

# FOREIGN TRADE

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**COVER SUBJECT**—Furness Withy liner Nova Scotia loading cargo in Halifax for shipment to the United Kingdom. Canadian exports to Great Britain during the first two months of this year were valued at \$78,981,000, compared with \$99,937,000 in the same period last year. Agricultural and vegetable products accounted for \$38,196,000 in 1950, a decline from \$51,260,000 in 1949; animals and animal products, for \$19,023,000, an increase from \$11,064,000; non-ferrous metals and products, for \$13,204,000, a decline from \$20,772,000; and wood and wood products, for \$4,150,000, a decline from \$10,704,000 in the first two months of 1949.

*Photo by National Film Board.*

Price 10 cents

# Minister of Trade and Commerce Reviewed Postwar Problems During New York Address

**F**EW COUNTRIES have yet been able to make much headway in freeing their foreign commerce from import, export and exchange restrictions, while progress in some countries is being largely offset by the increasing extent and severity of restrictions in others. These observations were made by the Right Hon. C. D. Howe, Minister of Trade and Commerce, in the course of an address on March 18 to members of the University Club of New York City. "Our old aversion, the bilateral agreement, is very much in the picture," he continued. "The proportion of total world trade that is being moved today through the closely controlled channels of bilateral trade and financial agreements is probably greater than it ever was at any previous period, including the eight or ten years of the prewar depression, when the German-inspired system of barter and compensation trade was at its height. Bad as it may be from the standpoint of liberal commercial policy, it may be taken for granted that this widespread use of bilateral agreements is not going to disappear, nor be much reduced, until unstable currency values and heavily unbalanced trade between different areas have been corrected to an extent that will assure the many countries using this trading system that they can give it up safely and with something better in sight."

After explaining that the postwar transition period was proving longer than was anticipated, and the various measures taken to further world economic reconstruction, Mr. Howe said: "We on this continent are working for increased international trade and for greater freedom of such trade. We are anxious to generate a larger and more active flow of capital from one country to another—from the highly developed to the under-developed. We want both movements—the movement of funds as well as of commodities—to carry with them all the energy and business capacity of competitive private enterprise. In so far as we may, in special cases, depart from that principle, we do so through the force of circumstances, not through desire to weaken or replace the competitive system. To these objectives of ours, communism is wholly opposed. It directs a special fire of criticism against international trade and investment that is carried on in a competitive way by private firms and individuals. The communists claim that such international trade and investment is nothing more than economic imperialism, and that its life history is simply a series of booms, slumps and wars, moving inevitably toward final collapse—and they mean final. That is what they are waiting for now, ready and willing to give it a helping hand wherever and whenever they can.

## **Effect of Communism Not Entirely One-sided**

"The effect of communist opposition upon our program has not been entirely one-sided. If there had been no such opposition, compelling us to divide our energies between the demands of reconstruction and those of defence and security, it is reasonable to assume that we would have been able to get further ahead than we have with the work of repairing the economic damage done between 1939 and 1945. On the other hand, we owe something to the spur of communist hostility. It has forced upon us a stronger sense of common purpose, as well as a greater degree of cohesion in our own efforts. It has helped to create a more united

front among a group of countries whose effective co-operation with each other is never free from the handicap of having to overcome many deep-seated differences of background and outlook.

"As in the past, the communist challenge may be counted upon in future to hamper our economic progress, but there are some directions in which it may prove to be of further incidental benefit. It may help us to put some of our own objectives in sharper focus—and we are now coming into a period when it will be extremely important to do just that. Our main reconstruction effort so far has been directed toward seeing that Britain and the Western European countries have had both the time and the means to strengthen their economies on the production side. Once this primary need, to rebuild and modernize British and European industry, has been met, the emphasis will shift, and is, in fact shifting now, to the urgency of using this greater production capacity to the best advantage, either to reduce the dollar imports by the transatlantic countries, or to increase their exports to the United States, Canada and other dollar markets. All the money and effort that has been expended upon getting the production facilities of Britain and Europe into better shape has had those ends in view. Whether the effect is chiefly in reducing the dollar imports of those countries, or in increasing their dollar exports, it means in either case sharper competition for Canada and the United States. We must look forward to meeting this competition, both in our own domestic markets and in our markets overseas—not only in Europe and the British Isles but in Latin America, the East, the Middle East and elsewhere. As countries that are prone to proclaim their faith in the competitive system, the United States and Canada are going to be put to the acid test of proving the extent to which we really want more competition. We are, in fact, getting the start of that test now.

#### **North America Stronghold of Competitive System**

"Not for several generations, if indeed ever, has the world seen two radically different economic systems lined up in such direct opposition to each other as we have them today. Communism has spread itself over a wide area, and is in command of large working forces and very extensive material resources. Here, in North America, we have what is now the stronghold of the competitive system—a vast and highly developed area in which the system of free enterprise holds the field with more general acceptance and less opposition than anywhere else. Between the communist countries and those countries in which the competitive system is not seriously challenged, there are many countries that occupy something in the nature of middle ground. These middle-ground countries have in varying degrees tended to swing away from the competitive system, or from capitalism, or the free enterprise system—however we may wish to describe it. Nevertheless, they are like-minded with us in their determination to preserve the democratic freedom which communism seeks to stamp out. They are like-minded with us also in the broad purposes which they are promoting in the field of international reconstruction. It is only through their association with us, and our association with them, that we can hope to carry through successfully the plans that we have in hand for reviving a freer movement, and a much enlarged volume, of world commerce.

"How much further we shall be able to get on with those plans, and how rapidly, rests in no small degree upon British and European success in finding increased markets in North America. How strongly they can compete will depend primarily upon themselves, but it will also depend heavily upon our readiness to open our markets to their

products on terms that will give them something not too far removed from equality of opportunity to compete with our own producers. In the past, with all our boasted faith in the competitive system, we have been more closely wedded to the principle of competition within our own borders than to the admission of competition from outside sources. If, in future, we intend to limit closely the degree of genuine competition that we will extend to the countries that are allied and associated with us, we cannot expect them to do otherwise. If, in order to pursue protective domestic policies, for one purpose or another, we set out to operate economies that are half competitive and half closed, we shall ourselves be shutting the door upon any expectation of achieving a world in which there will be expanding trade and expanding freedom of trade. We cannot get very far with a competitive system in which competition is afraid of its own shadow from abroad.

### **Next Two or Three Years Crucial**

“Without discounting in any way the real progress in world economic reconstruction that has been made to date, it must be obvious that the next two or three years will be of crucial importance from the standpoint of carrying the program through to final success. The imperative need now is to get much closer to a commercial solution—not just a financial solution—of the problem of redressing the trade balance between the Old World and the New. As to that necessity, there is little difference of view between Canada and the United States.

“There is, however, a very pronounced difference in the actual trade positions of our two countries. In Canada, we have no great imbalance to correct between the overall value of our exports, and the overall value of our imports. They are already closely balanced. Canada is, in our commercial payments, putting as much into the international trade pool as we are taking out of it. Our chief immediate need is to adjust the directions of our trade. We are seeking to divert a larger share of our foreign purchases into channels that will give stronger support to our sales to Britain and Europe. We are anxious also to enlarge our exports to the United States in order to bring our direct dollar earnings more into line with the amount we require to pay for imports from this country.

“The American position calls for an entirely different kind of adjustment. In your trade relations with the rest of the world, your overshadowing problem has to do with the staggering difference between the total value of your imports and the total value of your exports. As you all know, the imbalance is enormous. I do not presume to offer any gratuitous advice as to how it can best be corrected—whether by increase of your imports, by shrinkage of your exports, or by the export of capital and other non-commercial funds. However it may be accomplished, the manner of correcting or of offsetting this imbalance will have a tremendously important bearing upon the final outcome of all the efforts now being made to get the commercial world back into robust good health.

“I have just returned from a six weeks' visit to the Continent of Europe, where I visited France, Italy, Belgium and Holland,” Mr. Howe said. “One purpose of these visits was to form an opinion of current economic conditions and to try to measure the progress since a similar visit made in 1947. I have no hesitation in saying that progress toward economic recovery has exceeded my expectations. Most important, the threat of communist domination, which was alarming in 1947, has been pushed into the background, although communism is still an active force in France and Italy. Great progress is evident toward a return from state

trading to private enterprise. Production is reaching a high level and continues to expand. The difficulty of finding employment for expanding populations is of major concern to all four governments, and this problem is being aggravated by large scale immigration from countries behind the iron curtain. Outlets abroad for surplus populations are urgently needed."

## Forecasts of Business Conditions In United States are Favourable

*This year may be regarded as year of decision for business, labour and government, as patterns established will affect economic life for some years to come—Government expenditures support business activity—Decline in capital expenditures by corporations is unfavourable factor affecting business outlook.*

By M. T. Stewart, Canadian Government Trade Commissioner

NEW YORK CITY, February 28, 1950.—Reviews of economic conditions in the United States and forecasts of the outlook for 1950 by leading banks, financial institutions, financial and commercial publications indicate that a reasonably good year from the standpoint of business activity may be expected. Some writers cautiously hedge their opinions for the second half of the year, while others claim industrial and business activity will continue at a satisfactory rate throughout 1950. In no case, however, is any optimistic comment offered for 1951.

This year may be regarded as a year of decision for business, labour and government, as patterns and policies will be established in these fields that will affect the economic life of this country for some years to come. It is not expected that business activity in 1950 will be greater than in 1949, but it is felt that stability in the economy will develop. The labour outlook recently has darkened considerably and the increased demands of the union leaders for more hourly pay and increased pension benefits presage an uneasy year for industrial management and the public as well. However, strikes have proved a losing game for the workers, and labour leaders are not eager to use this unpopular weapon. Several leading economists have taken the position that 1950 will be a good year, with the index of industrial production not going below 150. In 1949, the low point was 162 in July, and the high point was 195 in December, 1948.

### **Government Expenditures Support Business Activity**

There are many favourable factors supporting business activity, the most important of which are the vast sums programed for expenditure by the Federal Government. The budget for 1950-51 provides for an estimated deficit of not less than five and a half billion dollars, or more than twice the total Federal expenditures of the Canadian government for one year. Approximately the same gross income is expected by the government and, although embarrassing surpluses are piling up on all sides, the farmers' income will be maintained at a high level.

Building activity, private as well as public and including public works, will proceed at an unprecedented scale and the demand for materials of all kinds is enormous. The sustained building activity is having a favourable effect on the exports of Canadian timber to this market and the market for Canadian lumber continues firm.

Two other important basic industries, the automobile industry and the steel industry, are both going into 1950 at a very high production level and it is expected that this momentum will be maintained until well into the second half of 1950. Actually, the labour difficulties in the coal industry have stimulated the steel industry and have greatly increased the backlog of orders.

#### **Decline in Capital Expenditure is Unfavourable Factor**

There are unfavourable factors in the business outlook, and one most frequently commented on is the decline in capital expenditures by corporations. The possibility of higher taxes and increased costs of production has discouraged capital expenditures, and business feels that government taxation policies have not been sufficiently encouraging. Although the United States still enjoys a free economy, it might also be described as a directed economy, and the Federal Government's fiscal policy has a direct effect on business activity. The trend in United States exports has been declining since the middle of 1947 and, if it were not for the loans and government aid in various forms furnished by the United States Government, the contraction in export trade would be even more marked. Exports were moving in 1947 at a volume of over \$15 billion annually, and now they have fallen to slightly over \$12 billion. The contraction to be expected in 1950 should be moderate, as the cut in foreign aid appropriations will not have much effect on actual shipments until later in the year.

There is no question that the buyers' market in almost all industries has returned in the United States and competition is becoming keen in all branches of trade. As a result, the number of business failures will increase in 1950.

#### **Minimum Wage Law Greatly Increased Purchasing Power**

The government has greatly increased the purchasing power of a large section of the population by the introduction of the minimum wage law, providing for a 75-cent hourly minimum wage for all labourers, and the government scheme for providing a floor for farm prices at 90 per cent of parity gives that industry great support. The farmers in this country have enjoyed ten years of wonderful prosperity and are in a very strong position. Liquid savings in the hands of the people of the United States are estimated at about \$200 billion.

The American public in general is enjoying a period of high wages and great economic security and large savings have accumulated. Some \$2,800 million in insurance premiums to war veterans will be paid out by the federal agencies during the year, and undoubtedly most of this will promptly find its way into the retail trade. Interest rates are low and there is abundant credit from government and private sources.

Although the demands of the American people for consumer goods of all kinds is phenomenal, the productive capacity of the country has increased so greatly since the end of the war that the great pent-up demand has largely been met and the buyers' market will become even more apparent during the second half of 1950. High wages and high production costs lead to a high break-even point in industry generally. When demand decreases, this can quickly lead to a curtailment of production and increased unemployment, as operations are usually contracted

sharply when management sees no profit in prospect. Wages are rigid and cannot be readily reduced due to labour union policy, and hence unemployment can build up very rapidly. With basic increases in the price of steel and higher wages and pension plan burdens, it is difficult to see how prices can be substantially reduced.

Although the American people have vast funds of savings available, they are temperamental in their buying habits and will very quickly back away if uncertainty and soft spots appear on the economic scene. There is a fear that deflationary forces already at work may become a real factor in the second half of this year, and these fears of deflation affect everyone as well as the government planners.

#### **Forces of Inflation and Deflation are at Work**

The forces of inflation and deflation are at work in this economy as in any other, but these forces are found to be in greater balance this year than in many years past. The policy of the government is inflationary, as it appears to be permanently committed to deficit financing. If the federal budget could not be balanced under the abundantly prosperous conditions of 1948-49, it is difficult to see anything other than annual deficits for years to come. The President, in his annual message to Congress, forecasted a total income for the United States of a trillion dollars in A.D. 2000, which is roughly four times the present level. At the same time, he made no reference to the probable purchasing power of the dollar fifty years hence. This might be cut to something like a fourth of its present estimated 60-cent value, as against prewar values. The President's council of economic advisers apparently have no fear of the inflationary trend getting out of hand, but any deflationary tendencies which may emerge from time to time are viewed with deep concern.

#### **Current Year Promises to be Good One**

However, the year 1950 promises to be a good one, although it will probably be a little less prosperous than was 1949. The inflationary forces will continue to play a prominent role until later in the year at any rate, and it may be noted that such inflation as has taken place since 1945 in the United States is permanent in character.

There is no doubt that everything possible will be done by the government to maintain employment and the national income at a high level, and business conditions will be strongly influenced by the policies of the administration. This is certainly a critical year, which may give us a clue to what lies ahead in the years to come. The economy of this country needs a period of stability, accompanied by a slow and steady rise in the purchasing power of the dollar. The benefits of the efficiency and productivity of labour should be shared by the consuming public, the stock holders and labour, and should not be largely the prerogative of labour as the labour leaders contend and are now endeavouring to ensure.

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#### **Total Wheat Supply of Major Exporting Countries Increased**

The combined wheat supply of the United States, Canada, Argentina and Australia, the world's four major exporting countries, amounted to 1,683,000,000 bushels on January 1 this year, some 109,000,000 bushels above the supply level at the beginning of 1949. Moderate declines in Canada and Argentina were more than offset by increases in supplies in the United States and Australia.

# Cuban Sugar Crop Lower Last Year But Sold at Satisfactory Price

*Reduction of over 800,000 long tons from all-time high recorded in 1948, total yield of some 5,000,000 long tons completely disposed of—Prospects for new crop appear fairly bright—Downward trend in economy continued—Purchases from Canada increased to \$14,391,000 from \$10,986,791 in 1948.*

By A. W. Evans, Commercial Secretary for Canada

HAVANA, February 1, 1950.—Cuba's postwar pattern of prosperity continued at a lower level during 1949. The sugar crop fell by over 800,000 long tons from the all-time high recorded in 1948. Export and import totals decreased. Business volume was smaller, resulting in reduced income and sharply decreasing government revenue. The balance of trade remained favourable, but the gap between imports and exports was narrowing. Government intervention in private enterprises with labour and financial difficulties was almost uniformly unsuccessful, resulting in lack of confidence in the business community. Bankruptcies increased in size and number. Unemployment edged upwards, while labour troubles continued to be a disruptive factor in the national economy.

On the other hand, a sugar crop of over 5,000,000 long tons had been completely disposed of at satisfactory prices, while market prospects for the new crop, which may be even larger, appeared to be fairly bright. Congress had given authority for the floating of a loan of \$200 million to be spent on public works. This would have a beneficial effect on business and employment. Healthy adjustment of inventories and forward commitments had been made during the past year. Weather conditions had been generally favourable, and agricultural output was at satisfactory levels.

While the volume of public works had to be reduced to a minimum because of the government's financial position, private building continued at a high level. Many new office buildings, apartment houses and homes were constructed. The tourist trade was only slightly below that of the previous year, but there are indications of a reduction in the current season. Bank clearings and the volume of money in circulation have increased.

## Downward Trend Will Probably Continue

With the larger sugar crop in prospect and business activity at a lower level, the outlook for 1950 is for a continuation of the downward trend of the past year. However, if the projected loan, referred to above, is obtained, the decreased income from sugar will be offset, to some extent, and readjustment will be spread out over a longer period, precluding any drastic change during the coming year.

Canadian exports to Cuba again rose sharply, from \$10,986,791 in 1948 to \$14,391,000 in 1949, an increase of 31 per cent. Flour showed the chief gain, being almost solely responsible for the increase. Table potatoes from Canada entered Cuba in large quantities for the first time in many years, due to tariff concessions granted at Annecy. The recently established direct shipping services were also of assistance in enabling Canadian exports to Cuba to set a new record.

Canadian suppliers to Cuba face ever-increasing competition as the world supply situation returns to normal. Germany and Japan have already re-entered the market. In addition, United States exporters still retain a substantial margin of tariff preference and, owing to their close proximity to the market, enjoy an outstanding advantage.

#### **Agricultural Production Lower**

*Sugar.*—The 1949 sugar crop of 5,973,968 long tons was more than 800,000 tons below the record set in 1948. However, despite considerable pessimism at the start of the year, the entire crop was marketed at an average price slightly above that of last year. The American quota took more than 50 per cent of the smaller crop, a somewhat higher proportion than in the previous year.

Estimates of the 1950 crop range around last year's figure and, barring unforeseen incidents, the present crop will likely equal or exceed it. Marketing this crop will apparently be difficult, and it is probable that there will be a carryover of approximately 500,000 tons. However, this would not be unduly excessive, amounting only to what was formerly considered normal reserves. Labour troubles, which have delayed the start of operations in some mills, have not reached major proportions.

The situation as regards molasses is more unfavourable. The average price has been around 3.50 cents per gallon as compared with 16 cents in 1948. Even at this low price an estimated ninety million gallons were carried over at the end of the year.

*Tobacco.*—The tobacco industry is still adversely affected by import restrictions imposed by some of Cuba's old customers. In addition to acreage restrictions, bad weather affected the size of last year's crop. Domestic consumption has continued at a high level and, with the smaller crop, prices have remained fairly steady. The 1949 crop has been estimated at 385,855 bales as compared with 401,074 bales in 1948. Exports of tobacco for the first eleven months of last year dropped from \$28,970,192 for the corresponding period of 1948 to \$24,423,235. As stocks of tobacco are currently small, it is expected that some growers will increase their acreages for the next crop.

*Coffee.*—Production of coffee in the 1948-49 season was substantially lower, being 114,675 quintals less than the 1947-48 crop of 718,556 quintals. As a result, 140,000 quintals had to be imported to meet local requirements. The new crop is estimated to be considerably larger than last year's, and prices are expected to remain steady.

The forthcoming rice crop is reliably estimated at approximately 800,000 quintals, which is about 15 per cent of domestic requirements. Rice acreage continues to be extended.

Pasture conditions have been good throughout the year, so meat and dairy supplies have been plentiful. Production of oranges was up from last year, and the coming crop is reported to be good. With the fall in price for tomatoes from 80 cents to 60 cents per box, production is expected to drop from 884,000 boxes to an estimated 400,000. Production of pineapples is down and, although exports of canned pineapple have dropped, there has been a large increase in shipments of fresh and barrelled pineapple. Prices of peanuts have dropped from \$6.75 to \$3 a quintal, with a resultant fall in production. The bean crop was poor, and substantial imports were necessary. An estimated production of over two and one-half billion quintals of corn from the two crops in 1949 is much in excess of last year's. Prices have fluctuated to lower levels. The production of bananas for export continued to

decline as a result of Panama disease and lack of new plantings, and prices dropped from 90 cents per stem to 60 to 70 cents per stem in the current year.

### **Balance of Trade Favourable**

Exports again exceeded imports by a substantial margin, but decreases were recorded in both volume and value.

Imports for the first nine months of 1949 were valued at \$342,086,022 as compared with \$393,887,747 for 1948. Some of this decrease could be attributed to lower prices, but the major part of it is accounted for by the downward trend in Cuban economy.

The value of exports in the first nine months of 1949 totalled \$475,334,056, well below the figure of \$592,491,536 for the corresponding period of 1948. The sugar crop, 800,000 tons smaller than in the previous year, together with a sharp drop in the price of molasses, accounted for practically all the decrease. However, the foregoing figures compare favourably with the average yearly export total of \$151,859,000 for the period 1935 to 1939.

According to figures published by the Cuban Tourist Bureau, the number of visitors from abroad showed an increase during the past year. Some 180,000 visitors spent an estimated all-time record of \$39,010,050 as compared with 163,364 visitors in 1948 who spent an estimated \$36,348,800. Part of this increase can be attributed to a greater number of visitors during the off season. The current winter season is apparently not as good as that of last year. On the other hand, the number of Cubans holidaying abroad is estimated to have increased, but no figures are available.

Revenues during 1949 were at a level substantially below those of the previous year. Government income for the first ten months was \$149,094,371, or 20 per cent below the 1948 figure of \$186,973,596.

Preliminary indications are that revenue will not meet budgetary requirements for the current fiscal year. As a result, expenditures have had to be reduced, the largest cut being made in that for public works.

### **New Central Bank Established**

The new Central Bank is now organized. It is expected that it will begin to function in March of this year, when the new premises will have been finished. The opening has been delayed by necessary alterations to the premises, difficulty in obtaining suitable staff and the printing of a new note issue.

Bank clearings dropped somewhat in the past year, the total for eleven months being \$2,132,529,766 as compared with \$2,349,145,103 for the corresponding period of 1948. This is still over three times the prewar total of \$662,876,530, and is indicative of the prosperous conditions now obtaining. The volume of money in circulation also decreased, the latest available figure, for September 30, 1949, being \$556,448,362 as compared with \$577,940,872 on the same date in 1948.

The cost of living in Cuba remained at a high level during 1949. There was little evidence of a downward trend in prices except for certain basic foodstuffs such as lard, used by the bulk of the population. Hard goods, such as radios, refrigerators, washing-machines and automobiles, also declined in price. Inflationary conditions continued, with few exceptions, as wage levels were held at their previous high, while bank employees obtained a substantial salary increase.

With materials freely available, except for periodic shortages of cement, building activity continued at a high level. While industrial construction and public works were severely curtailed, a large number of new homes, apartment houses and office buildings were constructed. At the end of the year there was evidence of a large number of "starts", and many new buildings were under construction.

#### **Mixed Outlook for 1950**

Although the Cuban economy showed a definite downward trend, prospects for 1950 are not unfavourable. There was no sugar carryover, and world prices for that product were higher than ever. As previously stated, the new sugar crop may be larger than last year's, and its disposal, in the face of steadily increasing world production and the continuing dollar shortage, may present some difficulty.

The authorized public works loan of \$200,000,000 would aid in proping up the economy, but longstanding negotiations have not been concluded. Labour problems would tend to bulk larger as management sought reductions in staff and wages to meet changed conditions. Establishment of new industry was practically at a standstill in 1949. Work was proceeding on the construction of a flour mill, but other developments appeared to have been shelved except for a few items of minor importance.

Undoubtedly the future is clouded by many basic problems, but it is unlikely that there will be any drastic change in the current year. Business is inclined to restrict activities and proceed with caution, keeping commitments to a minimum. The outlook is for a continuance of the gradual downward trend, which may accelerate toward the end of the year if the public works loan is not floated or if the sugar market should slump.

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#### **International Rubber Study Group Meets in Brussels in May**

The seventh meeting of the International Rubber Study Group opens in Brussels on May 2. The group will review the world rubber situation and examine the statistical position regarding production and consumption of rubber throughout the world. Thailand and Indonesia have joined the group.

Other members are Australia, Belgium, British Colonies, Burma, Canada, Ceylon, Czechoslovakia, Denmark, France, Hungary, Italy, Liberia, the Netherlands, the United Kingdom and the United States of America.

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#### **Israel Citrus Crop Estimated at Five Million Cases**

Estimates of the 1949-50 Israel citrus crop are set at about 5,000,000 cases. An agreement has been announced by the Citrus Marketing Board with the British Food Ministry to buy 2,700,000 cases of citrus fruit from Israel this season. The agreement stipulates that 1,850,000 cases of Shamutis, 150,000 cases of Valencias, and 700,000 cases of grapefruit are to be sent to the United Kingdom this winter. Some 300,000 cases were to reach Britain before Christmas. Last winter Great Britain bought 3,050,000 cases of citrus.

Sales had also been concluded with the following countries: Ireland, 150,000 cases; Finland, 150,000 cases; Norway, 150,000 cases; Czechoslovakia, 180,000 cases; Sweden, 250,000 cases.

Negotiations were still proceeding with Denmark, Switzerland, Holland, France and Poland. Part of the citrus will be sold in accordance with the terms of the trade agreements signed between Israel and Holland, Yugoslavia and Poland.—(*Barclays Bank Review*)

# Brazil to Continue Import Controls Despite Better Exchange Position

*Certain relaxations may be expected when the dollar backlog has been liquidated—Improved trading position with the United States due to restrictive screening of essential imports and increased prices received for large coffee exports Estimate of exports to United States at peak.*

By D. W. Jackson, Commercial Secretary for Canada

**R**IO DE JANEIRO, February 27, 1950.—Although the dollar deficit of Brazil is showing gradual improvement, there is no indication of any immediate relaxation of the prevailing import and exchange controls. It has been announced, however, that certain relaxations may be expected when the dollar backlog has been liquidated.

Brazil sorely needs to increase her exports to other countries in order to pay for her imports of capital goods, raw materials and consumer goods. At the same time, to obtain the requisite machinery and equipment without seriously restricting necessary imports, Brazil must devise means to stimulate the inflow of foreign investment capital.

The value of Brazilian exports was considerably increased during the war years, but, at the same time, imports were severely restricted from abroad. As a result, Brazil was able to accumulate substantial holdings of gold and foreign exchange and to retire some of her debts abroad. However, the impediment to imports during the war years created an inordinate demand for capital and consumer goods. After the cessation of hostilities and when foreign merchandise again became available, chiefly from the United States, a marked reversal was shown in Brazil's foreign trade position. Although exports continued at a high level, the value of imports in 1947 rose to nearly 23 billion cruzeiros or roughly 3 billion cruzeiros above the export figure. A serious development was that imports from the United States and other hard-currency countries vastly exceeded Brazil's exports to those areas. Although Brazilian exports to soft-currency countries continued at a high level, the currencies of these countries were neither freely convertible into dollars nor were they able to supply Brazil with her import requirements. The impossibility of ready conversion into dollars added to Brazil's already sizeable hard-currency deficit.

## **Imports Reached Record Level Before Controls Introduced**

This situation continued into the early months of 1948 and, in May of that year, the Brazilian government passed legislation by which importers were obliged to obtain licences prior to contracting for shipment of goods. Before this licensing system could be implemented, there was an accelerated increase in imports which raised the import volume to new heights. As a result, the backlog of overdue commercial payments rose to more than 3 billion cruzeiros by the end of May, 1948. The effect of this import control was, in the months to come, to reduce considerably the volume and value of merchandise from hard-currency areas.

As the United States was the principal exporter of the hard-currency countries, that country's export markets in Brazil suffered extensively and, to a lesser degree, Canada's and Switzerland's.

Rigorous enforcement of the import and exchange controls has had the effect of gradually reducing Brazil's hard-currency deficit. As the

United States is by far Brazil's chief source of dollar earnings, it might be well to examine briefly the latest reports on trade between these two American republics.

According to a recent announcement by the United States Federal Reserve Bank, Brazilian outstanding dollar backlog was reduced by some \$29 million during the month of January, 1950. Although there are, as yet, no official Brazilian statistics available to confirm this statement, there is good reason to believe that the balance of trade between the United States and Brazil was in favour of the latter.

#### Large Coffee Exports at High Prices Improve Exchange Situation

This situation has, in no small measure, been due to the progressively restrictive screening of essential imports from hard-currency countries and the sharply increased prices being obtained for coffee in the United States. During 1948, coffee growers harvested a good crop and exports amounted to nearly 17.5 million bags, the second largest figure in the history of the industry. The 1948 value of Brazilian coffee exports totalled 9,018,553,000 cruzeiros, the highest on record, in comparison with the 7,111,627,000 cruzeiros earned by the 1947 harvest. These figures are particularly significant when it is realized that approximately 15 per cent of the 1948 crop was damaged by insect pests.

Estimates on the general pattern of export trade from Brazil to the United States in 1949 indicate that an unprecedented high level was reached. The total is calculated to reach roughly \$551.2 million against \$514 million in 1948, \$441.7 million in 1947 and \$97.6 million in 1938. A sharp decrease in United States exports to Brazil is reflected in 1949 trade figures. For the year 1948, the United States exported goods to Brazil valued at \$497 million, and during 1949 this total had decreased to \$380.9 million, or a decline of about \$117 million. For purposes of comparison, the United States shipped merchandise to Brazil to the value of \$643.2 million in 1947 and \$62 million in 1938.

Provisional figures show that Brazilian exports of coffee alone to the United States totalled \$428,818,476 in 1949 in comparison with \$352.6 million in 1948, \$298.3 million in 1947 and \$82.2 million in 1938.

For the last month of 1949, United States imports from Brazil were composed of the following principal products:

#### Brazilian Exports to the United States

	December, 1949
Coffee .....	\$65,918,104
Cocoa .....	6,275,137
Vegetable oil and waxes .....	2,106,362
Manganese .....	285,800
Iron ore .....	103,127
Mica .....	169,744
Total .....	<u>\$74,858,274</u>

On the other hand, the most important products imported by Brazil from the United States during December, 1949, included the following:

#### Brazilian Imports from the United States

	December, 1949
Petroleum products .....	\$ 2,244,000
Iron and steel products .....	1,505,467
Electrical equipment .....	1,983,773
Industrial machinery .....	3,730,876
Cars, parts and accessories .....	697,837
Total .....	<u>\$10,161,953</u>

## External Trading Difficulties Reflected in Economy

In common with most countries of the world, the impact of the post-war external trading difficulties has been keenly reflected in the Brazilian economy. This factor has been a definite deterrent to the industrial development of a young and growing country such as Brazil. The principal objectives of the Brazilian government have been a balanced economic development, increased production and greater foreign trade.

Owing to its vast territory and scarcity of rapid and adequate transportation, the general economic picture is still loosely integrated. Domestic commerce is also seriously impeded by the huge mountain ranges in most of the states and the difficulties of easy access from the Atlantic coastal plains to the interior.

Throughout Brazilian economic history, prosperity has been substantially dependent upon the demand in foreign markets for coffee and other agricultural products, as well as the production of its own domestic industries. The loose integration of the country's economic life has been one of the causative factors of inflationary price increases, particularly between 1941 and 1946, when the rise of prices vastly surpassed that experienced in Canada or the United States. In addition, Brazil has been confronted with many difficulties in maintaining her imports from hard-currency countries within the limits of her convertible currency resources.

The paucity of the internal market and the low purchasing power of the majority of the population have tended to direct Brazilian industry to the export market. This feature, however, has been a medium of obtaining exchange for payment of essential imports. Generally speaking, however, Brazil's balance of payments difficulties have been adversely affected by the concentration of exports in a few products. In recent years, the development of the textile industry has been of assistance in offsetting this unfavourable factor by earning foreign exchange in world markets.

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## Improvement of Livestock Industry in Caribbean Area Recommended

Port of Spain, March 8, 1950.—(FTS)—Meeting under the auspices of the Caribbean Commission during the first week of March, representatives of the non-self-governing countries of the Caribbean formulated a series of recommendations aimed at the improvement of the livestock industry in this area. The outstanding feature of the situation was found to be the high degree of dependence upon imported supplies of meat and dairy products. The need was emphasized of the development of breeding programs adapted to the special requirements of the individual islands and mainland territories, with special attention being given to beef production in British Guiana, Surinam, British Honduras, Jamaica, the Leeward Islands and Marie Galante (French Antilles). Pasture improvement and expansion and the development of better fodder and legume crops is essential.

A survey was proposed of existing and potential supplies of concentrated feeding-stuffs within the Caribbean area, and it was suggested that the Caribbean Commission's Secretariat could serve as a clearing house for information regarding available surpluses. Great need was found for the education of producers on the importance of control, prevention and treatment of parasitic diseases, dairy hygiene and herd management. The dissemination of information on the treatment of tick-borne diseases and of vaccination against hog cholera also was recommended. The conference proposed the establishment of a standing advisory council on livestock with members from all countries in and bordering on the Caribbean.

# Output of Iron and Steel in Sweden Increased During the Past Year

*Average production for the past ten years 857,000 tons as against 590,000 tons for 1930-39 period—Exports and imports at high levels, but latter to be reduced—Domestic consumption increasing—Prospects for expansion of industry in near future are excellent.*

By H. J. Horne, Acting Commercial Secretary for Canada

(One Swedish krona equals \$0.2137 Canadian)

(Editor's Note—Since preparing this report, Mr. Horne has returned to his post at Oslo as Assistant Commercial Secretary.)

**S**TOCKHOLM, February 8, 1950.—Swedish production of pig iron increased from 766,500 tons in 1948 to 801,000 tons in 1949, largest since 1944. Production of blooms, commercial iron and forged and rolled iron and steel also reached record proportions. Total output of blooms increased from 1,256,900 tons in 1948 to 1,366,400 tons, and of rolled and forged iron and steel to 946,400 tons in 1949 as compared with 856,000 tons in the preceding year.

## Swedish Production of Iron and Steel

	1948	1949
	(1,000 Tons)	
Forged and/or hot rolled products of wrought metal .....	4.5	2.4
Forged products of ingot iron .....	49.1	53.1
Hot rolled or hot drawn iron and steel products of ingot iron	802.4	890.9
<b>Total .....</b>	<b>856.0</b>	<b>946.4</b>

Average production for the last ten years amounted to 857,000 tons, and for the ten-year period 1930-39 to 590,000 tons.

Exports of iron ore in 1949 amounted to 12,784,000 tons as compared with 11,518,000 tons in 1948. Total export of iron, including pig iron, has increased from 130,000 to 155,900 tons, the largest export figure since 1943.

## Swedish Exports of Iron and Steel

	Pig Iron.	Ferro-alloys and Iron Sponge.	Scrap and Iron Bar Clippings.	Blooms.	Smelted Pieces and Rough Bars.	Rolled and Forged Iron and Steel.	Nails and Horse-shoe Nails.	Wire of Iron and Steel.	Total Export.
	(Figures in 1,000 Metric Tons)								
1947 .....	16.4	9.5	3.7	...	2.2	86.8	4.2	0.7	123.5
1948 .....	19.9	7.2	3.2	...	2.0	94.1	3.2	0.4	130.0
1949 .....	31.3	8.9	2.8	...	2.0	106.7	3.7	0.5	155.9
Ten-year average.	32.4	12.5	1.8	0.3	3.0	117.6	4.3	0.6	172.5
Average, 1930-39 ..	70.1	28.5	9.3	4.4	10.4	141.9	6.9	0.7	272.2

Total imports of iron and steel were at a record high level in 1949, but varied somewhat for each type of product. Imports of pig iron decreased from 100,200 metric tons in 1948 to 95,300 tons in 1949, and

those of forged iron scrap increased from 93,900 tons to 149,500 tons, the highest figure since 1939. Total imports of rolled and forged iron and steel, together with cast iron tubing, increased from 647,900 tons in 1948 to 702,000 tons, of which rolled plate of a thickness of 3 mm. and over has increased from 146,000 tons to 222,900 tons. There was a substantial reduction in imports of cast iron tubing, from 30,200 tons in 1948 to 14,500 tons in 1949.

Although the import plant for 1949 provided for a decrease of about 100,000 tons as compared with 1948, an increase of about 70,000 tons was recorded. This is explained by the fact that during 1949 the iron market underwent a change; instead of a shortage of supplies there were increased offers, with shorter delivery periods and lower prices.

### Swedish Imports of Iron and Steel

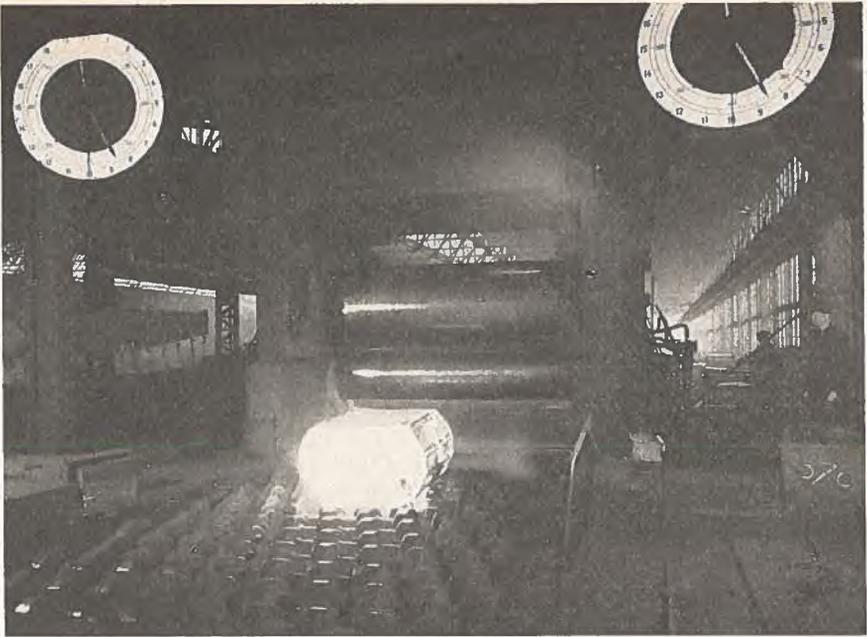
	Pig Iron.	Ferro-alloys.	Scrap.	Stainless Iron and Steel.	Rolled Bar and Moulding Iron.	Rolled Wire.	Other Hot-rolled Wire.	Railway Rails.
(Figures in 1,000 Metric Tons)								
1947 .....	140.8	3.7	65.4	9.7	263.4	30.0	32.8	7.8
1948 .....	100.2	5.6	93.9	0.7	252.6	44.7	41.3	7.5
1949 .....	95.3	5.4	149.5	0.8	235.8	55.0	32.6	10.1
10-year average ....	76.6	4.4	49.1	1.4	155.8	26.7	13.3	9.6
Average, 1930-39 .....	104.3	7.0	77.7	...	168.3	27.2	...	12.1

	Cold-rolled. Plates.	Tin Plate.	Zinc Plate.	Other Hot-rolled Plates.	Cold-rolled or Drawn.	Cast Tubing.	Forged Iron Tubing.	Wire of Iron and Steel.	Total Imports.
1947 .....	18.9	13.6	3.2	186.6	37.2	23.2	42.4	1.1	879.8
1948 .....	14.6	17.8	8.0	167.2	23.5	30.2	38.8	1.0	847.6
1949 .....	23.2	14.5	1.4	261.9	12.0	14.5	37.2	3.2	952.4
10-year average .	7.1	10.1	1.6	113.8	9.9	20.6	22.4	0.7	523.1
Average, 1930-39 ..	....	15.6	4.7	80.7	7.0	32.9	21.2	0.8	559.5

Estimated Swedish domestic consumption of commercial rolled and forged iron and steel (production plus imports minus exports) during 1949 amounted to 1,524,200 tons. The average figure for the last ten years is 1,111,000 tons, and for the years 1930 to 1939 it is 786,000 tons. In these figures no allowance has been made for accumulated stocks.

### Swedish Consumption of Iron and Steel

	1949 M. Tons	1950 M. Tons
Building .....	410,000	430,000
Yards .....	185,000	195,000
Workshops .....	700,000	730,000
Other requirements .....	95,000	95,000
Total .....	1,390,000	1,450,000



**Sweden—Rolling an 18-ton steel ingot at the Domnarfvet Iron Works.**

*Courtesy Swedish International Press Bureau.*

It is estimated that imports during 1950 will decrease to 560,000 tons and that domestic production will rise to 1,000,000 tons. Exports are estimated to increase to 130,000 tons; therefore, supplies for the local market would amount to 1,430,000 tons. Since there was undoubtedly a considerable increase in stocks in 1949, it is probable that demand during 1950 will be adequately met.

It is officially estimated that during the ten-year period 1946-55 Swedish iron production will increase by at least 50,000 tons per year. In some quarters, however, this estimate is considered to be 50,000 tons too low.

The increase in capacity will require capital investments of probably more than half a billion kronor and will necessitate reorganization of the Swedish iron industry. It is noteworthy that wrought iron, Sweden's leading iron product for a century, is no longer produced, having been replaced by electrically processed products. Thomas and Bessemer processes have also been reintroduced. Sweden's most exclusive quality process during the past fifty years, Sur Martin, is hard pressed, but it is hoped that its prospects will be improved in the future. It is probable that the substitution of charcoal pig iron for sponge iron will help towards this end.

With the increased supply of scrap iron, there are prospects of an iron production relatively independent of the geographical position of both ore and mineral coal. The availability of electric steel and its possibilities for duplex processes, in combination with Thomas and Bessemer methods, have reduced Sweden's dependence upon fossil fuel for the production of commercial iron. As a result of technical developments opening new prospects for the production of commercial iron, it is possible that Sweden can become self-supporting within the near future.

## Exhibitions and Fairs

Trade fairs in which Canadian businessmen may be interested are listed below by the Canadian Government Exhibition Commission:

### **Prague International Trade Fair, May 14-28, 1950**

Foreign exhibitors are grouped in one building by countries. Attendance at the last fair was: Exhibitors, 3,000; visitors, 1,000,000. Visitors should apply to the accommodation bureau of Cedok Prikopy 14, Prague 11, or direct to the fair to secure hotel reservations. Visas may be obtained through the Commercial Counsellor to the Czechoslovak Legation, 1255 Phillips Square, Montreal, Que.

### **Royal Netherlands Industries Fair—Spring Fair: March 21-30, 1950; Autumn Fair: September 26-October 5, 1950**

Exhibits are grouped under 26 classifications. The attendance at the last fair was: Exhibitors, 3,701, of whom 60 per cent were foreign; and visitors, 240,000. Visitors from abroad should call at the pavilion of the Foreign Relations Department on arrival to receive free entrance card and all necessary assistance. Visas may be obtained through the Commercial Secretary, Netherlands Embassy, 168 Laurier Avenue East, Ottawa, or the Netherlands Consul, Castle Building, 1410 Stanley Street, Montreal, Quebec.

### **Milan International Fair, April 12-29, 1950**

Exhibits are grouped according to trade classification of products. Attendance at the last fair was: Exhibitors, 6,554, of whom 1,858 were foreign; visitors, 3,200,000. Visas are obtainable through the Commercial Attaché to the Italian Embassy, 133 Sparks Street, Ottawa, or from Italian Consuls at 9 Richmond Street East, Toronto; 1669 Sherbrooke Street West, Montreal; 163 Hastings Street West, Vancouver, B.C.

### **Lyon International Fair, April 15-24, 1950**

Exhibits are grouped according to trade classification of products. Attendance at the last fair was: Exhibitors, 5,000; visitors, 1,100,000. Visas may be obtained through the Commercial Attaché to the French Embassy, 464 Wilbrod Street, Ottawa, or 610 St. James Street West, Montreal, Que.

### **Swedish Trade Fair, April 29-May 7, 1950**

Sweden will hold its seventh annual trade fair, or "Riksmässan", at Jönköping from April 29 to May 7, 1950. Classed as a small fair, it affords visitors the opportunity of observing the production of that country's "minor industries".

### **Brussels International Industries Fair, April 29-May 14, 1950**

Exhibits are grouped under 31 trade classifications. Attendance at the last fair was: Exhibitors, 4,061; visitors, over 1,000,000. Visas are obtainable through the Belgian Embassy, 170 Laurier Avenue East, Ottawa, or the Belgian Consul-General, Room 709, Sun Life Building, Montreal.

### **Poznan International Fair, April 29-May 14, 1950**

Exhibits are grouped under 18 trade classifications. The attendance at the last fair was: Exhibitors, 2,498; visitors, 954,600. Mornings, Monday to Friday, are reserved for buyers only. Hotel accommodation should be secured through the accommodation office of the fair, 14 Marshal Rokosowski Street, Poznan. Visas are obtainable through the Commercial Attaché, Polish Legation, 89 Fifth Avenue, Ottawa.

**British Industries Fair: London—Consumer Goods; Birmingham—Heavy Machinery, May 8-19, 1950**

Except for Commonwealth Government displays, exhibits are limited to the products of United Kingdom manufacturers. Attendance at the last fair was: Exhibitors, 3,200; visitors, 500,000, of whom 17,000 were registered business visitors from abroad. For detailed information communicate with any of the following United Kingdom Trade Offices: Ottawa—56 Sparks Street; Montreal—1111 Beaver Hall Hill; Toronto—67 Yonge Street; Winnipeg—703 Royal Bank Building; Vancouver—850 West Hastings Street.

**The Paris International Fair, May 13-29, 1950**

Attendance at the last fair was: Exhibitors, 9,500; visitors, 2,350,000. Visas may be obtained through the Commercial Attaché of the French Embassy, 464 Wilbrod Street, Ottawa, or 610 St. James Street West, Montreal, Que.

**Canadian International Trade Fair, May 29-June 9, 1950**

Exhibits are grouped under 21 trade classifications. In 1949 there were 1,383 exhibitors and 27,082 business visitors. Exhibits represented manufacturers and producers from 33 countries. For detailed information concerning attendance, hotel accommodation, etc., write the Administrator, Canadian International Trade Fair, Exhibition Park, Toronto, or consult provincial trade officials.

**First United States International Trade Fair, Chicago, August 7-19, 1950**

This fair is being organized by a non-profit corporation in Chicago and has the co-operation of the government of the United States. The organizers state that over 500,000 square feet of space have been provided for exhibition space. It is organized in 29 classifications. For details write First United States International Trade Fair, Merchandise Mart, Chicago, Illinois, or communicate with United States Consular Offices in Ottawa; Hamilton; Niagara Falls; Toronto; Windsor; Montreal; Quebec City; Halifax; Saint John; St. John's; Winnipeg; Regina; Calgary; Edmonton; Vancouver; Victoria.

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**Netherlands Milk Production Increased Last Year**

The Hague, February 24, 1950.—(FTS)—Milk production in the Netherlands in 1949 totalled 4,432,000,000 kilograms, compared with 3,657,000,000 in 1948, an increase of 21 per cent. Milk consumption on farms is excluded from this estimate, only quantities delivered to factories being included. The amount utilized as whole or as standard milk (2.5 per cent) totalled 1,557,000,000 kilograms, an increase of one per cent. Production of all manufactured milk products increased except that of skimmed milk powder which, at 15,046 metric tons, was 21 per cent below the 1948 figure.

Butter production rose to 83,857 tons, an increase of 19 per cent; full cream cheese rose to 73,908 tons, an increase of 27 per cent; 40 plus cheese rose to 33,582 tons, an increase of 54 per cent. Whole condensed milk increased to 107,219 tons, or 73 per cent higher, while skimmed condensed milk production increased from 35 tons to 11,115 tons.

Whole milk powder manufactured showed a large percentage increase, production last year of 13,285 tons being greater than that of the previous year by 151 per cent.

Butterfat totalling 112,050 tons was utilized in manufactured milk products, compared with 87,455 tons in 1948, an increase of 28 per cent.

# Republic of Korea Facing Problems As Trade and Industry Dislocated

*Japanese controlled commerce, industry and government for forty years—On liberation, Koreans assumed direction of government and to handle problems of commerce and industry with little or no training—Division of former entity of Korea into separate economic areas has added to difficulties—Contacts with Canadian firms sought.*

By J. C. Britton, Commercial Representative for Canada

**S**EOUL, Korea, February 18, 1950.—The Republic of Korea is faced with economic problems of considerable magnitude since trade and industry were completely dislocated at the time of the liberation. The country was under Japanese domination for a period of forty years and during that time commerce, industry and government were controlled by the Japanese. It has been necessary for the Koreans to assume the direction of government and to handle the intricate problems of commerce and industry with little or no training for these complex tasks.

The division of the former entity of Korea into separate economic areas has compounded the problems since the two areas formerly comprised a co-ordinated economic unit. The resources of both areas, such as hydro-electric power, minerals and raw materials and foodstuffs were previously freely interchangeable. The complete cessation of trading between the two areas has seriously dislocated industry and commerce and the country has been forced to adjust its economy to the drastically changed conditions.

At the moment there is a shortage of manufactured goods of all types as industrial production has been seriously handicapped by the lack of electric power. Capital goods, chemicals and raw materials also have to be imported in substantial volume and since there are only limited quantities of exportable products with which to procure foreign exchange, imports other than those financed by ECA funds must be rigidly controlled. The existing mineral and industrial resources are being developed slowly as electric power becomes available. Considerably more technical and managerial assistance, along with substantial capital expenditures, will be required to develop existing and potential resources.

## **Defence Has Been Primary Concern of Government**

The primary concern of the Korean Government, since the withdrawal of the United States occupation forces last year, has been with defence. It has been necessary to devote substantial funds to defence purposes and this coupled with shortages of products of all types has created a serious inflationary problem. The improvements which have been initiated in industry have been primarily the result of ECA expenditures. The ECA Mission to Korea has concentrated on the economic rehabilitation of the country and their efforts are now being directed along with those of the Korean Government on checking inflation and speeding economic recovery.

The value of imports into Korea during the calendar year 1949 was US\$131,796,000, a decrease by comparison with US\$205,673,000 in 1948. The bulk of the imports consisted of ECA materials, but imports valued at US\$14,697,231, or 11.15 per cent of the total, were imported by private

trading firms. Imports into Korea are strictly controlled and limited to approved items as set forth in the latest import list issued by the Korean Ministry of Commerce and Industry on December 25, 1949. The list includes agricultural products, such as seeds and grains; lumber; raw hides; bituminous coal; petroleum; zinc; lead; aluminum; medical instruments; transportation equipment; mining equipment; electrical materials; raw cotton and wool; raw rubber; industrial chemicals; fertilizer; carbon black carbide; pulp; newsprint and other types of paper; starches; flour; and fishery equipment. There has been special provision made for the importation of unapproved imports from Japan within the limits of the value fixed by the trade arrangement between the two countries.

#### Principal Imports into Republic of Korea

	1948	1949
Food products .....	US\$ 68,320,000	US\$ 8,199,000
Chemicals and drugs .....	7,785,000	5,991,000
Cotton, ginned .....	5,845,000	6,376,000
Cotton, yarn and thread .....	1,029,000	3,854,000
Coal .....	13,725,000	7,206,000
Fertilizer .....	38,949,000	30,971,000
Machinery .....	2,339,000	1,971,000
Newsprint .....	2,702,000	2,432,000
Petroleum .....	10,385,000	8,320,000
Raw rubber .....	2,821,000	2,662,000
Salt .....	3,692,000	1,505,000
Vehicles .....	3,677,000	4,741,000
Wool, yarn and cloth .....	1,669,000	366,000
Glass and manufactures .....	431,000	626,000
Others .....	42,304,000	46,576,000
<b>Total .....</b>	<b>US\$205,673,000</b>	<b>US\$131,796,000</b>

\* Exchange conversion rates used:  
 1948: 600 Korean Won to US\$1.00.  
 1949: 900 Korean Won to US\$1.00.

The total United States financed imports into the Republic of Korea in 1949 amounted to US\$114,006,000, while imports from Japan totalled US\$11,324,522 in the same year. These two countries were the leading sources of supply for Korean imports in 1949.

There are only a limited number of products available for export from the Republic of Korea and, as a consequence, the level of exports in the past two years has been low. The stockpile of minerals, available at the time of the Japanese surrender, has been reduced gradually and mineral exports in 1949 were lower in value than the 1948 totals. Mineral exports may be expected to increase as old properties are rehabilitated and new mines come into operation. The value of exports from South Korea in 1949 was US\$14,237,000, a decrease compared with US\$18,802,000 in the preceding calendar year. Private exports from the Republic of Korea in 1949 were valued at US\$8,853,799 and comprised more than 60 per cent of the total exports. The principal export market in 1949 as far as private exports were concerned was Hong Kong.

#### Principal Exports from Republic of Korea

	1948	1949
Agar agar .....	US\$ 899,000	US\$ 539,300
Laver .....	4,329,000	1,943,500
Dried shellfish .....	3,710,000	6,100,400
Other marine products .....	600,000	738,000
Graphite .....	760,000	865,000
Tungsten .....	608,000	869,000
Metal, ore, other .....	1,480,000	920,000
Others .....	6,416,000	2,261,800
<b>Total .....</b>	<b>US\$ 18,802,000</b>	<b>US\$ 14,237,000</b>

### **Contact with Canadian Firms Sought**

Importers and exporters in the Republic of Korea wish to extend their present foreign trade connections and are interested in establishing contacts with Canadian firms desirous of buying Korean products and selling commodities included in the approved import list. There are a number of commodities on the import list which private trading firms in the republic desire to purchase from Canada, but they are faced with a critical shortage of United States funds. The bulk of the purchases in the immediate future will be made with ECA funds and, to a lesser extent, Korean Government funds.

Private traders in Korea, since the surrender, have been engaged in barter trade with Hong Kong, exporting principally dried fish to that market and utilizing the exchange for the purchase of a wide range of products, including paper products, dyes, cotton yarn, chemicals, glass, textiles, metal products, machinery and vehicles. It is probable that both the import and export trade of the Republic of Korea will be gradually turned over to private channels, although it will be some time before commercial and industrial firms will have the necessary capital to finance any substantial imports. Since interest rates are high, it is necessary for exporters in the republic to complete private trading transactions as speedily as possible, so that private deals have been largely with markets such as Hong Kong. Private transactions with firms in North America which require some time to complete and, therefore, present greater problems to Korean trading firms have, up to the present time, been few in number.

### **Resident Korean Agents Should be Appointed**

There is a definite preference in government, financial and commercial circles to deal directly with importers and exporters abroad and not through the medium of agents in Japan and Hong Kong. Therefore, it would be desirable for Canadian exporters interested in the Korean market to appoint resident Korean agents. Japan is unquestionably a natural source of supply for Korean imports and also constitutes an important market for Korean agricultural products such as rice and also minerals. Importers and exporters in Korea, however, wish to broaden the base of their foreign trade and to explore trading possibilities in markets such as Canada and elsewhere.

Private traders are permitted considerable leeway with regard to utilization of foreign exchange earned from export sales. Exporters and importers register with the Department of Commerce and Industry and, providing they meet the established requirements with regard to capital and trading practices, are placed on the approved list. These firms, with the authority of the Korean Foreign Exchange Control Board, may engage in foreign trade and import products within the limits of foreign exchange credits obtained through the export of Korean products.

The General Services Administration Federal Supply Service, Washington, should be consulted with regard to ECA purchases for the Republic of Korea. It is desirable that Canadian firms interested in submitting offers as requirements arise should have their names on the mailing list so that they will be notified regularly when bids are being sought for Korea and the Far East. There are also offices of the General Services Administration in Seoul and Tokyo to handle Far East procurement and concurrent bidding will take place at the various offices. Offers are considered on a strictly competitive basis. ECA purchases for Korea are confined to such items as fertilizer, electrical and other types of essential

equipment, bituminous coal, rails, pig iron, steel plates and sheets, saw-logs, lumber, railroad ties, pulp, agricultural products, chemicals and textile products.

The Procurement Division of the Korean Government intends to set up an office in Tokyo to handle government purchases of Japanese products. Eventually the facilities of this agency may be extended to Washington. The Procurement Division will utilize Korean Government holdings of foreign exchange that may be made available for essential purchases.

#### **Rice is Most Important Crop**

The farm population of the Republic of Korea numbers approximately 14,000,000 or two-thirds of the country's total population. The land area, 25,000,000 acres, is largely mountainous and it is estimated that 73 per cent is not suitable for cultivation. At present, there are about 3,091,397 acres in rice paddies and 2,085,038 acres in dry land farming. The most important crop is rice, and annual rice production is about 85,000,000 bushels. The rice crop at the moment is the largest single potential source of supply for foreign exchange. Summer grains in addition to rice consist of barley, wheat and rye. Fall grains grown include sorghum, millet, corn, buckwheat, soy beans and red beans, ginseng and tobacco. The present crop reporting system is not very accurate, but steps are being taken to improve it. Farm holdings are small and farming methods primitive, but there is a plentiful supply of farm labour.

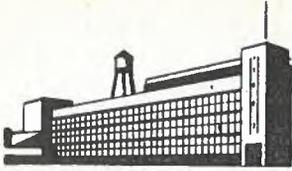
One of the first projects undertaken by the ECA Mission to Korea was the rehabilitation of the Korean fishing industry. Previously the industry afforded employment to approximately 500,000 Koreans and, in addition, is the largest source of protein foods for the growing population and also of foreign exchange, since marine products comprise an important percentage of the country's exports. The total marine landings in 1949 amounted to 286,725 metric tons. This total consisted largely of fresh fish, 239,044 metric tons; shell fish, 6,622 metric tons; sea weed, 7,243 metric tons; and sea animal, 33,816 metric tons. Marine production in 1948 totalled 285,269 metric tons.

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#### **Trinidad Now Manufacturing Boxes**

Port of Spain, February 28, 1950.—(FTS)—One of Trinidad's newest industries, the manufacture of boxes, is now in operation. The factory is the only one in the British West Indies to possess a patented stapling machine. Output is expected to be 600 to 700 boxes an hour. Boxes and crates of all varieties, nailed boxes and wire-bound crates for the citrus industry, rum and soap industries, the match factory, and the breweries, as well as aerated beverage trays and citrus field crates can be manufactured.

About 200 men are employed at present and, when the plant reaches full production, the factory will find work for as many as 300. Woods such as wild chataigne and milkwood, specially chosen for durability and light weight, are being used from local forests. Some of these woods have never before been used for industrial purposes. Main items of machinery in operation besides the stitching machine already mentioned are lathes and clippers similar to those used in Canada for the manufacture of veneer and plywood. It is hoped that the needs of the citrus industries of Jamaica, Dutch Guiana and the smaller West Indian islands besides those of Trinidad, can be satisfactorily met. The plant was formally opened in December, 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.

**Safety Guard**—A British firm has invented and patented a new piece of nursery furniture known as a safety guard, which is placed across stairways and doors to guard small children from climbing up or falling down stairways and to prevent them from leaving a room or nursery. This serves the same purpose as the ordinary wooden gate, but it has the advantage that no brackets or wall screws are required and the guard may be moved from room to room or stairways as the occasion demands. (File: 5-1615.)

**Hygienic Latex Soles**—A Swiss firm desires to contact a reliable Canadian manufacturer with the object of entering into an agreement for the production and sale in Canada of a new type of patented hygienic latex sole to be used as an inner sole for shoes. These soles are manufactured from a special type of latex foam rubber and cotton tissue with holes punched to improve air circulation. It is claimed that these soles absorb humidity, keep the feet warm and dry and may be washed without suffering damage. (File: 5-1589)

**Invalid Chair**—A Danish inventor has constructed an invalid chair which will revolutionize the use of aids for invalids, lamed persons or persons weakened through old age who are unable to walk or move about without aid. Such persons very often are forced to stay within the four walls of their homes or the hospitals. Through the use of this new invalid chair they may enjoy fresh air and the gardens or parks as well as healthy persons.

The inventor has constructed an invalid chair which in addition to the ordinary functions of the hitherto known invalid chairs may ascend or descend ordinary stairways through the aid of caterpillar wheels mounted upon the chair. The system is similar to those used on war tanks, and the chair moves from step to step and from one stock to another without any use of manual power. The chair is capable of ascending stairs with angles of ascent up to 45 degrees from the horizontal, and it may easily be directed around corners just as it is capable of carrying even very stout persons. (File: 5-1143)

**Building System**—Of particular interest to large building contractors, engaged in the construction of groups of dwellings in the moderate price range, is a system of building developed by a firm in Switzerland and in use extensively in that and other European countries.

This system involves the lay-out of complete communities, including streets, pavements, facilities, landscaping, houses and garages. It is based on savings through mass production and mass purchase of materials. Houses are built on a high-speed dry building system, using prefabricated concrete elements and beams with prestressed reinforcements (patented).

Literature indicates that the houses vary in design, are attractive and that streets are generally not laid out in straight lines but are curved to create beauty and contain parkways and parks.

The Swiss society suggests that a group of Canadian contractors form a similar society in Canada which would be licensed to use this building system and production methods. If seriously interested, they would send engineers to Canada for consultation, or they would welcome a representative of the suggested Canadian society to Switzerland to view first-hand existing units and prefabrication procedure. (File: 5-1288)

**Coupled Metal Windows**—A Norwegian has invented a type of permanently installed double window, the frames manufactured of metal, preferably aluminum and using the panes of glass with an air space between. It is stated that this new system of construction gives perfect insulation, prevents the accumulation of moisture and due to the design, the windows are easy to open and shut and to keep clean. These windows are said to be particularly adaptable to buildings in climates with extreme temperatures and rapid fluctuations of heat and cold. (File: 5-406)

**Automobile Wheel Alignment Machine and Procedure**—A United States inventor has designed a new type alignment procedure and equipment which he desires to have produced in Canada under royalty or licence arrangement.

This system is said to be based on a geometrical principle which permits more accurate wheel alignment than any system presently being used. (File: 5-1607)

## Mexico Increases Electric Power Facilities to Provide for Needs

*Further development rendered necessary by increasing consumption—Generating capacity to be increased by twenty new plants under construction—Federal Electricity Commission made national in scope.*

By Douglas S. Cole, Commercial Counsellor for Canada

**M**EXICO CITY, February 17, 1950.—Provision has been made in Mexico for the further development of electric power facilities, rendered necessary by the increasing consumption of electricity in this country. The Federal Electricity Commission was created in 1937 to construct and manage public systems for the generation and distribution of electrical energy in zones where private initiative had found little incentive. Since then, a number of new developments have been undertaken. The increasing importance of the commission was appreciated by the President, who issued a decree in January, 1949, decentralizing the organization from the Federal District and making it national in scope. Its functions are now so important that the President has instructed the commission to co-ordinate its efforts with those of the private electric industry, official institutions and semi-official institutions that come within the responsibility of the commission.

Whereas the generating capacity at the turn of the century was only 830 kilowatts, there are now 1,307 electric plants registered with the Direccion General de Electricidad, with a total generating capacity at the end of 1948 of 1,063,492 kilowatts. There are also twenty new plants under construction, which will increase the capacity by 32,135 kilowatts.

Although this generating capacity is large, it represents only 44 watts per person, as of January, 1948, whereas the equivalent figure in the United States is 390 watts per person. The increase in consumption has paralleled that of generating facilities for some years, and privately owned plants were adequate to meet the minor demands of this country until the end of President Diaz's regime in 1910. During many years of revolutionary activity, electrical expansion was impossible, but consumption increased from around 1925 onwards. At the same time, the government attitude towards privately owned utilities and exchange difficulties, created problems for privately owned power companies that wished to expand their normal functions.

The total capacity of generating plants in kilowatts constructed by the commission from 1939 to the present year is as follows, the fiscal year is September 1 to August 31:

Mexican Generating Capacity		In Kw.
1938-1939	.....	700
1942-1944	.....	31,000
1945-1946	.....	47,000
1948-1949	.....	117,000

A total of 50 plants located throughout the Republic, with an installed capacity of 117,353 kilowatts, are distributed as follows:

<b>Distribution of Plants</b>	
State	No. of Plants
Colima .....	3
Chiapas .....	2
Durango .....	2
Guerrero .....	2
Jalisco .....	1
Mexico .....	3
Michoacan .....	11
Morelos .....	1
Nayarit .....	2
Oaxaca .....	6
Puebla .....	1
Sinaloa .....	3
Sonora .....	5
Tabasco .....	1
Tamaulipas .....	1
Veracruz .....	5
Yucatan .....	1
<b>Total</b> .....	<b>50</b>

Fourteen plants with a total capacity of 285,366 kilowatts are now under construction in the different states of the Republic as follows:

<b>Plants Under Construction</b>	
State	No. of Plants
Lower California .....	1
Chiapas .....	1
Chihuahua .....	4
Jalisco .....	1
Sonora .....	4
Veracruz .....	3

Of the projects under construction, the largest is the Miguel Aleman system, which is the only one in the country that has been studied as an integral part. It comprises six plants utilizing the waters of six different rivers in the neighbouring States of Michoacan and Mexico. These plants and their capacities are as follows:

#### Plant Capacity of Miguel Aleman System

	Kw.
San Bartolo .....	20,900
El Molino .....	27,200
El Durazno .....	12,100
Sta. Barbara .....	76,600
Tingambato .....	132,000
Ixtapantongo .....	108,000
<b>Total</b> .....	<b>376,800</b>
	Kw.
Maximum capacity .....	373,800
Maximum demand .....	336,420
	Kwh.
Annual max. generation .....	2,670,824,000
Annual probable generation .....	1,473,519,600
Annual available energy .....	1,252,491,660

Electrical energy from these six plants will be for use in the Federal District, being transmitted by a 150,000-volt line to the receiving sub-station "El Olivar" of the Mexican Light and Power Company. From this sub-station all electrical energy will be distributed throughout the Federal District. It is estimated that the completion of this project will take about five years, and approximately \$8,953,588 will be spent for cables, turbines, valves, pen stocks, miscellaneous equipment, etc.

## Papaloapan Project Has Many Purposes

Another project of interest is that of the Papaloapan Commission, which is primarily a plan for the rectification of the Papaloapan River. The objective of this project is not only to control the river, which has caused serious floods, but also to develop all natural resources of the area, its sanitation, the generation of electrical energy by means of storage dams, communication, and the improvement of lands.

The total cost of rectification to date has been approximately 4,150,000 pesos, and it is expected that the results obtained will justify the investment. Five storage dams are to be built to develop electrical energy as follows: Quiotepec, Cerre de Oro, San Juan Evangelista, Tesechoacan, and Presidente Aleman.

### New Projects and Equipment Required

	Value of Equipment
Puebla-Veracruz system .....	\$ 1,808,948
Sonora system .....	3,759,100
Juarez system .....	961,230
Bambana system .....	103,350
Chihuahua-Aldama system .....	5,410,000
Rural electrification .....	977,081
Miscellaneous projects .....	626,703
Equipment for private companies .....	1,050,000
Equipment for Cia. Mexicana Productora de Luz y Fuerza, S. A. ....	449,475
Miguel Aleman system .....	8,953,588
Total .....	<u>\$24,099,475</u>

### Loans Provided for Development of Electric Power

On January 6, 1949, the International Bank of Reconstruction and Development made two loans totalling \$34,100,000 to agencies of the Mexican Government for electric power development in Mexico. Both loans are guaranteed by the government.

The first loan, of \$24,100,000, is to finance purchases of equipment for the commission's 1947-52 program of construction, comprising new steam and hydro-electric generating stations, transmission lines and distribution systems. This is a 25-year loan, with interest at 3½ per cent per annum, plus commission charges of 1 per cent.

The second loan, of \$10,000,000, is to enable Nacional Financiera and the Federal Electricity Commission to finance, through a loan of like amount to the Mexican Light and Power Company Limited, part of the cost of equipment and material necessary to carry out a program of expansion for the electrical generating and distribution facilities of that company and its subsidiaries. This loan carries an interest rate of 3½ per cent per annum, plus the usual 1 per cent commission charge, plus ¾ per cent to cover the guarantee of the Mexican Government, which brings the total interest rate to 5¼ per cent.

### Canada Enabled to Provide Equipment

Details of the equipment and materials required, estimated at \$24 million to be expended over the period of 1949 to 1952, have been received from the Federal Electricity Commission and forwarded through the Canadian Department of Trade and Commerce to Canadian manufacturers, producing equipment specified by the commission. To date some forty-one Canadian firms have expressed interest, and their offers have been referred to the various purchasing divisions of the commission. Canadian manu-

facturers are in a position to participate in the supply of many types of equipment necessary for this project, and orders have already been placed in Canada to a value of almost a million dollars.

The electric transmission system of the Mexican Light and Power Company consists of fifteen hydro-electric plants and two steam and diesel plants, developing a total capacity of 378,550 kilowatts, of which 267,650 kilowatts are hydro-electric developments. The generating plants which serve a population of 2,261,000 are as follows:

#### Mexican Light and Power Company Plants

	Kw.		Kw.
Necaxa .....	115,000	Sn. Simon .....	1,700
Tepexic .....	45,000	Temascaltepec .....	2,336
Tezcapa .....	5,367	Cañada .....	1,215
Lerma .....	80,000	Jaundo .....	3,600
Tlilian .....	680	Las Fuentes .....	264
F. Leal .....	1,280	Alameda .....	8,880
Villada .....	1,280	Nonoalco, S.P. ....	80,000
Zepayautla .....	664	Tacubaya, D. F. ....	30,900
Zictepec .....	384		

The book investment of the Mexican Light and Power Company is the Ixtapantongo plant of 56,000 kilowatts. It is operated by the Federal Electricity Commission, and the energy generated by the plant is sold to the Mexican Light and Power Company.

The book investment of the Mexican Light and Power Company is approximately \$110,000,000. Also, to allow for many expansions of the system controlled by this Canadian registered company there are loans forthcoming from the International Bank for Reconstruction and Development. The \$10,000,000 loan to the Mexican Light and Power Company is a short-term loan subject to the condition of financial reorganization of the company. The International Bank for Reconstruction and Development will grant the company a \$26,000,000 long-term loan from which the foregoing short-term loan of \$10,000,000 is to be repaid.

A decree giving a guarantee by the Mexican National Treasury, through the Nacional Financiera, S.A., for the above loan from the World Bank was published in the Diario Oficial of December 28, 1949. The decree states that this loan is granted and guaranteed for new purchases and to permit of the expansion in production and distribution of electrical energy. Should the Mexican Light and Power Company issue bonds, they will have the guarantee of the National Treasury, through the Nacional Financiera, S.A., provided they do not exceed the sum specified or its equivalent in other currencies.

The proceeds of this loan are to purchase equipment abroad and in Mexico for new plants, transmission lines, sub-stations and distribution centres. The Mexican Light and Power Company has increased the installed capacity of its Necaxa plant by a 16,000-kilowatt unit and its Lerma plant by a 28,000-kilowatt unit. The company is also planning construction of a new hydro-electric power development at Patla, below Necaxa, with an installed capacity of 45,000 kilowatts; the construction of a steam plant at Lecheria, in the Federal District, with an installed capacity of 66,000 kilowatts; and a new 220-kilowatt transmission line between Necaxa and Mexico City.

#### United States Subsidiary Plans Expansion

The Compañía Impulsora de Empresas Electricas and fifteen small operating companies are subsidiaries of an American organization, The Electric Bond & Share Company. The Impulsora companies serve wide

and industrially important areas of Mexico, generating their own power by steam, diesel and hydro facilities. It is believed that the invested capital in this organization amounts to approximately 375,000,000 pesos.

Throughout the Impulsora systems important construction programs are under way, keeping pace with the industrial expansion of Mexico. Also, despite manifold problems of geographical locations of population, and the consequent difficulties of economic distribution of power, executives of these companies have a strongly affirmative viewpoint with respect to the future of the Mexican power industry.

Notwithstanding these seeming handicaps, the electrical industry has been doing its utmost to meet the situation and has spent millions for the installation of new plants on the assumption that the provisions of the Electric Law would be upheld and definitive rates would be finally established accordingly. If these rates are authorized as expected, it is probable that private enterprise and the Federal Electricity Commission will find a way to finance the installations to be required so that Mexico may experience a continuation of the growth of the electrical supply industry that benefits millions of its people.

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#### **Israel Imports High but Exports Low Last Year**

Imports to Israel during the period January to August last year amounted to I£ 52,061,000, while exports during this period were worth only I£ 7,595,000, which created an unfavourable balance of I£ 44,466,000. Major exports were citrus fruit, mostly to the United Kingdom, and cut and polished diamonds.

In addition to those already concluded with Holland, Hungary, Poland and Finland, further trade agreements are being prepared with France, Argentina, Uruguay and Russia. All so far have been for a maximum period of one year. Difficulties experienced in trade negotiations with Poland, due to the devaluation of the Israel pound will, it is hoped, be overcome by the successful action of the Israel government in bringing down prices of Polish imports into Israel.—(*Barclays Bank Review*)

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#### **Castries, Capital of St. Lucia, Being Rebuilt**

Port of Spain, February 28, 1950.—(FTS)—A new town is rising on the ruins of Castries, St. Lucia, which was nearly completely destroyed in the disastrous fire of 1948. Work is continuing on clearing of sites and laying down of sewer mains. The reconstruction scheme covers approximately 24 acres and was accepted by the government of St. Lucia in June, 1949. Total cost of reconstruction for both government and private property is estimated at over £1,500,000. The Colonial Development Corporation, which is the engineering and architectural consultant to the government, has engaged the English firm of Holland, Hannen and Cubbitts Limited, for the reconstruction work. The government section of the program is being financed largely by free grant from the Imperial Government, and partly from loan funds raised on the security of the colony.

It is hoped that the government program will be completed within a period of two to three years. It is also hoped that the reconstruction of private property will be accelerated by floating a commercial loan at a rate of interest substantially below the current bank rate. First phase of the rebuilding will be a government housing scheme providing for the accommodation of 200 to 250 families. This will be followed by erection of new government offices. Work has been considerably retarded recently by a strike of the labourers engaged in the reconstruction operations.

# New Zealand Output and Exports Of Fish Products Increasing

*Value of marketings of main types in 1948 totalled £1,125,957 as against £1,027,469 in preceding year—Landings of wet fish increased from 308,237 cwt. valued at £522,954 in 1944 to 446,265 cwt. valued at £838,334 in 1948—Exports in 1948 increased in value by £135,518 to £493,736.*

By C. M. Forsyth-Smith, Assistant Commercial Secretary for Canada

(N.Z. £1 equals \$3.08 Canadian)

**W**ELLINGTON, February 1, 1950.—The total value of New Zealand fishery products increased from £1,027,469 in 1947-48 to £1,125,957 in 1948-49, or by £98,488. The following table shows the quantity and value of the main classes of fishery products marketed during the calendar years 1947 and 1948:

## New Zealand Sales of Main Fishery Products

	1947		1948	
	Cwt.	£	Cwt.	£
Wet fish .....	438,300	802,496	446,265	838,334
Whitebait .....	7,056	79,027	4,517	73,855
Crayfish .....	18,052	42,134	27,230	65,034
Oysters—			Sack	
Dredged .....	81,518	61,138	94,444	79,097
Rock .....	5,280	9,240	5,693	9,945
Mussels .....	16,261	5,563	14,414	4,904
			Ton	
Whale oil .....	640	25,000	644	25,760
Fish livers .....			677,435	26,815
			Lb.	
Toheroa (canned) .....	43,400	2,871	26,560	2,213
Total values .....		£1,027,469		£1,125,957

During 1948-49, the New Zealand fisheries increased catches of most types of fish, although there were substantial reductions in whitebait and canned toheroas and a slight decrease in mussels.

Landings of wet fish increased by 7,965 cwt. during 1948, while the value increased by £35,838. The quantity and value of wet fish, that is all ordinary fish caught by all methods, during the past five years are as follows:

## New Zealand Catch of Wet Fish

	Cwt.	£
1944 .....	308,237	522,954
1945 .....	331,773	558,404
1946 .....	380,321	660,096
1947 .....	438,300	802,496
1948 .....	446,265	838,334

While the 1948 catch of wet fish is the highest recorded, there are indications that production is levelling off. After the war, several large catching units returned, and many vessels were re-engined or replaced. The fact that these units operated in areas that had been lightly fished for several years contributed to the unusually large catch during the year, and it is doubtful if this high level of production can be maintained.

Of the total catch of wet fish, 19.79 per cent was landed from steam trawlers, 28.72 per cent from motor trawlers, 19.94 per cent from Danish-seine boats, 30.74 per cent from line and net fishing motor-vessels, and 0.81 per cent from rowboats.

The total catch of dredged oysters increased from 81,518 sacks in 1947 to 94,444 sacks in 1948, an increase of 12,926 sacks, largely due to the return of one vessel which was under repair during the greater part of 1947. The total catches for the last five years are as follows: 1944, 63,949 sacks; 1945, 76,038; 1946, 89,356; 1947, 81,518; 1948, 94,444 sacks.

The catch of mussels, while lower than in the previous year, was substantially above those in 1945 and 1946. The total quantities of mussels caught during the last five years are: 1944, 15,390 sacks; 1945, 13,156; 1946, 10,568; 1947, 16,261; 1948, 14,414 sacks.

The quantity of crayfish increased by 9,178 cwt., while toheroas dropped by 16,840 pounds, largely due to heavy takings by the general public. It is feared that, if the public continue to take large quantities, the volume of toheroa on most beaches will be considerably reduced.

Only a small quantity of New Zealand fishery products are canned, as indicated by the following table showing the quantities recorded for various fish during 1948:

#### New Zealand Production of Canned Fish in 1948

Shellfish, including crayfish .....	Lb.
Whitebait .....	61,756
Seafish generally .....	215,207
Eels .....	750,788
Whalemeat .....	17,520
	89,600
Total .....	<u>1,134,871</u>

During 1948, a total of 38,943 cwt. of canned fish and 1,198 cwt. of other preserved fish was imported, the value being £ 440,811. There was an increase of £ 135,518 to £ 493,736 in the value of fish exported during 1948.

#### New Zealand Exports of Main Types of Fish

	1946	1947	1948	1946	1947	1948
	Doz.	Doz.	Doz.	£	£	£
Oysters, fresh .....	85,400	950	1,020	2,819	27	30
	Cwt.	Cwt.	Cwt.			
Mussels* .....			75			531
Fish, frozen .....	27,698	41,800	54,671	139,065	235,079	340,441
Crayfish, frozen .....	1,487	2,335	3,731	7,455	17,140	44,466
Fish, smoked, dried, etc. ....	2,602	4,384	1,625	15,277	27,533	11,419
	Lb.	Lb.	Lb.			
Fish and shellfish, canned.....	450,044	649,565	755,307	66,618	78,439	96,849
Total values .....				<u>231,234</u>	<u>358,218</u>	<u>493,736</u>

#### Canadian Wool Production Lower Last Year

Wool production in Canada in 1949, not including Newfoundland, amounted to 9,835,000 pounds, 17.5 per cent below the 11,915,000 pounds produced in 1948, and approximately half as much as in the peak production year, 1945. The 1935-39 average was 16,022,000 pounds.

Exports of wool in 1949, totalling 3,920,000 pounds, were about a million pounds below the 1948 exports, while imports amounted to 70,720,000 pounds as compared with 95,181,000 pounds in 1948 and an annual average of 52,822,000 during the five-year period, 1935-39. Because data on wool inventories are not available, total domestic use cannot be calculated with any degree of precision. Assuming no change in stocks, the domestic disappearance was 76,635,000 pounds in 1949 as compared with 102,167,000 pounds in 1948.

## Trade Commissioners on Tour

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

**Ottawa—Foreign Trade Service, Department of Trade and Commerce**

**Brantford—Board of Trade.**

**Calgary—Board of Trade.**

**Charlottetown—Board of Trade.**

**Edmonton—Canadian Manufacturers' Association.**

**Fort William—Chamber of Commerce.**

**Fredericton—Chamber of Commerce.**

**Granby—Chamber of Commerce.**

**Guelph—Board of Trade.**

**Halifax—Board of Trade.**

**Hamilton—Chamber of Commerce.**

**Kitchener—Chamber of Commerce.**

**Moncton—Board of Trade.**

**Montreal—Montreal Board of Trade.**

**Quebec City—Board of Trade.**

**Regina—Chamber of Commerce.**

**Saint John—Board of Trade.**

**Sarnia—Chamber of Commerce.**

**St. Catharines—Chamber of Commerce.**

**Saskatoon—Board of Trade.**

**Sherbrooke—Chamber of Commerce.**

**St. John's—Department of Trade and Commerce, Stott Building.**

**Toronto—Canadian Manufacturers' Association.**

**Vancouver—Department of Trade and Commerce, 355 Burrard Street.**

**Victoria—Department of Trade and Industry.**

**Welland—Board of Trade.**

**Windsor—Chamber of Commerce.**

**Winnipeg—Canadian Manufacturers' Association.**

**Woodstock (N.B.) Board of Trade.**

### J. P. Manion Begins Tour of Canada



**J. P. Manion**

James Patrick Manion, Commercial Secretary for Canada in Paris, has returned home on leave, and will undertake a tour of this country that will take him from the Atlantic to the Pacific, during which he will discuss conditions in his territory with Canadian businessmen. Born in Fort William, Ont., in October, 1907, Mr. Manion received his early education there and at the Ottawa Collegiate Institute. He graduated from McGill University in 1929 with a Bachelor of Commerce degree, later attending the London School of Economics and l'Ecole Libre des Sciences Politiques, in Paris. Mr. Manion joined the Canadian Trade Commissioner Service in July, 1931, and was appointed assistant commercial attaché, in Tokyo, in February, 1932. He occupied the same position in Paris from

December, 1934, to January, 1940, when he was transferred to New York as assistant trade commissioner.

Mr. Manion served with the Canadian Army from 1942 to 1945 in Canada, the United States, Great Britain, France, Belgium, the Netherlands and Germany. Following his retirement, he undertook an economic survey of North Africa in 1945-46, and was posted to Rome in October, 1946, reopening in that city an office of the Canadian Trade Commissioner

Service that was established before the war in Milan. Mr. Manion was transferred to Paris in May, 1948. He was a member of the Canadian delegation to the International Trade Conference in Geneva, and to the Food and Agriculture Organization Conference, in Geneva, in 1947.

Ottawa—March 13-25.  
Montreal—March 27-April 5.  
Sherbrooke-Granby—April 11.  
Montreal—April 12-13.  
Fort William—April 15.  
Winnipeg—April 17.  
Calgary—April 19.  
Vancouver-Victoria—April 21-27.  
St. John's (Nfld.)—May 2-3.  
Halifax—May 5-6.  
Saint John (N.B.)—May 8.  
Woodstock (N.B.)—May 9.

Quebec City—May 11-12.  
Toronto—May 22-30.  
Windsor—May 31.  
Sarnia—June 1.  
Kitchener—June 2.  
Guelph—June 2.  
Welland—June 5.  
St. Catharines—June 6.  
Brantford—June 7.  
Hamilton—June 8.  
Toronto—June 9-15.

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### Canadian Gold Production Rose Last Year

Canada's gold production last year amounted to 4,112,626 fine ounces, showing an increase of slightly more than 17 per cent over the preceding year's total of 3,529,608. This was the highest annual output since 1942, when 4,841,306 fine ounces were produced.

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### Australia Supplied Most Milk Products to Trinidad in January

Port of Spain, February 25, 1950.—(FTS)—Foodstuffs, cotton and artificial silk goods and other commodities amounting to \$5,135,707 were imported into Trinidad in January, 1950. Butter, totalling 328,000 pounds, and cheese, totalling 100,032 pounds, were imported from Australia at a total cost of \$261,547. No imports of these products were made from any other area during this period. Of a total of 548,709 pounds of milk imported, valued at \$239,675, imports from Australia, the highest milk exporter to the colony, amounted to 407,735 pounds, worth \$186,571. The Netherlands, second highest, provided 116,400 pounds at a cost of \$37,272.

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### Trinidad Introduces Bill to Encourage Industrialization

Port of Spain, February 28, 1950.—(FTS)—A Bill based on the Jamaica Pioneer Industries (Encouragement) Law of 1949 has been introduced in the Legislative Council of Trinidad and Tobago. The draft bill, which was warmly received by the Trinidad business community, provides relief during a limited period from payment of customs duty on importation of articles for the construction, alteration, reconstruction, extension or equipment of factories engaged or to be engaged in the manufacture of specified products. It also provides an income tax "holiday" period of five years from production day without specifying an expiry date.

Further attractive features include: (i) No allowances for depreciation of buildings and machinery to be necessary during the first five years; (ii) at the end of five years such allowances are based on the original cost of the investment; (iii) losses incurred during the tax holiday period may be set off against future income.

Employment of persons brought in from outside the colony for work in such pioneer industries will be restricted, unless the manufacturer can satisfy the Colonial Secretary that their services are necessary for the efficient operation of the enterprise. The Bill also prohibits the sale or disposal of articles imported free of duty unless such duty is paid to the satisfaction of the Comptroller of Customs.

# Trade and Tariff Regulations

## Australia Defers Duties on Tinned Plates

Sydney, March 10, 1950.—(FTS)—Deferred duties under Australian customs tariff item 147, "iron and steel plates and sheets, plain tinned", that were to have gone into effect on January 1, 1950, have been further deferred until January 1, 1951. Present rates are free of duty under the British preferential tariff, and 12·5 per cent ad valorem under the general tariff. Deferred rates are 57s. per ton (2,240 pounds) under the British preferential tariff and 115s. per ton under the general tariff. The British preferential tariff applies to imports from Canada, and the general tariff to those from all countries outside the British Empire.

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## New Exchange Rates and Import Controls Announced by Bolivia

Santiago, March 9, 1950.—(FTS)—The Bolivian Minister of Finance, in a recent radio address, referred to the necessity of restricting expenditures of foreign currency. He spoke of the need not only to stabilize the economic life of the country but also to raise the standard of living to a level to which every Bolivian has a right because of the great natural resources of his country.

By a decree recently announced the basic exchange rate was fixed at 42 bolivianos to the dollar, for the purchase of prime necessities. The essential part of this decree is that there will be no increased prices thus guaranteeing the purchasing value of present salaries. The same decree reduced the free rate of exchange from 150 to 100 bolivianos to the dollar. The rate for the most urgent requirements of the mining industry has been set at 60 bolivianos, a rate which will assist this industry which gives work to many people, both directly and indirectly, and is an indispensable source of foreign exchange.

Within this scale of rates, and until one can be fixed after stabilization of the economy of the country, an endeavour will be made to obtain stability by instituting a system of import permits. Only articles essential to national life will be permitted to be imported.

To put an end to abuses which have arisen, all reference to "divisas propias" (personal exchange) has been eliminated. Representatives of the International Monetary Fund, who came to Bolivia to assist in the study of the economic and monetary situation, not only approved of this step but agreed that it was absolutely necessary.

The Minister then went on to state that the country must endeavour to produce wheat, cotton, table oils, sugar and other articles of prime necessity with a view to assisting the balance of payments. For all these branches of national production, remunerative prices will be fixed, but at first it may be necessary to offer subsidies. This will give life to many districts, especially to those in the eastern zone, and help prevent the flight of country workers to the towns. At a later date the growth of Bolivian resources will be encouraged by a more technical development and above all by affording new capital to the country's mining and oil developments. It is also hoped to increase to the maximum Bolivian textile and agricultural production.

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## Lebanon Abolishes Duties on Certain Products

Cairo, March 17, 1950.—(FTS)—The Prime Minister of Lebanon has announced the abolition of customs duties on imports of wheat, butter, cheese, cattle, vegetables, cotton and rice into Lebanon from foreign

## Trade and Tariff Regulations—Concluded

countries. It has also been announced that Lebanon and Syria ended, on March 14 the Customs Union which has been in existence between the two countries for some years.

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### New Zealand Will Issue Licences for Artificers' Tools

Wellington, February 28, 1950.—(FTS)—The New Zealand Customs Department announces that licences for imports of artificers' tools from Canada and the United States of America during the second half of 1950 will be granted to the same extent as in the first half. Such licences will be available for imports of the types of tools previously specified in the December 3, 1949, issue of *Foreign Trade*, with the exception of axes and Cheney hammers.

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### Steel Control Ends in Canada in March

Steel control will end in Canada effective March 31 due to a substantial improvement in the supply situation. While the work stoppages in the United States have had a temporary adverse effect on the Canadian steel situation, the future position is considered satisfactory.

Steel control was terminated following the end of hostilities in the autumn of 1945, but was reinstated in January, 1946, in the face of a critical world wide steel shortage.

Douglas A. Jones, Steel Controller, whose resignation will take effect on March 31 also, will be returning to private industry.

Tribute to the work of Mr. Jones was paid by the Rt. Hon. C. D. Howe, Minister of Trade and Commerce, who said "It is largely through his efforts that the Canadian steel situation has been brought to a position which no longer requires government control."

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### Sweden Will Continue to Restrict Dollar Imports

Stockholm, March 14, 1950.—(FTS)—Imports into Sweden from the United States and other dollar countries will continue subject to severe restrictions, though it is only a question of time before imports from soft-currency countries will be freed completely from controls. Dollar purchases in 1950 must be restricted to between \$120 and \$130 million, as compared with a range of \$110 to \$120 million in 1949. These amounts include freight charges and insurance, and cover imports from the United States, Canada, Mexico, Venezuela and the Philippines. Sweden cannot expect to receive the same amount from the Economic Co-operation Administration as last year, but dollar-paid exports are expected to increase. It is estimated that \$40 million, or almost one-third of the total, will be used for imports of mineral oil and some coal. Sweden now imports only small quantities of coal from the United States for gasworks. It is not thought necessary to increase oil imports against dollars in spite of the abolition of gasoline rationing. There is a better possibility of importing oil against pounds; also domestic oil refineries have increased their capacity. The hard-currency plan is dominated by certain vital industrial supplies, such as machinery, chemicals and metals. In addition, it includes imports of cotton, as it is planned to transfer Swedish imports of cotton from Brazil to the United States.

As in previous years, the hard-currency plan will be used as the basis for import licensing. It has been definitely established for only the first half of this year, during which time licensing is to be kept within \$65 million.

## Canadian Launches Ship in Sweden for Operation From Pacific Coast Ports

*Wife of Canadian Minister christens M.V. Lion's Gate, named for bridge at entrance to Vancouver Harbour—Fourth of five vessels ordered for express cargo service through Panama Canal.*

**S**TOCKHOLM, March 14, 1950.—(FTS)—The *M.V. Lion's Gate*, named for the bridge at the entrance to Burrard Inlet and the harbour of Vancouver, was launched on February 18, 1950, at Kochum's shipyard, Malmo, by Mrs. Thomas A. Stone, wife of the Canadian Minister to Sweden. This vessel, of 9,100 deadweight tons, was built for the Johnson Line, and will be operated in an express service between Pacific Coast ports and Northwest Europe, together with her sister ships, the *M.V. Seattle*, *Golden Gate* and *Los Angeles*. She has a speed of 19.5 knots.

Of welded construction, the *Lion's Gate* has a length between perpendiculars of 465 feet, beam of 64 feet and moulded depth to her shelter deck of 39 feet 10 inches. Her cargo capacity is 632,000 cubic feet, of which 95,000 consist of refrigerated space.

The North Pacific Service of the Johnson Line was inaugurated in 1914 by the *S.S. Kronprins Gustav Adolf*, which sailed from Gothenburg to San Francisco around the Strait of Magellan and returned to Sweden through the Panama Canal, which was then open to traffic. The first ship of this line to call at Vancouver was the *M.V. Pacific*, in August, 1920. The *M.V. Buenos Aires*, which inaugurated a regular service between Sweden and Vancouver in January, 1921, loaded 3,000 tons of wheat for London and 100 tons of canned salmon for London and Gothenburg. This was the first cargo of wheat to be shipped in bulk from Vancouver to Europe.

### Fortnightly Service to British Columbia Maintained

The Johnson Line at present maintains a fortnightly service to British Columbia. In this service are the three motor vessels, *Bio-Bio*, *Guayana* and *Paraguay*, which have a deadweight tonnage of 7,900 tons each and a speed of 17 knots. These vessels have accommodation for 30 passengers and are equipped for carrying 1,000 tons refrigerated cargo.

In November, 1947, the *M.V. Seattle*, the first vessel in the series of five express cargo liners of an entirely new type ordered by the Johnson Line for the North Pacific service, was delivered by Kockum's yard, in Malmo. In addition to this vessel, the *M.V. Golden Gate* and *Los Angeles* have been put into the North Pacific service. These ships have a deadweight tonnage of 9,100 tons each and are equipped for carrying up to 1,100 tons of reefer and frozen cargo. They are not only the fastest vessels running between Europe and the North Pacific Coast, but also among the fastest cargo liners in the world.

The ships have accommodation for twelve passengers in four single cabins and three double cabins, all on the bridge deck. Each cabin has a private bath and is comfortably furnished with sofa, easy-chairs and lockers. On the same deck, for'ard, are the dining saloon, lounge and smoking saloon. On the for'ard part of the boat deck are the captain's quarters and owner's suite, consisting of bedroom with two berths, bathroom and dayroom.



Lists of ocean-going departures from Canadian ports, which have been published regularly in "Foreign Trade", were discontinued with the February 18, 1950, issue, due to the fact that many ships shown on berth for certain ports were being cancelled or diverted after "Foreign Trade" had gone to press. An alternative service will be provided by the Transportation and Communications Division, which is in a position to furnish information concerning trade routes and the latest available sailings to foreign ports, should shippers experience any difficulty in obtaining details from steamship operators and agents. On application to the Transportation and Communications Division, shippers may obtain a list of the principal Canadian trade routes and the various firms maintaining services thereon.

Steamship operators and agents are invited to supply the Transportation and Communications Division with their latest sailing schedules, in order that a complete record of ocean-going departures may be maintained.

#### **Rotterdam Plans "Ahoy" Exhibition**

The Hague, March 15, 1950.—Rotterdam is planning an exhibition, to be held from June 15 to August 15, 1950, which will serve to celebrate the restoration of its port facilities, which were severely damaged during the enemy occupation of the Netherlands.

#### **Trans-Canada Air Lines Plans Service to Florida**

Trans-Canada Air Lines will inaugurate a service between Toronto and the west coast of Florida on April 2, 1950, thereby providing air communication with Jamaica and the Bahamas. Southbound flights are scheduled for Sundays and Wednesdays, and northbound flights for Mondays and Thursdays.

#### **South African Ships Enter Trade with the United Kingdom**

Cape Town, March 6, 1950.—(FTS)—The first South African ships to trade regularly to the United Kingdom have recently entered the service and will be followed within the near future by other vessels. The *Kaapland*, of South African Lines, is presently loading general cargo in London for South Africa, and the *Damaraland* of the same line is scheduled to leave Cape Town tomorrow for Hull. The South African Marine Corporation has scheduled a sailing in a few weeks, and it is expected that chartered tonnage will be required to maintain sailings.

#### **Idle Ships in Hong Kong Serve as "Godowns"**

Hong Kong, March 4, 1950.—(FTS)—Congestion in Hong Kong is being partially relieved through the decision to use four of some fifty Chinese ships now laid up as "godowns" for the temporary storage of cargo for which accommodation is not available on land.

Most of the ships laid up in Hong Kong, as a result of the Nationalist blockade of Chinese ports, have been anchored here for several months. Nine of the ships are owned by the Ming Sung Industrial Company, one of the largest shipping firms in China, and still flying the Nationalist emblem. Nine others, formerly owned by Chinese, are flying the flag of Panama.

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#### **Canadian Cooking and Heating Products Rose in Value**

Factory selling value of products manufactured by the cooking and heating apparatus industry of Canada in 1948 reached a record value of \$53,190,000, rising 18.5 per cent over the preceding year's value of \$44,901,000. There were 92 establishments in the industry—seven less than in 1947—and their employees numbered 8,192 compared with 7,853, with salary and wage payments totalling \$17,828,000 compared with \$14,898,000 in that year.

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#### **Glass Factory in Trinidad Has Commenced Production**

Port of Spain, February 28, 1950.—(FTS)—After two years of initial development work and expenditure of over \$2,000,000, production of bottles and other articles of glass has begun on a fairly large commercial scale, at the Caribbean Development Company's factory near Port of Spain. The only one of its type in the British West Indies, the glass factory stands on a site well suited for industrial activities, and is connected with Port of Spain and other centres by both road and rail.

Aerated water bottles, perfume bottles, coasters and other types of glassware can be manufactured. Articles requiring a finer grade of glass, such as drinking glasses, may also be produced when the necessary equipment is obtained.

The plant is designed to fill the colony's requirements of containers for beer, jams, soft drinks and milk. It will save the colony an estimated \$400,000 spent last year on the importation of empty, plain glass bottles, milk bottles, and jars from the United Kingdom, Canada and other dollar areas.

The factory is capable at present of producing approximately 400 gross of bottles a week by machine and 100 gross by hand. It is hoped very shortly to have two machines in operation and eventual output will be 500 gross a week when production gets into full swing. Sand and limestone which comprise 80 per cent of the raw materials used are obtained locally. At the moment there is only one complete unit in production at the plant with a potential output of 1,500 tons of glassware per annum. A second unit is now completed and will be put into production when orders warrant its use. When in full production the plant will produce some 3,000 tons of glassware a year.

With the exception of a small nucleus of experts, local labour, numbering 140 persons, is employed in the factory. Prospects for the industry are regarded as bright, as the container market with which the company is chiefly concerned at present is larger than the factory capacity. Market enquiries have been received from Jamaica, British Guiana and the smaller West Indian Islands.

# 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.

## International Trade Relations Division

Director, C. M. Isbister (4042)

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

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)

## Transportation and Communications Division

Director, G. S. Hall (6236)

Traffic Section, J. H. Longfellow (7835)

## Publicity Division

Director, B. C. Butler (2479)

Assistant Director, J. Fergus Grant (2186)

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

# Commodities Branch

Director, W. F. Bull (6748)

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

## Export Division

Director, G. A. Newman (5983)

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

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

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

## Import Division

Director, Denis Harvey (5417)

Assistant Director, C. F. McGinnis (7163)

Trade Services Section—Chief, D. B. Wallace (5245)

Foreign Export Controls, W. G. Hopkins (6552)

Importers' Directory, G. A. Plante (5823)

Trade Services, W. L. Power (2737)

Follow-up Section, Miss L. H. Turner (7956)

## Commodity Sections

(Export and Import)

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

Machinery, E. C. Thorne (4082)

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

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

Industrial, Electrical and Electronic Equipment, E. C. Thorne (4082)

Miscellaneous Capital Goods, J. D. Moorman (7168)

Automotive and Agricultural Construction Equipment—

Chief, H. B. Scully (6519)

Automotive Equipment and Construction, H. B. Scully (6519)

Agricultural Machinery and Implements, G. C. Clarke (3873)

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

Fabrics, G. R. Poley (3004)

Wearing Apparel, E. G. Gerridzen (3004)

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

Leather and Rubber Products, F. T. Carten (4965)

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

Lumber and Products, G. H. Rochester (4863)

Lumber and Manufactured Wood Products, J. C. Dunn (4863)

Logs and Lumber Products, R. Bonnar (5127)

Paper, E. Clarke (6974)

Pulp, M. N. Murphy (5811)

Chemicals, Oils and Minerals Section—Chief, S. G. Barkley (7601)

Chemicals and Allied Products, S. G. Barkley (7601)

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

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

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

Electrical and Heating Appliances, W. H. Grant (3209)

Recreational Supplies, P. G. Jones (4160)

Handicraft and Smallwares, P. E. Jensen (5337)

Hardware, G. W. Rahm (6958)

Equipment and Furnishings, E. L. Smith (5666)

Fish and Fishery Products Section—T. R. Kinsella (7385)

Imported Foods—E. B. Paget (4161)

## 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)

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

# 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 3952 G.P.O.

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

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

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

## Belgian Congo

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

Territory includes Angola and French Equatorial Africa.

## Belgium

*Brussels*—B. A. MACDONALD, Commercial 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 TICHEM, 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*—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, Osiris Building, Sharia Walda, Kasr-el-Doubara. 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*—W. JONES, Acting 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 and French Indo-China.

### India

*New Delhi*—RICHARD GREW, Commercial Secretary, Office of the High Commissioner for Canada, 4 Aurangzeb Road. Address for letters: Post Office Box 11.

*Bombay*—R. F. RENWICK, 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, Commercial Secretary, Office of the High Commissioner for Canada, the Cotton Exchange, McLeod Road. Address for letters: Post Office Box 531.

Territory includes Iran and Afghanistan.

### Peru

*Lima*—R. E. GRAVEL, Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.

Territory includes Ecuador.

### Philippines

*Manila*—F. H. PALMER, Canadian Consul General and Trade Commissioner, Tuason Building, 8-12 Escolta, Binondo. Address for letters: Post Office Box 1825.

### Portugal

*Lisbon*—L. S. GLASS, Acting Canadian Consul General and Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.

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

### Singapore

*Singapore*—R. K. THOMSON, Acting 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*—D. S. ARMSTRONG, Acting Canadian Government Trade Commissioner, 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, Adlerley Street. Address for letters: Post Office Box 683.

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

*Cable address, Cantracom.*

### Spain

**Madrid**—E. H. MAGUIRE, Canadian Government Trade Commissioner. Address for letters: Apartado 117.

Territory includes the Balearic Islands, Canary Islands, Rio de Oro and Spanish Morocco.

### Sweden

**Stockholm**—B. J. BACHAND, 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, Commercial Secretary for Canada, Istiklal Caddesi, Lion Magazasi yaninda, Kismet Han No. 3/4, Beyoglu, Istanbul. 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, Acting Canadian Consul General and Trade Commissioner, Canadian Consulate General, 8° Peso, 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, 1260 University Street, Montreal. Telephone—PLateau 2540.
- Italy**—Dr. P. F. Migone, Commercial Attaché, Italian Embassy, 133 Sparks Street, Ottawa. Telephone—3-3630.
- Lebanon**—Nadim Demechkié, Consul-General, Consulate of Lebanon, 199 Wurtemberg Street, Ottawa. Telephone—2-3155.
- Mexico**—Consul-General, Room 507, 1410 Stanley Street, Montreal. Telephone—LANcaster 2502.

# Foreign Commercial Representatives in Canada

**Netherlands**—Colonel H. van der Vaart, Commercial Counsellor, Netherlands Embassy, 168 Laurier Avenue East, Ottawa. Telephone—5-7241.

H. de Vos, Consul, Netherlands Consulate General, Castle Building, 1410 Stanley Street, Montreal. Telephone—LANcaster 4196.

A. S. Tuinman, Agricultural Attaché, Netherlands Embassy, 702 Echo Drive, Ottawa. Telephone—2-4142.

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

**Norway**—Jacob Chr. Prebensen, Commercial Secretary, Norwegian Legation, 1410 Stanley Street, Montreal. Telephone—PLateau 9785.

**Pakistan**—S. C. Latif, Counsellor, Office of the High Commissioner for Pakistan, 499 Wilbrod Street, Ottawa. Telephone—5-4358.

**Poland**—Acting Commercial Attaché, Polish Legation, 89 Fifth Avenue, Ottawa. Telephone—5-7675.

**Portugal**—M. L. G. Viera de Campos de Carvalho, Consul-General, Suite 12, 1499 Bishop Street, Montreal. Telephone—BELair 1607.

**Spain**—Vicente Trelles, Consul, 200 Cote St. Antoine Road, Montreal.

**Sweden**—B. A. Frisk, Commercial Attaché, Swedish Legation, 720 Manor Road, Rockcliffe, (Ottawa). Telephone—2-1729.

**Switzerland**—Henri Zoelly, Secretary, Swiss Legation, 5 Marlborough Avenue, Ottawa. Telephone—5-1837.

Louis Scalabrino, Vice-Consul, Swiss Consulate General, 1572 McGregor Street, Montreal. Telephone—WILbank 7181.

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

**Turkey**—Ismail Kavadar, Commercial Attaché, Turkish Embassy, 352 Frank Street, Ottawa. Telephone—6-3033.

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

**Union of Soviet Socialist Republics**—M. Kozlov, Representative of the Commercial Counsellor, Embassy of the Union of Soviet Socialist Republics, 285 Charlotte Street, Ottawa. Telephone—5-4341.

**United Kingdom of Great Britain and Northern Ireland**—R. Keith Jopson, C.M.G., O.B.E., United Kingdom Senior Trade Commissioner and Economic Adviser to the High Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

M. R. Garner, Trade Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

J. Paterson, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—UNiversity 3381.

F. I. Lamb, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—UNiversity 3381.

E. M. M. Partridge, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—UNiversity 3381.

W. D. Lambie, Trade Commissioner for the Maritime Provinces, 1111 Beaver Hall Hill, Montreal. Telephone—UNiversity 3381.

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

A. P. Timms, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADElaide 2174.

W. G. Coventry, Trade Commissioner, 703 Royal Bank Building, Winnipeg. Telephone—92-3153.

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

**United States of America**—Woodbury Willoughby, Counsellor for Economic Affairs, United States Embassy, 100 Wellington Street, Ottawa. Telephone—6-2341.

William L. Kilcoin, Commercial Attaché, United States Embassy, 100 Wellington Street, Ottawa. Telephone—6-2341.

**Yugoslavia**—Peter L. Mangovski, Counsellor, Yugoslav Legation, 259 Daly Avenue, Ottawa. Telephone—3-6289.

# Foreign Exchange Quotations

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

Country	Monetary Unit		Nominal Quotations Sept. 17	Nominal Quotations Ma 14	Nominal Quotations Mar. 20
Argentina	Peso	Off.	·2977	·3275	·3275
Austria	Schilling	Free	·2085	·1221	·1221
Australia	Pound	Export	3·2240	2·4640	2·4640
Belgium and Belgian Congo	Franc		·0228	·0220	·0220
Bolivia	Boliviano		·0238	·0262	·0262
British West Indies (Except Jamaica)	Dollar		·8396	·6417	·6417
Brazil	Cruzeiro		·0544	·0598	·0598
Burma	Rupee		·3022		
Ceylon	Rupee		·3022	·2310	·2310
Chile	Peso	Off.	·0233	·0183	·0183
Colombia	Peso		·5128	·5641	·5641
Costa Rica	Colon		·1800	·1980	·1980
Cuba	Peso		1·0000	1·1000	1·1000
Czechoslovakia	Koruna		·0200	·0220	·0220
Denmark	Krone		·2084	·1592	·1592
Dominican Republic	Peso		1·0000	1·1000	1·1000
Ecuador	Sucre		·0740	·0815	·0815
Egypt	Pound		4·1330	3·1587	3·1587
El Salvador	Colon		·4000	·4400	·4400
Fiji	Pound		3·6306	2·7748	2·7748
Finland	Markka		·0062	·0048	·0048
France, Monaco and French North Africa	Franc	Off.	·0037	·0032	·0032
French Empire—African	Franc		·0073	·0063	·0063
French Pacific Possessions	Franc		·0201	·0174	·0174
Germany	Deutsche Mark		3000	·2619	·2619
Guatemala	Quetzal		1·0000	1·1000	1·1000
Haiti	Gourde		·2000	·2200	·2200
Honduras	Lempira		·5000	·5500	·5500
Hong Kong	Dollar		·2519	·1925	·1925
Iceland	Krona		·1541	·1178	·1178
India	Rupee		·3022	·2310	·2310
Iran	Rial		·0212		
Iraq	Dinar		4·0300	3·0800	3·0800
Ireland	Pound		4·0300	3·0800	3·0800
Israel	Pound		3·0000	3·0800	3·0800
Italy	Lira		·0017	·0018	·0018
Jamaica	Pound		4·0300	3·0800	3·0800
Japan	Yen		·0028		
Lebanon	Piastre		·4561		
Mexico	Peso		·1157	·1273	·1273
Netherlands	Florin		·3769	·2895	·2895
Netherlands Antilles	Florin		·5308	·5833	·5833
New Zealand	Pound		4·0150	3·0800	3·0800
Nicaragua	Cordoba		·2000	·2200	·2200
Norway	Krone		·2015	·1540	·1540
Pakistan	Rupee		·3022	·3325	·3325
Panama	Balboa		1·0000	1·1000	1·1000
Paraguay	Guarani		·3200		
Peru	Sol		·1538	·0737	·0743
Philippines	Peso		·4975	·5500	·5500
Portugal and Colonies	Escudo		·0400	·0385	·0385
Singapore	Straits Dollar		·4702	·3593	·3593
Spain and Colonies	Peseta		·0916	·1008	·1008
Sweden	Krona		·2783	·2126	·2126
Switzerland	Franc		·2336	·2564	·2560
Thailand	Baht		·1000		
Turkey	Lira		·3571	·3911	·3911
Union of South Africa	Pound		4·0300	3·0800	3·0800
United Kingdom	Pound		4·0300	3·0800	3·0800
United States	Dollar		1·0000	1·0000	1·1000
Uruguay	Peso		·6583	·7241	·7241
Venezuela	Bolivar	Controlled	·2985	·3289	·3289
Yugoslavia	Dinar		·0200		