

# FOREIGN TRADE

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**COVER SUBJECT**—First long-range, all-weather fighter of its type, the Avro CF-100 completed its initial test flight over Malton Airport on January 19, 1950, and was flown to Washington early this month to provide a demonstration for military representatives of the United States and other countries. It is also reported to have made a favourable impression with aircraft manufacturers. Entirely designed and built in Canada to meet specifications of the R.C.A.F., it carries a pilot and radio-navigator. The CF-100 is 52½ feet long, its wingspan is 52 feet and its height from the top of the cabin to the ground is 10 feet 7 inches. The development of this aircraft is claimed to be an important contribution to the aircraft industry.

*Courtesy A. V. Roe Canada, Limited.*

Price 10 cents

# Canadian Certified Seed Potatoes Have Steady Market in Uruguay

*Requirements this year will approximate those of past year, or about 120,000 crates of the Katahdin and 40,000 crates of the Pontiac varieties—Business transacted by public tender, and is beyond question—Potato production has not kept up with increasing consumption.*

By W. B. McCullough, Commercial Secretary for Canada (Agriculture)

**B**UENOS AIRES, April 27, 1950.—Uruguay continues to be a steady customer for Canadian certified seed potatoes, and will be in the market this year for about 120,000 crates of the Katahdin and 40,000 crates of the Pontiac varieties, approximately the same amount as last year. The quantity purchased in 1949 was a record for Uruguay, and was occasioned by a desire to increase the domestic production of potatoes and so reduce the volume of imports of table potatoes. Uruguay is particularly anxious to provide first generation seed for the subsequent crop, for which seed was normally obtained from Argentina. In recent years, however, Uruguay has been unable to obtain sufficient quantities of Argentine certified seed, and has therefore increased the volume of her purchases from Canada. Some 50,000 crates of seed potatoes have been imported from Denmark, mostly the Up-to-Date variety for the same planting as the Canadian seed.

Purchases will be made again this year by the Official Seed Distribution Service, an entity of the Ministry of Agriculture, and will be on a call for tenders. Exporters should realize that this business is awarded on a public tender, which is handled fairly and squarely, and completely above board. After the tenders have been submitted and when a minimum of three offers is legally in order and considered, there is no opportunity for submitting a lower quotation. Such action on the part of an exporter only causes confusion and annoyance to the officials concerned and lack of confidence in the suppliers. It must further be pointed out that, according to Uruguayan law, the tender must be accompanied by a deposit in the amount of 5 per cent of the value of the tender to establish that the offer is made in good faith. This must be a clear deposit without conditions. A tender with a deposit which includes conditions cannot and will not be considered. In the last two years, several tenders were rejected for non-compliance with this requirement. In the regulations governing public tenders, it is also laid down that the tender must be written on legal paper especially designed for this purpose. Consequently, Canadian exporters interested in submitting a bid, could more easily do so through a local agent or their Argentine agents, and thus be assured that their documents are in order. It is imperative that there is a clear understanding between the exporter and his broker on the quantity, variety, price and the percentage of small size written in the tender, and that the responsibility for the deposit is established, should it be confiscated for non-compliance.

## **Tenders May be Submitted by Letter or Cable**

Although the law specifies that, for public tenders, legal paper must be used, since the tenders are called from suppliers outside the country, provision is made for them to submit bids direct to the Official



**Canada—Field of Katahdin certified seed potatoes, indicating the usual type of potato storage provided on farms in New Brunswick. Uruguay continues to be a steady customer for Canadian certified seed potatoes, and will be in the market this year for about 120,000 crates of the Katahdin variety, approximately the same amount as last year.**

Seed Service. This may be done by letter or cable. In the latter case, arrangements are made with the cable companies for messages addressed to the Seed Service to be sealed before delivery. These are held unopened until the appointed hour for opening all tenders. Tenders made in such a manner will be admitted and considered only when accompanied by the necessary deposit or bank guarantee of deposit already referred to.

Uruguay requires and would purchase all "small size" seed, if available, therefore preference may be given to the responsible tender having the largest percentage of small size, even though it may not be the lowest quotation. It should be remembered that Uruguay is not without exchange problems, and its limited supply of dollars must be conserved. It is quite probable that exchange will be made available to cover its full requirements this season. But, should the dollar situation deteriorate, the quantity imported would have to be reduced.

#### **Current Production Below Consumption**

Potato production in Uruguay has not kept up with the increased internal consumption. In recent years the monthly requirements have been from six to eight thousand tons. Potato plantings in 1949 were 8,715 hectares, up slightly from the previous year. Owing to unfavourable growing conditions, however, production was 31,090 metric tons as compared with 37,537 tons the previous year. Uruguay was therefore short of table potatoes and imported nearly 45,000 tons, of which Holland supplied about 90 per cent. The acreage of the current crop, for which Canada and Denmark supplied seed, is up about 30 per cent over last year. The crop is developing satisfactorily and, with continued favourable growing conditions, this harvest will adequately supply the local market until early September.

# Great Britain Expected to Remove Control Over Softwood Timber

*Functions will be assumed by private traders when terminated within the next eight months—Arrangements should be completed soon to enable buying of next year's supplies—Supply of softwood improved—Purchases of Canadian sawn softwood reduced sharply.*

By A. E. Bryan, Commercial Counsellor for Canada

LONDON, March 22, 1950.—Softwood timber control in the United Kingdom is expected to terminate within the next eight months, when its functions will be assumed by private traders. Arrangements should soon be completed to enable private buying of next year's supplies to be undertaken. Such a move would indicate that the timber position is easing, even within the limits set by the dollar shortage. In fact, the overall world shortage of softwood did not last long after the end of the war. It was replaced in 1947, however, by an acute shortage of material that could be purchased for sterling or other soft currency. By now, even this latter shortage has eased considerably.

A recent report by the Economic Commission for Europe (ECE) showed that, during the first six months of 1949, remarkable progress was made by European surplus countries in making available additional export supplies of softwood. Compared with the first half of 1948, there was an increase of 200,000 standards in European exports. This was more than sufficient to make up for a reduction of 129,000 standards in Europe's imports from dollar countries. European exports of softwoods in 1950 are likely to show another increase of 20 per cent.

Britain, which is much the largest importing country, has shared in this progressive substitution of European for dollar timber.

## British Imports of Sawn Softwood

	1947	1948	1949
		(Standards)	
Canada .....	452,353	236,223	205,580
United States .....	161,990	66,464	27,525
Sweden .....	153,323	172,885	189,518
Finland .....	191,757	155,263	221,856
Germany .....	104,737	78,380	88,556
Soviet Union .....	7,150	23,011	90,998
Brazil .....	8,611	4,759	2,572
Yugoslavia .....		43,504	106,206
Poland .....		31,412	69,191
Others .....	5,899	4,196	30,300
Total .....	1,085,820	816,094	1,032,302

These figures show a virtual elimination of United States supplies and a sharp contraction in Canadian. From 514,343 standards in 1947, the combined North American total fell to 233,105 standards in 1949. The expansion in supplies from European countries has gone a long way towards filling the gap. Yugoslavia, in particular, has become a big timber exporter to this country.

Many uncertainties exist, but the softwood supply position in Europe has improved, and this background fits in with the move to resume private import buying in the United Kingdom. A paradoxical feature, however,

enters into the present British position. While European supplies have been improving and continental restrictions on timber usage have been relaxed, Britain has continued the internal controls on softwood supplies, which hold consumption to less than half its prewar level. Moreover, at the very time that preparations are being made for more freedom in the import trade, restrictions on internal trade and usage have been considerably tightened.

For hardwood, consumption in most sections of the trade is now free of licensing. Prices of home-grown timbers are no longer subject to control. This applies to both hard and soft woods, but the former is much the more important category in home production. Unfortunately, supplies will diminish in 1950, as the rate of felling is to be curtailed.

#### **Consumption of Softwood Predominates**

In timber consumption, however, softwood greatly predominates. Relative importance in volume is indicated by an official estimate that before the war the United Kingdom consumed 398 million cubic feet of softwood, 56 million cubic feet of hardwood and 12.6 million cubic feet of plywood. The postwar shortage of softwood has encouraged some substitution of the cheaper and lighter grades of hardwood, while plywood has also made progress. Nevertheless, softwood still predominates.

Consumption of this material is strictly rationed, and recently a provision, whereby up to 20s. worth could be acquired without a licence, has been rescinded. It is likely that internal rationing and price control will continue. In these circumstances, some apprehension has been aroused

**Great Britain—Canadian sawn softwood awaiting distribution from a British port. Imports of sawn softwood from Canada amounted to 205,580 standards last year, compared with 236,223 standards in 1948 and 452,353 standards in 1947.**



about the prospects of returning imports to private hands, since the scope for the free play of market factors is likely to be limited by currency restrictions.

The Board of Trade in the present negotiations is asking for assurances that private importers will be able to buy as much and as cheaply as the Timber Control, that prices to consumers shall be fair ones, and that government trade agreements will be implemented. These are rather formidable requirements. Although Russian export potential is progressing, the war disorganization is certainly not yet fully repaired. This means that the mechanical facilities for loading cargoes to meet individual buyers' specifications are not available. Moreover, timber now being bought from certain countries with which there are trade agreements might not be regarded so attractive by private buyers.

As usual at this time of year, Scandinavian shippers are talking of higher prices (in terms of sterling about 10 to 12½ per cent above last year). They point to late 1949 sales to Belgium and Ireland at advanced prices. But, although these levels are rather higher in terms of sterling than those prevailing before devaluation, they are much lower in terms of Belgian francs. In any case, such individual sales at this period are no real guide for the main 1950 contracts. Before devaluation, timber prices were definitely on a falling curve. This defence may now be slowed up or even stopped for a time.

But the risk of a decline is still important. At present, United Kingdom trade stocks are protected by a "fall clause"; if British prices go down, holders would be compensated, just as in the past they have paid a levy on their stocks when selling prices rose. From the taxpayer's point of view, decontrol is favoured because importers would no longer be guaranteed against a price fall from public funds.

#### **Smaller Firms Fear Decontrol**

A few large importers seem willing to lose this protection, because they consider they would be able to obtain a bigger share of business if importing returned to private hands. But among many medium-sized and smaller firms there is a definite fear of such "decontrol". They point out that, since consumption would continue to be limited by rationing at home, they would be unable to reduce commitments by unloading stocks quickly as prices fell. It might well be that a scheme for decontrol would be rejected if it were put before the trade as a whole.

British softwood consumption, which was just over 800,000 standards (1,600,000,000 f.b.m.) last year, has been rather higher this year, owing, no doubt, to industrial and export activity requiring more packing cases.

Stocks now are low. At the end of August they were shown as 255,200 standards, compared with 423,400 standards at the same date in 1948. Owing to certain items being excluded from April last, these two figures are, however, only broadly comparable. The stocks at the end of November were 394,500 standards and no more than is seasonally necessary.

#### **Supply Position This Year Favourable**

Supplies in 1950 should further improve, although it is rather unlikely that they will reach the 1½ million standards level stated by an official committee in 1948 to be an "austerely" low basis for postwar requirements. Much depends on the extent of imports from North America, which will be paid for with ECA dollars.

Even if 1950 purchases were cut by 25 per cent this would still imply a purchase of about 150,000 standards from Canada and the United States.

Of course, timber outlay might be further reduced in order to buy more food, but the fact that the Timber Control has recently placed orders for 50,000 standards for the January-June period indicates that a fair quantity of Pacific Coast timber will in fact be secured this year.

As far as timber prices are concerned, the outlook is somewhat uncertain. But it is not likely that Scandinavian values will rise in 1950 by anything like the extent of sterling depreciation. There is an impression that Russia will supply a good deal more than the 100,000 standards in last year's contract, but this depends on how badly Russia needs sterling and sterling goods.

Hardwood prices have strengthened in terms of sterling with the imminence of decontrol, and this may appear discouraging. The success of private buying can only be judged over a substantial period, but there is little doubt that the hardwood and softwood trade buyers will be able to make their purchases abroad more efficiently than an official body.

British imports of sawn softwoods increased last year by 26 per cent, though supplies from Canada declined by 13 per cent. Imports from European countries continued to expand, Finland's contribution advancing by 42 per cent and that of Sweden by 9 per cent. Imports from Yugoslavia and from Poland were more than twice as great, while purchases from the Soviet Union were nearly four times those in 1948. This indicates the trend to soft-currency sources of supply.

The British Government has signed a new five-year agreement with Yugoslavia, which calls for 160,000 standards of sawn softwoods and 200,000 cubic metres of hardwood, in addition to sleepers, pitprops, veneers and plywood each year. The total value of these shipments over the term of the agreement is approximately £58,000,000. A delegation from the British Timber Control is scheduled to visit Finland shortly to negotiate an agreement for the purchase of 225,000 standards of softwoods for delivery this year.

British imports of veneer declined by 22 per cent last year, while the amount received from Canada was one-fifth that for 1948. Heavier receipts from France prevented a serious collapse of supplies. Plywood imports increased by some 19 per cent, but purchases from Canada declined by 61 per cent, while receipts from Finland increased by 22 per cent, from Sweden by 60 per cent and from France by 128 per cent.

#### British Imports of Sawn Softwood

	1947	1948 ( '000)	1949
Standards .....	1,086	816	1,032
£ .....	58,604	45,006	54,217
Principal Sources—	Thousand Standards		
Canada .....	452	236	206
Finland .....	192	155	222
Sweden .....	153	173	190
Yugoslavia .....	...	44	106
Soviet Union .....	7	23	91
Germany .....	105	78	89
Poland .....	...	31	69
United States .....	162	66	28
Brazil .....	9	5	3

#### British Imports of Planed or Dressed Softwood

	1947	1948 ( '000)	1949
Standards .....	1,358	999	1,080
£ .....	68,556	51,653	59,922
Principal Sources—	Thousand Standards		
Canada .....	42	22	12
Sweden .....	29	21	18

### British Imports of Sawn Hardwood

	1947	1948 ( '000)	1949
Thousand cubic feet .....	21	19	23
£ .....	10,996	11,521	13,688
Principal Sources—	Thousand Cu. ft.		
Canada .....	6	3	2
Yugoslavia .....	...	2	6
British West Africa .....	1	1	3
France .....	...	...	2
Siam (Thailand) .....	...	...	2
United States .....	6	3	1
Germany .....	2	3	....
Burma .....	...	1	....
Finland .....	...	1	....

### British Imports of Pitprops

	1947	1948 ( '000)	1949
Piled cubic fathoms .....	644	544	559
£ .....	15,267	13,304	12,152
Principal Sources—	Thousand p.c.f.		
Canada .....	208	188	165
Newfoundland .....	9	13	....
Finland .....	253	196	121
Sweden .....	38	34	117
Portugal .....	...	15	31
Germany .....	74	22	31
France .....	34	43	29
Norway .....	16	5	17

### British Imports of Railway Ties

	1947	1948 ( '000)	1949
Standards .....	101	59	68
£ .....	5,838	3,493	3,853
Principal Sources—	Thousand Standards		
Canada .....	58	50	40
United States .....	41	4	5

### British Imports of Veneers

	1947	1948 ( '000)	1949
Cwts. ....	538	509	394
£ .....	2,765	2,947	2,713
Principal Sources—	Thousand Cwts.		
Canada .....	272	117	22
France .....	40	89	204
United States .....	169	77	44
Nigeria .....	6	134	42
Yugoslavia .....	4	57	36
Italy .....	20	14	28

### British Imports of Plywood

	1947	1948 ( '000)	1949
Cubic feet .....	9,226	6,183	7,405
£ .....	12,265	7,917	9,985
Principal Sources—	Thousand cubic feet		
Canada .....	2,877	1,691	650
Finland .....	2,926	3,118	3,885
France .....	9	333	763
Sweden .....	388	439	708
United States .....	2,371	307	....

# India Has Achieved Measure of Success In Campaign to Raise Food Production

*Effort made to reduce dependence on imported foodstuffs through "Grow More Food" campaign—Distribution of fertilizers continued—Special attention given to the preparation of compost—Jute production increased.*

By Richard Grew, Commercial Secretary for Canada

(One rupee equals \$0.2310 Canadian)

**N**EW DELHI, March 24, 1950.—India has achieved a measure of success in its "Grow More Food" campaign, launched in an effort to reduce the dependence of this country on imported foodgrains. The central government has assisted the states to the extent of Rs.58,831,059, and distribution of fertilizers, commenced in 1948, has been continued. Special attention was given to the preparation of compost from village and town refuse, nearly 400,000 tons having been provided between April and September. State governments have been urged to introduce legislation compelling municipalities to convert urban refuse into manure, and this is in effect in most parts of the country. Subsidies have been provided for minor irrigation works, and assistance rendered in the development of subsoil water resources.

Jute production, which had dwindled to 1,650,000 bales in 1947, increased to 2,030,000 bales in 1948 and 2,600,000 bales in 1949. Plans have been made to increase production to 5,000,000 bales, which will meet a large part of India's annual requirements of between 7,000,000 and 7,500,000 bales. These plans, which include the provision of assistance to growers, double-cropping and transport facilities, will be directly controlled by the central government, and the cost will be met from a special grant of Rs.2,400,000. It is estimated that, by double-cropping alone, the acreage under jute in India can be increased by 320,000 acres without affecting food production.

In cotton, a plan for producing an additional 500,000 bales of medium and long staple varieties has been formulated, with a view to making the textile industry independent of foreign supplies as far as possible. The cotton deficit at present is about 1,000,000 bales.

## **Concessions Granted to Increase Sugar Production**

In order to increase sugar production as far as possible, a number of concessions have been granted, including a revenue concession in the shape of total exemption of excise duty for any extra output during 1949-50 over the previous season. The Government of the United Provinces, where sugar is mainly grown, has announced a reduction in cane cess, and has imposed a ban on the movement of palm-sugar.

Owing to the efficient working of the Central reserve pool, no lives were lost due to the famine conditions which prevailed in Bombay during the early part of the year. Actual all-round food production, in spite of the gratifying response of the states and provinces to the "Grow More Food" campaign, was about 3,000,000 tons less than last year, as a result of floods in northern India and a failure of the monsoon in large tracts of Western India. During the period under review, 3,940,000 tons of foodgrains were distributed among the deficit areas, and the year closed with a balance of 80,000 tons in the Central reserve.

# Latin America Favourable Market For Variety of Canadian Products

*Exports to North America from area in 1949 valued at \$2.5 billion—Effect of rising coffee prices on dollar earnings will be felt in coming months—Shipments of Canadian wheat and products to Latin America 400 per cent higher in 1949.*

By A. Savard, Area Trade Officer, Canadian Trade Commissioner Service

**L**ATIN AMERICA continues to be a favourable market for a wide variety of Canadian products, although a number of countries in the area have introduced more or less severe import and exchange controls. Close consideration of these markets has proved extremely worthwhile. Since there are twenty separate and independent markets, no generalization should be made as to conditions in the whole area. The sales possibilities of each market should be considered individually.

Exports to North America in 1949 were valued at approximately two and a half billion dollars. Rising prices for coffee, while helpful, have not yet fully affected the dollar earnings of the coffee-producing countries, since most of the shipments of coffee up to the end of the year were in fulfilment of old contracts. Canadian imports of coffee during January and February, 1950, were still being received at prices below the spot market. The full influence of increased coffee prices will be felt, it is expected, in the coming months.

Shipments of Canadian wheat and wheat products to Latin America in 1949 were almost 400 per cent greater than in the previous year. Canadian exports to the area during the first two months of 1950 were valued at \$13,510,000, as compared with \$16,500,000 for the same period in 1949.

A new shipping service has been established between Canadian ports and the north coast of South America by the Flota Gran Colombiana. The first vessel to reach Montreal on this service was the *S.S. Maracaibo*, built by Canadian Vickers.

## Overall Trade Picture Good in 1950

The overall trade picture in the Latin American countries during the first quarter of 1950 has been good. Those countries with favourable dollar balances, Venezuela, Cuba, Guatemala, the Dominican Republic, El Salvador, Haiti, Honduras and Panama, had maintained or bettered their position at the end of 1949. The other countries of the area, with import and exchange control systems, held their position, and in some cases measurably improved it.

**Argentina**—Argentina's position is still poor, with a backlog of commercial payments still estimated at from \$100 million to \$150 million, the latest payments being made on applications dated June 22, 1948.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 837,000	\$ 744,000
1950 .....	300,000	907,000

**Bolivia**—Unless tin prices improve Bolivia will face an unfavourable year.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 238,000	\$ 18,000
1950 .....	101,000	1,000

**Brazil**—Exports for the first two months of 1950 have been lower than for the same period in 1949, as a result of strict licensing in Brazil during the first quarter of this year. At the end of the year, Brazil had a favourable balance of \$170 million with the United States. It has just been announced that applications for licences for the second and third quarters of 1950 will be received. While no additions appear on the list of importable goods, fish, newsprint, wheat and flour are still on the prescribed list, and it is estimated that licences for products permitted entry will be more freely available. The trade situation has improved, and a good coffee crop and favourable prices will result in a further improvement this year. The authorities, however, are determined to achieve a position where the issuance of an import licence will be the guarantee of exchange. This explains their reluctance to be more lenient at the present time, despite an exchange position which is the best since June, 1947.

Jan.-Feb.	Exports	Imports
1949 .....	\$3,145,000	\$3,831,000
1950 .....	1,466,000	3,102,000

**Chile**—The trade situation is still tight and will remain so, although a steadier market in base metals has helped. Local production of steel and oil this year should provide some saving of United States exchange.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 489,000	\$ 54,000
1950 .....	167,000	25,000

**Colombia**—The Colombian market has improved as a result of the strong prices for coffee, and extra exchange quotas have already been allotted. Recent reports from Canadian exporters indicate that satisfactory business is being done in essential products. Wheat is a strong feature and 15,000 tons have been sold for April-May delivery. The political situation is the only drawback, and August will be a critical month.

Jan.-Feb.	Exports	Imports
1949 .....	\$1,405,000	\$2,094,000
1950 .....	1,057,000	1,785,000

**Costa Rica**—The effects of the unsettled political condition during the last two years are still being felt. However, this is another country which will be helped by the strong coffee market.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 352,000	\$ 107,000
1950 .....	258,000	268,000

**Cuba**—Despite the United States preferential tariff, Cuba still provides a good market, and prospects for the coming year are favourable. The sugar production is being disposed of at good prices. Canada is importing very little sugar from Cuba. The freeing of the sugar control in Canada might offer some opportunities for Cuban sugars, but the British preferential tariffs and the satisfactory markets being found elsewhere make it doubtful.

Jan.-Feb.	Exports	Imports
1949 .....	\$2,428,000	\$1,283,000
1950 .....	2,435,000	534,000

**Dominican Republic**—The market in this country is growing as an outlet for Canadian goods, and the general situation is good. The sugar crop has been well sold.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 384,000	\$1,670,000
1950 .....	519,000	35,000

**Ecuador**—A satisfactory political situation is helping to steady the market in this country, and discussions on a new trade agreement with Canada are proceeding satisfactorily.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 201,000	\$ 82,000
1950 .....	82,000	100,000

#### Market for Electrical Equipment Favourable

**El Salvador**—Coffee is El Salvador's main export, and the strong prices for this commodity have contributed to the good trade position of the country. The Rio Lempa hydro development offers good prospects for exporters of electrical equipment.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 70,000	\$ 140,000
1950 .....	179,000	58,000

**Guatemala**—Guatemala's dollar position has been improved by the better prices for coffee.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 155,000	\$ 431,000
1950 .....	453,000	506,000

**Haiti**—Continued favourable conditions may be expected in this small market. The international exposition held in Haiti entailed heavy investment which may not help the budget, but it is estimated that the expense can be covered.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 365,000	\$ 60,000
1950 .....	450,000	201,000

**Honduras**—Honduras, the smallest market in the Caribbean area, has a strong dollar position.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 101,000	\$ 852,000
1950 .....	53,000	380,000

**Mexico**—The foreign exchange position in Mexico has improved and, although it may not mean immediate loosening of import controls, no further restrictions are expected. Exports have been maintained, and the freer movement of cotton and fresh vegetables in 1950 has raised the import total.

Jan.-Feb.	Exports	Imports
1949 .....	\$1,836,000	\$2,341,000
1950 .....	1,400,000	3,667,000

**Nicaragua**—A large coffee crop, selling at good prices, will give Nicaragua the best exchange position it has had for the past two years.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 152,000	\$ 18,000
1950 .....	113,000	31,000

**Panama**—Business activity in Panama has been slow and exports to that market lower.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 914,000	\$ 411,000
1950 .....	642,000	975,000

**Paraguay**—This is a small market with little trade available. The dollar shortage is quite severe.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 13,000	\$ 24,000
1950 .....	17,000	53,000

**Peru**—Business is relatively slow in Peru, pending the elections early this summer. There is no difficulty in exporting essential goods.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 676,000	\$ 553,000
1950 .....	307,000	664,000

**Uruguay**—This country is pursuing a policy of balanced trade, and exports to Canada almost equalled imports. The much higher figure for exports in 1949 was the result of a heavy shipment of seed potatoes which Uruguay resold to Argentina last year.

Jan.-Feb.	Exports	Imports
1949 .....	\$ 410,000	\$ 4,000
1950 .....	168,000	175,000

**Venezuela**—Venezuela is still Canada's strongest market in Latin America.

Jan.-Feb.	Exports	Imports
1949 .....	\$2,493,000	\$13,176,000
1950 .....	3,343,000	9,461,000

#### **Mine in British Guiana to Have Air Strip**

Port-of-Spain, April 27, 1950.—(FTS)—The Anaconda Mining Company proposes construction of its own air strip early this year in the interior of British Guiana. Over seven hundred labourers will be employed in the construction work.

#### **Australia Concludes Trade Agreement with Argentina**

Sydney, N.S.W., April 14, 1950.—(FTS)—Australia has concluded a trade agreement with Argentina, which provides for the exchange of goods valued at £500,000 in each direction during the period ending June 30, 1951. The Prime Minister of Australia has stated that such an arrangement was essential to the promotion of trade between the two countries, owing to the prevailing currency situation. The negotiation of this agreement was undertaken by an Australian Trade Mission that recently visited Argentina and other countries in South America.

The Minister of Commerce and Agriculture, when giving some details of the new agreement, said that Australia expected to export to Argentina such articles as agricultural machinery and equipment, machinery in general and parts, automobile spare parts and equipment, as well as service station equipment, X-ray apparatus and equipment, electrical goods and appliances and spare parts, veterinary and surgical instruments and vaccines, hand and precision tools, machine tools, hardware, drugs and chemicals (both industrial and pharmaceutical), moulding powders, mother-of-pearl shell, textiles, worsted cloth and worsted yarn, rabbit skins and books. In the reverse direction, Argentina would make available to Australian purchasers such commodities as linseed and other oils, Quebracho extract, cotton and tobacco.

Australian trade with Argentina has been small in the past. In the year ended June 30, 1948, the latest year for which figures of trade with Argentina are available, imports from that country were valued at £A189,122, while sales to Argentina were worth only £A30,505. In 1946-47, imports were to the value of £A6,411 and exports amounted to £A39,046. In the year ended June 30, 1939, imports to the value of £A82,551 are recorded with exports of £A9,330.

# Canadian Market for Consumer Goods from Britain Discussed

*Deliveries considered of particular importance—Devaluation of sterling stimulated sales, but price increases have offset advantages—British manufacturers urged to study style requirements of Canadians—Attractive packaging necessary to meet competition.*

(Editor's Note—The following article, which was featured in the April 22, 1950, issue of the British Board of Trade Journal, was prepared by Henry W. Morgan, of Henry Morgan and Co., Limited, Montreal, and issued by the Anglo-Canadian Trade Committee. The Board of Trade Journal adds that the views expressed should not necessarily be regarded as coinciding with those of the British Government.)

**T**HE most serious complaint at the present time about the British market is the poor delivery. Buying in Britain, if confidence could be established on deliveries specified on orders, would certainly increase, and if repeat orders could be filled within, say, three to four weeks instead of four to six months, it would add considerably to sales. British manufacturers should study carefully the Canadian selling seasons, and the stores' endeavour to "peak" stock before the "sales peak", as goods will always sell better in their proper season.

Prices were high before devaluation, but the devalued prices were a sales stimulant. However, increases since September of from 15 per cent to 20 per cent have done a great deal to offset the British advantage of devaluation.

Styling and fit, although they have improved in some cases, are still not satisfactory in many lines. The solution to this problem is for the British manufacturer thoroughly to study Canadian consumers' tastes and try to style his merchandise to meet their needs.

Although British merchandise is, generally, of a high standard, it is not attractively packaged or displayed. American merchandise, on the other hand, has a great deal of sales appeal in the packaging alone through the use of attractive colours and cellophane. Sales of British merchandise could be greatly improved through a modern aggressive sales program with properly styled merchandise, modern designs, proper fitting, in sales-appealing packages.

Generally speaking, the quality is of a high standard, but in the past year or two, British manufacturers have endeavoured to overcome the high prices by producing qualities not quite up to their normal standard.

If Britain could hold prices to those in existence at the time of devaluation and improve deliveries to a reasonable and dependable time, we are quite sure that sales of British merchandise would increase considerably.

## **Market Research Recommended**

A sound market research program would open many new avenues of production for British manufacturers, and improve the attractiveness and sales appeal of present merchandise.

The British people have a wonderful opportunity to increase sales in the Canadian and American markets, but they will find stiff competition from our manufacturers, who are alert to a rapidly changing market.

In the matter of contacts, we believe British manufacturers have a good deal to learn as to the type of individual who will be readily acceptable on the North American market and also in the appointment of their local agents. They have shown a preference to sending representatives into the markets of the world with a great deal of technical knowledge of the commodity that they are selling, whereas here—on the North American continent—salesmanship rather than purely technical knowledge has been emphasized. If the British could strike a happy medium in the years to come, we feel sure it would be very acceptable in all the markets.

In offering the above suggestions, we do so with a feeling that there is a great need for tolerance on our part and will be for some time to come, having in mind the colossal upset to British economy and their physical equipment as a result of the recent war, which is all too soon forgotten.

It is too frequently overlooked that, while the North American continent was prospering during the war years, and immediately following, planning new methods, etc., Great Britain was still struggling with frightful difficulties which were exceedingly hard to overcome.

### **Commodities Discussed in Detail**

We now turn to more specific details, which we hope will be of some assistance to our British friends, and enumerate them as follows:

**Neckwear**—We expect neckwear and handkerchiefs from Great Britain to be higher in price because of the increase in the prices of flax and silk, which must be imported by the British manufacturers. Deliveries are still very poor and require three to four months, whereas the same type of merchandise can be ordered from Switzerland, providing quotas are available, for delivery in three to four weeks. British merchandise sells well, but timing is very important in the neckwear and handkerchief line, and increased buying can only occur if prices remain firm and deliveries improve.

**Piece-goods**—Fine quality British worsted woollens are still priced too high. Rapid strides have been made in the domestic worsteds in the medium price field and have been well received in the textile trade. British mills, in most instances, are not interested in less than one piece—sixty yards to a colour and design. Canadian and United States mills, however, in some cases are willing to sell half pieces—thirty yards to a colour and design.

Devaluation has helped somewhat, but has not been up to expectations. Quality standards generally have been maintained, but deliveries still are a serious problem and the average British manufacturer still does not understand that our spring showing month is January, not March or April.

Many British manufacturers have visited Canada to study our needs and, as a result, have grasped the potentialities of our market, and a great improvement has been made in the past two years in catering to our needs.

**Blouses and Sweaters**—Blouses still are of excellent quality, but, unfortunately, styling and fit are still poor. Sweaters, until recently, were in the same category as blouses, but style and fit in sweaters have improved tremendously.

Prices, generally, are high and in the case of blouses too high for value received. Sweaters and skirts are high in price but not prohibitive.

Deliveries are extremely poor and sweater sales would show a considerable increase if deliveries were reliable.

**Linens and Cottons**—The prices of linens and woollens advanced 5½ per cent to 12½ per cent within a few days of devaluation. The quality of cotton sheeting is much below the standard available on the domestic market and prices are too high. Deliveries are extremely poor and four to six months are not uncommon. One of the reasons given for slow deliveries is that manufacturers are booked up with orders for New Zealand, Australia and South Africa.

**Stationery and Drugs**—Prices for merchandise in these departments are still too high and manufacturers seem unwilling to bring them down, claiming that the home market consumes all that can be produced.

Styling and packaging are poor and the consumers in North America are accustomed to the sales appeal of American merchandise. In some cases, quality has not been maintained. Workmanship is usually good, but materials used are not always according to sample.

Deliveries are still very, very poor, which upsets our seasonal buying programs, and before increased orders can be placed improvements in deliveries are imperative.

**Men's Furnishings**—British prices, before devaluation, had advanced to the point where some customers refused to buy British merchandise, even though they were marked with a very close mark-up. Since devaluation, prices have advanced to the point where the advantages of devaluation have almost been wiped out.

Deliveries are still very slow and many repeat orders are lost on fast-selling items, which require delivery from two to four weeks, whereas it now takes two to three months.

Quality, generally, is good, but unfortunately we have had too many instances in shirting materials, gloves and some knitwear, where the quality has not been up to standard.

It must be obvious to British manufacturers, who have visited the Canadian market, that they are meeting stiff competition from our manufacturers, and the British will have to hold prices and improve deliveries if increased business is to be obtained.

**Women's Shoes**—Devalued prices in British footwear have increased the demand for casual type footwear. However, dress shoes have not the style or fit to satisfy the demand.

One serious difficulty in sampling English lines is that fairly substantial orders must be placed as trials, and if samples do not meet public acceptance, mark-downs naturally are heavy, but if they do appeal to our public, repeats are almost out of the question.

**Men's Shoes**—Canadians like British shoes because of their superior tanning, comfort and craftsmanship. At the devalued prices, British shoes are competitive, but increases in prices since devaluation have slowed up the demand for British shoes in Canada.

**Toys**—At present, the toy markets in Germany, Italy and the United States are preferred to the British market. There is little of a distinctive nature on the British toy scene. The public, at present, is looking for something new in the toy field, and if the British manufacturer can develop new and improved mechanical toys and games, we believe the Canadian market is in a very receptive mood.

**Hardware**—English sterling silver and hollow-ware are only competitive if prices are firm. Improved stylings and deliveries are necessary to increase sales and if these were achieved more purchases would be made in the British market.

**China and Glassware**—We will take all the bone china and crystal stemware English manufacturers can send us, but at present deliveries are

far too slow. The demand for British china and glassware is tremendous and, with a modern aggressive selling program, improved stylings and deliveries, sales can be greatly increased.

**Lingerie**—The general quality of merchandise is excellent, sizes, and colours are good, but styling is unimaginative. Deliveries are six to eight weeks late and thus miss the proper selling season. Prices are high and are not competitive in the medium quality range with the Canadian equivalent. British manufacturers would do well to discover ways and means of making their merchandise more appealing to the public.

**Carpets**—British carpet manufacturers are more receptive to American ideas and more frequent visits by senior executives to explore our markets would greatly help. Improved styling and designs are necessary for increased sales. Prices still are high but deliveries have improved just now, although not completely satisfactorily. Prices have advanced since devaluation 15 per cent to 20 per cent.

**Handbags**—British craftsmanship and fine leathers are still superior to those on any other market. Styling, however, is too conservative and deliveries are eight to ten weeks, whereas deliveries from the domestic market are two to three weeks. Uncertainty of deliveries from the British market has curtailed purchasing in that area.

**Women's Sportswear**—Since devaluation, prices compare favourably with the domestic market. The quality of garments is excellent, but styling and fit are poor. Deliveries are improving but are still not satisfactory.

#### Thailand Rice Acreage Reduced

Singapore, April 20, 1950.—(FTS)—Although Thailand will devote substantially less acreage to rice this year, the exportable surplus for 1950 should total 1,100,000 tons; only 100,000 tons less than last year. The decrease in acreage is due to the lateness of the rainy season, damage to some of the paddy fields, the cause of which is not disclosed.

Rice exports by Thailand during 1949 totalled approximately 1,200,000 tons. Approximately 96 per cent of these exports were absorbed by Asian countries, the principal countries of destination being India, Malaya, Indonesia, Ceylon, Japan, China and Hong Kong. Canada did not import any Thai rice during 1949, but it is understood that shipments have been consigned to Canadian rice mills this year.

#### United Kingdom Third Largest Exporter of Newsprint

London, March 22, 1950.—(FTS)—United Kingdom exports of newsprint jumped from 395,000 cwts. in 1948 to 1,210,000 cwts. in 1949. The United Kingdom is still the world's third largest producer of newsprint, in spite of the fact that there is no indigenous timber. Exports in the paper and cardboard group were about the same in value last year as in 1948. Australia, South Africa, India, the United States and New Zealand were the largest purchasers. Dollar sales were expanded by 33 per cent to the United States, and by 30 per cent to Canada.

Principal Destinations—	1947	1948	1949
		('000)	
Canada .....	£ 346	£ 274	£ 360
Australia .....	2,425	3,748	3,913
Union of South Africa .....	1,615	1,874	1,989
India .....	1,955	209	226
Pakistan .....		1,766	1,745
United States .....	483	1,174	1,577
Irish Republic .....	1,335	1,486	1,406
New Zealand .....	854	1,014	1,222
<b>Total</b> .....	<b>£ 17,197</b>	<b>£ 21,606</b>	<b>£ 22,026</b>

# Pharmaceutical Market in Egypt Expands With Health Measures

*Egyptian Government giving high priority to alleviation of disease among poorest sections of population—Consumption of pharmaceuticals necessarily limited by purchasing power of government and people, but total demand certain to increase—Market is highly competitive.*

By C. E. Butterworth, Assistant Canadian Government Trade Commissioner

(£E1 equals \$3.16 Canadian)

CAIRO, April 12, 1950.—Egypt is making great efforts to alleviate disease and suffering among the poorest sections of her population. Many serious and incapacitating diseases are prevalent in the country, and the government has given high priority to the work of conquering them through health schemes and the establishment of new clinics and hospitals. It may be assumed that the market for pharmaceutical products in Egypt will continue to expand, and that the saturation point will not be reached for many years. Consumption must, of necessity, be related to the purchasing power of the government and the people. However, the total demand is almost certain to increase. The need is there, and will remain unsatisfied until the education of the masses, the provision of pure water in villages, rigid control over the cleanliness of foodstuffs, and kindred aspects of development become more widespread and advanced.

The pharmaceutical market in Egypt is highly competitive, and both locally produced and imported supplies are adequate. During the war, many American companies introduced their products into the Egyptian market for the first time, but they have been unable to develop, or even maintain, their level of sales because of Egypt's shortage of dollars. Competition also comes from Swiss, Belgian, French and Italian firms, although again competition tends to be limited by the availability of currency, particularly in the case of Swiss products. The products of practically every important British manufacturer are on sale in the Egyptian market.

## Small Packages of Distinctive Design Desirable

The price of a product is a primary consideration in this market, as in others. Although quality is important, price is even more so, especially to the poorest members of the community. It is important also that drugs be packaged in very small quantities for the extremely poor, who are unable to afford a larger size. In this connection, it should be noted that Egyptian retail pharmacists are not allowed to "break bulk" in dispensing prescriptions for proprietary articles and pharmaceutical specialities. Large packages of tablets and ampoules may be supplied by the importer only to hospitals.

A number of Egyptian laboratories produce tablets, ampoules, specialities and popular remedies. The standard is fairly satisfactory, and the prices are highly competitive. Local manufacturers enjoy preferential treatment by the Egyptian Government when purchasing on tender. Adjudications are made in favour of local manufacturers, provided their prices do not exceed the offers of important manufacturers abroad by more than 10 per cent.



**Egypt—One of the main traffic and shopping streets in Cairo. The Egyptian market for pharmaceutical products is considered sufficiently important to merit close attention.**

Canadian manufacturers selling in the Egyptian market would be well advised to pay close attention to the presentation of their products. Distinctive design is often of importance when the goods are used by illiterate members of the community, since such design enables them to make repeat purchases with greater ease. The population of Cairo, Alexandria and Port Said is cosmopolitan. It is desirable, therefore, to show English and French on labels and other printed matter.

#### **Resident Representative Recommended**

It is the almost universal practice in this market to operate through a local agent. There are a large number of really dependable and energetic agents, but in this, as in all other markets, the importance of careful selection and thorough investigation cannot be over-emphasized. Depending upon the extent to which the manufacturer operates in the market, consideration should be given to regular visits to the market, or to the establishment of a resident representative. It is only in this way that the best results may be obtained. The agent must affix to each item a label printed in Arabic, and in a European language, showing the selling price.

Each year, the Egyptian Government purchases substantial quantities of pharmaceuticals by tenders, which call for such products as heavy

chemicals, fine chemicals, tablets, ampoules, specialties, serologicals. Such business, however, is not done without difficulty, and is extremely competitive, a time limit being placed on delivery with a fine of 4 per cent imposed for non-observance. All products are subjected to analysis before acceptance, and the manufacturer may run the risk of having products rejected because they do not conform to the local interpretation of monographs in the United States Pharmacopeia. In addition, payment for supplies is often delayed and some agents are reluctant to immobilize capital in this way, in return for the very small profit forced upon them by competition.

#### Drugs High on Priority List for Dollar Spending

Despite its many difficulties, and the severity of competition, the Egyptian market for pharmaceuticals is sufficiently important to merit close attention. The government places these products high on their priority list for the allocation of dollars, if a similar product cannot be obtained from easy currency countries, or if deliveries are not satisfactory. A Canadian product may even, in some cases, be able to compete with the available sterling country equivalent by means of "triangular" trading transactions. This technique, which has reappeared and is now expanding considerably, by-passes import control to a great extent. However, price must be very competitive to withstand the premium on the free market dollars, which, at present, amounts to 12 to 15 per cent. If manufacturers of pharmaceuticals are prepared to pay close attention to presentation, publicity, packaging, quality and price, and to work with an energetic and progressive agency, there is an expanding market for their products in Egypt.

#### Egyptian Imports of Pharmaceuticals

	1947	1948	Jan.-June 1949
United Kingdom .....	E£ 644,706	E£1,026,009	E£ 457,915
CANADA .....	10,789	2,100	987
Palestine .....	5,211	.....	.....
Switzerland .....	223,509	185,113	128,889
United States .....	370,291	388,288	107,313
Belgium and Luxembourg .....	.....	74,605	9,510
France .....	.....	351,567	200,249
Other countries .....	408,043	259,981	181,877
Totals .....	E£1,657,549	E£2,285,563	E£1,085,753

#### World Dictionary of Post Offices Prepared

The International Bureau of the Universal Postal Union has prepared a new edition of the International World Dictionary of Post Offices, which should be available for distribution the end of this year. This may be obtained from the International Bureau, Universal Postal Union, Berne, Switzerland, for 35 Swiss francs (\$9.00), if the order is placed before July 15, 1950, and for 45 Swiss francs (\$11.50), if the order is placed after July 15. Remittances covering orders placed before July 15 must be paid to the International Bureau before October 15, 1950.

Prospectuses concerning this dictionary in English, French, Spanish, Russian, Chinese and Arabic may be obtained from the International Bureau. This prospectus includes the names of 337 countries in the Universal Postal Union, in the language of the country concerned, English, French and Spanish, together with the cantons, departments, divisions, provinces, regions, states and territories of a large number.

# Indian Budget for Current Fiscal Year Provides for Some Taxation Relief

*Deficit of Rs.37,400,000 recorded for 1949-50—New budget provides for surplus of Rs.13,100,000—Income tax and corporation tax are reduced—Maximum rate for super-tax for earned and unearned incomes above Rs.150,000 has been reduced to a flat rate.*

By Richard Grew, Commercial Secretary for Canada

(One rupee equals \$0.2310 Canadian)

**N**EW DELHI, March 12, 1950.—India had a deficit of Rs.37,400,000 for 1949-50, although the Finance Minister explained in bringing down his budget for 1950-51 that it was expected at one time during the course of the year that the deficit would be considerably larger. It was originally estimated that there would be a small surplus of Rs.4,500,000. The new budget provides for a surplus of Rs.13,100,000, and some measure of taxation relief has been afforded. If the previous rates had been maintained, the estimated surplus would have been Rs.96,200,000.

## Summary of Indian Budget

Revenue	Revised 1949-50	Budget 1950-51
	In millions of rupees	
Customs .....	1,204.3	1,065.4
Union excise duties .....	691.9	715.5
Corporation tax .....	406.0	387.2
Taxes on income other than corporation tax.....	1,084.0	1,439.0
Opium .....	12.8	15.5
Interest .....	13.2	11.4
Civil administration .....	71.7	78.7
Currency and mint .....	99.9	95.2
Civil works .....	11.3	12.7
Other sources of revenue .....	78.2	97.9
Post and telegraphs—net contribution .....	37.7	44.8
Railways—net contribution .....	70.0	63.7
Deduct—share of income-tax revenue payable to states....	- 457.4	- 552.0
Less .....	.....	71.2
<b>Total revenue .....</b>	<b>3,323.6</b>	<b>3,391.9</b>
Expenditure	Revised 1949-50	Budget 1950-51
	In millions of rupees	
Direct demands on revenue .....	136.9	138.1
Irrigation .....	1.1	2.3
Debt services .....	388.1	365.0
Civil administration .....	408.9	500.6
Currency and mint .....	24.3	17.6
Civil works .....	81.3	99.7
Pensions .....	26.8	74.5
Miscellaneous—		
Expenditure on displaced persons .....	137.0	60.0
Subsidy on foodgrains .....	296.7	210.0
Other expenditure .....	46.7	42.4
Grants to states, etc. ....	29.6	154.1
Extraordinary items .....	17.0	14.4
Defence services (net) .....	1,700.6	1,680.1
Pre-partition payments .....	66.0	20.0
<b>Total expenditure .....</b>	<b>3,361.0</b>	<b>3,378.8</b>
	- 37.4	+ 13.1

On the revenue side, the main sources of relief are with regard to income tax and corporation tax. In the former, the reduction amounts to Rs.143,700,000, and the latter Rs.6,200,000. Despite the concessions granted

in respect of income tax, it is estimated that the revenue from this source will show an increase of Rs.355,000,000 as compared with the first fiscal year ending March 31, 1950. This will be due to the implementation of certain measures to eradicate tax evasion which have recently been put forward by the Income Tax Investigation Committee.

The maximum rate for super-tax for earned and unearned incomes above Rs.150,000 has been reduced to a flat rate of  $8\frac{1}{2}$  annas, and company income tax has been reduced from five annas to four annas, with a concurrent increase in super-tax of half an anna. Tax on incomes between Rs.10,000 and Rs.15,000 per annum has been reduced from  $3\frac{1}{2}$  annas in the rupee to 3 annas, and on incomes between Rs.15,000 and Rs.25,000 from 5 annas to 4 annas. The exemption limit from income tax of Rs.5,000 in respect of joint Hindu families has been raised to Rs.6,000. All the above measures have clearly been taken with the object of encouraging the industrialists of the country, and stimulating the investment market with a view to diverting the savings of the middle-class into private or state enterprise.

#### **Revenue from Customs Expected to be Lower**

With regard to customs, the anticipated reduction in revenue over the current year's receipts will be mainly due to the recent re-imposition of import controls as a means of conserving foreign exchange. The abolition of export duty on cotton cloth, and the reduction of export duty on raw cotton will also have the effect of reducing revenue from this source during the coming year.

The other substantial relief concerns the postal and telegraph services. Rates for local delivery of letters and postcards have been reduced from 2 annas to 1 anna and from  $\frac{3}{4}$  anna to  $\frac{1}{2}$  anna, respectively. Trunk calls and telegrams will also be substantially cheaper from now on.

On the expenditure side, over half the total amount will be utilized on defence. This is partly because of the country's increasing need for a strong defence service, and partly to bring the private armies of the Indian states, recently taken over, up to the high standard of efficiency of the armies of the Indian Union. Expenditures on displaced persons and on subsidizing foodgrains are both to be substantially reduced as compared with the 1949-50 budget.

Civil administration has been budgeted at Rs.500,060,000 for the coming year, as against Rs.408,900,000 in the current year and Rs.355,600,000 during 1948-49. This item of the budget has caused much unfavourable comment, but can be explained as arising mainly from the cost of administering the Indian states taken over as chief commissionerships, grants by the centre under the financial integration scheme, privy purses to former Indian states rulers, and so on.

The budget proposals have been generally welcomed by the middle-classes and the investing public, as well as business circles. In the Constituent Assembly, however, they have had a mixed reception, many members expressing disappointment that no measures have been taken to alleviate the condition of the masses, or to further schemes for health, education and the development of the country's resources.

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#### **Imports into Northern Rhodesia Higher Last Year**

Total imports into Northern Rhodesia during the first ten months of 1949 were valued at £17,125,026, which exceeded the value in the corresponding months of 1948 by £4,222,674.—(*Barclays Bank Review*)

# Oil Production in Colombia Showed Substantial Increase in Past Year

*Crude petroleum output rose from 23,850,469 barrels in 1948 to 29,722,406 barrels last year—Gold production considerably increased—Government control of platinum industry ended—Construction was generally active—Country now has surplus cement capacity—Progress made by textile industry.*

By W. Ross Van, Assistant Canadian Government Trade Commissioner

(Editor's Note—This is the third in a series of articles on economic conditions in Colombia during 1949. One peso equals \$0.5641 Canadian.)

**B**OGOTÁ, April 11, 1950.—For the petroleum industry in Colombia, the year 1949 was brighter in all respects. In 1948 labour difficulties and disorders prevailed, with the unions demanding higher wages and better living conditions resulting in a three-week strike. Crude oil production increased from 23,850,469 barrels of 42 gallons each to 29,722,406 barrels in 1949. The refinery run increased from 7,084,748 barrels to 9,259,449 barrels in the same period. Exports rose from 18,831,621 barrels to 24,166,869 barrels. The refinery run plus exports is greater than total production, due to the fact that a portion of the crude oil produced by the De Mares Concession is semi-refined and exported later as residual crude.

The principal operators in sequence of importance are: Tropical Oil Company (former subsidiary of International Petroleum Company, of Toronto, and now subsidiary of Standard Oil Company of New Jersey), Colombian Petroleum Company (a joint operation by Texas Petroleum Company and Socony-Vacuum Oil Company of Colombia), Cia. de Petroleo Shell de Colombia, Texas Petroleum Company, Socony-Vacuum Oil Company of Colombia.

The Tropical Oil Company, on August 7, 1951, by agreement with the Colombian Government will turn over the present De Mares concession and nearby refinery. Operations by this company are gradually being cleared up, although it is anticipated that it will continue to operate as an oil products marketing concern.

The Cia. de Petroleo Shell de Colombia is not increasing operations to any great extent at the moment, particularly due to the fact that the present Andian National Company pipeline is unable to carry an increased load. The Andian line at the present time carries oil not only for Tropical but Shell and Socony as well.

The Colombian Petroleum Company operate a very small refinery capable of refining only 621 barrels per day, whereas the Tropical Oil Company refinery at Barrancabermeja puts through approximately 24,747 barrels per day.

## Gold Production Increased

Gold production showed a considerable increase in 1949 when output totalled 359,475 troy ounces valued at 24,534,000 pesos, as compared with 335,260 troy ounces valued at 20,535,000 pesos during 1948. This increase can be attributed to the government encouraging production by allowing a certain portion of the dollar proceeds to be exchanged at the Certificado de Cambio rate, which yields on the average a fifty per cent premium. Foreign interests control 70 per cent of Colombian production.

The Colombian Government ceased control of the platinum industry in 1946 and since that time it has been impossible to obtain actual production figures for the country. There are two principal mines registered as exporters with the local government, and these are operated by foreign interests. All others are comparatively insignificant. Over 50 per cent decrease in 1949 is shown from available figures: 1949, 19,739 troy ounces valued at 2,254,000 pesos; 1948, 43,835 troy ounces.

Silver production for 1949 is given as being 106,678 troy ounces with a value of 149,484 pesos, as compared with 108,716 troy ounces valued at 141,785 pesos during the previous year. The production of silver in Colombia is not sufficient to meet her needs, and her additional requirements are imported from Mexico, Peru and Canada. Silver articles of all types are made locally, having a sterling quality of 900/950 purity, but the finish and most workmanship are inferior to Canadian standards.

Construction in general has been exceptionally active during the year, despite increasingly high costs for construction material.

#### Costs of Basic Construction Materials

Non-metals	1947	1948 (Pesos)	1948
Sand ..... Cu. metre	4.40	4.45	5.13
Sand, coarse, washed ..... Cu. metre	9.41	9.52	10.72
Foundation stone ..... 100	17.51	17.27	19.14
Plaster of paris ..... 25 lbs.	1.74	1.57	1.65
Crushed stone ..... Cu. metre	9.08	9.41	10.20
National cement ..... Ton	65.17	68.34	71.86
Ordinary bricks ..... 1,000	46.32	48.86	55.81
Spanish roof tiles ..... 1,000	77.20	80.75	98.53
Majolica tiles ..... 1,000	119.17	121.25	133.54
4" clay pipe ..... Each	1.39	1.64	1.75
Metals and Woods			
Wire ..... Lb.	.45	.51	.46
Iron bars ..... Ton	450.30	566.96	568.76
Nails (local) ..... Each	.55	.45	.38
Girders ..... Each	.87	.94	1.10
Cross ties ..... Each	.44	.49	.57
Cross beams of 4 metres ..... Each	2.40	2.68	2.96
Wood flooring ..... Sq. metre	3.04	3.49	3.89
Planks, 2.50 x 0.20 x 0.05 ..... Each	1.70	1.83	2.14
Boards, 2.50 x 0.25 x 0.30 ..... Each	1.33	1.48	1.78
Sundry (Varas de Clavo) ..... Each	1.39	1.50	1.77

#### Cement Industry Has Surplus

The cement industry has advanced substantially over the past ten years, giving Colombia surplus productive capacity. During the year 1939, 166,685 metric tons were produced. During 1949, the eight cement factories in operation in Colombia, with a capacity of 86,100 metric tons per month, produced a total of 475,777 metric tons. The estimated maximum consumption for cement in this country is considered to be from 450,000 to 500,000 metric tons per annum. Owing to the small difference between production and demand, a number of the factories have been only partially operating, with the hope that by avoiding excess production there may be a possible increase in domestic demand or a suitable export market found. During the year 1949 the Ministry of Commerce and Industry allotted quotas of 28,200 tons. Shipments have been made during the year to Venezuela and to other countries close by.

At Paz del Rio the government has begun a limited production of minor quantities of pig iron. Lack of adequate financing is hindering development and aid from abroad is really required to advance the project. Nevertheless, it should not be supposed that production in any quantity would be forthcoming for several years.

A foreign consultant engineer surveyed the property and market potentialities, and recommended that a three hundred ton per day rolling

mill be set up. The deposits are said to be of a fair grade and similar to French minette ore, with sufficient reserves to last approximately a hundred years. Bituminous coal and limestone are available nearby in ample quantities, with adequate waterpower sites in the near vicinity.

#### **Plastic Industry Meets Demand**

The plastic industry has been making notable progress, and now the majority of manufactured plastic lines can be supplied locally. This market was previously an excellent one for exporting firms from abroad, but the building up of the Colombian industry has brought this to an almost complete standstill. Again the government is aiding local production through import controls and protective tariffs.

The total value of all rubber goods produced in Colombia during 1949 approximates 22,500,000 pesos. From figures available, Colombia produces 75 per cent of her own rubber requirements. This utilizes about three-quarters of her productive capacity, owing to difficulty in obtaining raw materials with recent import restrictions. Manufacturers are forced to purchase the government allocations before being granted import licences for foreign rubber, available at lower cost. To illustrate: Instituto Nacional de Abastecimientos recently delivered fair quality domestic rubber to Icollantas (Goodrich Tire) in Bogotá at the cost of 3,100 pesos per ton; superior quality from the Far East costs about 1,500 pesos per ton delivered.

Colombia has nine major rubber products manufacturers, two of which produce tires and tubes. The 1949 approximate figures for rubber products are: 140,000 tires (40 per cent for cars, 60 per cent for buses and trucks); 75,000 tubes; 200 metric tons of camelback; 2,100,000 pairs of canvas and rubber shoes; 1,200,000 pairs of rubber heels; 400,000 yards of rubberized cloth; 300,000 balls and toys; miscellaneous soles, tiling, hose, industrial packing, sandals, raincoats and latex products. Tires required for heavy passenger cars, trucks and airplanes are still imported. The production of canvas and rubber shoes has expanded beyond the capacity of the domestic market.

#### **Soda Ash Plant Being Constructed**

The Republic of Colombia, through the Banco de la Republica, is constructing a soda ash plant twenty miles from Bogotá. It is anticipated that the plant will be in operation by the end of 1950, with a productive capacity of 100 tons of soda ash, 30 tons of caustic soda, and 12 tons of refined bicarbonate per day. Along with this project is included a complementary plant which will be able to produce approximately 200 tons of refined salt per day.

The cotton and rayon textile industry made satisfactory progress during the year. Import controls and protective tariffs have both assisted greatly in the advances of this industry. Without protective tariffs the industry itself could not hold its own owing to the high cost of production arising from the necessity of importing substantial quantities of raw materials as well as the high cost of transportation throughout the country. The quality of the manufactured goods, which at first was definitely inferior, is now steadily improving, although it is by no means up to the quality of the textiles produced in such countries as the United Kingdom, Canada or the United States. Unfortunately, no production figures are available for 1948 or 1949. However, statistics for 1947 show small exports to the United States, Panama, Costa Rica, Ecuador, Chile, Venezuela and Curaçao. It is believed that exports, particularly to the United States, were brought about by the actual shortage of textiles during that year.

# Canadian Imports, by Commodities

Country	March			January—March		
	1938	1949	1950	1938	1949	1950
<b>MAIN GROUPS</b>						
(Millions of Dollars)						
Agricultural, Vegetable Products.....	11.2	28.2	32.8	26.2	79.2	86.8
Animals and Animal Products.....	3.6	6.4	6.5	7.8	22.6	19.6
Fibres, Textiles and Products.....	9.7	33.2	28.4	25.8	98.5	83.8
Wood, Wood Products and Paper.....	3.2	7.3	8.5	8.1	19.9	23.1
Iron and Products.....	17.5	85.7	77.4	42.6	228.6	213.5
Non-Ferrous Metals and Products.....	3.8	15.5	18.8	10.1	42.6	48.5
Non-Metallic Minerals, Products.....	8.4	37.2	38.9	23.0	111.1	106.3
Chemicals and Allied Products.....	3.0	10.5	13.3	7.4	31.0	34.7
Miscellaneous Commodities.....	4.6	12.1	12.9	10.8	32.2	33.3
<b>TOTAL IMPORTS FOR CONSUMPTION.....</b>	<b>65.1</b>	<b>235.9</b>	<b>237.4</b>	<b>161.7</b>	<b>665.7</b>	<b>649.5</b>
<b>Agricultural, Vegetable Products—</b>						
(Thousands of Dollars)						
Fruits.....	1,463	4,286	6,685	3,700	12,239	16,175
Nuts.....	221	2,179	2,188	677	5,753	5,795
Vegetables.....	911	2,228	2,522	1,936	4,961	6,541
Grains and products.....	1,711	1,286	1,019	3,972	3,718	3,004
Sugar and products.....	822	4,094	4,456	2,062	11,012	8,129
Cocoa and chocolate.....	142	1,978	1,911	350	4,746	3,593
Coffee and chicory.....	484	1,584	2,361	1,167	6,432	8,128
Tea.....	957	1,457	1,608	2,359	4,603	6,902
Beverages, alcoholic.....	428	1,994	1,025	1,194	5,118	3,674
Gums and resins.....	122	502	467	318	1,429	1,323
Oils, vegetable.....	1,494	2,128	3,066	3,144	6,027	7,359
Rubber and products.....	994	2,968	3,000	2,281	8,877	9,015
Tobacco.....	361	284	261	488	847	1,099
Vegetable products, other.....	1,069	1,204	2,250	2,555	3,476	6,028
<b>TOTAL.....</b>	<b>11,178</b>	<b>28,174</b>	<b>32,820</b>	<b>26,203</b>	<b>79,238</b>	<b>86,764</b>
<b>Animals and animal products—</b>						
Fish and fishery products.....	178	527	347	481	1,576	922
Furs and products.....	1,040	1,065	1,752	2,448	8,475	6,396
Hides and skins, raw.....	283	1,470	1,214	727	3,535	3,807
Leather, unmanufactured.....	226	544	698	638	1,602	2,039
Leather, manufactured.....	309	522	747	746	1,224	1,624
Animal oils, fats, greases.....	57	498	408	191	1,632	998
Animals and products, other.....	1,519	1,135	1,314	2,579	4,568	3,824
<b>TOTAL.....</b>	<b>3,612</b>	<b>6,362</b>	<b>6,480</b>	<b>7,809</b>	<b>22,612</b>	<b>19,609</b>
<b>Fibres, Textiles and products—</b>						
Cotton, raw and linters.....	1,351	6,143	5,248	3,590	19,536	18,033
Cotton products.....	1,813	7,669	5,584	4,836	24,645	17,189
Flax, hemp, jute and products.....	799	1,743	1,929	2,248	5,263	5,866
Silk and products.....	676	394	598	1,861	1,450	1,800
Wool, raw and unmanufactured.....	1,323	3,953	4,274	3,151	8,685	10,620
Wool products.....	1,745	6,896	5,020	5,224	19,364	13,647
Artificial silk and products.....	403	3,500	1,849	1,025	10,796	5,329
Textile products, other.....	1,637	2,853	3,876	3,821	8,776	11,311
<b>TOTAL.....</b>	<b>9,747</b>	<b>33,151</b>	<b>28,379</b>	<b>25,755</b>	<b>98,516</b>	<b>83,796</b>
<b>Wood, Wood Products and Paper—</b>						
Wood, unmanufactured.....	571	1,415	1,503	1,379	3,581	4,381
Wood, manufactured.....	416	1,184	1,359	1,082	3,467	3,556
Paper.....	783	1,829	1,926	1,917	4,953	5,180
Books and printed matter.....	1,457	2,860	3,701	3,737	7,855	9,940
<b>TOTAL.....</b>	<b>3,227</b>	<b>7,288</b>	<b>8,489</b>	<b>8,115</b>	<b>19,855</b>	<b>23,056</b>
<b>Iron and Its Products—</b>						
Iron ore.....	24	3	6	121	232	60
Scrap.....	51	787	34	157	1,330	262
Castings and forgings.....	218	1,314	509	540	3,356	1,740
Rolling mill products.....	2,058	11,116	5,601	5,430	29,570	17,372
Pipes, tubes and fittings.....	200	2,791	1,881	483	7,234	5,721

## Canadian Imports, by Commodities—Continued

Commodity	March			January—March		
	1938	1949	1950	1938	1949	1950
	(Thousands of Dollars)					
Wire and chain.....	245	1,489	852	667	4,432	2,363
Farm implements and machinery.....	2,475	17,218	17,748	5,411	44,760	44,208
Hardware and cutlery.....	222	1,160	1,034	553	3,065	2,613
Household machinery.....	240	1,024	1,206	589	2,644	3,267
Mining, metallurgical machinery.....	500	3,801	1,992	1,307	8,777	5,497
Business, printing machinery.....	664	1,896	2,468	1,647	6,381	7,132
Other non-farm machinery.....	3,031	13,944	12,691	7,179	37,895	35,320
Tools.....	240	1,022	1,056	599	2,990	2,796
Autos, freight and passenger.....	1,575	3,046	7,241	3,352	7,466	17,659
Automobile parts.....	2,487	11,243	12,064	7,130	30,295	34,852
Other vehicles, chiefly iron.....	213	1,077	836	400	2,635	5,727
Engines and boilers.....	1,181	5,906	4,532	2,452	17,048	11,434
Cooking and heating apparatus.....	129	955	800	256	2,218	2,451
Iron products, other.....	1,737	5,873	4,859	4,288	16,227	13,055
<b>TOTAL.....</b>	<b>17,490</b>	<b>85,665</b>	<b>77,408</b>	<b>42,563</b>	<b>228,555</b>	<b>213,528</b>
<b>Non-Ferrous Metals and Products—</b>						
Aluminium and products.....	392	944	830	958	2,708	2,391
Brass, copper, and products.....	377	1,471	1,283	952	4,079	3,556
Tin.....	249	1,319	948	603	3,813	1,607
Precious metals (except gold).....	231	2,037	2,474	868	4,905	8,672
Clocks and watches.....	231	474	1,105	502	1,396	2,747
Electrical apparatus, n.o.p.....	1,325	5,795	7,252	3,390	16,712	19,485
Non-ferrous products, other.....	1,023	3,470	4,802	2,799	9,034	9,996
<b>TOTAL.....</b>	<b>3,829</b>	<b>15,509</b>	<b>18,754</b>	<b>10,073</b>	<b>42,647</b>	<b>48,454</b>
<b>Non-Metallic Minerals, Products—</b>						
Clay and products.....	818	2,964	2,681	2,042	8,311	7,022
Coal.....	2,982	11,558	9,768	8,517	33,682	30,154
Coal products.....	285	1,163	747	848	3,625	2,725
Glass and glassware.....	600	2,032	2,313	1,492	5,814	6,355
Petroleum, crude.....	1,946	13,472	15,463	4,914	38,450	38,719
Petroleum products, n.o.p.....	863	3,379	5,111	2,321	14,171	13,273
Stone and products.....	502	1,532	1,317	1,758	3,644	3,637
Non-metallic products, other.....	430	1,102	1,465	1,128	3,389	4,373
<b>TOTAL.....</b>	<b>8,427</b>	<b>37,203</b>	<b>38,865</b>	<b>23,020</b>	<b>111,087</b>	<b>106,258</b>
<b>Chemicals and Allied Products—</b>						
Acids.....	150	339	460	370	998	1,308
Cellulose products.....	176	488	514	477	1,336	1,459
Drugs and medicines.....	340	1,252	1,767	949	3,332	4,229
Dyeing and tanning materials.....	330	849	1,114	931	2,637	3,091
Fertilizers.....	193	617	657	327	1,523	1,583
Paints and varnishes.....	304	1,082	1,466	800	3,208	3,890
Inorganic chemicals, n.o.p.....	559	1,464	1,798	1,418	4,733	4,180
Synthetic resins and products.....	76	1,329	1,877	200	3,933	4,879
Chemical products, other.....	849	3,120	3,637	1,928	9,333	10,125
<b>TOTAL.....</b>	<b>2,979</b>	<b>10,541</b>	<b>13,290</b>	<b>7,400</b>	<b>31,033</b>	<b>34,744</b>
<b>Miscellaneous Commodities—</b>						
Films.....	183	436	374	411	968	1,069
Toys and sporting goods.....	215	424	531	418	1,049	1,222
Refrigerators and parts.....	229	647	984	375	1,846	2,504
Musical instruments.....	171	386	364	330	978	930
Scientific equipment.....	409	2,025	2,219	983	5,253	5,841
Aircraft and parts.....	285	1,399	1,059	745	3,391	3,040
Works of art.....	152	137	354	365	425	1,041
Canadian tourists' purchases.....	609	1,234	1,540	1,162	2,400	3,263
Parcels of small value.....	477	729	530	1,147	2,509	1,524
Wax, mineral and vegetable.....	38	109	237	124	518	723
Miscellaneous consumers goods.....	523	819	1,032	1,219	2,027	2,591
Miscellaneous, other.....	843	2,032	2,201	2,213	5,846	5,678
Canadian goods returned.....	173	514	570	587	1,562	1,325
Non-commercial articles.....	261	1,160	885	711	3,394	2,515
<b>TOTAL.....</b>	<b>4,566</b>	<b>12,052</b>	<b>12,880</b>	<b>10,789</b>	<b>32,165</b>	<b>33,266</b>

### Canadian Imports, by Main Groups

Commodity	March			January—March		
	1938	1949	1950	1938	1949	1950
(Thousands of Dollars)						
<b>From all countries—</b>						
Agricultural, vegetable products.....	11,178	28,174	32,820	26,203	79,238	86,764
Animals and animal products.....	3,612	6,362	6,480	7,809	22,612	19,609
Fibres, textiles and products.....	9,747	33,151	28,379	25,755	98,516	83,796
Wood, wood products and paper.....	3,227	7,288	8,489	8,115	19,855	23,056
Iron and products.....	17,490	85,665	77,408	42,563	228,555	213,528
Non-ferrous metals and products.....	3,329	15,509	18,754	10,073	42,647	48,454
Non-metallic minerals, products.....	8,427	37,203	38,865	23,020	111,087	106,258
Chemicals and allied products.....	2,979	10,541	13,290	7,400	31,033	34,744
Miscellaneous commodities.....	4,566	12,052	12,880	10,789	32,165	33,266
<b>TOTAL.....</b>	<b>65,056</b>	<b>235,946</b>	<b>237,366</b>	<b>161,727</b>	<b>665,708</b>	<b>649,474</b>
<b>From United Kingdom—</b>						
Agricultural, vegetable products.....	1,517	1,201	2,240	3,588	3,709	6,745
Animals and animal products.....	740	498	852	1,420	1,333	2,080
Fibres, textiles and products.....	4,357	13,015	9,912	12,070	36,831	26,585
Wood, wood products and paper.....	272	228	311	706	691	759
Iron and products.....	2,355	6,597	12,081	5,538	16,032	27,055
Non-ferrous metals and products.....	531	2,448	3,013	1,440	6,009	9,540
Non-metallic minerals, products.....	675	2,003	1,934	1,654	5,585	5,215
Chemicals and allied products.....	483	569	1,077	1,306	1,521	2,688
Miscellaneous commodities.....	566	1,785	1,307	1,430	4,955	3,567
<b>TOTAL.....</b>	<b>11,496</b>	<b>28,343</b>	<b>32,726</b>	<b>29,152</b>	<b>76,666</b>	<b>84,235</b>
<b>From United States—</b>						
Agricultural, vegetable products.....	5,471	11,863	13,572	12,086	32,033	35,824
Animals and animal products.....	1,168	4,509	4,306	3,187	16,932	14,300
Fibres, textiles and products.....	3,271	12,738	10,300	8,584	43,173	36,668
Wood, wood products and paper.....	2,796	6,861	7,882	7,030	18,548	21,492
Iron and Products.....	14,717	76,884	64,435	35,778	208,151	184,402
Non-ferrous metals and products.....	2,666	11,174	11,589	7,049	30,794	32,346
Non-metallic minerals, products.....	7,008	26,316	26,994	19,371	80,495	76,643
Chemicals and allied products.....	2,229	9,402	11,609	5,241	28,163	30,497
Miscellaneous commodities.....	3,501	9,204	10,206	8,079	24,283	26,345
<b>TOTAL.....</b>	<b>42,888</b>	<b>168,952</b>	<b>160,893</b>	<b>106,404</b>	<b>482,570</b>	<b>458,514</b>

#### Spanish Exports Higher Last Year

Madrid, April 29, 1950.—(FTS)—The foreign trade of Spain was valued at 2,683 million gold pesetas in 1949. Imports, valued at 1,435·5 millions, declined 53 million pesetas from 1948. Exports, valued at 1,246·6 millions, increased by 98 million pesetas from the previous year.

#### British Shipments of Leather Increased

London, March 22, 1950.—(FTS)—Exports by the United Kingdom leather industry were 14 per cent higher in 1949, and shipments to Canada increased by 12 per cent. The figures for Belgium, Italy, Denmark, the Netherlands and Norway also rose, but consignments to the United States were a little lower.

Principal Destinations—	1947	1948	1949
		('000)	
Canada .....	£ 688	£ 833	£ 928
United States .....	876	1,362	1,305
Belgium .....	576	618	923
Union of South Africa .....	627	887	960
Irish Republic .....	864	719	623
<b>Total .....</b>	<b>£ 7,051</b>	<b>£ 8,492</b>	<b>£ 10,101</b>

## Belgian Congo Tobacco Industry Importing Leaf Mainly from South African Sources

*Principal suppliers last year included South Africa, Nyasaland and Southern Rhodesia—United Kingdom, Kenya and Uganda supplied cigarettes and other manufactured tobacco.*

**L** EOPOLDVILLE, April 25, 1950.—(FTS)—Leaf tobacco is being imported by the Belgian Congo, largely from South Africa, as a result of the development of the tobacco manufacturing industry during and since the war. Small quantities of leaf were formerly obtained from Angola, French Equatorial Africa and the United States.

### Belgian Congo Tobacco Imports

	1939		1949	
	Kilos	Francs	Kilos	Francs
Leaf tobacco, unstemmed .....	4,314	49,636	2,266,795	37,620,916
Leaf tobacco, stemmed .....	.....	.....	806	36,670
Cigars and cigarillos .....	5,369	558,215	5,728	1,104,809
Cigarettes .....	1,069,605	20,533,887	2,533,045	99,654,217
Pipe tobacco .....	9,370	252,573	12,682	601,896
Other manufactured tobacco .....	.....	.....	399	20,642

Last year the principal suppliers of raw tobacco were South Africa, Nyasaland and Southern Rhodesia, in that order. Sources of cigarettes and other manufactured tobacco were the United Kingdom, Kenya and Uganda and the United States. Most of the imports are, of course, for native consumption, as is the bulk of the local production of 669,888,000 cigarettes (about 600,000 kilos), 246,727 cigars, and 526 kilos of pipe tobacco in 1948.

It will be noted that the imports of cigarettes more than doubled in volume during the ten-year period and the value was nearly five times greater. Exports of manufactured tobacco in 1949 amounted to 5,727 kilos, mostly to Angola.

In addition to two existing cigarette factories a third is now under construction. Efforts are being made, also, to increase the production of leaf tobacco. In co-operation with the Department of Agriculture an association of growers, last year, planted 175 acres of Sumatra tobacco with a reasonably satisfactory yield. This year the harvest will be less but the quality is expected to be better. Some interest has been shown in Canadian Virginia, Burley and other tobacco seed, samples of which have been submitted to prospective planters.

### Larger Canadian Sales Sought by United Kingdom Book Industry

London, March 22, 1950.—(FTS)—Special group representation arrangements were made by the United Kingdom book industry during the year to increase sales in Canada. The value of books exported to Canada in 1949 increased by 11 per cent, and to the United States by 19 per cent. The expansion in total exports was 14 per cent. The book industry is gradually recovering from the restrictions imposed by paper and other shortages.

Principal Destinations—	1947	1948	1949
		( '000)	
Canada .....	£ 222	£ 328	£ 366
Australia .....	939	1,126	1,313
United States .....	525	763	907
Irish Republic .....	525	576	637
Union of South Africa .....	394	534	539
Total .....	£ 4,661	£ 5,782	£ 6,567



## Trade Fair News

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

### Leading World Businessmen Reserving Hotel Space for Fair

Leading businessmen from many parts of the world have already reserved hotel accommodation in Toronto for the third Canadian International Trade Fair. A spot check of the first 500 room reservations made through the Trade Fair Administration reveals that more than one-third are for "top management", the listings being for company chairmen, presidents, vice-presidents, founders or managing-directors. Also on the list are the names of ambassadors, premiers, deputy ministers and other leading government officials.

Total of registered business visitors is expected to exceed last year's 30,000 by a substantial amount, and this initial sampling of advance registrations reflects the sharply increased interest of international industrial and business leaders.

### Rubber-faced Dolls and Remote Control Cars

"Weekin" dolls, with hand-painted faces moulded from a life-like rubber skin will be shown by a British doll and toy firm. Each doll, eight inches tall, is fastidiously dressed and has a charming and unique personality all its own.

The same firm advises that it will offer toy automobiles that are controlled from a distance by means of compressed air flowing through a rubber tube. Powered by a long-running clockwork motor, the cars are seven and a half inches long and of sturdy construction.

### New Type Construction Used for Aluminum Dome

Using aluminum as the basic structural component an exhibitor is erecting an aluminum dome to cover 5,000 square feet of floor space, without using any interior supports. Completely supported on the perimeter, the entire structure was transported to the Exhibition Grounds on a single truck for erection. The diameter of the structure is 83 feet and the firm advises that it has plans drawn for a similar structure with a diameter of 600 feet.

Some uses which the builders had in mind for their type of building include skating rinks, recreation halls, and any other type of lightweight building in which speed and ease of erection would play a big part. The light weight of this type of building is an important factor in reckoning transportation costs. The aluminum dome will be used to house machinery exhibits.

### New Colour Designs in Trade Fair Textiles

Crepes and satins in 15-colour designs will form part of the British textile exhibit. These screen-printed satins and guaranteed anti-shrink crepes, many of them making use of natural flower motifs, will be the contribution of a Gloucester firm.

### Large Selection of Italian Furniture

Lombardi, of Milan, who sold much of his unique line of artistic furniture, crystal and interior decorations at the 1949 Canadian International Trade Fair, will be on hand again this year with an even larger display. Intricately-carved ornamental pieces for which Italian craftsmen are famous will form a large part of his exhibit. Described as "new expressions of modern taste", the exhibit will include ornamental miniatures of glass and metal, carved-wood figurines and furniture decorated with intricate inlays.

### Free-wheeling Iron for Trade Fair

An intriguing new iron will be on display. This iron is not bound to the electrical outlet by an ironing cord. The electrical contact is made with a special attachment fitted to the ironing board into which the iron is laid for reheating. The makers stress the saving in maintenance due to less wear and tear on the cord. It is balanced and shaped to avoid fatigue and has a thermostat control adjustable for nylon, silk, wool, cotton and linen.

### Australian Books for Trade Fair

Australian Commerce Department officials announced recently that Australian books might be good dollar earners. As a result, an exhibit of books is being officially encouraged for the Canadian International Trade Fair.

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### Spain Considers Plans for Foreign Trade

Madrid, April 29, 1950.—(FTS)—Importers and exporters in Barcelona are discussing with the authorities in Madrid plans for the further development of foreign trade.

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### Substantial Dollar Earnings Made by British Pottery Industry

London, March 22, 1950.—(FTS)—Export order books of British pottery manufacturers are full, and the industry can be expected to make a substantial contribution to overseas currency earnings for some years to come. Sales abroad of pottery, glassware and abrasives, were 6 per cent higher last year than in 1948, with Canadian purchases increased by 17 per cent and United States purchases by 11 per cent. The merits of British pottery are appreciated throughout the world, and supplies are kept off the home market in order that full advantage may be taken of the broad field for exports.

Principal Destinations—	1947	1948	1949
		('000)	
Canada .....	£ 3,541	£ 4,736	£ 5,484
Australia .....	3,332	5,124	5,267
Union of South Africa .....	2,862	3,832	3,867
New Zealand .....	1,655	1,668	1,839
United States .....	1,555	1,812	2,016
British West Africa .....	1,064	1,620	2,083
Irish Republic .....	1,584	2,121	2,183
India .....	1,694	1,396	2,198
Pakistan .....		254	333
Total .....	£ 32,889	£ 45,154	£ 48,528

## 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.**

**Brockville—Chamber of Commerce.**

**Calgary—Board of Trade.**

**Charlottetown—Board of Trade.**

**Edmonton—Canadian Manufacturers' Association.**

**Fredericton—Chamber of Commerce.**

**Gananoque—Chamber of Commerce.**

**Granby—Chamber of Commerce.**

**Guelph—Board of Trade.**

**Halifax—Board of Trade.**

**Hamilton—Chamber of Commerce.**

**Kingston—Chamber of Commerce.**

**Kitchener—Chamber of Commerce.**

**London—Chamber of Commerce.**

**Moncton—Canadian Manufacturers' Association.**

**Montreal—Montreal Board of Trade.**

**Quebec City—Board of Trade.**

**Regina—Chamber of Commerce.**

**Saint John—Board of Trade.**

**Sarnia—Chamber of Commerce.**

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

**Saskatoon—Board of Trade.**

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

**Toronto—Canadian Manufacturers' Association.**

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

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

**Welland—Board of Trade.**

**Windsor—Chamber of Commerce.**

**Winnipeg—Canadian Manufacturers' Association.**

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

### A. W. Evans Returns from Havana on Tour



**A. W. Evans**

Arthur Worden Evans, Commercial Secretary for Canada in Havana, Cuba, since January, 1949, has returned home on leave, and will commence a tour of this country on May 29 in Toronto. Born in Kingston, Ont., in 1917, he was educated in that city and Toronto, graduating from the University of Toronto with a degree in political science and economics. After serving with the Fleet Air Arm of the Royal Naval Volunteer Reserve and the Royal Canadian Navy, Mr. Evans joined the Canadian Trade Commissioner Service in February, 1945. He was posted to Mexico City as Assistant Trade Commissioner, in September of that year, and to Port-of-Spain, Trinidad, in April, 1947, remaining there until his transfer to Havana.

Toronto—May 29-June 8.

Hamilton—June 9.

St. Catharines—June 12.

Welland—June 13.

Brantford—June 14.

London—June 15.

Windsor-Walkerville—June 16.

Kitchener-Guelph—June 19.

Kingston—June 21.

Montreal—June 22-July 4.

Quebec—July 5.

Saint John, N.B.—July 7-11.

Halifax—July 13-15.

St. John's, Nfld.—July 17.

J. M. Boyer, Canadian Government Trade Commissioner in Cairo since October, 1947, will commence his tour of this country on May 22 in Windsor, Ont. Besides Egypt, his territory includes Aden, Anglo-Egyptian Sudan, Cyprus, Ethiopia, Hashemite Kingdom of the Jordan, Iraq, Lebanon, Saudi Arabia and Syria.

Windsor—May 22.

London—May 23.

Welland-St. Catharines—May 25.

Hamilton—May 26.

Toronto—May 29-June 15.

Saint John—July 25-26.

Halifax—July 28.

Chicago—August 7-12.

Vancouver—August 21-26.

Winnipeg—September 5.

Ottawa—September 8-12.

Kingston—September 13.

Gananoque-Brockville—September 14.

Montreal—September 15-30.

J. P. Manion, Commercial Secretary for Canada in Paris since May, 1948, commenced a tour of this country on March 13 in Ottawa. Besides France, his territory includes Algeria, French Morocco and Tunisia.

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.

Paul Sykes, Canadian Government Trade Commissioner in Singapore since March, 1947, commenced his tour of this country on May 4 in Brockville. Besides Singapore, his territory includes Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak and Thailand.

Edmonton—May 22.

Ottawa—May 25-26.

Hamilton—May 29-30.

Brantford—May 31.

St. Catharines—June 1.

Windsor—June 2-3.

Montreal—June 8-17.

Toronto—June 19-27.

Ottawa—June 29-30.

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### Cost of Living Increased in Barbados and Grenada

Port-of-Spain, April 27, 1950.—(FTS)—There has been an increase of nine points in the cost of living index figures in Barbados during the months of December, 1949, and January, 1950. The figures for February are not yet available. In Grenada, the cost of living index rose seven points between October, 1949, and January, 1950.

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### British Output of Cotton Single Yarn and Cloth Sets Record

London, April 15, 1950.—(FTS)—Postwar records were established by the cotton industry in Great Britain for the production of single yarn and cloth. The total output of single yarn, at a weekly average of 15.8 million pounds, was 4 per cent higher than in 1948. Production of cotton waste yarns, at a weekly average of 1.86 million pounds was 4.5 per cent higher than in 1948, and that of spun rayon and mixture yarns, at an average of 1.37 million pounds a week, was 20 per cent higher.

Output of the doubled yarn during 1949, at a weekly average of 4.64 million pounds, was 6 per cent below that of 1948; the medium and fine counts were 2 per cent higher, at a weekly average of 1.80 million pounds, but the coarser counts, at 2.85 million pounds a week, fell by 10 per cent.

The total of cloth produced during 1949, at an average of 49.8 million linear yards a week, was 8 per cent higher than in 1948, cotton cloth being 6 per cent and rayon and mixture cloths up by nearly 20 per cent.

# Trade and Tariff Regulations

## **Bermuda Permits Importation of Fresh Eggs in Shell**

New York, April 29, 1950.—(FTS)—Importers in Bermuda were notified by the Bermuda Supplies Commission on April 26 that applications for import licences would be considered for the importation of fresh eggs in shell from Canada and the United States, provided that the quantities are reasonable.

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## **Colombian Ex-quota Licence System Suspended**

Bogotá, May 12, 1950.—(FTS)—The provision of the Colombian exchange regulations under which import licences are issued for certain products without reference to the basic quotas granted to importers has been suspended. It is expected that a new licensing system will be introduced shortly.

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## **Peru Removes Box Shooks and Plywood from Prohibited List**

Lima, May 4, 1950.—(FTS)—A Peruvian decree of April 27, 1950, permits the importation, without licence or special authority, of boards of common wood, plain, prepared for cases, whether or not marked or planed, including unassembled packing cases and of plywood of all kinds, veneered woods, and veneer leaves not exceeding three millimetres in thickness.

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## **South Africa to Issue Interim Import Permits**

Johannesburg, May 3, 1950.—(FTS)—The Director of Imports and Exports of the Union of South Africa, in a Government Notice of April 28, announces the issue of "Voorskot", or interim permits, for the importation, in the second half of 1950, of raw materials, consumable stores and maintenance spares for industries other than those with whom special arrangements will be made. The chief industries not affected, the notice explains, are the mining, motor, tea and coffee packing, wine, fertilizer, paper, printing and packaging, building and contracting, tailoring and clothing industries, the agricultural industry in respect of consumable stores and maintenance spares, and requirements of the pharmaceutical industry dealt with by the Pharmaceutical Advisory Committee.

These interim permits, which will be issued in soft currency, will represent 80 per cent of the value of raw materials, consumable stores and maintenance spares used or sold in the first six months of 1949. Any importer unable to obtain his requirements from soft-currency countries will be permitted to convert his allocation, up to 50 per cent of its value, into hard currency at the rate of £1 hard for each £2 soft. Hard-currency permits will require shipment within the period July 1 to December 31, 1950, inclusive.

The notice contains sections relating particularly to textiles, and to conversion arrangements for the building and contracting industries.

(Editor's Note—The full text of the notice is on file in the Foreign Tariffs Section, International Trade Relations Division, Department of Trade and Commerce.)

## Trade and Tariff Regulations—Concluded

### South Africa Renews Universal Import Permits

Johannesburg, May 3, 1950.—(FTS)—Renewal permits will be issued by the Union of South Africa against unexpired balances of "universal" (i.e. world-wide) import permits, subject to prescribed conditions, according to a recent statement by the Director of Imports and Exports. The conditions are: Applications for such renewal permits will not be considered before June 1, 1950; importers applying for renewal permits must surrender with their applications valid universal permits for at least the f.o.b. value of the renewal permits applied for (where necessary, applicants can arrange for subdivisions of existing permits through the branches of the South African Reserve Bank in the manner now allowed); applicants must produce firm orders which have been confirmed by the suppliers not later than May 31, 1950, such orders and acceptances to be for shipment not later than September 30, 1950.

### New Pineapple Industry in Trinidad Shows Promise

Port-of-Spain, March 6, 1950.—(FTS)—Situated a few miles east of Port-of-Spain, the Crescent Pineapple Grove, consisting of more than 35 acres of what, until a few years ago, was considered worthless land, promises to revive on a commercial scale the cultivation of pineapples. After considerable study of the soil, it was decided to nourish the lands with a small amount of fertilizer in conjunction with organic manuring from compost heaps made up of deedings, trimmings, earth, sawdust and other inexpensive matter collected about the estate.

On a 90-foot experimental strip of ground many types of crops were planted before it was discovered that the pineapple thrived there. Through the Department of Agriculture, several varieties of pineapple were imported from different countries. Today the estate has been able to produce the *Black Antigua*, *Smooth Cayenne* from Jamaica (which has no spikes on the leaves) and the *Red Spanish* and *Cabezona* from Puerto Rico. The *Smooth Cayenne* is the variety grown mostly in Hawaii.

A new field is now planted containing 36,300 plants, each in a three-foot by six-foot plot, and is showing good signs of progress. It is hoped to reach maximum production in about two years.

Experiments are also being carried out with a ground cover for the pineapple plants. A runner known as the *Trailing Indigo* is presently being used. This plant grows low to the ground and will not climb another plant. Its purpose is to place nitrogen in the soil and to protect the pineapple plant from the sterilizing effect of the sun's rays while also stifling growth of other weeds and preventing erosion. Results in this direction have so far been promising.

### 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, Belgian Congo, Cuba, Denmark, Dominican Republic, Egypt, Greece, Guatemala, Haiti, Italy, Mexico, Netherlands, 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 Inquiries

Canadian firms interested in any inquiries listed in this section are requested to communicate directly with the companies or individuals concerned. As far as can be ascertained, they are in good standing, though the Foreign Trade Service cannot assume responsibility for business transactions undertaken with them. A copy of the initial reply from the inquirer should be forwarded to the Department of Trade and Commerce for follow-up purposes. Confidential information concerning the financial status of inquiries may be secured from this Department by bona fide Canadian manufacturers and exporters. In writing this Department in connection with inquiries, the name of the inquirer, file number of the inquiry and the date of issue of **Foreign Trade** in which it was shown should be supplied.

112. **India**—Lakhy Industries, 51-1 Streat Field Road, P.O. Box 31, Benares, wish to contact Canadian firms interested in importing carpets, rugs, Banarasi sarees, silk handloom brocades, dress materials, ladies' scarves, etc. File: 1-1125.

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### Spain Plans Co-operative to Assist Almond Sales

Madrid, April 29, 1950.—(FTS)—Wholesalers in Spain are considering the establishment of a co-operative organization for the exportation of almonds.

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### South Africa Inaugurates Commercial Broadcasting Service

Johannesburg, March 27, 1950.—(FTS)—“Springbok Radio”, the first commercial broadcasting service in South Africa since 1926, will commence transmission on May 1, 1950, on medium and short wave bands to over a million listeners. In the initial stages, the Springbok Radio medium wave transmitters will cover the Transvaal, or northernmost province of the Union. The short wave transmitters will serve the rest of the Union and will be received in surrounding countries. By the middle of 1951, it is anticipated that a national network, linked by wire lines with broadcast type carriers superimposed, will give high quality coverage throughout the densely populated areas of the Union.

Within a hundred miles of Johannesburg and Pretoria, where the northern region transmitters are situated, there is a white population of nearly one million, or about two-fifths of the total white population of the Union. A native (Bantu) population of two and a half million, which is rapidly becoming radio-conscious, is also concentrated in this area. Along the Witwatersrand's world-famous gold reef are to be found nearly one-third of the Union's factories, and more than one hundred different types of industries. The gross value of the output of the metal fabricating industries alone is more than £ 80 million. The yearly wage bill of factory workers exceeds £ 50 million.

Time selling began on February 1, 1950, and it was apparent at once that commerce and industry had been awaiting the new advertising medium with interest. Time during peak evening hours was soon sold out and daytime bookings were heavy. International advertisers, such as Lever Brothers, Sterling Products, Colgate-Palmolive-Peet, Coca-Cola and Bristol Myers, form the nucleus of the numerous commercial and industrial firms using Springbok Radio. These firms, with established factories in the Union, have not been seriously affected by the stringent import control measures introduced in late 1948. However, other overseas exporters, and especially those in dollar countries, have experienced a drastic curtailment or even a total prohibition of their trade to the Union during recent months.

# 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, Edifício Metropole, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

*São Paulo*—C. J. VAN TICHEM, Commercial Secretary for Canada, Canadian Consulate, Edifício 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 Vasilissis Sophias Avenue.

Territory includes Israel.

## Guatemala

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

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

# Foreign Trade Service Abroad—Continued

## Hong Kong

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

Territory includes 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 da Fonseca 103.

Territory includes the Azores, Gibraltar and Madeira.

## Singapore

*Singapore*—R. K. THOMSON, Acting Canadian Government Trade Commissioner, Room D-5, 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, Adlerley Street. Address for letters: Post Office Box 683.

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

*Cable address, Cantracom.*

### Spain

**Madrid**—E. H. MAGUIRE, Canadian Government Trade Commissioner, 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, Strandvägen 7-C. Address for letters: Post Office Box 14042.

Territory includes Finland.

### Switzerland

**Berne**—YVES LAMONTAGNE, Commercial Counsellor, Canadian Legation, Thunstrasse 95.

Territory includes Austria, Czechoslovakia and Hungary.

### Trinidad

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

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

### Turkey

**Istanbul**—G. F. G. HUGHES, Commercial Secretary for Canada, Istiklal Caddesi, Lion Magazasi yaninda, Kismet Han No. 3/4, Beyoglu, Istanbul. Address for letters: Post Office Box 2220, Beyoglu.

### United Kingdom

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

*Cable address, Sleighing, London.*

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

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

*Cable address, Sleighing, London.*

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

*Cable address, Cantracom, London.*

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

*Cable address, Timcom, London.*

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

Territory includes the Midlands, North of England and Wales.

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

Territory covers Scotland and Iceland.

*Cable address, Cantracom.*

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

Territory covers Northern Ireland.

### United States

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

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

**New York City**—M. T. STEWART, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Center. Address for letters: Canadian Consulate, 620 Fifth Avenue.

Territory includes Bermuda.

*Cable address, Cantracom.*

**New York City**—M. B. BURSEY, Canadian 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 Boylston Street, Boston 16.

**Detroit**—J. J. HURLEY, Consul of Canada, Canadian Consulate, 1035 Penobscot Building, Detroit 26, Michigan.

**Chicago**—EDMOND. TURCOTTE, Consul-General of Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

**Los Angeles**—V. E. DUCLOS, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

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

### Venezuela

**Caracas**—C. S. BISSETT, Acting Canadian Consul General and Trade Commissioner, Canadian Consulate General, 8° Peso, Edificio America, Esquina Veroes. Address for letters: Apartado 3306.

Territory includes Netherlands Antilles.

## Foreign 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 1949	Nominal Quotations May 8	Nominal Quotations May 15
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 Belgium Congo	Franc		·0228	·0220	·0220
Bolivia	Boliviano		·0238	·0183	·0183
British West Indies (Except Jamaica)	Dollar		·8396	·6417	·6417
Brazil	Cruzeiro		·0544	·0598	·0598
Burma	Rupee		·3022		
Ceylon	Rupee		·3022	·2310	·2310
Chile	Peso	Off.	·0233	·0183	·0183
Colombia	Peso		·5128	·5641	·5641
Costa Rica	Colon		·1800	·1980	·1980
Cuba	Peso		1·0000	1·1000	1·1000
Czechoslovakia	Koruna		·0200	·0220	·0220
Denmark	Krone		·2084	·1592	·1592
Dominican Republic	Peso		1·0000	1·1000	1·1000
Ecuador	Sucre		·0740	·0815	·0815
Egypt	Pound		4·1330	3·1587	3·1587
El Salvador	Colon		·4000	·4400	·4400
Fiji	Pound		3·6306	2·7748	2·7748
Finland	Markka		·0062	·0048	·0048
France, Monaco and French North Africa	Franc	Off.	·0037	·0032	·0032
French Empire—African	Franc		·0073	·0063	·0063
French Pacific Possessions	Franc		·0201	·0174	·0174
Germany	Deutsche Mark		·3000	·2619	·2619
Guatemala	Quetzal		1·0000	1·1000	1·1000
Haiti	Gourde		·2000	·2200	·2200
Honduras	Lempira		·5000	·5500	·5500
Hong Kong	Dollar		·2519	·1925	·1925
Iceland	Krona		·1541	·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		1·0000	1·1000	1·1000
Paraguay	Guarani		·3200		
Peru	Sol		·1538	·0688	·0699
Philippines	Peso		·4975	·5500	·5500
Portugal and Colonies	Escudo		·0400	·0385	·0385
Singapore	Straits Dollar		·4702	·3593	·3593
Spain and Colonies	Peseta		·0916	·1008	·1008
Sweden	Krona		·2783	·2126	·2126
Switzerland	Franc		·2336	·2564	·2565
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	Bolivar		·2985	·3289	·3289
Yugoslavia	Dinar		·0200		