in the Belgian mines which will remain active.



Belgium—Blast furnaces of the Societe des Forges de Clabecq.

—Photo by Jean Malvaux.

At the present moment, before these measures are put into effect, mine owners are reported to be closing down for several days each month. Coal marketing up to the present has been controlled by the state. Exports, which tended to dry up this year, have recovered slightly towards France and Italy, although neither of these countries is receiving anything like its prewar imports from Belgium. Both France and Italy, which would still be buying large quantities of Belgian coal, particularly of the domestic type, were it not for payments obstacles, have been obtaining coal from the United States of America under the European Recovery Program.

Production of Steel Declined

Thirty per cent of Belgo/Luxembourg exports of iron and steel have been from this sector, but weakness is evident on nearly all sides of the industry. From a production of 355,000 metric tons in April the production of steel dropped to 270,000 at the end of August, and declined slightly since that time.

In August, 1948, 48 furnaces were in operation and now this is reduced to about 34. The cost of production of steel has been high in relation to

those of French and United States producers. As a result the various factories, including those in Luxembourg, have been meeting with a view to instituting a centralized selling organization. The object would be to create uniform prices and to establish quotas for each plant. Although most steel industrialists realize that this would be in their interests, there have been some arguments over the assignments of quotas. Certain types of steel would be lowered in price and the prices for galvanized steel augmented. It is argued that the controlled domestic prices must be permitted to rise now that it is no longer possible to look to the export markets for very lucrative returns.

Due to the United States steel strike, a number of orders have come in and this has helped production considerably in the last month.

As to the metal fabrication industries, production declined from 169,000 metric tons in April to 136,000 at the end of August and to an estimated level of 115,000 tons in October, due chiefly to poor home demand. New orders are coming in slowly. An order to build a ship was received from Portugal in August. New agreements have been reached with Denmark and Holland for a substantial tonnage of metal products from Belgium. The industries look also to the public works program for stimulation of sales.

Now that the emergency postwar requirements have been met, the Belgian producers of flat glass suffer from lack of foreign markets, although demand in the home market has been quite good recently.

Serious Over-Capacity in Belgian Glass Industry

It seems likely that from now on there will be even more serious over-capacity in the Belgian glass industry than was the case prewar. In early 1948 production exceeded 1938 levels by roughly 20 per cent, but it has recently declined to scarcely more than 50 per cent of the prewar year. The list of foreign countries which have erected very high tariff barriers around their own more recent flat glass factories is a long one. Although few, if any, of these countries have as low costs or as efficient production as Belgium, it seems unlikely that now that their own factories have been erected they will be easily persuaded to subject them to Belgian competition. The outlook, in brief, is not encouraging for the future, even if payments difficulties are overcome.

Exports of china and earthenware products remain most difficult by reason of currency restriction measures taken by most customary markets. Foreign stocks continue to enter Belgium, in particular from Northern France, although the Belgian market is very limited and cannot absorb its own production, already greatly reduced. Employment in certain factories is reduced to 50 per cent. Manufacturers fear that the devaluation will greatly affect exports as the price of English goods, their main competitor, was already lower than their own before devaluation took place.

As to the pottery and pipe division of this industry, production is still good. New orders from various countries continue to be received. There is no unemployment in this sector.

Position of Textile Industry Good

The position of the textile industry in general has become quite strong in recent months, there being a good demand for both exports (Germany reappearing as a buyer) and for domestic requirements. German orders have been received recently for both cloth and thread of various kinds.

The most recent figures indicate that the spinning mills in September and October were more active than they had been since April, 1948. In

the field of weaving the following figures are the latest available, although it is reported that in all sectors there has been increased activity since August:

(Percentages of 1948, by Weight)

	1947 Year	1948 Year	1949 April	1949 May	1949 June	1949 July	1949 August
Cotton and Fibranne	138.0	126.6	120.6	118.8	119.2	102.7	113.2
Flax	95.5	55.5	52.1	51.5	51.5	46.5	47.3
Wool	143.6	124.3	132.2	128.8	125.5	120.2	132.1
Rayon*	143.6	188.8	191.2	196.1	206.1	178.9	175.9
Jute	89.0	99.0	104.9	106.5	106.6	86.8	97.3

* Other yarns included.

The recovery in textiles comes at a most opportune time to counter-balance the deterioration in the steel and metal products categories. The effects of the various devaluations were awaited with considerable concern by the Belgian textile industry but a hopeful feeling now prevails in view of the continued favourable results that have been obtained since the events of September 18 and 22. The chief weak area in textiles is jute spinning.

The clothing industry, which has been in a distressed condition with high unemployment, is hopeful because of the provisions in the new Benelux treaty which should result in greatly increased exports to the Netherlands.

Some Cement Factories Being Re-equipped and Modernized

Some cement factories are being re-equipped and modernized. One factory near Liège is installing modern equipment with the help of Marshall Aid funds, equipment being imported from the United States. This new factory is expected to produce 500 tons of cement daily.

The index of activity, which in March stood at 90 per cent of prewar, had by October reached an estimated figure of 112 per cent. Production in September rose to 290,000 metric tons. There were 59 furnaces in activity in September, an increase of 10 in three months.

To the end of May this year, Holland had imported from Belgium only 13,523 tons compared with 67,621 tons for the same period last year. The Netherlands was obtaining most of its cement from Germany and Poland. It is not yet decided how much Belgian cement the Netherlands will take under the Benelux preunion agreement. Polish cement is now competing with Belgian cement on the Argentine market.

The public works program to be undertaken by the Belgian government should provide an increased domestic market.

German competition for the chemical industry is intensified on exterior or foreign markets and prices are falling.

Visas Not Required to Visit Certain European Countries

Canadian citizens holding valid Canadian passports may now visit Switzerland, Sweden and Denmark without visas for periods of three months and Belgium and Luxembourg, under the same conditions, for periods of two months.

Negotiations are under way with other countries of Western Europe which may result in similar relaxation of the entrance requirements for Canadian travellers.

Trade Commissioners Comprise Active Sales Promotion Force

George R. Heasman reveals examples of business secured for Canadian exporters over period of years—Selection and training of foreign service officers outlined—Businessmen urged to take full advantage of facilities provided by Trade Commissioner Service through its 45 offices throughout world.

EXAMPLES of promotional efforts by Canadian trade commissioners to secure business for firms in this country were provided recently by George R. Heasman, Director of the Canadian Trade Commissioner Service, in an address to members of the Chartered Accountants Club, in Ottawa. Although the functions of trade commissioners, and the assistance they are in a position to render, are generally understood by well-established firms, many of the more interesting methods whereby they are enabled to secure orders are confined to the reports submitted periodically for the information of head office personnel. In his review, Mr. Heasman explained that the Canadian Trade Commissioner Service was one of the most highly trained sales promotional forces in the world. In fact, it could be described as a two-million-dollar organization.

"If you are not export conscious," he said, "you have a right to inquire whether you are getting value for your money, whether this sales force is really producing, how it works, who are the salesmen, how they are recruited, and why these trade commissioners are held so high in the opinion of manufacturers and exporters."

The service had its origin in 1897, with the appointment of one trade commissioner. Canada was the first country to establish a trade commissioner service. Other countries had consuls and commercial attachés, but only part of their time was spent in actual trade promotion. In just over fifty years, the service has been expanded to forty-five offices, staffed by ninety-five trade commissioners and assistant trade commissioners, in forty countries.

When, in 1947, ten assistant trade commissioners were required, the Civil Service Commission was advised that they had to be under 31 years of age, to be university graduates, preferably with a Bachelor of Commerce degree, or honor graduates in economics, and that candidates should preferably have a knowledge of one or more languages. Applications were received from some 171 candidates, 154 of whom were required to write two difficult papers of three hours each; one to test the candidate's general intelligence and the other his knowledge of international trade. Forty-eight with the highest marks were selected for an oral examination.

Requirements of Assistant Trade Commissioners

Candidates were rated in accordance with their ability to discuss business trends, their initiative, energy and drive, their ability to inspire confidence, their general appearance, manners, dress and grooming, the likelihood of their working well with those below and above them, and their command of language, fluency, correct usage, sentence structure and articulation. Ten with the highest rating were called to Ottawa for a period of training at headquarters.

These young men were finally given a tour from Halifax to Vancouver, during which they visited hundreds of manufacturing firms. They also

received lectures in the foreign trade departments of Canadian banks and insurance companies interested in the foreign field. On completion of this training period, the new assistant trade commissioners had just about as thorough a knowledge of Canadian industry, Canadian business methods, and Canadian export trade as it is possible to obtain.

This procedure has been followed for the last twenty-five years in recruiting and training foreign service officers for the field. When they finally go abroad, the Department has an investment of well over \$5,000 in each young officer. With this investment in training, it is necessary to pay foreign service officers well in order to retain their services. They start at a salary of \$3,000 and may receive as much as \$7,800. They also receive a rent allowance, club allowance, allowance for their children's education in a foreign country, a representation allowance and a cost-of-living allowance, which is computed by the Dominion Bureau of Statistics for each foreign country.

Foreign service officers are "salesmen in every sense," Mr. Heasman continued, though they do not carry round an order book, and look upon themselves as representatives of every Canadian manufacturer, ready to render him all possible service and advice in marketing his product in their respective territories. Canadian exporters are encouraged to send out samples of their products, and the trade commissioner will actively pound the pavements in an effort to find a reliable and suitable agent. He will endeavour to explain the merits of a particular product, whether it is a piece of machinery, a new kind of jelly powder, a patent medicine or a new line of foundation garments, to indicate prices and, in fact, do everything that a firm's paid salesman would do, short of taking the order. At this stage, the prospective importer is requested to write the Canadian manufacturer. The trade commissioner does likewise, recommending the foreign importer as a reliable firm with which to do business.

Sales of Shingles Secured in South Africa

One trade commissioner found, when in South Africa, that most homes were roofed with red tiles or galvanized iron. He secured a small shipment of cedar shingles from Canada, and was able to convince local architects that cedar shingles were still in use in Vancouver after eighty years. When he was transferred, hundreds of homes were being roofed with cedar shingles, and their popularity was steadily increasing.

Canadian wallboard was introduced into Malaya in much the same way, meeting the competition of a product made from sugar cane waste. It was essential that this building material should be proof against termites, which are prevalent in that part of the world. The original samples, which had been buried in a white ant nest, were practically eaten away. Additional, treated samples were obtained from Canada and likewise buried. A number had not been touched, and the company concerned was notified accordingly. Substantial orders for this building material were thus obtained, and a market was subsequently developed in other parts of the world, where the firm was enabled to provide a guarantee that its product was proofed against termites.

A Canadian manufacturer sought from one trade commissioner an explanation of the fact that the product of a competitor was being sold at or near what he knew must be the cost price. Investigation revealed that the Chinese importer was selling the foreign article at cost, because the container was substantial and lined with zinc, for which a market had been found. He was satisfied with the profit from the sale of the packing cases, and did not seek a profit on the sale of the actual product.

Tribute was paid by a Canadian shipbuilding firm to a trade commissioner in a Latin American country that had negotiated a contract for the construction in Canada of ships costing many millions of dollars, as his tact, business ability and knowledge of local conditions had greatly facilitated the successful conclusion of this deal. When a further order was pending, the trade commissioner was given full power to negotiate the contract, and special permission was sought for him to sign the contract on behalf of the shipbuilding firm.

Canadian Flour Introduced into Java

Canadian flour was introduced into Java through the efforts of a trade commissioner. It was produced largely from hard Northern wheat, and was so much stronger in gluten than the soft-wheat flour from Australia that the Chinese bakers could obtain a larger number of loaves from a bag of Canadian flour. The price was too high, however, and another approach was tried. By mixing 40 per cent Canadian flour with 60 per cent soft-wheat Australia flour, it was found that more loaves of bread could be produced and a larger profit made by the Chinese baker than if he used only soft-wheat at the lower price.

The office of the trade commissioner in Karachi, Pakistan, was instrumental in securing for Canada an order for \$500,000 worth of railway ties, and inquiries have been received for capital equipment running into millions of dollars. Although the office in Istanbul has been in operation less than a year, a market has been found for various products, and the trade commissioner was largely responsible for an order worth \$700,000 being placed by the Turkish Government. Moreover, Mr. Heasman pointed out, the fact of a new office being opened often encourages Canadian exporters to enter the market.

Notwithstanding the decline in exports of some secondary manufactures, trade commissioners report that during 1948 they were responsible for establishing over 400 agencies or buying connections for Canadian exporters throughout the world, and they were of direct assistance in obtaining initial export orders valued at many millions of dollars. A special effort was being made to establish a market in the United States for Canadian products and, although this was a difficult market, a measure of success was achieved.

With changing times and conditions, there has been some change in the work of many trade commissioners. With the prevalence of export controls, import controls, exchange restrictions and other barriers to trade, it happens that more assistance is rendered to Canadian firms already exporting to a given country, in obtaining import licences and facilitating a continuation of trade, than in establishing new agencies for exporters. Early this year, for example, a metal shipment was already en route to Portugal, when the importer cabled that his import licence had expired. Furthermore, the letter of credit had also expired. The Canadian exporter was faced with the necessity of paying the freight on this shipment to Portugal and also the cost of returning the shipment to this country. Through the efforts of the trade commissioner, the local authorities were persuaded to issue a licence, and the importer was persuaded to renew his letter of credit. Instead of sustaining a substantial loss, as anticipated, the exporter was enabled to make a substantial profit on the transaction.

Wide Variety of Reports Supplied from Field

In addition to direct trade promotion, a trade commissioner is required to provide credit reports, market reports and economic reports. He assists in collecting bad debts and last year aided in the settlement of 165 com-

plaints. Disposal is made of distressed shipments arriving in his territory, and arrangements are made for the release of goods when shipping documents are delayed, thereby eliminating heavy warehouse charges.

Trade commissioners also keep in touch with hundreds of established agents of Canadian exporters throughout the world, to ensure that they have not taken on competing lines of products to the detriment of Canadian firms they have undertaken to represent. Finally, when a Canadian businessman arrives in his territory, a trade commissioner places his office at the disposal of the visitor, makes appointments on his behalf and, when necessary, accompanies him on his local calls, often acting in the capacity of interpreter. In conclusion, Mr. Heasman said the files of the Department of Trade and Commerce were filled with thousands of letters from exporters, testifying to the help received from trade commissioners in marketing their products in foreign lands. He was convinced that the success of Canada in developing markets for manufactures could be largely attributed to the efforts of Canadian trade commissioners, since the first foreign service officer was appointed over fifty years ago.

Benelux Makes Tariff Concessions Effective

The Benelux Union will bring into effect, without reservation, on January 1, 1950, the tariff concessions negotiated at Annecy in 1949, according to information received by the Commercial Relations and Foreign Tariffs Division, Department of Trade and Commerce.

Belgian Congo is Important Importer of Fresh Meat and Fish

Leopoldville, November 24, 1949.—(FTS)—Even though the Belgian Congo has made rapid strides to increase her supplies of live stock and to develop her native fisheries over the past two years, the Colony is still an important importer of fresh meat and fish (fresh, frozen, dried, and tinned). During 1949 the following supplies of fresh meat were imported: Southern Rhodesia, 500 tons; Angola, 900 tons; South Africa, 1,000 tons (fresh, frozen, etc.).

The smoked and salted fish imports totalled over 140,000,000 francs during 1948 (approximately 14,555,661 kilos) with 75 per cent of the smoked fish coming from Angola. The salted fish came principally from Kenya and Uganda (20,500,000 francs), Angola (12,000,000 francs) and Portugal (2,000,000 francs).

Of the total of approximately 27 million francs of imported tinned fish, Canadian suppliers shipped between 40 and 45 per cent of this quantity during 1948. For the first eight months of 1949, according to the Belgian Congo statistics, Canadian packers of tinned sardines and herrings are obtaining a firmer position in this market as indicated by the following:

	Total Net Kilos	Francs
Sardines-Tinned	123,332	3,563,059
CANADA.....	75,836	2,134,329
Herrings-Tinned	314,374	5,041,578
CANADA.....	172,303	2,577,949

(Editor's Note.—Many of the Canadian shipments are routed through the port of New York in bond and shipping bills of lading are made in the United States. The Belgian Congo gives credit for such shipments to the United States. On this basis, the above 1949 Canadian export figures are, in reality, higher than those shown above.)

Canadian Exports, by Areas

Country	November			January—November		
	1938	1948	1949	1938	1948	1949
COMMONWEALTH COUNTRIES						
(Millions of Dollars)						
United Kingdom and Europe.....	36.3	57.8	58.6	318.4	648.6	667.4
America.....	2.4	9.4	2.9	20.3	103.7	49.1
Africa.....	1.2	11.0	4.2	16.9	86.6	78.9
Asia.....	0.7	8.4	10.3	7.6	51.6	97.9
Oceania.....	3.8	5.6	3.1	45.1	46.7	45.1
TOTAL COMMONWEALTH COUNTRIES..	44.3	92.1	79.1	408.3	937.3	938.4
FOREIGN COUNTRIES						
United States and Possessions.....	28.6	165.6	172.6	247.5	1,361.5	1,358.1
Latin America.....	1.7	8.1	9.2	16.3	107.4	111.2
Europe.....	7.4	17.7	19.7	67.9	278.2	203.7
Other Foreign Countries.....	3.9	10.4	11.7	28.7	74.6	96.0
TOTAL FOREIGN COUNTRIES.....	41.7	201.8	213.2	360.4	1,821.7	1,769.1
TOTAL DOMESTIC EXPORTS.....	86.0	293.9	292.3	768.7	2,759.0	2,707.4

Canadian Exports, by Countries

Country	November			January—November		
	1938	1948	1949	1938	1948	1949
COMMONWEALTH COUNTRIES						
(Thousands of Dollars)						
Europe:						
United Kingdom.....	35,750	56,670	56,807	314,154	638,400	655,072
Eire.....	529	476	1,820	3,862	6,980	8,646
Gibraltar.....	.....	.....	4	6	6	332
Malta.....	20	633	16	366	3,243	3,315
TOTAL EUROPE.....	36,299	57,779	58,647	318,388	648,629	667,365
America:						
Newfoundland.....	1,075	4,816	.....	7,611	49,376	(a) 9,229
Bermuda.....	131	316	213	1,255	3,679	3,267
Barbados.....	87	520	265	959	5,238	4,690
Jamaica.....	395	517	949	4,039	11,474	8,316
Trinidad and Tobago.....	379	1,748	641	3,280	16,073	11,508
Bahamas.....	145	166	169	1,626	3,282	2,102
Leeward and Windward Islands.....	21	506	253	.....	5,637	4,151
British Honduras.....	21	108	41	257	1,084	541
British Guiana.....	133	683	386	1,264	7,851	5,293
Falkland Islands.....	.....	.....	.....	.....	.....	7
TOTAL AMERICA.....	2,366	9,380	2,917	20,291	103,694	49,104
Africa:						
Northern Rhodesia.....	.....	132	15	.....	532	537
Union of South Africa.....	1,060	10,221	3,670	14,715	77,172	71,379
Other British South Africa.....	.....	.....	.....	.....	5	14
Southern Rhodesia.....	65	200	140	978	2,486	2,564
Gambia.....	2	.....	.....	19	26	7
Gold Coast.....	25	155	204	173	1,890	1,396
Nigeria.....	9	26	9	70	737	1,041
Sierra Leone.....	9	45	17	174	675	290
Other British West Africa.....	.....	.....	.....	.....	6	.....
Anglo-Egyptian Sudan.....	3	1	.....	209	42	35
British East Africa.....	50	226	121	600	3,060	1,622
TOTAL AFRICA.....	1,223	11,006	4,176	16,938	86,631	78,885

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

Newfoundland Foreign Trade included from April 1, 1949; November, \$11.0 million; eight months ended November, \$66.7 million. (a) January—March, 1949.

Canadian Exports, by Countries—Continued

Country	November			January - November				
	1938	1948	1949	1938	1948	1949		
COMMONWEALTH COUNTRIES—Contc.								
(Thousands of Dollars)								
Asia:								
India.....	343	3,925	6,517	2,671	24,912	65,927		
Pakistan.....		2,177	2,074		3,902	15,532		
Burma*.....		6			119			
Ceylon.....		12	115		40	1,578	2,082	
Aden.....		3	217		1	83	1,464	52
British Malaya.....		146	789		295	2,227	8,490	5,256
Other British East Indies.....						5	16	2
Hong Kong.....		153	718		1,367	2,151	7,359	9,026
Israel†.....		6	415			138	3,887	
TOTAL ASIA.....		669	8,356		10,294	7,579	51,608	97,877
Oceania:								
Australia.....	2,329	4,453	2,284	30,040	31,025	31,455		
New Zealand.....	1,396	1,124	801	14,693	15,069	13,017		
Fiji.....	38	20	6	337	481	588		
Other Oceania.....				44	140	59		
TOTAL OCEANIA.....	3,763	5,597	3,091	45,114	46,715	45,119		
TOTAL COMMONWEALTH COUNTRIES.....	44,322	92,116	79,124	408,314	937,279	938,351		
FOREIGN COUNTRIES								
United States and Possessions:								
United States.....	28,387	163,307	171,333	245,725	1,353,155	1,343,693		
Alaska.....	2	191	62	116	666	958		
American Virgin Islands.....	5	2	19	32	114	120		
Hawaii.....	165	1,392	516	1,342	5,322	7,577		
Puerto Rico.....	32	708	641	312	1,984	5,617		
United States Oceania.....		44	8	3	293	165		
TOTAL UNITED STATES AND POSSESSIONS.....	28,591	165,644	172,579	247,530	1,361,534	1,358,130		
Latin America:								
Argentina.....	621	376	354	4,503	15,524	2,859		
Bolivia.....	9	40	67	102	866	1,014		
Brazil.....	310	1,794	945	3,307	23,054	15,925		
Chile.....	65	221	157	551	3,953	3,144		
Colombia.....	99	492	355	1,079	7,438	7,430		
Costa Rica.....	9	83	134	89	931	1,599		
Cuba.....	85	651	1,295	1,115	9,878	12,594		
Dominican Republic.....	14	161	229	287	2,026	1,946		
Ecuador.....		103	84	49	1,112	1,545		
El Salvador.....	6	53	77	44	997	795		
Guatemala.....	8	94	239	107	1,383	1,393		
Haiti.....	4	146	124	110	1,215	1,469		
Honduras.....	25	47	44	159	523	660		
Mexico.....	166	1,296	1,842	2,187	13,686	13,675		
Nicaragua.....	2	77	30	71	629	567		
Panama.....	28	152	577	286	2,537	13,260		
Paraguay.....			2	9	354	131		
Peru.....	105	91	397	842	2,256	6,913		
Uruguay.....	22	301	204	205	3,723	1,867		
Venezuela.....	130	1,878	2,065	1,168	15,269	22,433		
TOTAL LATIN AMERICA.....	1,708	8,056	9,221	16,270	107,354	111,219		
Europe:								
Albania.....		20		8	90			
Austria.....		153	25	8	2,923	3,411		
Belgium and Luxembourg.....	966	2,601	6,517	8,837	28,625	46,622		
Bulgaria.....		3	14	9	122	196		
Czechoslovakia.....	52	681	327	3,144	11,287	2,842		

*See Foreign Countries from January 1, 1948.

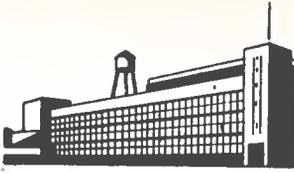
†See Foreign Countries from January 1, 1949

Canadian Exports, by Countries—Concluded

Country	November			January—November		
	1938	1948	1949	1938	1948	1949
(Thousands of Dollars)						
FOREIGN COUNTRIES—Con.						
Europe—Con.						
Denmark.....	194	815	80	1,367	6,861	2,943
Estonia.....				2		
Finland.....	27	53	34	477	2,210	595
France.....	715	658	1,338	8,229	78,182	34,171
Germany.....	2,404	835	349	16,747	11,663	22,840
Greece.....	1	294	180	1,565	8,946	2,243
Hungary.....		9		2	772	74
Iceland.....		4	6	17	1,665	726
Italy.....	146	2,514	1,630	1,573	30,838	10,936
Latvia.....	3			234		
Lithuania.....	46			894		
Netherlands.....	969	1,750	1,600	9,785	39,201	12,689
Norway.....	1,046	3,464	2,202	7,475	18,732	20,076
Poland.....	94	147	82	992	5,638	1,170
Portugal.....	7	734	546	127	2,984	7,747
Azores and Madeira.....			7	3	64	75
Roumania.....	1	16	15	39	402	254
Spain.....	1	37	48	100	563	362
Sweden.....	607	141	201	4,709	6,969	4,970
Switzerland.....	60	2,273	4,355	691	17,275	28,196
U.S.S.R. (Russia).....	87		1	881	105	91
Yugoslavia.....	2	480	94	10	2,111	454
TOTAL EUROPE.....	7,428	17,682	19,651	67,925	278,228	203,683
Other Foreign Countries:						
Afghanistan.....		1	3		42	14
Arabia.....			78			2,756
Belgian Congo.....	26	134	178	93	1,850	2,244
Burma*.....		27			151	54
China.....	207	1,646	1,155	2,434	22,377	13,396
Greenland.....		8			82	16
Egypt.....	50	538	100	340	9,198	4,681
Ethiopia.....		2			72	42
French Africa.....	6	304	38	533	2,509	2,129
French East Indies.....	7	108	27	27	430	188
French Guiana.....				6	129	129
French Oceania.....	3		3	74	54	275
French West Indies.....	8	4	9	154	536	65
Madagascar.....	1		66	8	392	227
St. Pierre and Miquelon.....	30	122	135	247	1,270	1,124
Iran.....	12	21	4,394	80	509	10,107
Iraq.....	2	89	22	39	810	450
Transjordan.....						177
Tripoli.....		3			4	11
Other Italian Africa.....						
Japan.....	3,284	1,520	226	18,910	5,963	4,412
Korea.....			1		23	50
Liberia.....	2	10	7	19	118	115
Morocco.....	2	210	118	93	1,522	1,090
Indonesia.....	80	999	419	752	7,122	4,263
Netherlands Guiana.....	5	73	95	34	618	864
Netherlands Antilles.....	17	196	190	192	1,992	1,840
Israel†.....			1,764			11,504
Philippine Islands.....	123	1,525	1,813	1,308	8,328	12,783
Portuguese Africa.....	57	200	383	1,319	2,690	3,306
Portuguese Asia.....		48		1	99	162
Siam.....	2	37	65	18	545	688
Canary Islands.....			3	3	6	43
Spanish Africa.....		1	14		54	77
Syria.....	5	2,408	101	59	3,688	3,067
Turkey.....		172	292	1,916	1,440	13,678
TOTAL OTHER FOREIGN.....	3,929	10,406	11,701	28,659	74,623	96,027
TOTAL FOREIGN COUNTRIES.....	41,658	201,789	213,153	360,382	1,821,741	1,769,060
TOTAL DOMESTIC EXPORTS.....	85,979	293,905	292,278	768,696	2,759,020	2,707,411

*See British Countries prior to 1948.

†See British Countries prior to 1949.



Industrial Inquiries

Firms in foreign countries consider Canada as a possible market for their products, some of which may be manufactured here for domestic consumption and for export. The following inquiries have been received by the Industrial Development Division, Foreign Trade Service, which is in a position to furnish information concerning the company concerned and its products. In submitting requests for further details, the file number should be quoted.

Pressure Cooker—A Swiss firm is now producing and distributing widely in Europe a pressure cooker of new design which it is offering to the Canadian trade through license or royalty arrangements for its production and distribution in this country. (File 1-421).

Auto Theft Prevention System—A French firm has developed a device to prevent the theft of automobiles, which it is now offering to Canadian firms on a license or royalty basis. This anti-theft device is electrical and operates off the ignition switch by use of a special ignition switch key. (File 5-113).

Hobbing Machine—A British firm desires to contact a Canadian machinery manufacturer with the object of entering in arrangements on a license or royalty basis for the production of a hobbing machine which has been a popular item on the Canadian market. (File 5-1449).

Fertilizer Distributor—An implement manufacturer in Scotland is offering for production and sale in Canada under license or royalty basis a tractor-transporter type of fertilizer and grain distributor which can also be operated efficiently as a duster when fitted with duster blades and windshield. This implement comes in three models. (File 5-1372).

Anti-Rust Treatment for Ships—Attention has been directed to a new system of applying anti-rust and anti-fouling paint to ships which, although invented in Germany, is now being developed by a Swedish firm in Stockholm. This process has not been specifically offered to the Canadian market, but it is felt that if interest is created here the Swedish firm might consider entering into negotiations for its production and sale in Canada. (File 5-113).

CANADIAN TRADE WITH SOUTHEAST ASIA

For trade statistical purposes, the chart on pages 1140-1141 pertains to the following territories:

Malaya—Colony of Singapore and the Federation of Malaya (Perak, Selangor, Negri Sembilan, Pahang, Johore, Kedah, Perlis, Kelantan and Trengganu, Malacca, Penan and Province Wellesley).

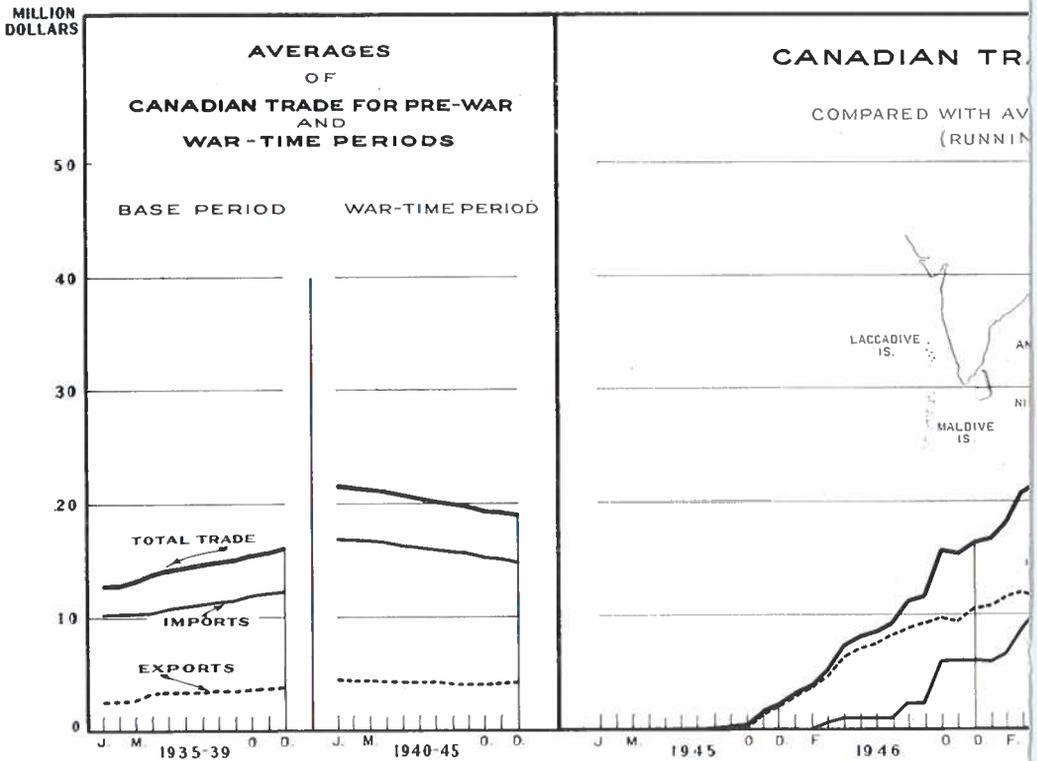
Other British East Indies—Keeling Islands, Laccadive, Maldive, Andaman, Christmas and Nicobar Islands, Sarawak, Brunei, North Borneo, Labuan and other smaller possessions.

Indonesia—Java and Madura; Bali, Banda, Borneo (except North Coast), and the Anambas Islands, Laut, Natuna, etc. (except Labuan), adjacent to Borneo; Celebes and the islands of Bintang, Pangansane, Sangir, Siao, etc., adjacent to the Celebes; Flores, Lombok, the Molukkas (including Amboina, Ceram, Gilolo, Buru, Ternato, etc.); New Guinea, Solar, Sumba (Sandalwood), Sumbawa; Sumatra and the islands of Banca, Billiton, Bintang, Karimata, Riau-Lingga Archipelago, Sinkop, etc., off the east coast of Sumatra, and Engano, Mego, Nias, Pagai, etc., off the west coast of Sumatra; Timor Island (part); and the islands of Kisser, Savu, Semaou, Wetter, etc., adjacent to Timor; and other islands in Malaysia belonging to the Netherlands not specified).

CANADIAN TRADE V

Imports

Country	Twelve Months Ended September					
	Average 1935-39		1948		1949	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Malaya.....	10,458	91.8	19,724	90.8	19,476	91.2
Other British East Indies.....	70	0.6	81	0.4	21	0.1
Indonesia.....	778	6.8	1,838	8.5	1,709	8.3
Siam.....	85	0.7	71	0.3	80	0.4
TOTAL.....	11,392	100.0	21,714	100.0	21,346	100.0



TH SOUTHEAST ASIA

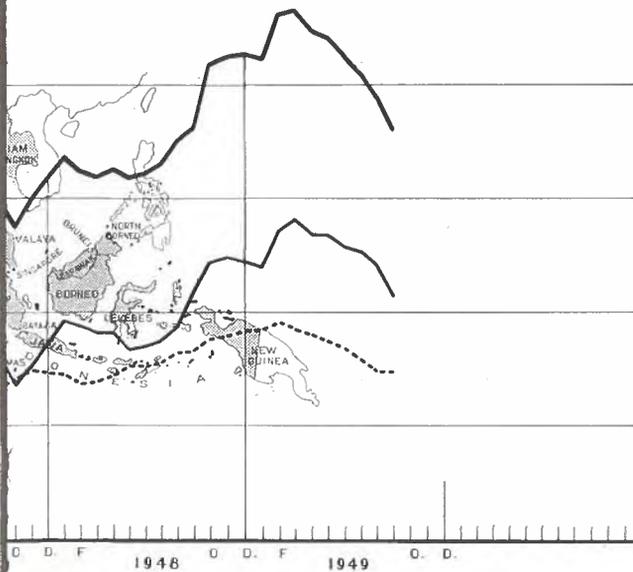
Exports

Country	Twelve Months Ended September					
	Average 1935-39		1948		1949	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Malaya.....	2,064	59.2	8,655	54.2	7,511	52.4
Other British East Indies.....	5	0.1	16	0.1	3	¹
Indonesia.....	1,396	40.1	6,869	43.0	6,106	42.6
Siam.....	20	0.6	426	2.7	720	5.0
TOTAL.....	3,485	100.0	15,966	100.0	14,340	100.0

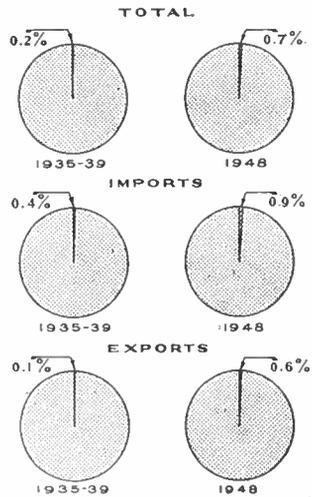
¹ Less than one-tenth of one per cent.

Prepared by Dominion Bureau of Statistics

WITH SOUTHEAST ASIA
1935-49
FOR BASE AND WAR-TIME PERIODS
(FIVE-MONTH TOTALS)



RELATIVE PROPORTIONS OF TRADE
WITH
SOUTHEAST ASIA
TO
TOTAL CANADIAN TRADE
AVERAGE FOR THE BASE PERIOD
COMPARED WITH
LATEST COMPLETED CALENDAR YEAR





Trade Fair News

Information of particular interest to firms planning participation in the Canadian International Trade Fair, being held in Toronto from May 29 to June 9, 1950, will be published from week to week in this column.

Maximum representation of local business interests from every part of Canada in the forthcoming 1950 Canadian International Trade Fair is heralded by the formation of a nation-wide network of local trade fair committees, to be headed by the responsible trade development officials of provincial governments. Membership of the committees will include representatives of local business organizations, including the Canadian Manufacturers' Association, chambers of commerce, boards of trade, retail merchants' associations, commercial travellers' associations, junior chambers of commerce, and prominent local businessmen. They will be organized on a regional basis to insure that the local business interests of every part of Canada share to the fullest extent in the trade promotion opportunities presented at the Trade Fair.

This development originated with discussions at the Interprovincial Trade Conference, held in Lindsay last September, followed by an exchange of correspondence between the federal and provincial governments. It culminated with the recent completion of a three-week tour by trade fair executives to finalize preliminary plans with provincial organizers from Newfoundland to British Columbia.

A fairly uniform pattern of operations developed from these meetings. Representative space will be provided at the trade fair for each of the provincial governments and a number of composite exhibits of regional products are planned on a co-operative basis in addition to the separate displays of individual producers. Combined exhibits by Alberta food producers and packers, and composite displays of potatoes, lobsters and oysters from Prince Edward Island are typical of the co-operative projects being planned. Provincial utilities are interested in the new opportunity offered by the acceptance, for the first time, of regional displays.

The local committees will co-ordinate planning and publicity designed to stimulate representation of both exhibitors and visitors from their territories. Two provinces, New Brunswick and Saskatchewan, are already planning special trains to carry visitors to the trade fair.

Trade Fair planners particularly welcome these developments as an assurance that the whole range of Canadian productivity will be represented in substantial variety and volume to insure favourable comparison with the sharply increased representation of overseas exhibitors which will be evident in 1950. In anticipation of much greater demand, they have provided for 40 per cent more exhibit space in 1950 than was used in 1949. However, the demand from abroad is so great that the initial allocations of space, which is already more than half gone, have been roughly 80 per cent to overseas exhibitors and 20 per cent to Canadian. This international representation is valuable in attracting maximum attendance of world buyers, but proportionate participation of Canadian producers is desirable to insure that Canada as a whole receives the maximum benefits from the opportunities presented.



Ocean-Going Sailing Schedules

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

The loading date and name of ship are not indicated in some instances, as information available is not sufficiently definite to mention the ship concerned. Exporters should seek further details from the operator or agent mentioned.

Ships loading within ten days of the publication date of this issue are not included.

DEPARTURES FROM HALIFAX

* Calls at Saint John.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Aden—			
Port Aden.....	{ January 9-13 February 9-14	<i>Welterreden</i> <i>Adrastus</i>	Cunard Donaldson Cunard Donaldson
Africa-South and East—			
Cape Town.....	January 10	<i>A Ship</i>	March Shipping
Port Elizabeth.....			
East London.....			
Durban.....			
Argentina—			
Buenos Aires.....	{ January 15-16 January 19-23	<i>Mormacmar</i> <i>Bowmonte</i>	Montreal Shipping Cunard Donaldson
Belgium—			
Antwerp.....	{ January 3-10 January 30	<i>Vasaholm</i> <i>Monte Gaspe</i>	Swedish American Montreal Shipping
Brazil—			
Santos.....	January 15-16 January 19-23	<i>Mormacmar</i> <i>Bowmonte</i>	Montreal Shipping Cunard Donaldson
Rio de Janeiro.....			
China—			
Shanghai.....	January 1-10	<i>Rockside</i>	March Shipping
Colombia—			
Barranquilla.....	January 20-26	* <i>Scvanholm</i>	Swedish American
Havana.....	January 10-16	* <i>Vretaholm</i>	Swedish American
Cuba—			
Santiago.....	January 15-20	<i>Dufferin Bell</i>	Pickford and Black
Denmark—			
Copenhagen.....	January 3-10	<i>Vasaholm</i>	Swedish American
Dominican Republic—			
Ciudad Trujillo.....	January 15-20	<i>Dufferin Bell</i>	Pickford and Black
Egypt—			
Alexandria.....	January 9-13 February 9-14	<i>Welterreden</i> <i>Adrastus</i>	Cunard Donaldson Cunard Donaldson
Port Said.....			
Suez.....			

DEPARTURES FROM HALIFAX—Continued

Destination	Loading Date	Vessel	Operator or Agent
Finland— Helsinki.....	January 3-10	<i>Vasaholm</i>	Swedish American
France— Le Havre.....	January 3-10	<i>Vasaholm</i>	Swedish American
French-Indo China— Saigon.....	January 14-18	<i>Steel Rover</i>	Isthmian Steamships
Germany— Hamburg.....	January 3-10 January 30	<i>Vasaholm</i> <i>Mont Gaspe</i>	Swedish American Montreal Shipping
Haiti— Port au Prince.....	January 15-20	<i>Dufferin Bell</i>	Pickford and Black
India— Bombay..... Calcutta.....	January 1-10	<i>Rockside</i>	March Shipping
Indonesia— Batavia..... Soengei Gerong..... Soerabaya..... Belawan-Deli.....	January 7-11 Jan. 28-Feb. 2	<i>Steel Executive</i> <i>St. Augustine Victory</i>	Isthmian Steamships Isthmian Steamships
Batavia..... Belawan-Deli.....	January 14-18 February 9-14	<i>Steel Rover</i> <i>Adrastus</i>	Isthmian Steamships o Cunard Donaldson
Batavia..... Samarang..... Soerabaya..... Cheribon..... Belawan-Deli.....	January 9-13	<i>Wellevreden</i>	Cunard Donaldson
Israel— Tel-Aviv..... Haifa.....	January 7-11 Jan. 28-Feb. 2	<i>Steel Executive</i> <i>St. Augustine Victory</i>	Isthmian Steamships Isthmian Steamships
Malaya— Penang..... Port Swettenham.....	January 7-11 January 9-13 January 14-18 Jan. 29-Feb. 2 February 9-14	<i>Steel Executive</i> <i>Wellevreden</i> <i>Steel Rover</i> <i>St. Augustine Victory</i> <i>Adrastus</i>	Isthmian Steamships Cunard Donaldson Isthmian Steamships Isthmian Steamships Cunard Donaldson
Netherlands— Amsterdam..... Rotterdam.....	January 3-10	<i>Vasaholm</i>	Swedish American
Netherlands Antilles— Willemstad.....	January 20-26	* <i>Svaneholm</i>	Swedish American
Norway— Oslo..... Kristiansand..... Stavanger..... Bergen.....	January 3-10 January 30	<i>Vasaholm</i> <i>A Ship</i>	Swedish American Kerr Steamships
Pakistan— Karachi.....	January 1-10	<i>Rockside</i>	March Shipping
Philippines— Manila..... Hilo..... Cebu.....	January 14-18	<i>Steel Rover</i>	Isthmian Steamships
Puerto Rico— San Juan.....	January 20-26	* <i>Svaneholm</i>	Swedish American
Saudi Arabia— Jeddah.....	January 9-13	<i>Wellevreden</i>	Cunard Donaldson
Siam— Bangkok.....	January 14-18	<i>Steel Rover</i>	Isthmian Steamships

DEPARTURES FROM HALIFAX—Concluded

Destination	Loading Date	Vessel	Operator or Agent			
Singapore.....	January 7-11	<i>Steel Executive</i>	Isthmian Steamships Cunard Donaldson Isthmian Steamships Cunard Donaldson			
	January 9-13	<i>Welleveden</i>				
	January 14-18	<i>Steel Rover</i>				
	Jan. 29-Feb. 2 February 9-14	<i>St. Augustine Victory</i> <i>Adrastus</i>				
Sweden— Gothenburg..... Stockholm..... Malmo..... Norrkoping.....	January 3-10	<i>Vasaholm</i>	Swedish American			
United Kingdom— Avonmouth..... Swansea.....				Dec. 30-Jan. 6 January 18-23	<i>Egidia</i> <i>Montreal City</i>	Furness Withy Furness Withy
Liverpool.....						
				January 22	<i>Franconia</i> (r)	
	January 23-28 February 26	<i>Seaboard Trader</i> <i>Franconia</i> (r)				
London.....	January 8-11	<i>Seaboard Star</i>	March Shipping			
Uruguay— Montevideo.....	January 15-16 January 19-23	<i>Mormacmar</i> <i>Bowplate</i>	Montreal Shipping Cunard Donaldson			
Venezuela— La Guaira..... Maracaibo..... Puerto Cabello.....	January 20-26	* <i>Svaneholm</i>	Swedish American			
West Indies— Antigua..... Barbados..... Bermuda..... British Guiana..... Dominica..... Grenada..... Montserrat..... St. Kitts..... St. Lucia..... St. Vincent..... Trinidad.....				January 4-11 January 10-19 January 17-24 February 1-7 February 18-24 March 2-9	* <i>Lady Nelson</i> (r) <i>A Ship</i> * <i>Canadian Challenger</i> * <i>Lady Rodney</i> (r) * <i>Lady Nelson</i> (r) * <i>Canadian Challenger</i>	Canadian National Alcoa Steamships Canadian National Canadian National Canadian National Canadian National
Jamaica.....				January 15-20	<i>Dufferin Bell</i>	Pickford and Black
Jamaica..... Bahamas.....	January 17 January 31 February 14 February 28	<i>Canadian Constructor</i> <i>Canadian Cruiser</i> <i>Canadian Constructor</i> <i>Canadian Cruiser</i>	Canadian National Canadian National Canadian National Canadian National			

DEPARTURES FROM SAINT JOHN

* Calls at Halifax.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-South and East— Cape Town..... Port Elizabeth..... East London..... Durban..... Lourenço Marques.. Beira.....	January 4-14 January 25 January 28 February 4-14 February 20 March 15 March 20	<i>Chandler</i> <i>Vergelegen</i> <i>Thorstrand</i> <i>Cambray</i> <i>Thorshall</i> <i>Cargill</i> <i>Thorsisle</i>	Elder Dempster Shipping Limited Kerr Steamships Elder Dempster Kerr Steamships Elder Dempster Kerr Steamships
Mombasa.....	January 28 February 20 March 20	<i>Thorstrand</i> <i>Thorshall</i> <i>Thorsisle</i>	Kerr Steamships Kerr Steamships Kerr Steamships

DEPARTURES FROM SAINT JOHN—Continued

Destination	Loading Date	Vessel	Operator or Agent
Australia— Brisbane..... Sydney..... Geelong..... Melbourne..... Adelaide.....	January 15-24	<i>Ottawa Valley</i>	Montreal Australia New Zealand Line
	January 14	<i>Grey County</i>	Canada Steamships
	January 15	<i>Beaverdell (r)</i>	Canadian Pacific
	January 16-23	<i>Mont Sandra</i>	Montreal Shipping
	February 1-4	<i>Rouen</i>	Furness Withy
Belgium— Antwerp.....	February 2	<i>Prins Philips Willem</i>	Shipping Limited
	February 5	* <i>Beavercove (r)</i>	Canadian Pacific
	February 9	* <i>Beaverghen (r)</i>	Canadian Pacific
	February 9-15	<i>Wanstead</i>	Cunard Donaldson
	February 13	<i>Prins Alexander</i>	Shipping Limited
	February 15	* <i>Beaverlake (r)</i>	Canadian Pacific
	March 5	* <i>Beaverdell (r)</i>	Canadian Pacific
Ceylon— Colombo.....	January 20	<i>City of Philadelphia</i>	McLean Kennedy
Colombia— Barranquilla.....	January 27-28	* <i>A Ship</i>	Saguenay Terminals
Dominican Republic— Ciudad Trujillo.....	January 13-14 January 27-28	* <i>Benny (r)</i> * <i>A Ship</i>	Saguenay Terminals Saguenay Terminals
France— Le Havre.....	January 14 February 1-4 February 2 February 13	<i>Grey County</i> <i>Rouen</i> <i>Prins Philips Willem</i> <i>Prins Alexander</i>	Canada Steamships Furness Withy Shipping Limited Shipping Limited
Marseilles.....	January 20-24	<i>Capo Vita</i>	Furness Withy
Germany— Hamburg.....	January 16-23 February 2 February 9-15 February 13	<i>Mont Sandra</i> <i>Prins Philips Willem</i> <i>Wanstead</i> <i>Prins Alexander</i>	Montreal Shipping Shipping Limited Cunard Donaldson Shipping Limited
Haiti— Port au Prince.....	January 13-14	* <i>Benny (r)</i>	Saguenay Terminals
India— Bombay..... Madras..... Calcutta..... Cochin.....	January 20	<i>City of Philadelphia</i>	McLean Kennedy
Ireland— Dublin.....	January 20-24	<i>Ramore Head</i>	McLean Kennedy
Israel— Tel-Aviv..... Haifa.....	January 12-13	<i>Tel Aviv</i>	J. T. Knight
Italy— West Coast Ports...	January 20-24	<i>Capo Vita</i>	Furness Withy
Genoa.....	January 11-16	<i>Mont Alta</i>	Montreal Shipping
Mediterranean— Western and Central Areas.....	January 11-16	<i>Mont Alta</i>	Montreal Shipping
Morocco— Tangiers.....	January 11-16	<i>Mont Alta</i>	Montreal Shipping
Netherlands— Amsterdam..... Rotterdam.....	January 14 January 16-23 February 2 February 9-15 February 13	<i>Grey County</i> <i>Mont Sandra</i> <i>Prins Philips Willem</i> <i>Wanstead</i> <i>Prins Alexander</i>	Canada Steamships Montreal Shipping Shipping Limited Cunard Donaldson Shipping Limited

DEPARTURES FROM SAINT JOHN—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Netherlands Antilles— Curacao..... Aruba.....	January 27-28	<i>A Ship</i>	Saguenay Terminals
New Zealand— Auckland..... Wellington..... Lyttleton..... Dunedin.....	January 16-21	<i>Tento</i>	Montreal Australia New Zealand Line
Pakistan— Karachi.....	January 20	<i>City of Philadelphia</i>	McLean Kennedy
Portugal— Lisbon.....	January 16-23	<i>Mont Alla</i>	Montreal Shipping
Puerto Rico— San Juan.....	January 13-14	* <i>Benny</i> (r)	Saguenay Terminals
United Kingdom— Avonmouth.....	(January 11-18 Jan. 28-Feb. 3	<i>Delilian</i> (r) <i>Dorelian</i> (r)	Cunard Donaldson Cunard Donaldson
Glasgow.....	(January 4-10 Jan. 27-Feb. 3	<i>Norwegian</i> <i>Salacia</i> (r)	Cunard Donaldson Cunard Donaldson
Leith..... Newcastle.....	January 9-14 January 25-30	<i>Cairvalona</i> <i>Cairnavon</i>	Furness Withy Furness Withy
Liverpool.....	January 18	<i>Empress of France</i> (r)	Canadian Pacific
	January 20-24	<i>Ramore Head</i>	McLean Kennedy
	January 20-26	<i>Arabia</i> (r)	Cunard Donaldson
	January 23	<i>Beaverburn</i> (r)	Canadian Pacific
	February 5	* <i>Beaverford</i>	Canadian Pacific
	February 15	* <i>Empress of France</i> (r)	Canadian Pacific
	February 24	* <i>Beaverburn</i>	Canadian Pacific
March 1	* <i>Empress of France</i> (r)	Canadian Pacific	
March 22	* <i>Empress of Canada</i> (r)	Canadian Pacific	
London.....	January 15	* <i>Beaverdell</i> (r)	Canadian Pacific
	January 24-30	<i>Valacia</i> (r)	Cunard Donaldson
	Jan. 27-Feb. 5	<i>Vandalia</i>	Cunard Donaldson
	February 5	* <i>Beavercove</i> (r)	Canadian Pacific
	February 9	* <i>Beaverqlen</i> (r)	Canadian Pacific
February 15	* <i>Beaverlake</i> (r)	Canadian Pacific	
March 5	* <i>Beaverdell</i> (r)	Canadian Pacific	
Manchester.....	January 11-14	<i>Manchester Shipper</i> (r)	Furness Withy
	January 18-21	<i>Manchester Commerce</i> (r)	Furness Withy
Venezuela— Puerto Cabello..... La Guaira..... Maracaibo.....	January 13-14	* <i>Benny</i> (r)	Saguenay Terminals

DEPARTURES FROM VANCOUVER

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-South and East— Cape Town..... Port Elizabeth..... East London..... Durban.....	Mid-January February 10 March 10	<i>Nairnbank</i> <i>Silversandal</i> <i>Silverteak</i>	Seaboard Shipping Dingwall Cotts Dingwall Cotts
Argentina— Buenos Aires.....	January 31 February 5 February 22 March 5	<i>P. & T. Forester</i> <i>Hindanger</i> <i>P. & T. Trader</i> <i>Falkanger</i>	Kingsley Navigation Empire Shipping Kingsley Navigation Empire Shipping

DEPARTURES FROM VANCOUVER—Continued

Destination	Loading Date	Vessel	Operator or Agent
Australia—			
Sydney	{ January 10	<i>Boolongena</i>	Empire Shipping
Melbourne	{ January 16	<i>Kanangoora</i>	Empire Shipping
Adelaide	{ January 26	<i>Sonoma</i>	Dingwall Cotts
Adelaide	} January 10	<i>Waikawa</i>	Canadian Australasian
Sydney			
Sydney	} January 7	<i>Alameda</i>	Dingwall Cotts
Melbourne			
Brisbane			
	{ January 13	<i>Los Angeles (r)</i>	Gardner Johnson
	{ January 19	<i>Cotton State</i>	Anglo-Canadian
	{ January 21	<i>Trondanger</i>	Canada Shipping
	{ January 26	<i>Paraguay (r)</i>	Gardner Johnson
Belgium—	{ January 29	<i>Washington</i>	Empire Shipping
Antwerp	{ Late January	<i>Laurits Swenson</i>	Anglo-Canadian
	{ February 3	<i>India</i>	Johnson Walton
	{ February 8	<i>Golden Gate (r)</i>	Gardner Johnson
	{ February 15	<i>Golden State</i>	Anglo-Canadian
	{ February	<i>Duivindyk</i>	Royal Mail Lines
Brazil—	{ January 13	<i>Don Anselmo</i>	Empire Shipping
Rio de Janeiro	{ January 25	<i>Moore MacRae</i>	Balfour Guthrie
Santos	{ February 5	<i>Hindanger</i>	Empire Shipping
	{ March 5	<i>Falkanger</i>	Empire Shipping
Santos	{ January 31	<i>P. & T. Forester</i>	Kingsley Navigation
	{ February 22	<i>P. & T. Trader</i>	Kingsley Navigation
Canal Zone			
Cristobal	January 26	<i>Santa Eliana</i>	Gardner Johnson
Ceylon—			
Colombo	{ February 3	<i>Höegh Silvermoon</i>	Dingwall Cotts
	{ March 3	<i>Salatiga</i>	Dingwall Cotts
Chile—			
Antofagasta	} February 5	<i>Hindanger</i>	Empire Shipping
Valparaiso			
San Antonio			
Valparaiso	} January 25	<i>Marie Bakke</i>	Canada Shipping
San Antonio			
China—	{ January 19-20	<i>Java Mail</i>	Canadian Blue Star
Shanghai	{ Jan. 31-Feb. 1	<i>Ocean Mail (r)</i>	Canadian Blue Star
	{ February 10-11	<i>Island Mail (r)</i>	Canadian Blue Star
Colombia—	{ January 13	<i>Don Anselmo</i>	Empire Shipping
Barranquilla	{ February 3	<i>Don Aurelio</i>	Empire Shipping
Costa Rica—	{ January 13	<i>Don Anselmo</i>	Empire Shipping
Puntarenas	{ January 26	<i>Santa Eliana</i>	Gardner Johnson
	{ February 3	<i>Don Aurelio</i>	Empire Shipping
Cuba—			
Havana	} January 13	<i>George D. Gratsos</i>	Empire Shipping
Santiago			
Denmark—	February 3	<i>India</i>	Johnson Walton
Egypt—			
Alexandria	January 13	<i>George D. Gratsos</i>	Empire Shipping
El Salvador—	{ January 13	<i>Don Anselmo</i>	Empire Shipping
La Libertad	{ January 26	<i>Santa Eliana</i>	Gardner Johnson
	{ February 3	<i>Don Aurelio</i>	Empire Shipping
Fiji Islands—			
Suva	March	<i>Thor I</i>	Empire Shipping

DEPARTURES FROM VANCOUVER—Continued

Destination	Loading Date	Vessel	Operator or Agent
France—	{ January 19 Late January February 15	<i>Cotton State</i> <i>Trondanger</i> <i>Golden State</i>	Anglo-Canadian Canada Shipping Anglo-Canadian
Le Havre.....	} January 29	<i>Washington</i>	Empire Shipping
Le Havre.....			
Bordeaux.....			
Dunkirk.....			
Germany—	{ January 19 February 15 February	<i>Cotton State</i> <i>Golden State</i> <i>Duivindyk</i>	Anglo-Canadian Anglo-Canadian Royal Mail Lines
Bremen.....	} January 29	<i>Washington</i>	Empire Shipping
Hamburg.....			
Hamburg.....	{ January 13 January 26 February 3 February 8	<i>Los Angeles</i> (r) <i>Paraguay</i> (r) <i>India</i> <i>Golden Gate</i> (r)	Gardner Johnson Gardner Johnson Johnson Walton Gardner Johnson
Greece—	{ January 13 January 16	<i>George D. Gratsos</i> <i>Lone Star State</i>	Empire Shipping Anglo-Canadian
Piraeus.....			
Guatemala—	{ January 13 January 26 February 3	<i>Don Anselmo</i> <i>Santa Eliana</i> <i>Don Aurelio</i>	Empire Shipping Gardner Johnson Empire Shipping
San Jose.....			
Hawaii—	{ Late January Late January	<i>Hawaiian Forester</i> <i>Hawaiian Logger</i>	Dingwall Cotts Dingwall Cotts
Honolulu.....			
	{ January 13 Mid-January January 19-20 January 20 Late January Late January	<i>Mangarella</i> <i>Castleville</i> <i>Java Mail</i> <i>Arizona</i> <i>Oregon</i> <i>Charles E. Dant</i>	Empire Shipping Balfour Guthrie Canadian Blue Star Gardner Johnson Dodwell Company Dodwell Company
Hong Kong.	{ Jan. 31-Feb. 2 February 4 February 5 February 5 February 10-11 February 12 March 12	<i>Ocean Mail</i> (r) <i>Nikobar</i> <i>Vesteroy</i> <i>Wyoming</i> <i>Island Mail</i> (r) <i>Bougainville</i> <i>Sunnyville</i>	Canadian Blue Star Johnson Walton Empire Shipping Gardner Johnson Canadian Blue Star Balfour Guthrie Balfour Guthrie
India—	{ February 3 March 3	<i>Høegh Silvermoon</i> <i>Salatiga</i>	Dingwall Cotts Dingwall Cotts
Bombay.....			
Madras.....	} January 14 February 14	<i>Singkep</i> <i>Silverwalnut</i>	Dingwall Cotts Dingwall Cotts
Calcutta.....			
Indonesia—	{ January 14 February 3 February 12 February 14 March 3 March 12	<i>Singkep</i> <i>Høegh Silvermoon</i> <i>Bougainville</i> <i>Silverwalnut</i> <i>Salatiga</i> <i>Sunnyville</i>	Dingwall Cotts Dingwall Cotts Balfour Guthrie Dingwall Cotts Dingwall Cotts Balfour Guthrie
Batavia.....			
Samarang.....			
Soerabaya.....			
Cheribon.....			
Ireland—	February 3	<i>India</i>	Johnson Walton
Dublin.....			
Israel—	{ January 13	<i>George D. Gratsos</i>	Empire Shipping
Tel-Aviv.....			
Haifa.....			
Haifa.....	January 13	<i>Lone Star State</i>	Anglo-Canadian
Italy—	{ January 22	<i>Tritone</i>	Empire Shipping
Genoa.....			
Naples.....			
Venice.....			
Genoa.....	January 13	<i>George G. Gratsos</i>	Empire Shipping

DEPARTURES FROM VANCOUVER—Continued

Destination	Loading Date	Vessel	Operator or Agent
Italy—Con.			
Genoa.....	January 16	<i>Lone Star State</i>	Anglo-Canadian
Venice.....			
Japan—			
Yokohama.....	January 13-14	<i>Canada Mail</i>	Canadian Blue Star
	January 20	<i>Java Mail</i>	Canadian Blue Star
	January 20	<i>Arizona</i>	Gardner Johnson
	Late January	<i>Oregon</i>	Dodwell Company
	Late January	<i>Charles E. Dant</i>	Dodwell Company
	Jan. 31-Feb. 2	<i>Ocean Mail (r)</i>	Canadian Blue Star
	February 5	<i>Wyoming</i>	Gardner Johnson
	February 10-11	<i>Island Mail (r)</i>	Canadian Blue Star
Yokohama.....	January 19	<i>Sea Splendor</i>	Anglo-Canadian
Kobe.....			
Fusan.....			
Malaya—			
Penang.....	February 3	<i>Høegh Silvermoon</i>	Dingwall Cotts
Port Swettenham..			
Mediterranean—			
Western and Central Areas....	Mid-January	<i>Lone Star State</i>	Anglo-Canadian
Mexico—			
Manzanillo.....	January 26	<i>Sanya Eliana</i>	Gardner Johnson
Netherlands—			
Rotterdam.....	January 29	<i>Washington</i>	Empire Shipping
Amsterdam.....			
Rotterdam.....	January 19	<i>Cotton State</i>	Anglo-Canadian
	Late January	<i>Trondanger</i>	Canada Shipping
	February 15	<i>Golden State</i>	Anglo-Canadian
	February	<i>Duivindyk</i>	Royal Mail Line
	February	<i>India</i>	Johnson Walton
New Caledonia—			
Noumea.....	March	<i>Thor I</i>	Empire Shipping
New Hebrides—			
Port Vila.....	March	<i>Thor I</i>	Empire Shipping
New Zealand—			
Auckland.....	January 10	<i>Waikawa</i>	Canadian Australasian
Wellington.....			
Norway—			
Unstated Ports....	Late January	<i>Laurits Swenson</i>	Anglo-Canadian
Pakistan—			
Karachi.....	February 3	<i>Høegh Silvermoon</i>	Dingwall Cotts
	March 3	<i>Salatiga</i>	Dingwall Cotts
Persian Gulf.....	February 3	<i>Høegh Silvermoon</i>	Dingwall Cotts
	March 3	<i>Salatiga</i>	Dingwall Cotts
Peru—			
Callao.....	February 5	<i>Hindanger</i>	Empire Shipping
Mollendo.....	March 5	<i>Falkanger</i>	Empire Shipping
Callao.....	January 25	<i>Marie Bakke</i>	Canada Shipping
Philippines—			
Manila.....	January 11-13	<i>Canada Mail</i>	Canadian Blue Star
	January 14	<i>Singkep</i>	Dingwall Cotts
	Mid-January	<i>Castleville</i>	Balfour Guthrie
	January 19-20	<i>Java Mail</i>	Canadian Blue Star
	January 20	<i>Arizona</i>	Gardner Johnson
	Late January	<i>Oregon</i>	Dodwell Company
	Late January	<i>Charles E. Dant</i>	Dodwell Company
	February 5	<i>Wyoming</i>	Gardner Johnson
	February 12	<i>Bougainville</i>	Balfour Guthrie
	March 12	<i>Sunnyville</i>	Balfour Guthrie

DEPARTURES FROM VANCOUVER—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Philippines—Con. Manila.....	January 21	<i>Constitution State</i>	Anglo-Canadian
	Jan. 31-Feb. 1	<i>Ocean Mail</i> (r)	Canadian Blue Star
	February 3	<i>Høegh Silvermoon</i>	Dingwall Cotts
	February 10-11	<i>Island Mail</i> (r)	Canadian Blue Star
	February 14	<i>Silverwalnut</i>	Dingwall Cotts
Manila.....	January 13	<i>Mangarella</i>	Empire Shipping
	February 4	<i>Nikobar</i>	Johnson Walton
	February 5	<i>Vesteroy</i>	Empire Shipping
	March 3	<i>Salatiga</i>	Dingwall Cotts
Samoa— Apia.....	March	<i>Thor I</i>	Empire Shipping
	January 14	<i>Singkep</i>	Dingwall Cotts
Singapore.....	Mid-January	<i>Castleville</i>	Balfour Guthrie
	February 3	<i>Høegh Silvermoon</i>	Dingwall Cotts
	February 14	<i>Silverwalnut</i>	Dingwall Cotts
	February 12	<i>Bougainville</i>	Balfour Guthrie
	March 3	<i>Salatiga</i>	Dingwall Cotts
	March 12	<i>Sunnyville</i>	Balfour Guthrie
Society Islands— Papeete.....	January 10	<i>Waikawa</i>	Canadian Australasian
	March	<i>Thor I</i>	Empire Shipping
Sweden— Stockholm.....	January 13	<i>Los Angeles</i> (r)	Gardner Johnson
	January 26	<i>Paraguay</i> (r)	Gardner Johnson
	February 28	<i>Golden Gate</i> (r)	Gardner Johnson
Tonga— Nukualofa.....	March	<i>Thor I</i>	Empire Shipping
	January 16	<i>Lone Star State</i>	Anglo-Canadian
Trieste.....	January 22	<i>Tritone</i>	Empire Shipping
	Early January	<i>Pacific Fortune</i> (r)	Furness Withy
United Kingdom— Manchester.....	Early January	<i>Pacific Prince</i>	Furness Withy
	Mid-January	<i>Ripplingham Grange</i>	Furness Withy
	Early February	<i>Pacific Liberty</i>	Furness Withy
	January 13	<i>Los Angeles</i> (r)	Gardner Johnson
Unstated Ports.....	Mid-January	<i>Bradburn</i>	Dingwall Cotts
	Mid-January	<i>Laurits Swenson</i>	Anglo-Canadian
	Jan. 23-Feb. 3	<i>Lake Winnipeg</i>	Canada Shipping
	January 26	<i>Paraguay</i> (r)	Gardner Johnson
	January	<i>A Ship</i>	Empire Shipping
	January	<i>Loch Ryan</i>	Royal Mail Lines
	Late January	<i>Durango</i>	Royal Mail Lines
	February 8	<i>Golden Gate</i> (r)	Gardner Johnson
London.....	January 21	<i>Colombia Star</i>	Dingwall Cotts
	February	<i>Duivindyk</i>	Royal Mail Lines
Liverpool.....	January 12	<i>Lismoria</i>	Balfour Guthrie
	February 1	<i>Laurentia</i>	Balfour Guthrie
Glasgow.....	February 12	<i>Corrientes</i>	Balfour Guthrie
Liverpool.....	February 3	<i>India</i>	Johnson Walton
Uruguay— Montevideo.....	January 25	<i>Moore MacRae</i>	Balfour Guthrie
	February 5	<i>Hindanger</i>	Empire Shipping
	March 5	<i>Falkanger</i>	Empire Shipping
Venezuela— Maracaibo.....	January 13	<i>Don Anselmo</i>	Empire Shipping
	February 3	<i>Don Aurelio</i>	Empire Shipping
	January 31	<i>P. & T. Forester</i>	Kingsley Navigation
Puerto Cabello.....	February 22	<i>P. & T. Trader</i>	Kingsley Navigation
Maracaibo.....	January 26	<i>Santa Eliana</i>	Gardner Johnson

Services to Newfoundland

Transportation is a major factor in the economy of Newfoundland, which is served by a number of steamship services operating the year round from Halifax and North Sydney, and from Montreal during the season of open navigation on the St. Lawrence. Trans-Canada Air Lines also maintains a daily service between Montreal and St. John's, via Moncton, N.B., and Sydney, N.S. Boston is likewise connected with St. John's, via Yarmouth, N.S., Saint John, N.B., and Halifax, N.S. Steamship companies, ports of call and the frequency of their services are as follows:

Charlottetown to Corner Brook, etc.	Fortnightly.....	PEI Industrial Corporation
Halifax to St. John's.....	Fortnightly.....	Clarke Steamships
Halifax to St. John's.....	Weekly.....	Furness Red Cross Line
Halifax to St. John's.....	Every three weeks...	Furness Warren Line
Halifax to St. John's.....	Every ten days.....	Newfoundland-Canada Steamships
Halifax to St. John's.....	Fortnightly.....	Rowlings
Halifax to St. John's.....	Weekly.....	Shaw Steamships
Halifax to St. John's.....	Fortnightly.....	Blue Peter Steamships
North Sydney to Port aux Basques...	Daily, except Sunday	Canadian National Railways
Saint John to St. John's.....	Weekly.....	Furness Red Cross Line
Saint John and Halifax to St. John's..	Every three weeks...	Blue Peter Steamships
Saint John to St. John's.....	Fortnightly.....	Blue Peter Steamships
Saint John to St. John's.....	Fortnightly.....	Clarke Steamships

New Zealand Seeks Tenders for Electrical Equipment

Wellington, December 3, 1949.—(FTS)—The State Hydro-Electric Department, New Zealand, Christchurch district, is asking for tenders for the supply and delivery at Lyttleton of 66 KV outdoor switch gear and structure for Papanni Station—Contract No. 141. Tenders should be submitted to the Secretary, Tenders Committee, State Hydro-Electric Department, Wellington, New Zealand, by March 14, 1950.

The Department also seeks tenders for the supply and delivery at Lyttleton of 11KV switch gear for Papanni Substation Contract No. 142. Tenders should be submitted to the Secretary, Tenders Committee State Hydro-Electric Department, Wellington, New Zealand by March 21, 1950.

(Editor's Note.—Interested Canadian firms can procure further information, plans and specifications from Mr. J. A. Malcolm, New Zealand Trade Commissioner, Room 609, Sun Life Building, Montreal, Que., quoting the contract number in which they are interested.)

Japan and Argentina Exchange Commodities

Tokyo, December 2, 1949.—(FTS)—Provision has been made, under a trade agreement between Japan and Argentina, for the importation by this country of products from the Argentine valued at \$25,000,000, comprising wheat, raw cotton, jute and miscellaneous commodities. Japanese exports, under the agreement, will have a value of \$15,000,000, and comprise cement, machinery, iron and steel, electric equipment and miscellaneous commodities. The balance of \$10,000,000 will be settled under open account. Although the trade agreement was signed on June 8, 1949, its enforcement was delayed pending a decision on the list of commodities to be exchanged.

Approval has been granted for the purchase of food from Argentina for shipment to Japan from GARIOA funds. Under this arrangement, it is expected by the Japanese Ministry of International Trade and Industry that the two-way trade between Argentina and Occupied Japan may be as high as \$80,000,000 during the period of the agreement.

Foreign Trade Service

Head Office Directory

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

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

Trade Commissioner Service

Director, G. R. Heasman (2530)

Assistant Director, H. W. Cheney (3058)

Area Officers—

Asia—C. R. Gallow (7641)

Commonwealth and Other Countries—K. Nyenhuis (4404); R. W. Rosenthal (5249); R. T. Young (4404)

Latin America—A. Savard (7641)

Western Representative—L. M. Cosgrave, 355 Burrard St., Vancouver, B.C.

Newfoundland Representative—W. F. Rendell, Stott Bldg., St. John's, Newfoundland.

Commodities Branch

Director, W. F. Bull (6748)

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

Export Division

Acting Director, G. A. Newman (5983)

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

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

Agricultural and food processing equipment and aircraft, J. D. Moorman (7168)

Automotive equipment and construction machinery, H. B. Scully (6519)

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

Electrical and electronic equipment, F. Manly Haines (5167)

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

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

Non-ferrous metals, A. M. Tedford (7546)

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

Leather, rubber and products, E. G. Gerridzen (3004)

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

Wood and Paper Section—Chief, G. H. Rochester (4447)

Paper and products, E. Clarke (6974) and N. R. Chappell (7366)

Wood and products, G. H. Rochester (4447) and J. C. Dunn (4863)

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

General manufactured products, R. J. Handy (3209)

General products, W. H. Grant (3209)

Consumer metal products, E. L. Smith (5666)

Miscellaneous manufactured products, P. G. Jones (4160)

Fishery Products Section—

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

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

Exporters' Directory—Chief, G. L. Tighe (6681)

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

Transportation and Communications Division

Director, G. S. Hall (6236)

Traffic Section, J. H. Longfellow (7835)

Foreign Trade Service

Head Office Directory—*Concluded*

Import Division

Director, Denis Harvey (5417)

Assistant Director, C. F. McGinnis (7163)

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

Coal, iron and steel, A. J. Langdon (6905)

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

Beverages and grocery products, E. B. Paget (4161)

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

Non-ferrous metals and non-metallic minerals, F. T. Carten (4965)

Non-metallic minerals, A. J. Langdon (6905)

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

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

G. C. Clarke (3873), G. W. Rahm (6958) and P. E. Jensen (5337)

Marketing Research—D. B. Wallace (5245)

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

Commodity research and trade statistics, A. J. Langdon (6905)

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

Trade services directory, A. J. Langdon (6905)

Importers' Directory—G. A. Plant (5823)

Agricultural Commodities Branch

Director, G. R. Paterson (4301)

Commodity Officers—H. A. Gilbert (2380)

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

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

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

Commercial Relations and Foreign Tariffs Division

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

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

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

United States, G. C. Cowper (2250)

Commonwealth, Miss H. K. Potter (2250)

Europe, E. J. McMeekin (5642)

Latin America, H. V. Jarrett (5642)

Industrial Development Division

Director, G. D. Mallory (3819)

Assistant Director, B. R. Hayden (7886)

Administrative Officer, J. H. Boyd (7886)

Publicity Division

Director, B. C. Butler (2479)

Assistant Director, J. Fergus Grant (2186)

Film Liaison Officer—A. H. Newman (6588)

Associated Agencies Concerned With Development of Foreign Trade

Import Control Branch

No. 1 Temporary Building, Wellington Street, Ottawa

Director, J. S. Irvin (3924)

Import Allotment Division, Director, W. E. McDermott (5861)

Capital Goods Division, Director, Sheldon Ross (5515)

Project Division, Director, A. F. Cunningham (5541)

Canadian Government Exhibition Commission

479 Bank Street, Ottawa

Director, Glen Bannerman (3558)

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

Assistant Director, F. P. Cosgrove (7818)

Wheat and Grain Division

Director, C. F. Wilson (5648)

Assists foreign governments in purchasing Canadian wheat, flour and other cereals. Maintains constant survey of Canada's grain position. Liaison for Department of Trade and Commerce with Canadian Wheat Board.

Assistant Director, G. N. Vogel (5830)

Canadian Commercial Corporation

No. 2 Temporary Building, 70 Lyon Street, Ottawa

Managing Director, W. D. Low (3736)

Serves as a purchasing agent in Canada for governments of other countries and for international bodies; and, on request, for federal government departments in connection with foreign trade. Facilities of the Corporation are utilized in the purchase of supplies for the Department of National Defence and those required for defence projects. Cable address—Cancomco.

Secretary, J. D. McCarthy (4955)

Comptroller, G. F. Wevill (5316)

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

Export Credits Insurance Corporation

107 Sparks Street, Ottawa

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

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

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

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

Foreign Trade Service Abroad

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

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

<i>Country</i>	<i>Post Responsible</i>	<i>Country</i>	<i>Post Responsible</i>
Aden	Cairo	Italy	Rome
Afghanistan	Karachi	Jamaica	Kingston
Algeria	Paris	Kenya	Johannesburg
Anglo-Egyptian		Korea	Tokyo
Sudan	Cairo	Lebanon	Cairo
Angola	Leopoldville	Leeward Islands	Port of Spain
Argentina	Buenos Aires	Libya	Rome
Australia	Sydney and Melbourne	Luxembourg	Brussels
Austria	Berne	Madagascar	Cape Town
Azores	Lisbon	Maderia	Lisbon
Bahamas	Kingston, Jamaica	Malta	Rome
Barbados	Port of Spain	Mauritius	Cape Town
Belgian Congo	Leopoldville	Mexico	Mexico City
Belgium	Brussels	Mozambique	Johannesburg
Bermuda	New York	Natal	Johannesburg
Bolivia	Santiago, Chile	Netherlands	The Hague
Brazil	Rio de Janeiro and Sao Paulo	Netherlands Guiana	Port of Spain
British Guiana	Port of Spain	Netherlands Antilles	Caracas, Venezuela
British Honduras	Kingston, Jamaica	New Zealand	Wellington
Brunei	Singapore	Nicaragua	Guatemala City
Burma	Bombay	Nigeria	London
Canal Zone	Bogotá, Colombia	North Borneo	Singapore
Canary Islands	Lisbon	Northern Ireland	Belfast
Ceylon	Bombay	Northern Rhodesia	Johannesburg
Chile	Santiago	Norway	Oslo
China	Shanghai	Nyasaland	Johannesburg
Colombia	Bogotá	Pakistan	Karachi
Costa Rica	Guatemala City	Panama	Bogotá, Colombia
Cuba	Havana	Paraguay	Buenos Aires
Cyprus	Cairo, Egypt	Peru	Lima
Czechoslovakia	Berne	Philippine Islands	Hong Kong
Denmark	Oslo, Norway	Portugal	Lisbon
Dominican Republic	Havana, Cuba	Portuguese E. Africa	Johannesburg
Dutch Guiana	Port of Spain	Puerto Rico	Havana, Cuba
East Anglia	London	Sarawak	Singapore
Ecuador	Lima, Peru	Saudi Arabia	Cairo
Egypt	Cairo	Scotland	Glasgow
El Salvador	Guatemala City	Sierra Leone	London
England	London and Liverpool	Singapore	Singapore
Ethiopia	Cairo	South Africa	Johannesburg and Cape Town
Falkland Islands	Buenos Aires	South China	Hong Kong
Federat'n of Malaya	Singapore	South-West Africa	Cape Town
Fiji	Wellington, N'w Zealand	Southern Rhodesia	Johannesburg
Finland	Stockholm	Spain	Lisbon
France	Paris	Spanish Morocco	Lisbon
French Eq. Africa	Leopoldville	Sudan	Cairo
French Guiana	Port of Spain	Sweden	Stockholm
French Indo-China	Hong Kong	Switzerland	Berne
French Morocco	Paris	Syria	Cairo
French West Indies	Port of Spain	Taiwan (Formosa)	Shanghai
Gambia	London	Tanganyika	Johannesburg
Gibraltar	Lisbon	Tasmania	Melbourne
Gold Coast	London	Thailand	Singapore
Greece	Athens	Trinidad	Port of Spain
Greenland	Oslo	Tunisia	Paris
Guatemala	Guatemala City	Turkey	Istanbul
Haiti	Havana, Cuba	Uganda	Johannesburg
Hashemite Kingdom of the Jordan	Cairo	United States	Washington, New York, Boston, Detroit, Chicago, Los Angeles, San Francisco
Hawaii	Los Angeles	United Kingdom	London, Liverpool and Glasgow
Hong Kong	Hong Kong	Uruguay	Buenos Aires
Hungary	Berne	Venezuela	Caracas
Iceland	Glasgow	Wales	Liverpool
India	New Delhi & Bombay	Western Samoa	Wellington, New Zealand
Indonesia	Singapore	Windward Islands	Port of Spain
Iran (Persia)	Karachi	Yugoslavia	Rome
Iraq (Mesopotamia)	Cairo		
Ireland	Dublin		
Israel	Athens		

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: Boite Postale 373.

Territory includes Angola and French Equatorial Africa.

Belgium

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

Territory includes Luxembourg.

Brazil

Rio de Janeiro—D. W. JACKSON, Commercial Secretary, Canadian Embassy, Edificio Metropole, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

São Paulo—C. J. Van Tighem, Commercial Secretary for Canada, Canadian Consulate, Edificio Alois, Rua 7 de Abril, 252. Address for letters: Caixa Postal 6034.

Chile

Santiago—Acting Commercial Secretary, Canadian Embassy, Bank of London and South America Building. Address for letters: Casilla 771. Territory includes Bolivia.

China

Shanghai—B. I. RANKIN, Acting Commercial Secretary for Canada, 27 The Bund, Postal District (0).

Territory includes Taiwan (Formosa).

Colombia

Bogotá—H. W. RICHARDSON, 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—A. W. EVANS, 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 Aden, Anglo-Egyptian Sudan, Cyprus, Ethiopia, Iraq, Lebanon, Saudi Arabia, Syria and the Hashemite Kingdom of the Jordan.

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. Address for letters: 3 rue Scribe.

Germany

Frankfurt am Main—B. J. BACHAND, Canadian Commercial Representative, Canadian Consulate, 145 Fuerstenbergerstrasse.

Cable address, Canadian Frankfurt-Main.

Greece

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

Territory includes Israel.

Guatemala

Guatemala City—J. C. DEPOCAS, Canadian Government Trade Commissioner, No. 20, 4th Avenue South. Address for letters: Post Office Box 400.

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

Foreign Trade Service Abroad—Continued

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—R. K. THOMSON, Acting 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.

Italy

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

Territory includes Malta, Yugoslavia and Libya.

Jamaica

Kingston—M. B. PALMER, Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Territory includes the Bahamas and British Honduras.

Japan

Tokyo—J. C. BRITTON, Commercial Representative, Canadian Liaison Mission, Canadian Legation Building.

Territory includes Korea.

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.

The Hague—D. A. B. MARSHALL, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Sophialaan 1-A.

Territory includes Belgium, Denmark and Luxembourg.

New Zealand

Wellington—P. V. McLANE, Commercial Secretary, Office of the High Commissioner for Canada, Government Life Insurance Building. Address for letters: Post Office Box 1660.

Territory includes Fiji and Western Samoa.

Norway

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

Territory includes Denmark and Greenland.

Pakistan

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

Territory includes Iran and Afghanistan.

Peru

Lima—R. E. GRAVEL, Acting 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, Indonesia, North Borneo, Brunei, Sarawak and Thailand.

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—C. B. BIRKETT, Commercial Secretary for Canada, 5th Floor, Grand Parade Centre Building, Adderley 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—Acting Commercial Secretary, 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—T. G. MAJOR, Canadian Government Trade Commissioner, 43 St. Vincent Street. 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

Istanbul—G. F. G. HUGHES, Acting Commercial Secretary for Canada, 20 Yeni Carsi Caddesi, Beyoglu. Address for letters: Post Office Box 2220, Beyoglu.

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. L. E. PRIESTMAN, Canadian Government Trade Commissioner, 36 Victoria Square.

Territory covers Northern Ireland.

United States

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

Washington—Dr. W. C. HOPPER, Agricultural Secretary, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

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

Territory includes Bermuda.

Cable address, Cantracom.

New York City—M. B. BURSEY, Canadian Government Trade Commissioner (Fisheries Specialist), British Empire Building, Rockefeller Center.

Boston—T. F. M. NEWTON, Consul of Canada, 532 Little Building, 80 Boylston Street, Boston 16.

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—H. A. SCOTT, Consul-General of Canada, 3rd floor, Kohl Building, 400 Montgomery Street.

Venezuela

Caracas—C. S. BISSETT, Canadian Government Trade Commissioner, Canadian Consulate General, 8° Piso, Edificio America, Esquina Veroes. Address for letters: Apartado 3306.

Territory includes Netherlands Antilles.

Foreign Commercial Representatives in Canada

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

Argentina—Erasto M. Villa, Commercial Counsellor, Argentine Embassy, 193 Sparks Street, Ottawa. Telephone—6-2351.

Australia—Clifton J. Carne, Australian Government Trade Commissioner, Royal Bank Chambers, 100 Sparks Street, Ottawa. Telephone—5-6717.

F. R. Gullick, Australian Government Trade Commissioner, 643 Hornby Street, Vancouver. Telephone—TAtlow 1177.

Austria—Dr. Frederick Riedl-Riedenstein, Consul-General, 134 Queen Street, Ottawa. Telephone—5-5521.

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

Bolivia—Paul Viau, Consul, 5612 Canterbury Avenue, Montreal. Telephone—ATlantic 3544.

Brazil—Caio de Lima Cavalcanti, Commercial Counsellor, Brazilian Embassy, 4th floor, 111 Sparks Street, Ottawa. Telephone—5-1485.

A. G. de Miranda Netto, Commercial Attaché, Department of Trade and Commerce of Brazil, Suite 111, Aldred Building, 505 Place d'Armes, Montreal. Telephone—HArbour 8627.

British West Indies and British Guiana—C. Rex Stollmeyer, Trade Commissioner, 37 Board of Trade Building, Montreal. Telephone—PLateau 8282.

Chile—First Secretary, Chilean Embassy, Room 215, 56 Sparks Street, Ottawa. Telephone—5-4402.

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

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

Colombia—Carlos Jaramillo, Consul-General, 3757 Wilson Avenue, Montreal 28.

Cuba—Acting Commercial Attaché, Cuban Legation, 499 Wilbrod Street, Ottawa. Telephone—5-6834.

Czechoslovakia—Dr. Miroslav Mares, Commercial Attaché, Czechoslovak Legation, 1255 Phillips Square, Montreal. Telephone—HArbour 4483.

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

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

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

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

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

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

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

Haiti—Philippe Cantave, Consul-General, Room 308, 18 Rideau Street, Ottawa. Telephone—2-1272.

India—Gupal Singh, Trade Commissioner, Royal Bank Building, Toronto. Telephone—ELgin 3223.

Ireland—John O'Brien, Official Secretary, Office of the High Commissioner for Ireland, 140 Wellington Street, Ottawa. Telephone—3-6281.

Israel—Avraham Harman, Consul-General of Israel, Bank of Montreal Building, 160 University Street, Montreal. Telephone—PLateau 2540.

Italy—Dr. P. F. Migone, Commercial Attaché, Italian Embassy, 133 Sparks Street, Ottawa. Telephone—3-3630.

Lebanon—Madim Deméchie, Consul-General, Consulate of Lebanon, 199 Wurtemberg Street, Ottawa. Telephone—2-3155.

Mexico—Consul-General, Room 507, 1410 Stanley Street, Montreal. Telephone—LAncaster 2502.