

# FOREIGN TRADE

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**COVER SUBJECT**—Central feature of Canada's exhibit at the Milan International Trade Fair, which is scheduled to open next Wednesday. This illustrates two-way trade, the theme of this display, and consists of two rotating columns of small packing cases that contain miniature samples of Canadian exports to Italy and Italian products being shipped to this country. In the background is a pictorial map of Canada, painted on a series of vertical panels of western red cedar. Other sections of this exhibit are illustrated on pages 616 and 617 of this issue of Foreign Trade. A display of Canadian furs will be on view in a special section of the trade fair.

*Photo by National Film Board.*

Price 10 cents

# United Kingdom Production Now Thirty Per Cent Over Prewar

*Increase of 20 per cent in output achieved since 1947—Rate of increase slowed down—Cost of imported items affected by devaluation—Future of domestic agricultural prices is probably the fundamental issue with respect to cost of living—Wholesale prices reach new peak.*

By A. E. Bryan, Commercial Counsellor for Canada

(Editor's Note—This is the first in a series of reports by Mr. Bryan on economic conditions in the United Kingdom.)

LONDON, March 22, 1950.—Production in the United Kingdom was estimated in 1949 to be 30 per cent above the prewar level. The rise in output per man was 5 per cent during the year. A 20 per cent increase in output has been achieved since 1947. It was inevitable that the rate of increase should slow down, for, apart from anything else, the rate of return of workers to industry declined considerably between the beginning of 1947 and the end of 1949. Indeed, the expansion of production reflected the changing rate of demobilization well before that. The rise in the school-leaving age also had its effect on the industrial population. In fact, the resident population of the United Kingdom increased on the average by only about three-quarters of one per cent in 1949 over 1948, whereas the increase in 1948 against 1947 was about 1.75 per cent. The increase in the number engaged in manufacturing industries was about 2 per cent, compared with over 2.5 per cent in 1948.

Production per head rose by about 3.5 per cent in 1949 against 1948, compared with an increase of 7 per cent in 1948 against 1947. Since many industries had already overcome their primary postwar difficulties in 1948, any further annual increase in productivity is bound to approximate more nearly the peacetime form generally achieved by regular improvements in technique and organization. Where in particular industries there have been conspicuously large increases in output without proportionate increase in the labour force, as, for example, in automobiles, bicycles, and aircraft, with a 25 per cent rise in production, the explanation lies partly in new equipment coming into operation but probably to an even greater extent in a better flow of supplies making possible the more efficient employment of plants and workers.

## Building Output About the Same

Building output, which depends more than any industry on the human factor, is estimated to have been about the same in 1949 as in 1948, though completions were less; employment was about the same, perhaps half of one per cent less in 1949. The increase in industrial production resulted from the work of only about half the labour force, the rest being concerned with distribution and other services. Making allowances for this, the increase in national income was probably 4 per cent. An extra amount, equal to this rise, was available for apportioning between the claims of investment, government expenditure and personal consumption.

In the first three quarters of 1949, spending was 3 per cent greater than in 1948, but this was partly due to price increases. The larger part of the increase in spending was directed to essentials, such as food, clothing and household goods. Though more private cars were registered, the

increase was more than offset by lower expenditures on drink, tobacco and entertainment, for which the favourable summer weather may have been partly responsible. A bad feature of this increased spending was that £33 million was taken from withdrawals of personal savings in excess of new deposits.

About 90 per cent of industrial companies (measured by issued capital) declared ordinary dividends no higher than in 1948. Of these, 9.3 per cent declared a lower dividend than last year, and that percentage seemed to increase slowly through the year. This tendency was the response to the government's request for restraint in personal incomes.

As regards wages, the wage rate index was one point higher in November than in January, 1949. Up to November, one-third fewer workers were affected by wage increases, and the total was one-half less in the previous year. Actual earnings of labour were, up to the second quarter, moving upwards at about the same rate as the increase in productivity.

### Import Prices Rise After Devaluation

The effect of devaluation of sterling on the terms of trade became apparent for the first time in the October trade returns. These showed a rise of about 9 per cent in the sterling prices of imports but little net change in export prices. In this case it is recognized that the full story has by no means emerged, and that a further deterioration will likely set in later.

The effect on the cost-of-living index has been much less marked, so far. As an immediate result of devaluation the retail price of bread rose by about 22 per cent and the price of flour by nearly 17 per cent. But this was largely offset by a decline in the clothing sub-index, caused by the enforced reduction of retail margins on "utility" goods.

In consequence, the general index remained at 112 in mid-October, the same as a month previously. For the four preceding months it was 111, and in the first four months of the year it was 109. At the beginning of 1948 it was 104.

What actually happened in the month after devaluation was that the food index rose by 2.2 to 119, but that for clothing declined from 119.1 to 116.8. Together with certain smaller changes in other classes, this brought about a net rise for all items of 0.6, from 111.7 to 112.3.

But for the reduction in "utility" clothing margins, the rise caused by the increased Canadian wheat price would have brought about an appreciable movement. Prices of wheat from other sources have not yet been affected.

The present cost-of-living index is an interim index of retail prices compiled by the Ministry of Labour, taking levels at June 17, 1947, as 100.

The old index was based on working-class budgets in 1914. The proportion of income spent on food diminishes as living standards rise.

### Composition of Cost-of-Living Index

	Per Cent
Food .....	34.8
Rent and rates .....	8.8
Clothing .....	9.7
Fuel and light .....	6.5
Household durable goods .....	7.1
Miscellaneous goods .....	3.5
Services .....	7.9
Drink and tobacco .....	21.7
	100.0

The new index is based on 1937-38 patterns of expenditure, and reduces the weighting of food items from 60 to 35 per cent.

Movements in the index govern the wages of many workers over a wide and miscellaneous field, including the building industry. At present the index has an even greater general relevance to the wages position. And the firmly expressed government intention not to increase total expenditure on subsidies militates against artificial holding-down of the prices of constituent goods.

Food is thus still the largest single item. The table below shows the composition and weighting of its main constituents:—

#### Composition and Weighting of Food Sub-Index

	Per Cent
Bread, flour, biscuits, cakes, etc. ....	6.2
Meat .....	6.0
Bacon and ham .....	1.8
Dairy products .....	4.9
Potatoes and fresh vegetables .....	2.9
Fruit .....	2.3
Fresh milk .....	3.2
Tea .....	1.6
Sugar and syrup .....	1.1
Fish .....	0.8
Miscellaneous manufactured foods .....	4.0
	34.8

How are these various items likely to be affected by post-devaluation price trends? Probably any changes will be most quickly apparent in imported foods. For meat prices, the Argentine negotiations have great relevance. Bacon and dairy products stand to be affected by the higher cost of North American supplies and still more by Denmark's unwillingness to ignore devaluation in her export prices, after British coal export values were so promptly raised against her.

#### Agricultural Prices a Fundamental Issue

But, in the longer perspective the future of domestic agricultural prices is probably the fundamental issue.

In general, world prices of feeding-stuffs have advanced in terms of sterling by the larger part, though not by all, of the 44 per cent necessary to maintain an unchanged dollar value. Subsidies on feeding-stuffs are being removed by stages, and part of this process has already taken place. Gradual return to market economies may well be a good thing, but as the sharp spurt in prices of hay after its decontrol earlier in the year showed, immediate results can be rather disconcerting.

Existing world prices for tea and sugar already imply a substantial advance on current British retail prices. The world sugar market is a dollar market and prices have been firm since devaluation. In terms of sterling, Cuban sugar would, therefore, now cost about 44 per cent more than before September 18.

The bulk of British imports for home consumption comes from sterling sources, such as the West Indies and Australia. Only 12.5 per cent of the foodstuffs were imported from North America last year. But annually agreed prices between sterling producers and the Ministry of Food have been based to a large extent in the past on the world price. Another factor taken into account has been the cost of imported goods. In the case of the West Indies a substantial proportion of these comes from the dollar area, and many of the imports from Britain have an important dollar element in their cost.

In these circumstances it appears unlikely that the new dollar parity can be completely ignored in fixing United Kingdom domestic sugar prices. For exports of refined sugar the sterling price was quickly raised by over 36 per cent after devaluation.

Tea comes mainly from two sterling countries, India and Ceylon, but after devaluation free market prices advanced as though tea were a dollar commodity, although recent setbacks have caused a proportion of the advance to be lost, and it was never expected that the peak levels would be maintained for long. Some Ceylon estates are said to have been obtaining between 3s. 10d. and 4s. a pound for medium and low-grown teas on a c.i.f. London basis. In Britain tea can be bought in packets retail at 3s. a pound. The subsidy, which was last stated to be 6d. a pound, stands to be reduced proportionately by the 25 per cent increase in the ration.

#### Clothing Prices Affected by Cost of Raw Materials

In the case of clothing, raw material costs are directly influenced by world market prices of raw materials, there being no artificial price structure comparable to that built up on food products. During the summer it appeared to be levelling off, and in September there was the artificial reduction caused by the cut in "utility" margins. But since September there has been a marked rise in world prices of a number of raw materials and the advance may be resumed.

#### Composition of Clothing Sub-Index

	Per Cent
Outerwear .....	5.2
Underclothing .....	2.0
Clothing materials .....	0.5
Footwear .....	2.0
	9.7

Of these items, footwear appears to be the most immediately vulnerable. Hide buying was returned to private hands on January 1, 1950. As the trend of non-dollar hide markets has been strongly upward since devaluation, a sharp increase in United Kingdom leather prices is regarded as almost inevitable. Continental countries are competing keenly with Britain for supplies, and the strength of hide prices should not be ascribed solely to devaluation but also to such factors as the recovery in German and Italian buying.

Wool prices also may cause this index to move up. The items of clothing represented are qualities bought by wage-earning households. Since the summer, prices of medium crossbred wool have advanced by about 40 per cent.

Cotton prices in general have followed dollar rather than sterling values, and certain upward adjustments in cotton textile prices were made recently. But it was officially stated that they would make only a few points difference in the cost-of-living index.

In the November Bulletin of the London and Cambridge Economic Service, it was calculated that, assuming increases in import prices occurred only where the supplying country had not devalued, and that there were no changes in the sources of imports, the cost-of-living index would rise as a result of devaluation from 112 to 115.5. In fact, however, it is now clear that prices of such predominantly sterling materials as wool, rubber, tea, jute and cocoa have risen substantially. A rising tendency is also

likely for sugar and hides, possibly also for timber and woodpulp. Base metals follow the dollar level. In the light of such sterling price movements, a rise in the index to 118 appears by no means impossible.

### Wholesale Prices Reach New Peak

The sharp rise in British wholesale prices following devaluation last year has continued into January, when the Board of Trade index rose a further 1.5 per cent, or 3.5 points, to the new peak of 244.5. The increase since last September is now nearly 6 per cent.

Compared with 1938, the index for all articles has now risen by 141.1 per cent. Industrial materials and manufactures are 152.3 per cent dearer; food and tobacco prices are 120.5 per cent higher. During January, the index was heavily affected by the wool yarn prices. Merinos and crossbreds were on the average 12 and 14.4 per cent higher respectively than in December, and 40 and 77 per cent higher than in August, while worsted and botany weaving yarns were up by 10.7 and 11.4 per cent.

The consequent rise of 8.2 per cent in the index for wool was the biggest movement since the steep increases began in September.

Contributing also to the big upward movement in prices was a heavy increase of 97.5 per cent in prices for Canary tomatoes, and of 20 per cent in those for onions, which lifted the index for "other food and tobacco" by 3.2 per cent. There were comparatively small rises in cereals, wheat being 1.4 per cent dearer.

Other important increases among industrial materials and manufactures included imported hardwoods. Although private importing of this commodity was resumed on January 16, and the price control removed, stocks held by the Timber Control will remain the chief source of supply for a while to come, and it is the effect of price adjustments made in these stocks at that time which is reflected in the index.

### Wholesale Price Indexes

	Index No. Jan. 1950	Percentage change compared with	
		Jan. 1949	Year 1938
Cereals .....	227.7	+31.3	+107.4
Meat, fish and eggs .....	169.9	+23.2	+ 97.7
Other foods and tobacco .....	242.7	+11.4	+148.9
<b>Total—Food and tobacco .....</b>	<b>214.5</b>	<b>+20.4</b>	<b>+120.5</b>
Coal .....	305.3	+ 1.2	+147.9
Iron and steel .....	257.7	+ 8.5	+ 85.3
Non-ferrous metals .....	277.4	+ 3.2	+193.8
Cotton .....	362.1	+15.3	+332.9
Wool .....	289.0	+28.0	+283.5
Other textiles .....	184.7	+ 8.2	+168.8
Chemicals and oils .....	196.6	+ 1.8	+107.5
Miscellaneous .....	254.9	- 3.6	+173.5
<b>Total—Industrial materials and manufactures .....</b>	<b>261.0</b>	<b>+ 5.7</b>	<b>+152.4</b>
<b>Total—All articles .....</b>	<b>244.5</b>	<b>+10.5</b>	<b>+141.2</b>
<b>Industrial materials (excluding fuel):—</b>			
Basic materials .....	319.0	+ 3.8	+243.6
Intermediate products .....	277.0	+ 8.2	+165.1
Manufactured articles .....	227.1	+ 5.5	+102.6
<b>Building materials .....</b>	<b>227.3</b>	<b>+ 1.4</b>	<b>+118.4</b>

Home-grown timber was also released from price control on December 1. Although it is still not clear to what extent prices will rise, it has been estimated that the prices of sawn timbers included in the index rose about 5 per cent in January. The same situation applies to hides and skins, private importing by tanners having begun on January 1.

The cumulative effect of these rises, together with rises in rubber, silk, sisal and cotton prices during the month under review, lifted the index for industrial materials and manufactures as a whole by 1.6 per cent to 261.

## Japan Establishing Agencies in United States for the Promotion of Trade

*Approval for offices in New York, San Francisco, Los Angeles and Honolulu granted by Supreme Commander of Allied Powers—Trade promotion activities confined to trade between United States and Japan—Status of representatives has been rigidly fixed.*

By J. C. Britton, Commercial Representative for Canada

**T**OKYO, February 10, 1950.—Approval for the establishment of Japanese agencies in New York, San Francisco, Los Angeles and Honolulu for the promotion of trade between Japan, the United States and Hawaii has been granted by the Supreme Commander of the Allied Powers. These agencies will also handle citizenship and property problems involving Japanese nationals residing in the United States.

The status of Japanese overseas representatives has been rigidly fixed. Their trade promotional activities will be confined to the promotion of trade between the United States and Japan; research on market conditions and trade opportunities in the United States; answering trade and travel inquiries; transmission of information to Japan concerning United States commercial procedures and regulations; and making available to United States businessmen information concerning Japanese laws and regulations governing import and export trade, customs, exchange control, investments, and other similar matters. Japanese overseas representatives will function under the jurisdiction of the Japanese Foreign Office. They will be permitted to display samples and exhibits of Japanese manufactures and to provide information on trade opportunities in Japan and in addition to furnish tourist information.

The functions pertaining to Japanese nationals and property are to be limited to the disposal of matters pertaining to the retention and renunciation of Japanese nationality; handling of notifications of birth, death, marriage, and other changes of status or name requiring recording in Japanese family registers. They will also be permitted to draw up documents in accordance with Japanese legal requirements and administer oaths relating to Japanese civil status or property matters; to protect and administer property of deceased Japanese nationals in so far as such action is in conformity with state laws; and to be allowed to bring to the attention of Japanese nationals in the United States all Japanese laws and regulations, as well as SCAP regulations, with which Japanese nationals residing in the United States might be directly concerned.

The four proposed Japanese Overseas Agencies will be staffed with Japanese officials, designated as "Japanese Overseas Representatives", and will bear no diplomatic or consular rank. They will receive none of the immunities ordinarily accorded to foreign diplomatic or consular personnel accredited to the United States.

# Australian Trade with Great Britain Was Unfavourable in Past Year

*Change in pattern of trade indicated as imported goods from the United Kingdom exceeded exports — Imports from Canada increased in last six months of 1949—Australian exports to North America showed little change following devaluation.*

By M. R. M. Dale, Assistant Commercial Secretary for Canada

(Editor's Note—This is the second in a series of three articles on economic conditions in Australia during 1949. One Australian pound equals \$2.4640 Canadian.)

**S**YDNEY, February 20, 1950.—Great Britain is still the most important source of supply for Australia, and also the best customer. However, the last six months of 1949, and the first half of the financial year, indicated a change in the pattern of trade from last year, with imported goods from the United Kingdom exceeding exports by almost £19 million. In the corresponding period of 1948-49, exports exceeded imports to the value of about £11 million. Exports to Great Britain for the six months under review were valued at £106.6 million and imports at £125.5 million.

Total Australian merchandise exports for the six-month period were valued at £258.3 million, and imports at £240.2 million. In the same period of 1948, exports were about £7 million higher, but imports were £41 million less. It is significant, however, that the rate of imports has increased substantially, imports for the first five months being only £28 million less than for the same period last year, but the value of exports is expected to mount during the height of the export season from January to March.

In a generally bountiful season with buoyant market conditions, the volume of exports in any particular period is perhaps not very significant as a guide to the full year. For the six months, the amount of greasy wool shipped showed a considerable increase, its value being £101 million, compared with £86.9 million in the previous year. Wheat and flour shipments were somewhat lower, the latter possibly because of delays caused by the high Australian price. Butter exports had fallen, but otherwise no noticeably significant trends have yet appeared.

The increase in the value of imports, amounting to 20.6 per cent, reflects the requirements of Australian industry and also the shortages of basic domestic production, which have been responsible for the purchase overseas of iron and steel and other products at considerably higher prices than those for the Australian-made items. The values of some of the main groups of imports for the six months were:

## Imports into Australia

	July-December	
	1948	1949
	(£ A million f.o.b.)	
Metals and metal manufactures .....	29.8	57.5
Electrical appliances and equipment .....	8.1	10.5
Machines and machinery .....	16.8	29.4
Timber .....	3.2	3.3
Paper and pulp .....	7.6	6.2
Apparel, textiles, etc. ....	55.0	51.9
Oils, fats and waxes .....	22.6	22.5



Australia—City hall of Brisbane, capital of Queensland. Costing £1,000,000, the building's 350-foot tower dominates the city sky line.

#### Australian Trade with Canada and United States

	CANADA		United States	
	Imports	Exports	Imports	Exports
July-December, 1948 .....	5.5	4.6	16.4	16.8
July-December, 1949 .....	6.8	4.8	24.4	19.3

The rather larger imports from Canada and United States were perhaps somewhat fortuitous, and may have resulted purely from the presence of additional shipping early in the period. Some part of the change is probably due to alterations brought about by devaluation in

terms of the dollar. However, no increase in Australian imports from North America is immediately likely in view of the Commonwealth Government's commitment last July to restrict further the use of dollars. The purchase of \$20 million from the International Monetary Fund in October was designed merely to obviate the necessity for imposing immediately the full cut of 25 per cent in dollar expenditure agreed on. The new government has not yet disclosed its policy regarding the dollar shortage, but previous statements of some of its members indicate that they might explore more fully the possibility of borrowing from dollar sources.

Australian exports to North America have so far shown little change following devaluation but American purchases of wool have risen, although they have not yet entered the export figures. There has been a reluctance on the part of Australian exporters to pass along the advantage of devaluation to North American consumers in the form of reduced prices. This, of course, is partly accounted for by the effort of Australian exporters to earn a maximum of dollars. It is felt in some quarters, however, that opportunities for potential goodwill and continued sales may have been lost as a result. Australian exports to North America will increase in volume, but it shall be increasingly difficult to obtain a higher total of dollar earnings.

#### **Some Surprise and Criticism Caused by Devaluation**

The Commonwealth Government's action in following sterling devaluation caused some surprise and criticism in Australia as it did abroad. The decision was largely political, for the election was only three months away. However, there was also a strong body of business opinion which felt that appreciation of the Australian pound, if it had to come, should have come two years ago. This feeling that Australia missed the opportunity is still quite strong. The inflationary stimulus provided by devaluation and the change in government revived speculation concerning the future of the exchange rate with sterling.

In favour of an appreciation, not necessarily to parity with sterling, but perhaps to a rate of £ A110-112½ equals £ 100 sterling, commercial and city press opinion sees as a consequence the cheaper cost of imports, and thus a reduction in Australian costs of production and the cost of living. It also regards the current level of export income as dangerously high and adding to the pressure on prices. Moreover, appreciation would remove the strain on the internal economy resulting from the transfer of funds to Australia in search of a profit in the event of appreciation. Finally, appreciation would be justified on the grounds of the relative purchasing power of the Australian pound and sterling.

On the other hand, appreciation is opposed strongly by rural organizations, who fear the loss of income in local currency; by manufacturers, who would lose export outlets and would face greater competition in the home market from imports; and by trade unionists, who fear the consequences that this competition might have on the level of employment. Other opinion tends to the view that rising costs of production in Australia arise more from internal causes than from the influence of high import prices and that the solution to inflation lies in greater productivity and more regular output than in exchange manipulation. The government's attitude has not been revealed, but it is thought that, although the Liberal Party is rather favourably inclined towards appreciation, the Country Party, whose leader is the Commonwealth treasurer, is opposed to it. The feeling that present prices for exports and bountiful seasons cannot last forever will probably be the deciding factor in the decision to do nothing.

It is perhaps strange that, in the recent discussions about the exchange rate, the effect of appreciation on the dollar shortage has scarcely been mentioned. The reason for this appears to be that, in general, dollar imports are so limited that the effect of a lower cost in Australian currency would be comparatively small. There is a similar feeling that devaluation against the dollar will not greatly alter Australia's dollar earnings. An exception to these views is that of the Brisbane City Council, which is faced by considerable additional costs in servicing its loans in New York.

## Four Important Factors Govern Sales to Venezuelan Importers

*"To Order" shipments prohibited—Consignee is owner of goods—Six days allowed to present documents and begin customs clearance—Sight draft not payable until goods are delivered—Appointments of customs broker as consignee recommended—Letter-of-credit terms not favoured.*

By C. S. Bissett, Canadian Government Trade Commissioner

CARACAS, March 1, 1950.—Four important factors, three legal and one trade custom, influence in Venezuela the protection of shipments, the collection of drafts and the sales terms to be offered importers, as follows:

1. "To Order" shipments are prohibited by law.
2. Ownership of the goods resides in the Venezuelan consignee as soon as the carrying ship has been boarded by the port authorities in the initial act of clearing the ship for customs purposes.
3. Six working days only, counted from the hour of boarding mentioned in (2) above, are allowed to each consignee to present the documents required to commence customs clearance of the shipment in question, under penalty, when exceeded, of substantial fines.
4. A sight draft is held by the importer to be not payable until the goods have been delivered.

The prohibition of "to order" shipments is held to be a deterrent to smuggling. Unless consigned to a Venezuelan consignee, no goods may be imported for consumption within Venezuela. The banks will not consent to act as consignees unless provided with a satisfactory guarantee protecting them against all charges they may be called upon to pay, including those which may be presented after the goods have been turned over to the importer and which they may, therefore, not be able to collect from him. Even then they will not undertake to clear the goods through customs or accept responsibility for them. In practice it is rare for a bank to act as consignee. The practice, so common in world markets, of using them as such to maintain control of the goods until the importer has satisfactorily dealt with the draft is not practicable in Venezuela.

The most satisfactory alternative is the use, in this role, of the customs broker. Such firms are bonded and generally are of high moral rating. Common practice is to designate them as the "consignee" and the actual importer as the "ultimate consignee". Although the broker, as consignee, becomes, by law, the legal owner of the goods, the exporter can control them, until the importer has dealt satisfactorily with the draft,

by instructing the broker that delivery is not to be made until he has been advised by the collecting bank that the draft has been paid or accepted, as the case may be, by the importer. The broker would have no legal responsibility to withhold delivery until the draft had been paid or accepted, but in practice almost all brokers will carry out such instructions and will hold themselves morally liable for any loss sustained when they fail to carry them out.

#### **Consignee is Owner of the Goods**

Both the prohibition of "to order" shipments and the point of law that the consignee is the legal owner of the goods derive from the fact that legal levies can be applied only against goods which are the property of someone subject to Venezuelan law.

In cases where the consular invoices have not arrived, the consignee can obtain certified copies from the customs. When the bill of lading has not arrived, the consignee can obtain possession of the goods by posting a bond for the value indicated in the consular invoice or, failing that, the commercial invoice, guaranteeing to produce it within ninety days, and, if he fail to do so, to make good his bond. He can be released therefrom by presenting proof of payment in a letter signed by either the shipper or a Venezuelan bank. This enables the shipping company and the customs to respond to the shipper for having delivered the goods without previous receipt of the essential document. In the case of importers of high repute, this factor is not important, but until recently some firms used this loophole to obtain a further ninety days' credit. Fortunately, a recent directive of the Ministry of the Treasury forbids the acceptance of a bond by the customs when it is known that the shipping documents are available to the importer.

Of more importance is the fact that legally no cognizance is taken of whether or not the consignee has paid for the goods, so that legal redress for breach of contract, either for non-acceptance of or non-payment of the goods, even when accepted and delivered, is difficult to obtain except where the importer has accepted the draft. In this case the draft becomes a legal instrument, enforceable in Venezuelan courts, although with much delay, whereas a draft (e.g., a sight draft), not requiring the importer's signature, has no legal standing as such.

Moreover, goods not accepted and/or not paid for can be disposed of elsewhere only with the consignee's consent, since he is the legal owner and, should he remain indifferent, the result is usually that the goods lie in the customs warehouse until seized and sold by public auction. This would not happen when a customs broker has been named as consignee, since, to preclude customs fines or seizure, he would have cleared them within the time limit allowed, removed them to his warehouse, and would then have the goods as guarantee of payment for his outlay in clearing them. The broker can obtain the goods only by advancing the amount of the duties and other charges. Rarely would the value of the goods be insufficient to balance his outlay (alcoholic beverages would be one item where this would not apply), so that prompt action can be expected from the broker to protect the shipper's interests by maintaining control of the goods for the shipper's account. Thus, by using the customs broker as consignee, a great deal of potential trouble can be avoided.

#### **Customs Clearance Time Limited**

It is vital that the documents necessary for customs clearance be available at as early a date as possible. Air mail should invariably be used; despatch by the carrying steamer is often too slow. Counting

from the hour at which official clearance of the carrying ship is begun, only six working days are allowed in which to begin clearance of the merchandise. Late arrival of the documents involves customs fines, for every day beyond the six-day free limit, of 10 bolivars for the first day and 5 bolivars for each succeeding day during a period of two months. Customs storage charges of 2 per cent for the first ten days beyond the free period and 10 per cent thereafter per month and proportional part of a month, up to the same total of two months, are also levied. This 10 per cent rate (15 per cent in La Guaira) is a special rate due to port congestion, the standard rate being 5 per cent. Where the consignee declines to accept the goods, this two-month period is reduced to one month unless in the meantime someone else, authorized by the consignee, takes over the goods. At the end of the two- or one-month period, the goods are automatically subject by law to seizure and sale by public auction by the customs authorities. When this occurs, any interested party can recover the goods solely by purchasing them at the auction.

#### **Customs Broker Should be Designated as Consignee**

The best way to avoid delay in having the documents available is to designate a customs broker as the consignee and to send them to him direct. Since he does not finance the shipment or undertake collections, no draft should be drawn upon him at any time; neither should it be attached to the documents. Clean drafts should be drawn on the importer, not the broker, and sent to the bank for payment or acceptance. Because of internal mail delays, drafts attached to documents are very often the cause of delays in making the latter available in time for customs clearance, thereby exposing the goods to customs fines and storage charges. Similarly, delays in payment or acceptance of drafts or disputes as to their value lead to late clearance. The prime consideration is to effect clearance of the goods within the six-day limit, and sending the documents to the broker is the best means of ensuring it, because the need to deal with the draft does not complicate the clearance of the goods. This procedure is highly advisable at all times but particularly for shipments to importers at all points, including Caracas, which are not seaports of entry. When an importer is located at a seaport, internal mail delays are less likely to occur, but delays in dealing with the draft when it is attached to the documents may still expose the goods to late clearance.

Most of the importers using this system stipulate in the order the customs broker to whom they wish the documents to be sent. This instruction should be carried out by the shipper, since the broker has a high moral rating and, in addition, has probably set up a running line of credit for that importer to cover import duties and other clearing charges. Failure to do so might be construed by the importer as a breach of the implied contract, leading to possible refusal to accept the goods. When the importer does not name a broker, his consent to the use of the broker of the shipper's choice should first be obtained before the latter names his own broker as consignee and ships the goods to him. Shippers should have a standing arrangement with a broker in each port of entry to handle such cases.

Many exporters ship direct to importers as consignees and forward the documents to them direct with drafts, either clean or attached to the documents. This procedure is acceptable in the case of firms that merit open-account terms, because such firms rarely delay dealing with the draft, although they are as much subject to internal mail delays as anyone else. However, they are usually more efficient in getting the documents into the hands of their customs broker for customs clearance purposes than are the majority of the others. A few of the larger importers

also do customs clearance work, some for themselves only but others for the general commercial community, and therefore require that the documents be sent to them in the first instance.

As general policy, in the great majority of cases, it will be found that naming a customs broker as the consignee will forestall many difficulties and losses arising from late or non-clearance of the goods. The collecting bank should be instructed, in cases of non-payment, to advise the exporter's selling agent of the position to enable him to seek a buyer elsewhere.

#### **Interpretations of Selling Terms Vary**

A sight draft in Venezuela is not the same as a sight draft in Canada, i.e., payable on first presentation. Here it is almost invariably payable on first presentation only after the goods have been delivered. Moreover, there are various interpretations of "delivered". A few firms will accept service when the ship carrying the goods has been officially cleared, others when their broker has cleared the goods and has them available in good order for delivery, and still others only when the goods have been delivered to their warehouse and have been examined. Similarly, time drafts are often also held to run from these varying and indefinite dates instead of from the date on which the draft was drawn, unless the basis of the credit calculation be clearly stipulated in the draft. Even in the latter case, many importers are prone to apply their own interpretation of the terms, despite having accepted the exporter's terms when they accepted the draft.

Terms of "sight draft, documents on payment", are usually considered to be the safest terms of sale apart from letter-of-credit, but in Venezuela they probably cause more trouble and lead to more losses than any other type. This is due to the general Venezuelan interpretation of a sight draft. When the collecting bank, attempting to carry out the shipper's instructions to obtain payment before delivering the documents essential to clearing the goods, is met by the importer's demand for the prior delivery to him of the documents—since in his view the sight draft is not payable until the goods have been delivered—an impasse is created which almost always leads to customs fines and storage charges for late clearance and in many cases to seizure and sale by the customs because of non-acceptance of the goods themselves. To avoid such situations, many banks will exceed their instructions, in the case of well-rated clients, by turning over to them the documents to enable them to commence clearance within the free time limit.

The recommended remedy is, as explained above, to use a customs broker as consignee, drawing a clean sight draft on the importer or, secondly, in the case of well-rated firms, sight draft, documents against acceptance, with payment on delivery of the goods. This method at least resolves the impasse which usually arises in these cases and permits the goods to be safeguarded through clearance within the free limit. It cannot be emphasized too strongly that goods must be cleared within the time limit if losses, partial or total, are to be avoided. A limit of only six days is insufficient for attempts to reconcile conflicting viewpoints.

For the foregoing reason difficulties do not usually arise in the case of time drafts, because acceptance of the draft by the importer makes the documents available to him for early clearance of the goods. However, the credit term must be adequate, as otherwise the draft will fall due before the goods can be "delivered". The average period between date of sailing from a Canadian port and the customs clearance of the goods in La Guaira is about thirty days where La Guaira is the first port of call. Three days should be added for Guanta-Puerto La Cruz and Puerto

Cabello, and ten days for Maracaibo, and vice versa. Accordingly, a draft for acceptance, payable thirty days from date, usually concedes a credit term no longer than that inherent in a clean sight draft, interpreted in the Venezuelan manner, and often the term works out to be much shorter. There are, of course, many importers whose executives have been trained in the commonly accepted international practice respecting the interpretation of the various kinds of drafts and who adhere to it, but the great majority of them interpret such terms in the Venezuelan manner. Accordingly, exporters should take these peculiarities into consideration when estimating the return date of outstanding funds and originally in setting their prices to cover interest charges, either on their own capital that is involved or on bills discounted at their bank. Although the exporter may find these interpretations bothersome, he can do business in this attractive market only by accepting them.

#### **Letter of Credit Terms Not Favoured**

It is almost impossible to obtain letters of credit from any reputable firm in Venezuela. They are relics of the sellers' market, which has completely disappeared in this country. Venezuela, with its ample supplies of dollars, no foreign exchange control and no import controls of any consequence, is a prime example of a buyers' market. Every exporter in the world seems to be trying to obtain a share of the available business, and competition, both as to price and selling terms, is becoming increasingly severe. Except in the case of firms whose reputation is bad or doubtful, asking for letters of credit without offering a compensating discount is a complete waste of time. Moreover, the present tendency is for sight draft terms to be superseded by dated drafts for acceptance at 45/60 days. Some well-rated firms in certain trades are already being accorded 120/150 days.

Minimum bank interest charged in Caracas for letters of credit is 6 per cent and, depending on the applicant's credit rating, may run to 10 per cent. For letters on New York the average time during which these rates run is sixteen days, i.e., the period from the date of the drawing upon the New York bank until reimbursement therefor by the Venezuelan bank. The standard charges are: Opening of letter of credit:  $\frac{1}{4}$  per cent plus  $\frac{1}{2}$  per cent for each drawing thereon (minimum 20.00 bolivars); interest at from 6 to 10 per cent from date of payment by New York bank to date of reimbursement therefor; revenue stamps at 2 per thousand; and postage on documents (fixed charge) of 10 bolivars.

Excluding minimum and fixed charges, the cost of the average-period letter at 6 per cent is a little more than  $1\frac{1}{4}$  per cent, and of a 10 per cent letter a little more than  $1\frac{3}{4}$  per cent. Experience has shown that no firm will establish a letter of credit without the inducement of a minimum discount of 2 per cent, and many ask for 4 per cent. Many firms consider a request for a letter of credit as a reflection on their commercial integrity, whatever discount may be offered, and will turn to other suppliers whose terms are more acceptable. Antipathy to letters of credit extends even to transactions in highly perishable products such as fresh fruits and vegetables, and rarely are they established by reputable firms even for such merchandise.

#### **Record of Collections Excellent**

The general paying record of Venezuelan importers is excellent but common caution in accepting orders from new firms dictates that financial reports upon them be obtained before confirming or shipping. Losses from transactions with undesirables can be largely avoided by utilizing the credit

information on a large number of Venezuelan firms, available on application to the Director, Export Division, Foreign Trade Service, Department of Trade and Commerce, Ottawa.

As a general policy it is best, nevertheless, to anticipate payment delays and prepare for them beforehand when setting the price and selling terms. Delays that may be experienced are not necessarily due to the importers' inability or unwillingness to meet the draft on the stipulated date, but because it is the generally accepted practice in Latin America to postpone action to the last possible moment.

As from the hour at which the ship is boarded for customs clearance, the goods carried therein for final destination within Venezuela become subject to import duties, consular invoice fee and all other standard charges normally levied. No goods are permitted to be re-exported without the prior payment of all such charges, whether they ever were or not entered for import clearance. The bonded warehouse system does not exist, and there is no provision in law which permits re-exportation without the payment of all such charges. However, it is reported that a bonded warehouse will be established in Caracas, and presumably the law will be amended to permit re-exportation free of import duty. Nor is there any provision in law permitting the refund of any part of such charges paid on the importation of goods later re-exported.

The only exceptions are "imports of a temporary nature" for clearance under bond and parcel-post shipments. Examples of the former are ranges of samples, circus or any other entertainment, sports apparatus, contractors' machinery, etc. Such goods must be clearly invoiced as such, although samples will be admitted temporarily under bond when they enter in travellers' baggage. Under the international postal convention, postal parcels will be returned to the sender, duty free, when refused or unclaimed.

Transit or transshipment cargoes, since they are not for consumption within Venezuela, are not dutiable when they are clearly invoiced as such.

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### **South African Sugar Crop Average This Year**

Heavy rains, warm weather and high humidity during December laid the foundation for an excellent sugar crop in South Africa this year. Notwithstanding the winter drought, unusually heavy summer rains brought the total rainfall in 1949 well up to the average of the past twenty-three years. Air temperatures during the month were slightly above the average, but soil temperatures and surface evaporation were below average.—(*Barclays Bank Review*)

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### **Ban on Netherlands Seed Potato Imports Suspended**

The Hague, March 13, 1950.—(FTS)—As a result of heavy exports, Netherlands table stock potatoes have been oversold, when the domestic market is taken into consideration. The government has, therefore, suspended the prohibition on imports. It is anticipated that small quantities may be imported by private firms, but that they will not appreciably affect the market situation.

It is suggested that large quantities of both table stock and seed potatoes have been bought, and are being held, for speculation.

Exports have been suspended but may be resumed in April if the supply situation does not deteriorate further. The new crop may be on the market earlier than normal.

# Canada Shared in Turkish Imports Of Wheat and Flour Last Year

*Of total imports of 316,000 tons, Canadian shipments amounted to 118,000 tons—Mechanization of agriculture and irrigation schemes required—All export crops in 1949 more favourable than in previous year—Industrial output at peak level—Mineral production higher.*

By G. F. G. Hughes, Commercial Secretary for Canada

(Editor's Note—This is the second of two articles on economic and commercial conditions in Turkey in 1949. One lira equals \$0.39 Canadian.)

**I**STANBUL, March 1, 1950.—Turkey, which is normally more than self-sufficient as a producer of cereals, was compelled to import more than 316,000 metric tons of wheat and flour during the past year. Of this amount, 118,000 tons were purchased from Canada, 50,000 tons from Syria, and funds made available by the Economic Co-operation Administration, in Washington, authorized to the end of November purchases of 129,000 tons of wheat and 19,000 tons of flour from the United States. Due to an early and severe winter, followed by drought conditions last spring, the wheat crop amounted to only 2,498,000 tons, compared with bumper production of 4,854,000 tons in 1948.

Other cereal crops consisted of barley, 1,242 metric tons, compared with 2,163 tons the previous year; rye, 289 metric tons, compared with 517 tons; oats, 216 metric tons, compared with 339 tons; corn, 732 metric tons, compared with 701 tons; and rice, 64 metric tons, compared with 61 tons in 1948.

**Turkey—Massey-Harris combine at work on a seed improvement station near Ankara.**



The poor crop has tended to emphasize the necessity for greater mechanization in agriculture and the need for new irrigation schemes. It is reported that there are now about 5,000 agricultural tractors in use in Turkey. When ECA aid first became available, there were about 1,500 serviceable tractors in use. A total of 4,243 tractors has been ordered in the United States and Canada and, up to January 1, 1950, 2,273 wheeled and 300 crawler tractors have been delivered. With about 500 combine harvesters and the complementary equipment, including ploughs, harrows, drills and other implements, Turkish agriculture is in a much better position to handle the harvest of 1950 than that of a year ago.

Sugar beet production was higher than in 1948, total output of sugar for 1949 being 134,000 metric tons as against 118,000 tons in the preceding year. Consideration is being given to the establishment of a new refinery in the Bursa area and to increasing by 30 per cent the capacity of the plants at Turhal and Eskisehir. Cane growing is being further developed in the Adana region.

#### **Export Crops More Favourable**

The principal export crops, tobacco, cotton, dried fruits (raisins and figs) and nuts were, on the whole, much more favourable in 1949.

The 1949 tobacco crop, estimated at about 122,000 metric tons, compares with the 1948 crop of 74,000 tons and established a record over the previous high 1947 yield of 102,000 tons. Despite the fact that Turkey did not devalue her currency, sales have been high, the United States as usual being the heaviest buyer. Large sales have also been made to Germany, a market which is rapidly increasing in importance.

Due to an increase in the acreage devoted to cotton, the 1949 fibre production is estimated at 95,000 tons. High prices were at first a handicap to sales, but a subsequent reduction in prices resulted in losses to exporters who held stocks purchased at higher prices.

The sultana crop of 55,000 metric tons was poor as compared with 75,000 tons in 1948, due to adverse conditions, especially at picking time. Figs, of which the crop totalled about 15,000 tons as compared with 32,000 tons in 1948, were similarly affected. Had the crops been normal, there would have been difficulty in disposing of these dried fruits but, despite high prices, only small percentages remain to be sold.

#### **Industrial Output at Peak Level**

During the first half of the year, manufacturing industries continued operations at near peak levels. The Sumerbank, a government agency which owns and operates factories producing steel, leather and its products, ceramics, paper and textiles, continued at slightly higher levels than in 1948. Private vegetable oil and soap plants and the state monopoly factories producing alcohol, alcoholic beverages, matches and tobacco continued at capacity.

Owing to heavy imports of textiles, high local production and decreased purchasing power of the peasants, due to the poor crops, there was heavy curtailment of production by private manufacturers in the latter half of the year. At the end of the year, private plants were operating at 50 per cent of capacity. Stocks of both cotton and woollen goods were reported to be very high at the year's end and, to relieve the situation, one million metres of woollen cloth were released for export. Although loom capacity is relatively sufficient, there is still need for increased yarn production. In October the corner-stones of two mills were laid, one at Izmir, which will have 32,000 spindles and 724 looms, and the other at Denizli, with 15,000 spindles. Work has since begun on a third mill at Erzincan, which is designed to produce 1,750 tons of cotton yarn per annum.



Turkey—Agricultural College, Ankara.

A similar situation, although not so acute, developed in footwear production, which was down 30 per cent by the year's end. Exports of 150,000 pairs of rubber shoes and galoshes and 50,000 pairs of leather shoes were authorized.

Consumption of alcoholic beverages rose from 473,000 litres in 1948 to 567,000 litres in 1949. Except for some private wine production, all alcoholic beverage production is a state monopoly.

#### **New Industrial Plants in Operation**

A refractory brick factory at Filyos started production during 1949. Construction is proceeding of an electric lamp factory designed to produce 3,000,000 lamps per annum. This factory, jointly owned by American interests, a Turkish bank and a Turkish industrialist, is to begin operation in October, 1950. Two new chocolate manufacturing plants of 500 and 350 tons capacity respectively were opened in Istanbul.

The copper crushing, flotation and smelting plant at Murgul, which is to be completed early in 1950, will increase blister copper production by 15,000 tons per year. With ECA financing, a small slaughtering and refrigerating plant is being built by an American firm at Erzurum in Eastern Turkey, the main cattle-raising centre. Following the establishment of this plant, a larger, more complete meat-packing plant will be erected.

#### **Mineral Production Higher**

Coal production for 1949 is estimated at 4,182,705 metric tons, 160,000 tons higher than in 1948. The total of washed coal produced amounted to 2,685,215 tons, an increase of 112,000 tons. Coal available for sale was 2,662,344 tons, an increase of 10 per cent over the 1948 figure. Although little of the equipment being purchased with ECA funds has been installed, it is expected that it will be in use during 1950, and that production will eventually reach 3,750,000 tons per year. It is impossible to estimate

how much of this amount will be available for export. It can be assumed that home consumption will increase considerably during the next few years, on account of increasing general industrialization.

Lignite production in 1948 was 828,930 metric tons, of which 685,000 tons were available for sale after screening and washing. It is estimated that 1949 production was higher. It is planned to develop the Soma lignite deposits with ECA funds.

Chrome ore is the chief dollar-earning mineral of Turkey. None of this ore is consumed in Turkey, all being exported. Exports per annum over the last ten years have varied from a high 192,000 metric tons in 1939 to a low 36,000 tons in 1946. Since then the United States has been buying heavily. In 1947, total exports rose to 184,000 tons, of which the United States took 65,000 tons. Corresponding figures for 1948 were 306,000 tons and 240,000 tons, and for the first ten months of 1949 they were 271,000 tons and 212,000 tons. France has been next in importance as a purchaser. With improved equipment being supplied through ECA and new ore bodies being brought under exploitation, it is expected that production will be increased in 1950 by at least 50,000 tons, with a further increase in 1951.

### **Search for Oil Continuing**

The search for oil in Turkey continues under government sponsorship. Two new strikes brought the total producing wells to six in the Ramandag area in southeast Turkey. Total production in 1949 was 14,000 tons, of which 8,000 tons were refined at the pilot refinery at Batman. An allocation of \$1,260,000 has been requested from ECA for the purchase of oil-drilling equipment.

Salt is produced at the Salines, at Camalti, near the mouth of the Gulf of Izmir. Under monopoly control, exports were large, Japan taking 102,000 metric tons in 1939. Exports ceased during the war, but were resumed on a small scale after the close of hostilities. Salt production will receive assistance from ECA, following the surveys which have already been made under the Technical Assistance Program.

Of the principal remaining minerals, copper, borax, emery and iron ore, the most noteworthy change as compared with previous years was in copper, exports of which dropped from 10,300 metric tons in 1946 to 1,200 tons in 1948; they improved somewhat in 1949 to 6,350 tons in the first eleven months. Iron ore output at Divrigi, approximating 120,000 tons annually, is entirely utilized by the Karabük steel mill.

### **Transportation and Communications Improved**

Of the improvements to the transportation facilities completed during the year, the road program merits special mention. The improvement program is under the supervision of the United States Public Roads Administration, Washington, which has a team of experts in Ankara. Vast sums have been spent under the military aid program since 1947, and authorizations more recently have been obtained from ECA to augment the military program. The Turkish Ministry of Public Works, in collaboration with the United States Roads Group, have plans for a nine-year program for construction of a national all-weather road network covering 23,600 kilometres. The first part of the program, over the three years beginning 1949, calls for 7,278 kilometres at a cost of about 200 million liras. Approximately \$5,000,000 was granted by ECA from the 1948-49 allocations, and \$9,000,000 is being sought from the 1949-50 funds. It is reported that road construction and improvement completed in 1949 is according to schedule.

All the railway lines are owned and operated by the Turkish state railways. During the year large purchases of rails were made in the United States, both for replacement and new construction. Work was continued on the Köprüagzi-Maras, the Filyos-Kozlu-Eregli line and on various shops, laboratories, roundhouses and buildings.

The State Seaways have now received all of the six vessels purchased in the United States. The ships vary between 5,200 tons and 9,300 tons and include the S.S. *Ankara*, one of the passenger vessels operating on the Istanbul-Marseilles line. Six ferries for local traffic around Istanbul have now been delivered from Dutch yards, and it is expected that the ships ordered in Italy (two of 13,000 tons and two of 4,600 tons) will be delivered in the summer of 1950. Upon delivery, the total fleet of the State Seaways will number 57 cargo and passenger ships, totalling more than 200,000 gross tons. Private shipowners are reported to have acquired about 25 vessels during the past year, bringing the private fleet to about 250,000 deadweight tons. There have been negotiations with the Export-Import Bank and the International Bank for Reconstruction and Development for grants of about \$20,000,000 for new construction, but so far there is nothing definite to report. It is planned to purchase tugs, harbour craft, floating cranes, 5 passenger-cargo vessels and 15 car and passenger ferries and a floating drydock.

#### **Air Services Expanded**

The Turkish State Airlines operate the only service between points within Turkey. Receipts for 1949 were 4.2 million liras, comparing very favourably with 2.7 million liras for 1948. Services were increased in the summer, when nineteen of the principal centres were linked. Service between the main cities is frequent and regular. A service from Istanbul to Beirut was inaugurated on July 7, which, with one to Athens, started in 1947, makes two international services operated by Turkish Airways. A Turkish-Italian air convention, signed in Ankara in September, permits each country to operate the Milan-Rome-Istanbul-Ankara route, but prohibits cabotage in the country of the other contracting party. Work proceeded at a slow pace on the runways of the Class B airports under construction at Istanbul and Ankara.

The new Istanbul medium-wave broadcasting station was formally opened on November 19. Canadian personnel was in charge of technical supervision of the transmitting and studio apparatus. By additions to the telephone system, more lines were provided in Ankara, Istanbul, Izmir, Balikesir, Konya and Mersin. Some interurban improvements were also made.

#### **New Legislation Introduced**

Outstanding among the year's legislation is the new income tax law passed in June, which provides for basic changes in the taxation of both private and corporate contributors. The new law is meant to eliminate many of the inequalities under the old law, as a result of which the burden fell heaviest on salaried employees and large commercial enterprises. In general the new law provides for decreases in taxation of earned incomes.

There has been a reversal of the official attitude toward foreign investment in Turkey. A Bill authorizing the Minister of Finance to accept responsibility for indebtedness caused by foreign investment up to \$100,000, to finance projects advancing the economic development of the country, is to be debated in 1950. Because of past experience of foreign investors with state expropriation, the law will have to make provision for returning investment and earnings to foreign investors.

The following table, based on official statistics, shows the cost-of-living figures for 1949, with corresponding 1948 figures in parentheses. The change in the index over the twelve months is shown as a percentage of the 1948 figure. It will be noted that, although prices rose in the first part of the year, the effect on the cost of living was not appreciable until the latter part of the year, when a levelling off was apparent.

	Index to Cost of Living								
	(1938 equals 100)								
	Nation-wide Wholesale Prices			Cost of Living Ankara			Cost of Living Istanbul		
	1949	1948	Change Per Cent	1949	1948	Change Per Cent	1949	1948	Change Per Cent
January .....	508	446	14	344	331	4	369	341	8
March .....	522	470	11	360	333	8	373	342	9
June .....	510	470	9	357	328	11	389	343	13
September .....	491	454	8	356	326	7	383	345	11
December .....	481	491	-2	358	335	7	380	357	6.6

## Indonesian Exporters Now Required to Surrender Proceeds of Foreign Sales

*New foreign exchange regulation effective on March 13, 1950—Exporter reimbursed in local currency at official rate of exchange—All future purchases of foreign exchange by importers and others making payments abroad will be based on possession of foreign exchange certificates.*

**E**FFECTIVE March 13, 1950, the Government of Indonesia has introduced a new foreign exchange regulation, under which exporters of goods or services are required to surrender the proceeds of sales to the Foreign Exchange Fund, which reimburses them in local currency at the official rate of exchange. In addition, the exporter receives a foreign exchange certificate for 50 per cent of the amount of exchange sold by him to the fund. This certificate, valid for thirty days, confers the right to repurchase the amount of foreign exchange represented by the certificate from the fund at the official rate. This exchange can be used by the exporter, provided he obtains an import permit and/or a foreign exchange licence. If the exporter does not exercise this right, or if he is unable to obtain an import licence or an exchange licence, he must sell his certificate to the bank at the established rate for such certificates. He may not sell a certificate to a third party.

In future, all purchases of foreign exchange by importers and those who have to make payments abroad will be based on the possession of a foreign exchange certificate for the full value of the purchase. The authorized banks are the sole sellers of those certificates.

The effect of this regulation is that three rates of exchange will be in operation: First, the official rate of exchange at which the fund purchases the proceeds of exports; second, the export rate of exchange which consists of the official rate plus half the exchange rate of certificates; third, the import rate of exchange, which consists of the official exchange rate plus the full exchange rate for certificates.

For example, the initial price of certificates was established at twice the official rate of exchange, that is, 1.99 times for the buying rate and two times for the selling rate. As far as the dollar rates are concerned, this resulted in a buying rate or export rate of 3.79 (the official buying rate) plus 50 per cent of 1.99 times 3.79, which equals 7.56 Indonesian

guilders per dollar (or 13.23 dollar cents per Indonesian guilder). The selling rate, or import rate, of the dollar was correspondingly fixed at 3.81 (the official selling rate) plus 2 times 3.81, which equals 11.43 Indonesian guilders per dollar (or 8.74 dollar cents per Indonesian guilder).

The initial price of certificates has been established as twice the official rate of exchange. The fund obtains a profit on the transactions, which is equal to half the exchange rate of the certificates. It is intended that this profit be used by the government to combat inflation.

#### **Further Steps Taken to Decrease Funds in Circulation**

Subsequent to the issue of the foregoing regulation, two further steps were taken by the government to decrease funds in circulation in the country. The first was an ordinance to the effect that all paper Indonesian guilders in circulation will lose half their value as legal tender. All banks and pay offices in the country were closed until March 22. After that they will exchange old money for the new bank notes at one-half the face value until April 16. The government instructions literally require paper money over five guilders in value to be cut in half. The left-hand half of the bill will be valid as currency at half the face value until April 9, after which it must be exchanged for new currency. At the same time, it was announced that the right-hand half of the bill can be turned in for government bonds, again at half the face value, on a date in the future to be specified later.

The second action was an instruction to banks requiring them to transfer 50 per cent of every bank account over 1,000 guilders to a special account as a loan to the government, reckoning the amount at half the face value. The funds so requisitioned will bear interest at 3 per cent.

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#### **Brazilian Output of Castorseed Increased**

Rio de Janeiro, March 22, 1950.—(FTS)—Brazil's 1949 castorseed production totalled 198,759 tons valued at 305.7 million cruzeiros as against 231,147 tons and 348.6 million cruzeiros in 1948. Largest producing states were Bahia (49,961 tons), São Paulo (47,983 tons) and Ceará (37,882 tons).

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#### **Production of Canadian Leading Minerals Higher Last Year**

Production of 11 of Canada's 16 leading minerals was increased in 1949 over the preceding year, asbestos, gypsum, lead, lime, and nickel showing declines. In December, production was lower than a year earlier for clay products, coal, gypsum, lime, nickel and salt.

According to preliminary figures, output for the year by items, was as follows, totals for 1948 being in brackets: asbestos, 573,668 (716,769) tons; cement, 15,916,564 (14,127,123) barrels; clay products, \$17,669,815 (\$17,234,475); coal, 19,109,747 (18,449,689) tons; copper, 525,983,025 (481,463,966) pounds; gold, 4,112,626 (3,529,608) fine ounces; iron ore, 3,774,525 (1,337,244) tons; lead, 320,984,062 pounds (334,501,917); lime, 1,019,110 (1,050,427) tons; natural gas, 62,089,307 (58,603,269) M cubic feet; nickel 252,168,484 (263,479,163) pounds; petroleum, 21,487,130 (12,368,042) barrels; salt, 749,727 (741,261) tons; silver, 17,377,194 (16,109,982) fine ounces; zinc, 581,382,544 (468,327,036) pounds; gypsum, 2,994,797 (3,216,809) tons.



## Canadian Exhibit at Mil

Canadian produce for Italian production—from Canada the material to work, from Italy the tradition of skill—is the theme of Canada's exhibit at the Milan International Trade Fair, which opens on April 12. Two-way trade between the two countries is featured by two revolving columns, consisting of open packing cases, at the approach to the display. In one tier are contained commodities imported by Canada from Italy, such as lemons, nuts, artificial silk, musical instruments, hats, broom corn, olive oil, cheese and fibres. In the other tier are sample products exported by Canada to Italy, such as wheat, salt cod, aluminum, rubber, flaxseed, hides and skins, canned salmon, milk powder, synthetic resins, vegetable oils, flour, drugs and chemicals, sulphite pulp and asbestos.

### Canadian Exports to Italy, 1949 (In Thousands of Dollars)

Total .....	\$12,567	Milk powder .....	387
Wheat .....	3,707	Synthetic resins .....	305
Salt cod .....	1,341	Iron and steel bars .....	264
Aluminum .....	985	Vegetable oils .....	263
Rubber .....	616	Purebred cattle .....	209
Ships .....	550	Flour .....	190
Flaxseed .....	469	Drugs and chemicals .....	189
Hides and skins .....	432	Sulphite pulp .....	187
Canned salmon .....	416	Asbestos .....	106





## International Trade Fair

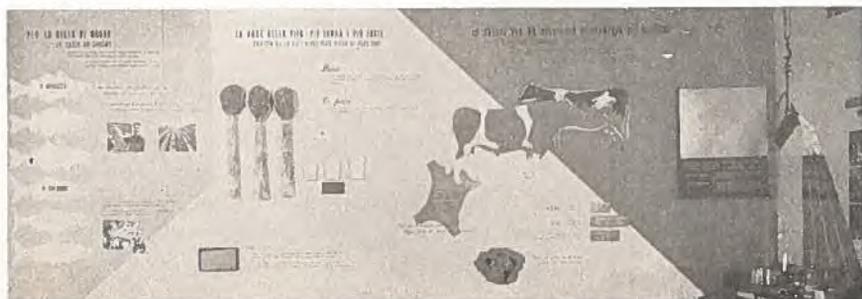
Beyond the columns is a pictorial map of Canada, painted on cedar panels. Other panels in the exhibit describe Canadian products shipped to Italy, such as salted codfish, wheat used for making bread and macaroni, purebred cattle, a number of which have been shipped by air and imported to increase the milk yield of Italian herds.

Canadian raw materials have an important place in Italian industry, and one panel of the display explains some of their uses. Photographs of an Italian automobile illustrate the use of Canadian specialty steel for the manufacture of tools needed to machine various parts of the car. Aluminum, in the form of plate, sheets and foil, household products, wire and cable, is also displayed on panels.

### Canadian Imports from Italy, 1949

(In Thousands of Dollars)

Total .....	\$ 9,048	Hats, hoods and shapes ..	301
Lemons, fresh .....	1,420	Broom corn .....	261
Nuts .....	893	Clay and manufactures ..	226
Cherries, in brine .....	704	Machinery .....	200
Wool and manufactures ..	561	Automobiles and parts ..	195
Artificial silk .....	436	Tobacco accessories .....	194
Cotton and manufactures.	427	Olive oil, edible .....	168
Musical instruments ....	419	Cheese .....	160
Silk and manufactures ...	376	Fibres and textiles .....	158



# France Unable to Balance Trade But Position Better Last Year

*Percentage of imports over exports reduced to approximately 18—Greatest increase in exports was towards French Overseas Territories — Balance with foreign countries is still seriously one-sided—Serious consequences for Canada reflected in unbalance, as purchases will be mainly restricted to ECA goods.*

By J. P. Manion, Commercial Secretary for Canada

(Editor's Note—This is the second in a series of five articles on economic conditions in France during the past year. Mr. Manion is at present making a tour of Canada.)

PARIS, February 20, 1950.—Although France was unable to establish a balance in her foreign trade during the past year, the situation was more favourable than in 1948. Imports amounted to 672,673 million francs in 1948, whereas exports were valued at only 434,047 million francs. That is to say, imports were slightly over 50 per cent higher than the total value of the exports. In 1949, however, although imports had increased to 921,794 million francs, the value of the exports had risen to 782,022 million francs. Thus, there was a difference of only about 140,000 millions, and the percentage of imports over exports was reduced to approximately 18.

This record would be most striking if it were not for the fact that the greatest increase in exports was towards French Overseas Territories, and that the balance with foreign countries is still seriously one-sided. While imports and exports between France and her overseas territories were almost balanced in 1948, at about 190,000 million francs each way, imports had only increased to 239,000 millions in 1949, while exports had gone up to 326,000 millions. While this was a striking favourable balance, it reduced the improvement in relation to other countries. In 1948, French imports from foreign countries totalled 482,000 million francs, and thus stood at 100 per cent higher than her exports of 241,000 millions.

## Situation Improved Last Year

In 1949 this situation had greatly improved, imports standing at 682,000 million francs and exports at 456,000 million francs, showing that imports are still 50 per cent higher than exports. This reduction by half in its unfavourable balance is naturally encouraging, but it does not yet go a long way towards solving the payments difficulties with which France has been beset.

Figures are not yet available broken down by currency areas, but a few yardsticks are available for the first eleven months of the year. Thus it is stated that for this period, only 14·5 per cent of imports from the dollar area were covered by exports to that area; 49·5 per cent of imports from the sterling area were covered by exports to that area; and 121 per cent of imports from other monetary areas were covered by exports to those areas.

During the same period, imports from the United States totalled 140,600 million francs, or 18 per cent of French imports from all sources during the period, while exports to the United States totalled only 13,700 million francs, or less than 10 per cent of imports during the period.

### Purchases from Canada Affected by Serious Unbalance

The heavy unbalance reflected in these figures has serious consequences for Canada, since it gives little hope that France will be able to buy outside of ECA more than the most trivial amount of goods from the dollar area.

### Value of French Foreign Trade

	1948			1949		
	Foreign	*O.T's	Total	Foreign	*O.T's	Total
Millions of Francs						
<b>IMPORTS</b>						
Fuel and energy .....	119,795	250	120,045	183,930	298	184,228
Raw materials:						
For industry .....	204,407	40,818	245,225	292,964	55,749	348,713
For agriculture .....	13,627	5,530	18,157	13,709	3,006	16,715
Equipment goods .....	53,206	646	53,852	76,015	655	76,670
Foodstuffs .....	71,413	140,178	211,591	90,340	176,980	267,320
Other consumer goods .....	19,792	3,001	22,793	25,492	2,656	28,148
<b>Total</b> .....	<b>482,240</b>	<b>190,433</b>	<b>672,673</b>	<b>682,450</b>	<b>239,344</b>	<b>921,794</b>
<b>EXPORTS</b>						
Fuel and energy .....	20,664	2,851	23,515	40,360	7,808	48,168
Raw materials:						
For industry .....	96,458	41,232	137,690	189,900	65,275	255,175
For agriculture .....	9,154	4,602	13,756	20,927	4,620	25,547
Equipment goods .....	24,765	35,705	60,470	47,169	61,713	108,882
Foodstuffs .....	25,704	25,003	50,707	51,289	47,329	98,618
Other consumer goods .....	64,667	83,232	147,899	106,221	139,411	245,632
<b>Total</b> .....	<b>241,412</b>	<b>192,635</b>	<b>434,047</b>	<b>455,866</b>	<b>326,156</b>	<b>782,022</b>

\* French Overseas Territories.

At a time of fluctuating exchange rate, value figures are not of primary importance except for balance-of-payments calculations and large-scale comparisons. In this connection, one of the striking features of the above table is that France is regularly importing double the value of foodstuffs from her overseas territories than from all foreign countries together. While such statistics are not yet available, it seems likely that, among foreign countries, the balance of purchases is increasingly in favour of Western European countries, the sterling area, and South American countries (on a bilateral basis) to the detriment of the dollar area.

### Volume of French Foreign Trade

	1948	1949	Remarks
	In '000 metric tons		
<b>IMPORTS</b>			
Fuel and energy .....	25,710	31,004	Coal and petroleum
Raw materials:			
For industry .....	9,907	8,876	
For agriculture .....	944	754	Includes fertilizers
Equipment goods .....	639	442	
Foodstuffs .....	4,853	4,919	
Other consumer goods .....	72	78	
<b>Total</b> .....	<b>42,126</b>	<b>46,072</b>	
<b>EXPORTS</b>			
Fuel and energy .....	4,967	8,238	
Raw materials:			
For industry .....	11,214	14,347	Includes iron ore
For agriculture .....	1,087	1,884	Includes fertilizers
Equipment goods .....	387	618	
Foodstuffs .....	647	1,399	
Other consumer goods .....	365	477	
<b>Total</b> .....	<b>18,668</b>	<b>26,963</b>	

It will be observed that the total tonnage of French exports has gone up by almost 50 per cent, while the tonnage of imported goods has increased by less than 10 per cent. It is not known to what extent imports and exports have come from, or gone to, foreign countries as against overseas territories.

#### French Foreign Trade by Monetary Zones

	1948		1949	
	Imports	Exports	Imports	Exports
(In millions of dollars)				
Dollar area .....	753.2	103.6	737.7	100.8
Sterling area .....	543.1	194.1	693.9	328.6
Other currencies .....	1,058.8	796.0	993.1	1,145.0
Total .....	2,355.1	1,093.7	2,424.7	1,574.4

#### Principal Customers and Suppliers of France

	(In millions of dollars)			
	Imports	Exports	Imports	Exports
United States .....	540.7	62.6	572.0	54.0
Germany .....	176.9	105.7	243.0	135.6
Australia .....	155.0	8.4	144.0	18.0
Belgium .....	129.8	150.7	112.2	156.6
United Kingdom .....	100.5	151.5	115.8	242.4
Netherlands .....	92.4	79.2	86.9	126.0
Argentina .....	88.3	28.4	40.0	112.2
Switzerland .....	68.8	98.7	53.4	94.8

## Serious Declines Experienced by Portuguese Sardine Fisheries

*Ungoverned wholesale fishing of coastal waters is main reason—Recorded catch has declined from 133,551 tons in 1943 to 28,477 tons for eleven months in 1949—Only market for imported fish is for dried salt cod, substantial purchases being made from Newfoundland—Future market for Canadian fish obscure.*

By L. S. Glass, Canadian Government Trade Commissioner

**L**ISBON, March 17, 1950.—Portugal depends largely on returns from its sardine fisheries, which have suffered serious declines in the last few years. This is attributed mainly to the ungoverned wholesale fishing of Portuguese coastal waters, no apparent effort having been made to regulate the catch or to provide for rest periods in certain areas. The recorded catch in 1946 amounted to 107,590 tons, compared with 109,458 tons in 1945, with 129,033 tons in 1944 and 133,551 tons in 1943; a steady decline being indicated. The corresponding total for 1948 was only 38,570 tons, and this low figure suffered a further reverse in 1949, the total take for eleven months being only 28,477 tons.

Efforts are being made by the coast guards to ensure that any infractions of the laws governing fishing are followed by severe punishments. Some experts consider it is too late to intervene, as the damage has already been done by unrestricted fishing, which has produced amounts so far beyond human consumption that thousands of tons of fish have been used as fertilizer.

The only market for imported fish in Portugal is for dried salt cod. For hake, pollack and cusk there is no market, as these fish are definitely not appreciated by the Portuguese. During 1949, an attempt was made

to obtain some business for this fish and samples were submitted. No interest was exhibited and the Cod Fish Board and Fishing Importers Association turned the offer down unequivocally.

The import of canned fish is at present prohibited, but even in normal times the consumption is extremely small and almost entirely confined to the relatively small foreign colony and a few of the wealthy Portuguese.

#### **Future for Canadian Cod Fish is Obscure**

The future for Canadian cod fish is at present obscure. Portugal, so far as liking is concerned, prefers Newfoundland cod fish, and would, if exchange conditions permitted, purchase Gaspé fish for the Christmas season. Portugal's dollar position, however, must be borne in mind, and it is the firm decision of Portugal not to purchase dollar fish except as a very last resort. It is quite possible that they would reimpose rationing rather than use dollars for this end.

Despite the fact that Newfoundland has now been incorporated into the Dominion, there are still complaints that, although Portugal purchases considerable quantities of cod fish from Newfoundland, Newfoundland purchases but little cod fish from Portugal.

Portugal acquires cod fish from Norway, Denmark, France and the United Kingdom on the basis of the bilateral trading agreement which exists; for example, the purchases of cod fish from Denmark during the year were paid for with Portuguese cotton goods.

Portugal also anticipates a marked decrease in price, and because of the favourable position of Portugal's stocks, it may be anticipated that they will bargain for the last cent. It may also be anticipated that, if Portugal is required to pay in dollars, the bargaining will be even more strenuous.

Portugal depends to a very large extent for fresh fish supplies on the deep-sea trawlers, of which approximately 100 are registered with the Deep Sea Trawlers Guild. During the year the total take was 25,678 tons, valued at 139,442 contos, mostly in the vicinity of Cabo Branco and Cape Verde, off the northwest coast of Africa. The catch of this type of fish amounted to 267 tons valued at 69 contos off Madeira and 498 tons valued at 248 contos off the Azores.

There would appear to be a tendency for the coarse fish to disappear from Portuguese waters and the movement seems to be towards the south. The actual take of coarse fish has increased over the past ten years, mainly due to a 56 per cent increase in the tonnage of the fleet which, however, does not compare with the increase of the catch.

Of tuna and similar fish such as albacore and bonito, 1,670 tons valued at 17,265 contos were taken during the 1949 season of May and June, and July and August. The catch for 1949 was somewhat better than in 1948 when the total value was 14,173 contos. It does not, however, compare with 1946 when the value was 26,569 contos. There is also tuna fishing off Madeira and the Azores, where 868 tons valued at 3,389 contos were taken.

Because of special rates of exchange fixed by the Spanish Government on exports of canned fish, Portugal found herself in a difficult position to meet Spanish competition. The Luso-Spanish Commercial Agreement provided for a revision of these rates in order that the products of the two countries would be more competitive with the world markets. Portugal undertook certain steps to permit lowering of the price of preserved fish by reducing the price of peanut oil by three escudos per kilo, and one escudo per kilo of other products required by the industry.

At the same time as a protective measure for the fishermen, certain restrictions were imposed, particularly, as regards the catch in the north of the country. There, 30 per cent of the daily catch must be turned over to the packing industry at a fixed price of 172 escudos for every two cabazes (one cabaz contains approximately 400 sardines). The remaining fish are disposed of at public sale, and it may be purchased by the packers at a minimum price of 120 escudos for each two cabazes.

Portugal is looking towards considerable competition from French markets, in fact, the competition has already been felt. The number of vessels engaged in fishing from Morocco are reported to have increased from 200 ships in 1948 to 290 in 1949. In 1948 the catch was 44,000 tons, and it is expected that the 1949 catch will be in the neighbourhood of 75,000 tons, which would produce something like 1.75 million tons, of which the United Kingdom will probably take 500,000 tons.

### Exports of Fish from Portugal

(January to November, 1949)

	Kilos
<b>Sardines in Oil—</b>	
Great Britain .....	2,670,436
France .....	2,651,441
Italy .....	2,597,427
Belgium-Luxembourg .....	2,441,428
United States .....	996,786
British West Africa .....	731,084
Germany .....	629,723
Switzerland .....	588,145
<b>Sardines in Brine, Tuna in Oil—</b>	
Italy .....	1,177,834
Switzerland .....	171,169
Great Britain .....	156,093
United States .....	77,621
<b>Tuna in Brine, Horse Mackerel in Oil—</b>	
Belgium and Luxembourg .....	319,423
Italy .....	84,417
British West Africa .....	33,234
<b>Stickleback in Oil—</b>	
Great Britain .....	584,911
British West Africa .....	63,040
Italy .....	26,981
<b>Anchovies in Oil—</b>	
United States .....	434,365
Switzerland .....	22,238
Belgium-Luxembourg .....	20,661
<b>Fillets of Anchovy—</b>	
United States .....	1,558,907
Canada .....	61,287
Belgium-Luxembourg .....	57,850
Italy .....	54,702
<b>Unspecified Canned Fish—</b>	
Cuba .....	99,193
United States of America .....	48,996
Mexico .....	17,304
<b>Fish Oils—</b>	
Sperm-whale and whale .....	1,108,026
Sardine .....	1,358,926
Other Maritime animals .....	100
Germany .....	1,496,635
France .....	695,216
Holland .....	150,054

Details concerning the results of the Portuguese fleet have not yet been made available. It is believed, however, that the catch of cod was normally good, since stocks on hand in Portugal, made up of imported fish and the Portuguese catch, are considered to be sufficient to last through June, 1950, and possibly to August.

Forty-six deep line ships put out in 1949 and 17 trawlers made two trips, the last returning late in November. Two small auxiliary motor trawlers, the oldest of the Portuguese fleet, were lost at sea.

The following are the imports of cod from various countries during the year, which amounted to 21,733 tons, valued at 204,138 contos. It should be noted that the figure for France comprises only wet salt fish for local curing.

**Portuguese Imports of Cod in 1949**

	Kilos
CANADA (Newfoundland) .....	3,562,504
Denmark .....	4,054,648
France .....	2,526,430
Greenland .....	549,256
England .....	139,098
Iceland .....	3,252,297
Norway .....	7,648,636

During the twelve months' period, January to December, 47,077 tons of dried salt cod were delivered to the retail market in Portugal.

## Festival of Britain Next Year to Illustrate British Contributions to Civilization

*Many organizations will be holding special sessions or presenting displays to contribute to festival theme in their own fields from May to September, 1951—South Bank Exhibition in London, Travelling Exhibitions, Exhibition of Science in South Kensington and the Exhibition of Industrial Power at Glasgow are official projects.*

By A. E. Bryan, Commercial Counsellor for Canada

**L**ONDON, March 20, 1950.—The Festival of Britain, to be held from May to September, 1951, will tell a series of stories illustrating British contributions to civilization. Many organizations will be holding special sessions or presenting displays to contribute to the festival theme in their own chosen fields, and there will be four official projects: the South Bank Exhibition, London; the Travelling Exhibitions; the Exhibition of Science, South Kensington; and the Exhibition of Industrial Power, Glasgow.

The South Bank Exhibition will show how British achievements have resulted from a combination of two forces, the initiative of the people and the resources of their land. No section will be devoted to any one science or industry as such, but achievement in each will be depicted in relation to the main theme. Between the two sections dealing with "The Land" and "The People", there will be the great "Dome of Discovery", illustrating the extension of man's knowledge of the earth's land and sea, the atmosphere, and the cosmic space beyond.

Exploration in its most obvious form, the voyages of Cook, for example, will be displayed in the Dome, but only as one aspect of the way in which the urge of discovery has prompted the British people. The theme will be developed that British initiative in exploration continues today with all its old force, but with the far more effective tools and methods provided by the discoveries made in the field of pure science. One instance, in which the old astronomy of Newton is aided by the new astronomy using radio as its tool, will be demonstrated by the radar telescope, which is capable of receiving echoes from the moon.

### **Exhibition Ship Will Visit Principal Ports**

A wartime escort carrier is being fitted out as an exhibition ship to visit the principal ports of the United Kingdom during the period of the festival. The story told by the seaborne display will be the same as on the

South Bank, but because of the reduced space the method of presentation will be very different, and much ingenuity is being used to ensure that the full impact of the story is preserved. A land travelling exhibition will fulfil the same purpose for the leading inland cities.

In South Kensington, the main emphasis will be on recent advances in unravelling the structure of matter and in explaining the mechanism of life itself. Entry to the exhibition will be through a series of chambers in which ordinary objects are successively magnified until the spectator comes to a point where he is shown the inner structure of the nucleus of the atom, with its surrounding electrons.

New working models of the apparatus used by British pioneers in atomic research will demonstrate the methods by which they worked. These displays will lead up to an exhibit devoted to the splitting of the atom and an explanation of how combinations of different atoms produce minerals, metals and the organic compounds which form the substance of plants and animals.

The Glasgow Exhibition will concentrate on heavy engineering and its associated technologies, and will show how the power hidden in mines and rivers has been harnessed to serve the daily needs of the people. The theme will be developed through two main sequences: the power of coal, covering mining, iron and steel, the generation and transmission of electric power; railways and shipbuilding; and the power of water, dealing with hydro-electricity, civil engineering and irrigation. The final section of the exhibition will deal with the source of power of the future—nuclear energy.

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#### **Continuity of Employment Assured for Belfast Shipyards**

Belfast, March 10, 1950.—(FTS)—An agreement has been reached between Harland and Wolff Limited, shipbuilders, Belfast, and the Cooper-Bessemer Corporation of America, under which the Belfast firm will manufacture Cooper-Bessemer specialties for the whole sterling area. The Cooper-Bessemer Corporation makes diesel engines and air compressors required in the oil fields of the Middle East, and for special industries in which compressed air is essential.

Coming at a time when the shipbuilding and engineering firms in the United Kingdom are facing problems of obtaining new orders and the redundancy of shipyard workers, this is an important development, and means that many men who would otherwise have had to be paid off will be retained in the Belfast yards.

Harland and Wolff Limited are also engaged on extensive contracts for structural steel work, including that for the new Courtauld rayon factory at Carrickfergus, Co. Antrim. Under an agreement with the English Electrical Company they are also making machinery for Scottish hydro-electric schemes.

In February it was announced that an order for two passenger-cargo liners of about 17,000 tons each had been placed with Harland and Wolff Limited by the Union Castle Mail Steamship Company. These vessels will be of ultra-modern design and will be of about the same size as the *Bloemfontein Castle* (17,800 tons) which is now nearing completion. The order will provide work for all classes of trades in the shipbuilding and engineering industry.

The first launch of 1950 from the Belfast yard took place on March 6 and was that of the twin-screw refrigerated cargo ship *Suevic* (13,000 tons) for the Shaw Savill & Albion Company.

Mr. Souley

Deaupre is very annoyed about this and says this kind of an article will not appear again.

## Sterling Liabilities of Great Britain Materially Reduced in Past Year

*Reduction amounted to £467 millions, making the total £3,233 millions last June—Balances held by impoverished Eastern countries and sterling held by European countries have given most trouble to British authorities—Standing of sterling depends on the ability of the sterling area to close the dollar gap.*

By A. E. Bryan, Commercial Counsellor for Canada

LONDON, March 22, 1950.—Sterling liabilities of Great Britain, which reached a postwar peak of £3,700 millions towards the end of 1946, have declined by £467 millions to a total of £3,233 millions last June. It is estimated that the sterling debts dropped by a further £75 millions during the last half of the year, bringing the aggregate contraction in three years to £550 millions, or some 15 per cent. Examination of the breakdown of the balances shows that, of the £467 millions, a total of £274 millions represents a net decline in the sterling holdings of the non-sterling countries and only £193 millions in the sterling holdings of countries in the sterling area.

More recently, the bulk of the net contraction in sterling holdings has undoubtedly concerned the balances of countries inside the sterling area. Thus, it would probably not be far wrong to say that, of the £550 millions fall in the three years to the end of 1949, about half was attributable to non-sterling countries and half to countries inside the sterling family.

However, before any false conclusions are drawn from the results achieved during the past few years, it should be pointed out that a substantial part of the net contraction between 1946 and 1949 is accounted for by the liquidation of British overseas assets and similar operations. This applies particularly to the repayments of sterling balances by non-sterling area countries like Argentina and Brazil.

A portion of the post-1946 decline in the balances of sterling-area countries is also accounted for by transactions of a capital nature. For instance, the settlement with India of commitments arising from the end of British rule entailed a net payment to this country of some £50 millions. But the bulk of the net repayment to sterling-area countries undoubtedly is the result of current account operations. It has, in other words, entailed a considerable flow of unrequited exports to those countries.

### Drop in Sterling Balances Welcome Development

The sharp drop in the total of the sterling balances since the close of the war is a welcome development. But obviously the pace maintained over the past few years cannot be maintained in the period ahead. The problem cannot be reduced to manageable proportions by the normal process of repayment. A better hope of relief, without resort to unilateral action by the British authorities, lies in the redistribution of the debt as between the various creditor countries.

However, developments in the postwar period, and still more in the post-devaluation period, have not been too discouraging. Two types of sterling balances have given most trouble to the British authorities. The first consists of balances held by impoverished Eastern countries, which

are anxious to obtain the use of these reserves to finance external payments deficits and the importation of machinery and other goods needed for their capital development programs. The second is the sterling held by European countries, which are apt to show great anxiety to unload their holdings whenever world confidence in the stability of the pound is on the decline.

The sterling balances of the first group of countries have fortunately shown a very considerable drop since the end of 1946, a much greater decline than might be suggested by consideration of the net change in the total of the sterling balances during this period. This is because substantial quantities of the sterling previously held by these countries has moved into other hands. Thus, the combined sterling holdings in India and Pakistan shortly after the close of the war were in the region of £1,300 millions. At the present time they are believed to be in the neighbourhood of £700 millions. On the other hand, over the same period, Australia's holding of sterling has risen from a little over £200 millions to well over £300 millions.

#### **European Holdings of Sterling Declined**

European countries ran down their holdings of sterling during the sterling convertibility phase in 1947. They were greatly reinforced during 1949 as a result of switches of sterling-area imports from dollar to non-dollar sources. But they have shown a falling tendency during the past few months, owing mainly to increased purchases of sterling-area goods by European countries following devaluation.

Italy's holding of sterling has shrunk from some £70 millions to about £55 millions; the Dutch holding of sterling has been reduced close to zero; Swiss balances are down from £15 millions to about £11 millions, and similar declines have been recorded in the case of most other European countries.

The drop in the sterling holdings of those countries which have been most disposed to press for repayment should be of great assistance to the British authorities in managing the sterling debts problem in the future. Many of these holdings are, in any case, now fast approaching the point where it will be necessary to think in terms of conserving what is left for working balances or currency reserves. This may make a big contribution to the solution of the problem of the sterling balances on the unrequited exports side.

What it will leave largely unsolved is the problem of the sterling balances as an obstacle to the restoration of full confidence in sterling and the ultimate return to convertibility. The existence of a large quantity of sterling which can be utilized at any time for current payments purposes (only about one-half of the existing total of the balances has been formally immobilized) must obviously tend to perpetuate uneasiness for sterling. It would certainly render any attempt to make the pound convertible highly dangerous.

#### **Position of the Pound Sterling Outlined**

One of the most frequent questions asked by visitors from Canada is "What is going to happen to the pound?", and "Is there any likelihood of further devaluation?". In considering this problem, it must be recognized in the first place that the pound is still overshadowed by the size of the sterling balances. In the short run its position is strengthened by the reduction in the rate of release; but in the long run nothing can pro-

vide a substitute for funding. As long as the United Kingdom has liabilities in sterling of the order of £3,000 millions, and assets in dollars of the order of £600 millions, the pound must remain liable to pressure.

Secondly, because the dollar reserve is so low, the stability of the pound is constantly threatened by the possibility of an American recession. Thirdly, though the rate of release is being reduced, it is still certainly much too large. There is still not sufficient incentive to seek the dollar market, and no dis-incentive to turn manufacturers away from the sterling markets. Fourthly, the gain in Britain's dollar reserve that has taken place, in so far as the gain is due to permanent causes, has been the result partly of import cuts and partly of the high prices and the high sales of sterling-area commodities. It is extremely unlikely that these will be further expanded. Already high prices of British textiles, etc., have in many cases touched the point at which a transfer from natural to synthetic commodities takes place. Finally, and as a consequence of this fourth factor, it is clear that, if there is to be any further substantial improvement in dollar earnings, it must come from manufactured exports from this country. There is little sign yet that, in spite of devaluation, these earnings can expand on such a scale as to close the remainder of the dollar gap. So far, the United Kingdom has not even been able to earn as many dollars as at the beginning of last year.

Isolation of the forces, in fact, points the way to the answer to this question. In the final analysis the standing of sterling depends on the ability of the sterling area to close the dollar gap. The ability of the sterling area to close the dollar gap depends to a large extent on the United Kingdom's success in expanding her dollar exports. This, in its turn, involves an expansion and a redirection of production, carried out without an increase in costs.

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#### **United States Milkpowder to be Used for Netherland Cattle**

The Hague, March 13, 1950.—(FTS)—The Netherlands Government has secured an option on a quantity of American skimmed milkpowder, declared as unfit for human consumption. A trial shipment of 25 tons is being obtained in order to test the suitability of this product for cattle protein supplement. If this trial shipment is satisfactory, it is stated that the whole quantity will be secured with ECA funds.

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#### **Canadian Hardwood Flooring Products Increased in Value**

Gross value of hardwood flooring industry products in 1948 was \$11,818,000 as compared with \$10,182,000 in the preceding year, an increase of 16 per cent. Twenty-five establishments were in operation during the year, employing 1,536 workers earning \$2,824,000 in salaries and wages, as against 23 plants with 1,466 employees receiving \$2,186,000 in 1947. The value added by manufacture totalled \$5,470,000 as compared with \$4,225,000 in 1947, an advance of 29 per cent.

Total quantity of hardwood flooring produced by the industry amounted to 56,640 M. feet board measure compared with 47,296 in 1947. Birch accounted for 35,967 M. feet board measure of the year's output compared with 20,171 M. in 1947, beech 1,165 M. compared with 4,188, maple 10,508 M. compared with 10,981, white oak, plain cut 1,067 M. compared with 3,144, red oak, plain cut 7,288 M. compared with 7,096, and other hardwoods 645 M. compared with 1,716.

# Monthly Summary of Foreign Trade

## Canadian Exports (Excluding Gold)

Months	Average 1935-39	1938	1945	1946	1947	1948	1949	1950
(Millions of Dollars)								
January.....	62.8	70.3	230.5	189.1	208.6	235.4	237.0	221.2
February.....	57.4	59.6	236.4	153.1	179.5	208.3	205.0	199.5
March.....	71.1	73.3	301.2	178.4	209.0	228.4	216.8	.....
April.....	48.5	50.9	312.3	178.5	190.9	212.3	237.8	.....
May.....	75.6	67.0	315.2	197.0	267.8	282.3	272.9	.....
June.....	73.3	66.0	322.8	166.7	272.7	233.5	255.1	.....
July.....	74.4	66.2	282.7	188.7	236.6	250.9	241.3	.....
August.....	77.1	69.1	295.0	242.7	221.3	224.1	251.7	.....
September.....	76.8	72.2	220.8	169.8	218.6	283.0	228.4	.....
October.....	91.3	88.2	227.9	204.2	250.8	307.0	269.1	.....
November.....	95.0	86.0	238.7	232.2	253.1	293.9	292.3	.....
December.....	81.3	68.9	234.8	211.9	266.2	316.4	285.5	.....
Total.....	884.5	837.6	3,218.3	2,312.2	2,774.9	3,075.4	2,993.0	420.6

## Canadian Imports (Excluding Gold)

Months	Average 1935-39	1938	1945	1946	1947	1948	1949	1950
(Millions of Dollars)								
January.....	44.6	49.7	129.7	140.3	173.8	206.1	223.8	211.9
February.....	42.9	47.0	112.4	117.0	177.1	182.2	206.0	200.2
March.....	59.1	65.1	132.5	139.9	208.9	197.1	235.9	.....
April.....	45.3	48.9	133.8	160.8	225.6	226.7	242.7	.....
May.....	66.1	67.1	143.8	164.2	240.3	225.1	250.5	.....
June.....	60.5	58.9	146.5	157.7	231.1	233.0	250.5	.....
July.....	57.6	55.8	138.7	161.6	226.8	225.1	230.9	.....
August.....	57.9	57.0	128.1	163.2	204.6	206.5	212.1	.....
September.....	59.6	56.4	122.3	156.1	208.1	221.7	221.6	.....
October.....	68.6	63.9	134.4	186.4	254.5	243.4	234.3	.....
November.....	70.1	63.3	142.4	198.2	229.1	238.2	239.6	.....
December.....	52.2	44.3	121.2	181.9	194.2	232.0	213.4	.....
Total.....	684.6	677.5	1,585.8	1,927.3	2,573.9	2,636.9	2,761.2	412.1

## Balance of Trade with all Countries (Excluding Gold)

Months	Average 1935-39	1938	1945	1946	1947	1948	1949	1950
(Millions of Dollars)								
January.....	+ 19.0	+ 21.8	+ 104.2	+ 51.0	+ 36.7	+ 33.0	+ 15.2	+ 11.8
February.....	+ 13.0	+ 13.5	+ 128.0	+ 37.7	+ 4.7	+ 28.1	+ 1.2	+ 1.4
March.....	+ 15.3	+ 9.2	+ 174.5	+ 40.0	+ 3.0	+ 33.9	+ 16.9	.....
April.....	+ 4.0	+ 2.6	+ 184.3	+ 19.5	+ 32.2	+ 11.6	+ 2.4	.....
May.....	+ 10.6	+ 0.8	+ 174.9	+ 34.6	+ 30.9	+ 62.4	+ 25.1	.....
June.....	+ 13.8	+ 7.9	+ 180.7	+ 11.1	+ 45.3	+ 3.0	+ 6.9	.....
July.....	+ 17.9	+ 11.4	+ 147.4	+ 29.6	+ 12.8	+ 28.4	+ 12.8	.....
August.....	+ 20.3	+ 12.9	+ 172.5	+ 82.8	+ 20.3	+ 20.0	+ 41.9	.....
September.....	+ 18.3	+ 16.7	+ 102.7	+ 15.8	+ 13.4	+ 64.4	+ 9.4	.....
October.....	+ 23.8	+ 25.3	+ 98.5	+ 20.2	+ 0.8	+ 66.0	+ 37.4	.....
November.....	+ 26.2	+ 23.5	+ 98.8	+ 37.0	+ 26.9	+ 58.2	+ 55.9	.....
December.....	+ 30.3	+ 25.6	+ 115.2	+ 32.4	+ 76.7	+ 87.3	+ 74.9	.....
Total.....	+ 212.5	+ 171.2	+ 1,681.6	+ 411.9	+ 237.8	+ 473.1	+ 261.2	+ 13.2

NOTE.—Throughout this bulletin, totals represent unrounded figures, hence may vary slightly from rounded amounts. The value of "Foreign Exports" is not included under the tabular heading "Canadian Exports", for which reason figures showing the balance of trade do not represent the difference between those for exports and imports.

The foreign trade of Newfoundland is included as from April 1, 1949.

**Canadian Exports to the United Kingdom (Excluding Gold)**

Months	Average 1935-39	1938	1945	1946	1947	1948	1949	1950
(Millions of Dollars)								
January.....	25.5	33.6	83.2	51.1	50.5	64.9	55.8	48.6
February.....	23.6	27.3	67.5	37.9	44.9	51.7	44.1	30.4
March.....	26.4	27.8	108.8	50.5	47.6	59.2	39.5	.....
April.....	16.4	18.8	109.1	41.0	43.1	44.4	63.0	.....
May.....	30.5	27.9	115.6	54.9	90.5	85.1	72.4	.....
June.....	28.9	25.6	94.6	30.6	76.2	54.2	60.7	.....
July.....	30.5	25.8	83.9	40.4	69.4	56.3	70.6	.....
August.....	31.3	26.7	66.6	71.9	66.0	52.5	62.9	.....
September.....	30.8	28.9	58.8	54.3	54.5	47.9	56.9	.....
October.....	38.4	36.0	56.3	47.7	66.8	65.6	72.3	.....
November.....	41.4	35.8	52.4	57.9	69.3	56.7	56.8	.....
December.....	30.0	25.5	66.4	59.4	72.5	48.5	49.9	.....
Total.....	353.6	339.7	963.2	597.5	751.2	686.9	705.0	79.0

**Canadian Imports from the United Kingdom (Excluding Gold)**

Months	Average 1935-39	1938	1945	1946	1947	1948	1949	1950
(Millions of Dollars)								
January.....	8.0	8.9	9.4	20.1	14.3	21.6	25.4	26.1
February.....	8.1	8.8	6.7	13.0	10.5	17.9	22.9	25.4
March.....	10.9	11.5	9.3	14.4	13.8	21.6	28.3	.....
April.....	8.4	9.2	12.0	21.2	12.7	24.6	30.1	.....
May.....	12.7	11.9	15.2	18.8	15.2	27.4	29.5	.....
June.....	10.8	9.2	13.8	23.4	18.1	26.0	27.0	.....
July.....	11.3	9.7	12.0	21.9	17.7	29.4	29.4	.....
August.....	11.4	10.4	10.7	14.5	15.1	24.7	26.2	.....
September.....	10.5	10.0	9.6	12.0	15.6	24.1	21.9	.....
October.....	11.0	11.6	12.1	15.6	18.3	29.3	19.4	.....
November.....	13.0	11.0	14.8	14.9	17.8	28.3	26.5	.....
December.....	8.0	7.0	14.9	11.7	20.3	24.6	20.8	.....
Total.....	124.0	119.3	140.5	201.4	189.4	299.5	307.4	51.5

**Balance of Trade with the United Kingdom (Excluding Gold)**

Months	Average 1935-39	1938	1945	1946	1947	1948	1949	1950
(Millions of Dollars)								
January.....	+ 17.7 +	+ 24.8 +	+ 74.5 +	+ 31.2 +	+ 36.3 +	+ 43.4 +	+ 30.5 +	+ 22.8
February.....	+ 14.6 +	+ 18.7 +	+ 61.4 +	+ 24.9 +	+ 34.5 +	+ 33.9 +	+ 21.4 +	+ 5.3
March.....	+ 15.6 +	+ 16.4 +	+ 101.5 +	+ 36.2 +	+ 33.9 +	+ 37.7 +	+ 11.3	.....
April.....	+ 9.1 +	+ 9.6 +	+ 98.9 +	+ 19.8 +	+ 30.4 +	+ 19.8 +	+ 33.4	.....
May.....	+ 17.7 +	+ 16.2 +	+ 101.1 +	+ 36.2 +	+ 75.6 +	+ 57.8 +	+ 43.4	.....
June.....	+ 18.3 +	+ 16.6 +	+ 81.3 +	+ 7.3 +	+ 58.2 +	+ 28.3 +	+ 34.1	.....
July.....	+ 19.4 +	+ 16.3 +	+ 72.2 +	+ 18.6 +	+ 52.0 +	+ 27.1 +	+ 41.7	.....
August.....	+ 20.0 +	+ 16.5 +	+ 56.8 +	+ 57.5 +	+ 51.1 +	+ 27.9 +	+ 31.1	.....
September.....	+ 20.3 +	+ 19.0 +	+ 49.2 +	+ 42.4 +	+ 39.4 +	+ 24.1 +	+ 35.5	.....
October.....	+ 27.5 +	+ 24.6 +	+ 44.8 +	+ 32.1 +	+ 48.7 +	+ 36.5 +	+ 53.4	.....
November.....	+ 28.4 +	+ 24.8 +	+ 37.7 +	+ 43.3 +	+ 51.6 +	+ 28.6 +	+ 30.7	.....
December.....	+ 22.1 +	+ 18.6 +	+ 51.6 +	+ 47.8 +	+ 52.5 +	+ 24.0 +	+ 29.4	.....
Toatal.....	+ 230.8 +	+ 222.1 +	+ 830.9 +	+ 397.4 +	+ 564.3 +	+ 389.1 +	+ 401.8 +	+ 28.0

**Canadian Exports to the United States (Excluding Gold)**

Months	Average 1935-39	1938	1945	1946	1947	1948	1949	1950
(Millions of Dollars)								
January.....	22.1	20.0	84.7	62.3	79.5	105.0	116.0	130.9
February.....	19.7	16.8	91.5	57.6	69.4	94.8	106.7	128.8
March.....	25.9	22.7	103.3	66.5	83.1	112.5	122.4	.....
April.....	20.1	18.0	109.1	71.4	88.3	109.2	110.7	.....
May.....	26.1	20.4	117.2	72.2	79.8	114.7	121.2	.....
June.....	25.1	20.0	112.3	66.5	82.0	109.8	113.9	.....
July.....	25.9	21.0	102.7	74.8	82.1	118.9	104.4	.....
August.....	28.3	25.3	112.6	75.0	81.4	114.0	115.4	.....
September.....	29.4	25.1	84.8	69.6	87.5	162.0	113.7	.....
October.....	33.5	28.0	88.4	99.1	102.4	148.9	148.1	.....
November.....	31.9	28.4	101.2	89.2	92.9	163.3	171.3	.....
December.....	33.3	24.7	88.9	83.9	106.0	147.8	159.8	.....
Total.....	321.3	270.5	1,197.0	887.9	1,034.2	1,501.0	1,503.5	259.7

**Canadian Imports from the United States (Excluding Gold)**

Months	Average 1935-39	1938	1945	1946	1947	1948	1949	1950
(Millions of Dollars)								
January.....	28.7	32.3	101.8	97.4	136.4	150.0	164.8	154.5
February.....	27.9	31.2	92.8	86.0	138.4	136.8	148.8	143.3
March.....	38.0	42.9	104.3	100.1	165.1	138.3	169.0	.....
April.....	29.2	31.4	102.7	114.8	181.6	159.5	177.3	.....
May.....	38.3	40.5	104.8	113.4	184.7	145.0	172.1	.....
June.....	36.4	37.1	110.7	106.6	174.7	154.9	176.9	.....
July.....	33.4	34.1	103.5	112.5	168.9	149.5	160.3	.....
August.....	33.7	35.3	96.8	123.1	155.3	136.1	143.6	.....
September.....	36.2	34.7	89.6	115.8	163.0	152.7	158.0	.....
October.....	42.5	38.5	101.3	140.4	190.4	160.2	167.6	.....
November.....	40.8	37.6	103.3	149.5	174.4	163.4	162.7	.....
December.....	33.6	29.2	89.9	145.6	141.7	159.4	151.0	.....
Total.....	418.7	424.7	1,202.4	1,405.3	1,974.7	1,804.8	1,951.9	297.8

**Balance of Trade with the United States (Excluding Gold)**

Months	Average 1935-39	1938	1945	1946	1947	1948	1949	1950
(Millions of Dollars)								
January.....	- 5.9-	- 11.3-	- 15.0-	- 33.2-	- 55.8-	- 43.2-	- 47.3-	- 21.5
February.....	- 7.5-	- 13.8+	- 1.9-	- 27.1-	- 67.1-	- 40.4-	- 40.6-	- 13.0
March.....	- 10.3-	- 19.5+	- 1.7-	- 32.4-	- 80.2-	- 24.2-	- 44.9	.....
April.....	- 8.4-	- 12.8+	- 10.1-	- 41.9-	- 91.6-	- 48.0-	- 65.1	.....
May.....	- 11.0-	- 19.5+	- 15.0-	- 39.9-	- 102.7-	- 28.7-	- 49.1	.....
June.....	- 10.5-	- 16.5+	- 3.8-	- 38.5-	- 90.5-	- 43.5-	- 61.3	.....
July.....	- 6.6-	- 12.4+	- 1.5-	- 35.9-	- 84.9-	- 28.6-	- 54.2	.....
August.....	- 4.5-	- 9.4+	- 18.2-	- 45.6-	- 71.6-	- 20.3-	- 26.6	.....
September.....	- 5.9-	- 8.9-	- 2.3-	- 44.7-	- 73.8+	- 11.4-	- 42.6	.....
October.....	- 8.0-	- 9.7-	- 9.9-	- 39.4-	- 86.2-	- 9.7-	- 17.8	.....
November.....	- 7.7-	- 8.6-	- 0.1-	- 58.1-	- 79.8+	- 1.5+	- 10.9	.....
December.....	- 0.7-	- 3.7+	- 0.1-	- 60.1-	- 33.9-	- 9.9+	- 10.7	.....
Total.....	- 87.0-	- 146.0+	- 25.0-	- 496.7-	- 918.1-	- 283.6-	- 427.8-	- 34.5

## Canadian Imports, by Areas

Country	February			January—February		
	1938	1948	1949	1938	1948	1949
(Millions of Dollars)						
<b>COMMONWEALTH COUNTRIES</b>						
United Kingdom and Europe.....	8.8	22.9	25.4	17.7	48.3	51.5
America.....	0.4	2.3	1.1	1.2	4.6	2.6
Africa.....	0.1	1.2	1.4	0.5	2.8	2.6
Asia.....	1.4	5.0	7.2	3.3	11.3	13.4
Oceania.....	1.2	3.5	1.5	2.1	4.4	3.5
<b>TOTAL COMMONWEALTH COUNTRIES.....</b>	<b>11.9</b>	<b>35.0</b>	<b>36.6</b>	<b>24.8</b>	<b>71.4</b>	<b>73.5</b>
<b>FOREIGN COUNTRIES</b>						
United States and Possessions.....	31.2	148.9	143.6	63.5	314.0	298.1
Latin America.....	0.6	13.7	10.6	1.4	27.9	22.9
Europe.....	2.7	5.9	5.5	5.4	12.6	10.5
Other Foreign Countries.....	0.6	2.5	3.9	1.5	3.9	7.0
<b>TOTAL FOREIGN COUNTRIES.....</b>	<b>35.1</b>	<b>171.0</b>	<b>163.5</b>	<b>71.9</b>	<b>358.4</b>	<b>338.6</b>
<b>TOTAL IMPORTS FOR CONSUMPTION</b>	<b>47.0</b>	<b>206.0</b>	<b>200.2</b>	<b>96.7</b>	<b>429.8</b>	<b>412.1</b>

## Canadian Imports, by Countries

Country	February			January—February		
	1938	1948	1949	1938	1948	1949
(Thousands of Dollars)						
<b>COMMONWEALTH COUNTRIES</b>						
<b>Europe:</b>						
United Kingdom.....	8,792	22,918	25,371	17,656	48,323	51,509
Ireland.....	1	2	5	1	12	8
Gibraltar.....						
Malta.....						1
<b>TOTAL EUROPE.....</b>	<b>8,793</b>	<b>22,920</b>	<b>25,376</b>	<b>17,657</b>	<b>48,335</b>	<b>51,518</b>
<b>America:</b>						
Newfoundland.....	31	190		189	604	
Bermuda.....	3	3	4	4	6	8
Barbados.....	19	10	106	62	94	187
Jamaica.....	123	695	296	262	1,008	567
Trinidad and Tobago.....	28	293	383	62	567	485
Bahamas.....		82	53		219	157
Leeward and Windward Islands.....	51	7	12	115	13	21
British Honduras.....	3	6		4	141	3
British Guiana.....	137	1,031	222	464	1,918	1,160
Falkland Islands.....						
<b>TOTAL AMERICA.....</b>	<b>395</b>	<b>2,317</b>	<b>1,076</b>	<b>1,162</b>	<b>4,570</b>	<b>2,588</b>
<b>Africa:</b>						
Northern Rhodesia.....		5	7		10	12
Union of South Africa.....	22	305	202	232	464	379
Other British South Africa.....						
Southern Rhodesia.....		2	1		7	3
Gambia.....						
Gold Coast.....	7	382	3	7	845	439
Nigeria.....	2	317		17	896	
Sierra Leone.....				1		
Other British West Africa.....						
Anglo-Egyptian Sudan.....	3	6	2	4	6	3
British East Africa.....	71	158	1,231	277	539	1,731
<b>TOTAL AFRICA.....</b>	<b>105</b>	<b>1,175</b>	<b>1,446</b>	<b>538</b>	<b>2,767</b>	<b>2,567</b>

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

Canadian Imports, by Countries—Continued

Country	February			January—February		
	1938	1948	1949	1938	1948	1949
COMMONWEALTH COUNTRIES—Cont.						
(Thousands of Dollars)						
<b>Asia:</b>						
India.....	616	764	4,016	1,423	4,108	7,275
Pakistan.....		25	120		61	162
Ceylon.....	163	629	1,224	411	1,683	2,532
Aden.....				1		
Federation of Malaya.....	481	3,484	1,617	1,238	5,141	3,026
Other British East Indies.....	4			14	13	
Hong Kong.....	37	141	240	134	311	362
TOTAL ASIA.....	1,389	5,043	7,217	3,323	11,317	13,357
<b>Oceania:</b>						
Australia.....	388	2,564	1,025	950	3,279	2,480
New Zealand.....	514	18	492	750	168	590
Fiji.....	279	956		441	957	402
Other British Oceania.....						
TOTAL OCEANIA.....	1,181	3,538	1,517	2,141	4,404	3,472
TOTAL COMMONWEALTH COUNTRIES.....	11,863	34,994	36,633	24,818	71,394	73,499
FOREIGN COUNTRIES						
<b>United States and Possessions:</b>						
United States.....	31,186	148,816	143,328	63,516	313,618	297,801
Alaska.....	10	4	173	19	159	231
American Virgin Islands.....			1		1	4
Hawaii.....	5	20	33	12	60	58
Puerto Rico.....		20	15		147	29
United States Oceania.....						
TOTAL UNITED STATES AND POSSESSIONS.....	31,201	148,860	143,550	63,547	313,985	298,123
<b>Latin America:</b>						
Argentina.....	250	429	525	425	744	907
Bolivia.....		15	1	2	18	1
Brazil.....	33	2,183	1,379	78	3,831	3,102
Chile.....	1	20	22	1	54	25
Colombia.....	40	1,000	944	116	2,094	1,785
Costa Rica.....	4	47	95	4	107	268
Cuba.....	12	265	318	35	1,283	534
Dominican Republic.....		1,142	7		1,670	35
Ecuador.....	1	43	68	3	82	100
El Salvador.....		56	12		140	58
Guatemala.....	3	129	253	9	431	506
Haiti (Republic of).....		21	109		60	201
Honduras.....	2	333	193	2	852	380
Mexico.....	63	1,039	1,956	96	2,341	3,667
Nicaragua.....		18	30		18	31
Panama.....		234	466		411	975
Paraguay.....	3	24		12	24	53
Peru.....	114	516	603	556	533	664
Uruguay.....	4	4	103	4	4	175
Venezuela.....	61	6,171	3,487	62	113,176	9,461
TOTAL LATIN AMERICA.....	591	13,689	10,571	1,405	27,873	22,928
<b>Europe:</b>						
Albania.....						
Austria.....	25	8	50	45	33	86
Belgium and Luxemburg.....	497	1,515	1,100	875	2,731	2,206
Bulgaria.....		1			1	
Czechoslovakia.....	236	657	422	458	1,154	781
Denmark.....	11	36	75	19	882	139
Estonia.....	3			7		1

Canadian Imports, by Countries—Concluded

Country	February			January—February		
	1938	1948	1949	1938	1948	1949
FOREIGN COUNTRIES—CON.						
(Thousands of Dollars)						
<b>Europe—Conc.</b>						
Finland	6		83	9		85
France	401	900	776	716	1,814	1,480
Germany	569	127	489	1,240	511	792
Greece	2	16	10	5	26	26
Hungary	18	17	5	36	21	6
Iceland		4	1		4	10
Italy	157	800	628	351	1,457	1,190
Latvia	1		1	1		1
Lithuania						
Netherlands	152	601	231	306	1,083	489
Norway	32	73	66	73	179	119
Poland	23	4	11	31	10	28
Portugal	12	76	90	22	172	210
Azores and Madeira	11	59	21	23	99	68
Roumania	3	2		5	2	
Spain	26	94	233	136	350	450
Sweden	126	334	210	337	573	420
Switzerland	342	591	973	711	1,462	1,940
U.S.S.R. (Russia)	5		1	8		3
Yugoslavia		1	16	4	1	16
<b>TOTAL EUROPE</b>	<b>2,658</b>	<b>5,916</b>	<b>5,492</b>	<b>5,418</b>	<b>12,565</b>	<b>10,546</b>
<b>Other Foreign Countries:</b>						
Afghanistan						
Arabia		1,066	1,071		1,242	2,505
Belgian Congo		69	46		115	46
Burma*				10	4	
China	186	298	378	333	492	676
Greenland						
Egypt	30	9	1	88	16	4
Ethiopia		10		1	10	11
French Africa	1	3	21	2	4	26
French East Indies	10			59		
French Guiana						
French Oceania			420		1	425
French West Indies		15			15	
Madagascar	2			3		
St. Pierre and Miquelon		1		5	4	1
Iran	7	37	11	8	48	15
Iraq	11	5	10	34	314	17
Israel*	88	38	27	92	74	103
Jordan						
Tripoli						
Other Italian Africa						
Japan	276	237	841	710	403	1,208
Korea						
Liberia						
Morocco		19	10	3	38	12
Indonesia	60	24	49	83	53	125
Surinam		23			60	
Netherlands Antilles			454		4	868
Philippine Islands	36	463	503	118	542	682
Portuguese Africa			16			16
Portuguese Asia						
Siam		17	21		19	71
Canary Islands	1		2	1		2
Spanish Africa						
Syria	2	3	6	6	4	10
Turkey	13	182	38	29	483	187
<b>TOTAL OTHER FOREIGN</b>	<b>635</b>	<b>2,519</b>	<b>3,925</b>	<b>1,483</b>	<b>3,945</b>	<b>7,010</b>
<b>TOTAL FOREIGN COUNTRIES</b>	<b>35,089</b>	<b>170,982</b>	<b>163,537</b>	<b>71,853</b>	<b>358,369</b>	<b>338,610</b>
<b>TOTAL IMPORTS</b>	<b>46,952</b>	<b>205,076</b>	<b>200,170</b>	<b>96,671</b>	<b>429,762</b>	<b>412,108</b>

\*included in "Total Asia" and in "Total Commonwealth Countries" for 1938. The figures are shown here on one line to facilitate comparison with other years.

## 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.	St. Catharines—Chamber of Commerce.
Calgary—Board of Trade.	Saskatoon—Board of Trade.
Charlottetown—Board of Trade.	Sherbrooke—Chamber of Commerce.
Edmonton—Canadian Manufacturers' Association.	St. John's—Department of Trade and Commerce, Stott Building.
Fort William—Chamber of Commerce.	Toronto—Canadian Manufacturers' Association.
Fredericton—Chamber of Commerce.	Vancouver—Department of Trade and Commerce, 355 Burrard Street.
Granby—Chamber of Commerce.	Victoria—Department of Trade and Industry.
Guelph—Board of Trade.	Welland—Board of Trade.
Halifax—Board of Trade.	Windsor—Chamber of Commerce.
Hamilton—Chamber of Commerce.	Winnipeg—Canadian Manufacturers' Association.
Kitchener—Chamber of Commerce.	Woodstock (N.B.) Board of Trade.
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.	

S. V. Allen, Canadian Government Trade Commissioner in Johannesburg since April, 1948, has returned home on leave, and commenced a tour of this country on April 6 in Montreal.

Montreal—April 6-25.  
Toronto—April 26-May 12.  
Hamilton—May 15-16.

St. Catharines-Welland—May 17-18.  
London—May 19.

J. P. Manion, Commercial Secretary for Canada in Paris, has returned home on leave, and is making 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.

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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### Wool Sales by South Africa Lower Last Year

Sales of wool by South Africa at all ports during the six months ended December, 1949, totalled 119,318,318 pounds and was worth £19,704,880. This compares with 125,081,632 pounds, valued at £19,041,892 in the corresponding period of the previous year.—(*Barclays Bank Review*)



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.

#### **Rabbits Flown from Canada to Japan**

Four hundred white Angora rabbits, required by the Japanese Government for breeding purposes, were recently shipped from Kitchener, Ont., to Tokyo by air, being flown to Vancouver by Trans-Canada Air Lines, and thence by Canadian Pacific Air Lines. The consignment weighed approximately 5,000 pounds.

#### **New Shipping Service Established from Eastern Canada to the Caribbean**

The Flota Mercante Grancolombiana, S.A. are establishing a regular scheduled service from Montreal, St. Lawrence and Maritime Ports to the Caribbean area ports of La Guaira, Puerto Cabello, Maracaibo, Baranquilla and optional Cartagena.

The new service will be inaugurated with the sailing of the *M.S. Ciudad de Maracaibo* from Montreal on April 28. The *M.S. Ciudad de Maracaibo* was built and completed in 1949 by Canadian Vickers, Montreal.

The Robert Reford Company, Limited, of Montreal and Toronto, have been appointed as general agents for the Flota Mercante Grancolombiana.

#### **First Large Tanker Delivered to Brazil**

Rio de Janeiro, March 22, 1950.—(FTS)—The *Presidente Dutra*, first of a fleet of 21 tankers recently bought by the Brazilian Government, arrived here last week and unloaded 15,000 tons of oil. She is equipped with radar and automatic pilot, and is the largest merchant ship under the Brazilian flag. The fleet is composed of ten 16,500 tonners (six of Swedish and four of British construction), nine 2,000 tonners from Japan and two 20,000 tonners from Holland. These ships were paid for in cash

with compensated pounds sterling, compensated Swedish crowns and, for the ships bought in Holland and Japan, in cruzeiros. These tankers will be amortized with their own profits, the large ones in eight years and the smaller in three years. The coastwise tankers alone are expected to bring an economy of 100 million cruzeiros per year in hard currency, paid to foreign ships until now.

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## Trade and Tariff Regulations

### Special Licence Required for Plant Imports into Ireland

Dublin, March 9, 1950.—(FTS)—The Department of Agriculture of the Republic of Ireland directs attention to the provisions of the Colorado Beetle Order, 1945, which prohibits the importation of plants except under licence previously obtained from that department and subject to compliance with conditions attached to the licence. For the purpose of the Order, "plants" include trees and shrubs, raw vegetables (including potatoes), tomatoes, grapes, cider apples, cut flowers, tubers, bulbs, rhizomes, corms, roots, layers, cuttings and other parts of trees, shrubs and plants.

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### Brazilian Jute Production Increased

Rio de Janeiro, March 22, 1950.—(FTS)—Jute production in the Amazon Valley in 1950 is estimated at 25,000 tons, about 50 per cent of domestic consumption. This is a considerable increase over 1949 production and has been made possible largely through the distribution of 62,000 kilos of selected seeds in the states of Amazonas and Pará by the Northern Agronomic Institute.

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### Mail Service to China Revised

Effective immediately and until further notice, the mail service to China will be as follows:

Letters and postcards—Ordinary letters and postcards may be sent by air or surface means to all destinations in China, including Manchuria. Such letters and postcards prepaid at the appropriate air mail rates will be given air conveyance as far as Hong Kong, thence surface despatch to destination. Mail service is not available to Mongolia.

Registration service—The registration service to China is limited to Taiwan (Formosa) and the island of Hainan.

Prints—Printed matter may be sent to Taiwan (Formosa) and the island of Hainan.

Parcel post—Parcels may be sent to Taiwan (Formosa) and the island of Hainan at the current parcel post rates to China. Parcels cannot be insured.

### DATA FOR EXPORTERS COMPILED

Information, of particular interest to Canadian exporters, concerning shipping documents and customs regulations of foreign countries, is being compiled by the International Trade Relations Division. Countries concerning which such information is now available in a revised form are: Belgium, Cuba, Denmark, Dominican Republic, Egypt, Greece, Guatemala, Italy, Mexico, Netherlands Antilles, Nicaragua, Norway, Panama, Surinam (Netherlands Guiana), Sweden, Switzerland and Venezuela. Data on other countries will be made available from time to time.

# 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 Paraguay and Uruguay.

*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 TIGHEM, Commercial Secretary for Canada, Canadian Consulate, Edificio Alois, Rua 7 de Abril, 252. Address for letters: Caixa Postal 6034.

## Chile

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

Territory includes Bolivia.

## China

*Shanghai*—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 Canal Zone and Panama.

## Cuba

*Havana*—A. W. EVANS, Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.

Territory includes Dominican Republic, Haiti 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, the Hashemite Kingdom of the Jordan, Iraq, Lebanon, Saudi Arabia and Syria.

## 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 Vas-silissis 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 French Indo-China and South 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 Libya, Malta and Yugoslavia.

### 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 Afghanistan and Iran.

### 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 de Fonseca 103.

Territory includes the Azores, Gibraltar and Madeira.

### Singapore

*Singapore*—R. K. THOMSON, Acting Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.

Territory includes Brunei, Federation of Malaya, Indonesia, North Borneo, 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 Natal, Transvaal, Southern Rhodesia, Northern Rhodesia, Mozambique, Kenya, Tanganyika, Uganda and Nyasaland.

Cable address, *Cantracom*.

## Foreign Trade Service Abroad—Concluded

**Cape Town**—C. B. BIRKETT, Commercial Secretary for Canada, 5th Floor, Grand Parade Centre Building, Ad-derley 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, 70 Avenida José Antonio. 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, Strand-vägen 7-C. Address for letters: Post Office Box 14042.

Territory includes Finland.

### Switzerland

**Berne**—YVES LAMONTAGNE, Commercial Counsellor, Canadian Legation, Thun-strasse 95.

Territory includes Austria, Czecho-slovakia and Hungary.

### Trinidad

**Port-of-Spain**—T. G. MAJOR, Canadian Government Trade Commissioner, 43 St. Vincent Street. Address for let-ters: Post Office Box 125.

Territory includes Barbados, Wind-ward 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 Com-missioner for Canada, Canada House, Trafalgar Square, S.W.1.

*Cable address, Sleighing, London.*

**London**—R. P. BOWER, Commercial Sec-retary, Office of the High Commis-sioner 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 Sec-etary (Timber Specialist), Office of the High Commissioner for Canada, Can-ada 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 Gov-ernment Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Ice-land.

*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, Agri-cultural Secretary, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

**New York City**—M. T. STEWART, Cana-dian Government Trade Commis-sioner, British Empire Building, Rockefeller Center. Address for let-ters: Canadian Consulate, 620 Fifth Avenue.

Territory includes Bermuda.

*Cable address, Cantracom.*

**New York City**—M. B. BURSEY, Cana-dian Government Trade Commissioner (Fisheries Specialist), British Empire Building, Rockefeller Center. Address for letters: Canadian Consulate, 620 Fifth Avenue.

**Boston**—T. F. M. NEWTON, Consul of Canada, 532 Little Building, 80 Boyl-ston Street, Boston 16.

**Detroit**—J. J. HURLEY, Consul of Can-ada, Canadian Consulate, 1035 Penob-scot Building, Detroit 26, Michigan.

**Chicago**—EDMOND TURCOTTE, Consul-General of Canada, Suite 800, Chicago Daily News Building, 400 West Madis-son 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 Commis-sioner, Canadian Consulate General, 8° Peso, Edificio America, Esquina Veroes. Address for letters: Apartado 3306.

Territory includes Netherlands An-tilles.

## 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 Mar. 27	Nominal Quotations April 3
Argentina	Peso	Off.	-2977	-3275	-3275
		Free	-2085	-1221	-1221
Austria	Schilling	Export		-0515	-0515
Australia	Pound		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
Chile	Peso	Off.	-0233	-0183	-0183
Colombia	Peso		-5128	-5641	-5641
Costa Rica	Colon		-1800	-1980	-1980
Cuba	Peso		1-0900	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		3-6308	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	-0675	-0675
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		1-0900	1-1000	1-1000
Paraguay	Guarani		3200		
Peru	Sol		-1538	-0743	-0726
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	-2561	-2562
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	1-1000	1-1000
Uruguay	Peso	Controlled	-6583	-7241	-7241
Venezuela	Boliviar		-2985	-3289	-3289
Yugoslavia	Dinar		-0200		