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In This Issue

Pakistan—Economic Conditions Improved During Past Year	890
Venezuela—Labour and Production Problems Hamper Gold Mining ..	895
Canada—International Trade Fair Supplement	907
Argentina—Droughts Were Serious Setback to Livestock Industry ..	943

Regular Features

Agencies Concerned with Foreign Trade Development	953
Foreign Commercial Representation in Canada	958
Foreign Exchange Quotations	960
Foreign Trade Service Abroad	954
Foreign Trade Service—Head Office Directory	951
Trade Commissioners on Tour	950
Trade Notes—Australia	898
Chile	899
Cuba	899
Greece	900
Hong Kong	902
Israel	904
New Zealand	905
Trade and Tariff Regulations	947

COVER SUBJECT—Site of the Canadian International Trade Fair, in Toronto, which is being held from May 28-June 8. A wide variety of exhibits, displayed over an area of 145,000 square feet in the Coliseum and Automotive Building in the Canadian National Exhibition Grounds. A special supplement relating to the trade fair and the various government services available to exporters and importers will be found on pages 907-943.

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OTTAWA—EDMOND CLOUTER, C.M.G., O.A., D.S.P.
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Economic Conditions in Pakistan Improved During the Past Year

Dollar earnings were higher and food crops were good—Six-year plan for industrial development presented to Commonwealth Consultative Committee—Cotton and jute were most important exports, and cotton manufactures largest import item.

By **A. P. Bissonnet**, Commercial Secretary for Canada.

(One Pakistan rupee equals \$0.3173 Canadian.)

(Editor's Note.—Mr. Bissonnet returned recently from Pakistan on leave, and will commence his tour of Canada in Southwestern Ontario early next month, discussing conditions in his territory with interested businessmen.)

KARACHI.—Pakistan entered the year 1950 in much economic uncertainty. As the year progressed, however, conditions improved, and by the end of the year the new country's economy had proven itself sound and viable. The country was prospering and internal prices were down. Because of India's refusal to accept the non-devaluated rate of the Pakistan rupee, Pakistan had to find new markets during the year for its two main cash crops, cotton and jute. During the first quarter there was some doubt as to whether new buyers could be found, and it was common talk that the rupee would have to be devalued and brought into line with other devalued currencies. Exports of jute and cotton to countries other than India picked up during the second quarter. After the commencement of hostilities in Korea, exports of these two crops improved to such an extent that there remained very little doubt about the soundness of Pakistan's non-devaluation policy. As a result, Pakistan's foreign trade position improved and her dollar earnings were up as compared with 1949.

Food crops were good last year. A bumper rice crop in East Pakistan eased the food situation in that province and, for the first time since partition in 1947, the government was able to build up food reserves. The surplus wheat crop enabled Pakistan to sell wheat abroad to West Germany, Japan and Turkey. During the year, a six-year plan for industrial development was presented to the Commonwealth Consultative Committee in London, and indications are that it will be implemented on schedule, providing funds and equipment become available. The year was marred, however, by continuing trade and political disputes with India. The large sums which Pakistan is forced to spend on defence as a result of the latter could do much to develop the country's economy.

Cotton and Jute Were Most Important Exports

Official Pakistan trade statistics by commodities have not, until November, 1950, included government import and export transactions. In November, however, sea-borne trade statistics included trade by both government and private account, with the exception of government trade in arms and ammunition and ships' stores. Government imports of defence purchases would be large. Statistics do not include land trade with Iran and Afghanistan, or the large quantities of jute and other items which are smuggled across the land frontier between India and Pakistan. Thus, from statistics it is impossible to give an accurate picture of Pakistan's balance of trade. According to official statistics, however, Pakistan had a favourable balance of trade at the end of December, 1950, of Rs.104.9 million.



Pakistan—Typical farmer in East Bengal.

The value of exports from Pakistan during 1950, according to the official statistics, reached record levels in November and December. This may be partly attributed to the increased prices obtained for cotton and jute. These two items accounted for more than 80 per cent of the value of exports during the year. The value received by Pakistan nationals for jute smuggled over the East Pakistan-India border is not known, but is probably considerable.

The liberalization of the import licensing policy in June began to show in the import statistics in August and September, when imports rose in value from Rs.69.6 million in July, to Rs.121.6 million in August, and reached a peak of Rs.133.8 million in September. In spite of this, the boom in the export trade of Pakistan which occurred during the same period left the country with a favourable export balance, again according to official statistics. Cotton manufactures, the biggest single import commodity, accounting for about 25 per cent of the value of the total imports, was followed by cotton twist and machinery, in that order.

Principal Exports of Pakistan, by Commodities

	1949		1950	
	(April 1-December 31)		('000's rupees)	
	('000's rupees)		('000's rupees)	
Jute Raw	128 tons	145,372	488 tons	449,719
Cotton Raw	557 bales	254,602	897 bales	418,707
Wool Raw	15,130 lbs.	20,559	25,167 lbs.	45,231
Hides and Skins	9 tons	20,786	11 tons	25,897
Seeds, essential	1 ton	954	1 ton	10,345
Cotton seed	17 tons	3,653	34 tons	6,348
Manures .....	.....	3,423	.....	4,066
Tea, black	19,203 lbs.	28,000	2,124 lbs.	3,256
Fish	65 cwt.	4,197	70 cwt.	3,096
All other articles .....	.....	35,309	.....	85,975
Total .....	.....	516,860	.....	1,052,644

Long tons used throughout.
Bales of 400 lbs. each.
Cwt. equals 112 lbs.

Principal Imports into Pakistan, by Commodities

	1949 (April 1-December 31)	1950 (April 1-December 31)
	('000's of rupees)	
Cotton Manufactures	193,597	230,202
Cotton Twist and Yarn	141,372	127,186
Machinery	61,898	80,455
Metals and Ores	38,336	51,304
Vehicles	48,653	48,402
Vegetable oil	10,287	11,489
Artificial silk	12,338	7,949
Woollen manufactures	4,970	3,073
Liquors	2,921	2,324
All other articles	399,394	385,337
Total	913,770	947,725

The United Kingdom maintained its position as the principal supplier of Pakistan's import requirements, with India in second place. Japan more than trebled its exports to Pakistan in 1950. The trade dispute with India forced Pakistan to find new markets for its jute and cotton, a fact which is clearly evident by the change in value of exports to various countries in 1950, as compared to 1949.

Imports into Pakistan, by Countries

	1949 (April 1- October 31)	1950 (April 1- December 31)
	('000's rupees)	
United Kingdom	260,689	252,304
Japan	36,356	125,367
India	130,441	124,356
United States	77,429	86,086
China	43,669	56,687
Italy	62,210	54,303
Iran	10,026	31,572
Ceylon	6,789	22,323
Germany	803	20,442
Netherlands	23,015	15,486
France	6,962	8,598
Egypt	16,172	7,350
CANADA	5,532	6,288
U.S.S.R.	11,089	4,125
Burma	21,927	3,175
All other countries	67,867	129,255
Total	780,985	947,725

Exports from Pakistan, by Countries

	1949 (April 1- October 31)	1950 (April 1- December 31)
	('000's rupees)	
United Kingdom	71,136	159,558
Japan	50,011	144,409
United States	23,580	93,566
France	26,916	92,909
Hong Kong	26,296	86,734
Italy	9,763	81,310
Germany	15,678	75,189
Belgium	18,792	36,618
India	75,823	34,205
China	8,518	24,534
Spain	1,963	23,401
Australia	1,408	17,289
Czechoslovakia	10,427	15,732
Netherlands	4,104	15,704
Yugoslavia .....	.....	11,791
U.S.S.R.	10,449	10,540
CANADA	1,706	3,186
All other countries	82,308	125,961
Total	439,885	1,052,644

During the year trade agreements were signed with Hungary, Occupied Japan, Italy, Austria, Switzerland and Poland. Trade agreements with Egypt and West Germany were amended and renewed. In early 1951 a trade agreement was signed with Spain.

Defence Estimates Largest Item in Budget

The 1950-51 budget was introduced in March and showed a gradually increasing national revenue and a sound financial position. As in the previous two budgets, defence estimates were the largest items, Rs.472.2 million out of an ordinary budget of Rs.692.6 million, or 68 per cent. In addition, Rs.271.3 million were earmarked for defence, out of the capital budget, bringing the total for defence expenditures and commitments to Rs.743.5 million, or more than the whole of the ordinary budget expenditures met from revenue.

Summary of Pakistan Ordinary Budgets

(Pakistan Rupee figures converted to Canadian dollar equivalent).

	Budget Estimate	(\$'000,000) Revised Estimate	Budget Estimate
Gross Revenue	1949-50	1949-50	1950-51
Principal heads of revenue	192.3	196.5	189.3
Railways Posts and Telegraphs revenues	129.5	136.4	140.0
Other heads	45.3	42.8	45.6
	<u>367.1</u>	<u>375.7</u>	<u>374.9</u>
Gross Expenditure			
Defence Services	155.8	167.9	165.0
Railways Post and Telegraphs	132.6	126.7	126.5
Other expenditures	78.5	80.3	89.7
	<u>366.9</u>	<u>374.9</u>	<u>381.2</u>

Pakistan Capital Expenditure

(1950-51)

Receipts and recoveries on capital account
Capital expenditure

Defence	82.5
Railways	39.5
Industrial Development	13.2
Civil Works	11.5
	<u>146.7</u>

Fifty-one per cent of the capital of the state bank is held by the Government of Pakistan, the remainder by the public. Balances held outside of Pakistan include bank deposits and securities held in the United Kingdom and India. The relaxation on import licensing restrictions announced in June, 1950, resulted in a large number of import orders, with importers calling on the banks to provide the necessary finance. With the opening of the jute season in July and the cotton season in September, the customary demand was made on the banks to finance these cash crops when the credit position was already extended. The scheduled banks first of all drew on their excess balance at the state bank and later applied for assistance to the state bank, either by sale of securities or by direct loans. In addition the money market, which is in fact an organization of banks for lending to each other, became virtually non-existent as no funds were available even though rates were quoted nominally at 2 per cent.

In Pakistan, whenever finance is provided to the growers it is in the form of cash payments. In countries where banking habits are more

advanced, credit is obtained by drawing cheques on overdrafts and the cheques are ultimately paid into banking accounts. In such circumstances, an inflation of credit will result in higher bank deposits and higher overdrafts. In Pakistan, however, the position is shown by higher overdrafts and a greater amount of cash outstanding. To provide the additional amount of cash, the issue department of the state bank had to increase the note issue and, as a result, securities were transferred from the banking department to make up the necessary amount of cover. However, not all the Pakistan securities were received in the issue department in this way. Certain Indian assets were depreciated on June 30, and the loss was made good by the creation of new Pakistan securities.

In August the state bank was forced to take measures requiring a 75 per cent deposit on forward bookings for foreign exchange for items under open general licence, and 35 per cent for goods under licence. This was later reduced to 50 per cent and 30 per cent respectively.

Bank of England Made Grant for Foreign Exchange Requirements

In an agreement made public on August 4, 1950, between the Bank of England and Pakistan, £15 million was allocated to Pakistan for her general foreign exchange requirements for the present fiscal year. In addition, £2.5 million was granted for the July-September period, and a further £2.5 million for the October-December period to compensate for the trade deadlock with India. Thus a total of £20 million is available for Pakistan's foreign exchange requirements.

Consolidated Position of Pakistan Scheduled Banks

	December 1949	December 1950
	('000's of rupees)	
Demand Liabilities	902,325	947,836
Total Demand and Time Liabilities	1,108,238	1,179,957
Total Cash and Balance with State Bank	254,170	143,495
Total of Advance and Bills Discounted	422,080	770,280

The position of the scheduled or commercial banks at the end of the year as compared to 1949 may be accounted for by the same reasons as those affecting the state bank, the heavy financing of crops and imports in the second half of the year.

The estimated population of Pakistan is 80,000,000. The vast majority of employed people are occupied in agriculture. Probably less than one per cent of the total population is employed in non-agricultural pursuits, such as the merchant marine, manufacturing plants, railroads, mines, dockyards, etc. During the year under review, the All-Pakistan Confederation of Labour was formed, an affiliate of the International Confederation of Free Trade Unions, and held its first annual conference in Karachi in September. It embraces the two leading trade union federations in the country, one from East Pakistan and one from West Pakistan. This new confederation claims that it numbers 180 unions with a total membership of 320,000. However its actual membership may be somewhat less. In addition to this free confederation of trade unions, there is the Pakistan Trade Union Federation, a Communist union, with an estimated membership of 30,000.

United States Imports from Latin America Set Record

Washington, May 4, 1951.—The value of United States imports from the Latin American republics reached an all-time high of \$2,907.2 million last year, while United States exports to Latin America totalled \$2,668 million, or slightly less than in 1949.

Labour and Production Problems . Hamper Venezuelan Gold Mining

Gold mined commercially for over one hundred years—Companies formed to develop gold and coal mining—Substantial asbestos deposits exist but production costs have been high—Bauxite deposits have been located.

By J. A. Stiles, Canadian Government Trade Commissioner.

(Editor's Note.—Mr. Stiles has returned home on leave and commenced his tour of this country on May 7, discussing with businessmen conditions in Venezuela, and the market for Canadian commodities.)

(One Venezuelan bolivar equals \$0.3179 Canadian.)

CARACAS.—Gold has been mined commercially in Venezuela for over a hundred years, with production centred in the Guayana district of the State of Bolivar. Since 1947, the Guayana Mines Ltd., has been producing approximately 80 per cent of the total Venezuelan output. Continuous labour and production problems, which had been hampering the activities of the company, finally forced it to shut down in September of 1950. At present, the owners are endeavouring to sell the company's assets to the Venezuelan Government. A special government commission was sent to the mine in October to investigate the situation, but its recommendations have not yet been made public. Nearly a thousand workers have been directly affected, and an estimated total of 15,000 people in the Guayana district indirectly. This problem is one of the most urgent presently before the Venezuelan Ministry of Mines.

Venezuelan Gold Production

	Grams
1938	3,576,499
1942	3,607,599
1946	1,510,317
1947	679,000
1948	1,546,784
1949	1,909,067
1950	1,071,888

Production of diamonds in the Guayana area of Venezuela up to the present time has been largely by small-scale panning on the part of individuals. Although most of the Venezuela diamonds have been destined to industrial use, an increasing amount has been going to the jewellery trade.

In 1948, the Venezuelan Development Corporation took an interest in the development of local diamond mining and sponsored the formation of a company known as C. A. Venezolana del Diamante. This company has a capital of Bs.1,880,000, of which Bs.1,700,000 have been advanced by the Development Corporation. Activities to date have been concentrated on the clearing of an airfield, the acquisition and installation of the necessary heavy machinery, construction of roads, building of dykes, housing, etc. It is expected that full-scale production will begin in 1951 at the company's location on the Surukun River at Peraitepui, Gran Sabana, Bolivar State, which should increase considerably the output of diamonds in this country.

Venezuelan Diamond Production

	Carats
1940	14,525
1942	34,047
1944	22,037
1946	20,912
1947	61,633
1948	75,513
1949	56,662
1950	60,389

Deposits of copper are known to exist near Aroa in the State of Yaracuy and from time to time have been exploited, the latest efforts being made between 1930 and 1932. The mines, which are presently flooded, are believed to contain only low-grade ore. It appears unlikely that they will again be placed in production, unless the supply position in other countries deteriorates considerably.

Development Corporation Has Formed Company to Produce Coal

Nickel deposits were discovered in 1940 in Venezuela. No active steps have been taken to develop these deposits, although increased interest regarding them has been shown recently. There are known coal deposits in four areas of Venezuela, Narical in the State of Anzoategui; Coro in Falcon State; the area near the rivers Guasare, Socuy and Cashiri in the State of Zulia; and the Lobatera district in the State of Tachira. Only in the Narical and Coro regions have technical mining efforts been carried out. Activities in these two areas are at a standstill at the present time, due to the fact that fuel oil has made coal production uneconomical. The Lobatera district in the State of Tachira, up to the present time, has been worked on a rudimentary and dangerous basis by individuals. Recently, the Venezuelan Development Corporation formed the company, C. A. Minas de Carbon de Lobatera, subscribing the capital of 300,000 bolivars. Modern machinery is to be purchased and it is planned to carry on future coal production in this area in a scientific manner, and to provide better living and working conditions for the miners. Due to inadequate transportation facilities, the State of Tachira appears to be the only state in Venezuela where coal may be able to compete with oil as a source of fuel.

Venezuelan Coal Production

	Official (Metric Tons)	Clandestine
1920	23,727	....
1925	16,798	....
1936	5,686	....
1939	3,070	5,000
1942	8,690	8,000
1945	7,051	10,000
1948	2,617	15,000
1949	1,779	22,000

Substantial asbestos deposits exist in the Tinaquillo area in the State of Cojedes. After World War II, the company C. A. Minas de Amianto de Tinaquillo was formed to exploit these deposits. Up to the present time production costs have been very high, making it difficult to compete with the imported product. An error in the placement of the treating plant, as well as technical deficiencies, are given as reasons for the high cost of the local product. Present production is less than one-third of estimated national requirements.

Venezuelan Asbestos Production

	Metric Tons
1947	205
1948	80
1949	197
1950 (estimated)	220

Bauxite Deposits Located

It is reported that bauxite deposits have been located on the island of Margarita and on the Paria and Delta Amacuro Peninsulas. The present world aluminum shortage has resulted in considerable interest being shown in their possible development. Cheap electric power from the Caroni Falls might make these deposits extremely important in the future. No positive steps have yet been taken to develop the bauxite deposits. Other minerals known to exist in Venezuela but which are awaiting development are manganese, magnesite, phosphates, lime, mica, granite, graphite, sandstone, china clay, mercury, beryl and chromium.

Canadian Pack of Apples and Apple Products Increased

The commercial pack of apples and apple products was sharply higher in 1950 than in the preceding year, according to preliminary figures. The pack of apples rose to 276,517 dozen cans from 187,750 in 1949, and the net weight of contents advanced to 16,276,372 pounds from 12,222,366.

The pack of applesauce in 1950 amounted to 507,572 dozen cans as compared with 472,223 in 1949, and the net weight of contents totalled 6,948,226 pounds against 6,357,897. Pack of canned apple juice declined to 1,602,948 dozen cans from 1,928,852, and the net weight of contents to 35,461,682 pounds from 39,502,955.

Regulations Respecting Priorities Established

Regulations respecting priorities have been established by Order-in-Council P.C. 2399, dated May 16, 1951, it has been announced by the Right Honourable C. D. Howe, Minister of Defence Production. These regulations do not in themselves impose any controls on industry but they authorize the Minister of Defence Production and, under his direction, the Director of the Priorities Division, to issue priority orders covering essential supplies as circumstances may require.

Canada has never had a formal system of priorities such as that set up in the United States. During the last war, priority direction was used in Canada only to the extent necessitated by conditions of supply and demand. It is intended that the same procedure will be followed in the present circumstances.

Essential supplies, as defined in the Order-in-Council, cover all kinds of military goods and equipment, e.g., guns, aircraft, ships, as well as manufactured products and other articles needed in the defence effort. Also included are the materials and commercial services used in producing such items, or in constructing essential facilities such as airdromes, defence fortifications, dockyards, buildings used to produce essential supplies, etc.

The administration of any orders issued under priorities regulations will not conflict with priority orders issued by the directors of the various commodity divisions of the Department, in connection with materials that have been declared essential under the Defence Production Act.

The Priorities Division will be responsible for priorities in all fields not covered by the commodity divisions, and will also be responsible for arrangements whereby Canadian industry can participate in the formal United States priorities system. This latter function forms an important part of the work of the Priorities Division and the new regulations provide the framework within which Canadian manufacturers may obtain priority assistance in securing supplies from the United States.

Trade Notes

AUSTRALIA

New Australian Motor Car in Production

Melbourne, May 7, 1951.—(FTS)—After three years of planning, designing and proving, the new Australian Hartnett car has gone into production, according to an announcement recently made by the managing director of the Hartnett Motor Company Limited. The car, which is powered by a flat twin cylinder horizontally opposed four stroke overhead valve engine, is claimed to be capable of a maximum speed of 70 m.p.h. with a petrol consumption of 60 m.p.g. under average conditions. The price will be that prevailing at time of delivery. The present model is listed at £A543.

Australian Newsprint Production Will be Curtailed by Power Shortage

Melbourne, May 7, 1951.—(FTS)—According to a statement by a representative of the Board of Australian Newsprint Mills Ltd., the company had received advice from the Tasmanian Hydro-Electric Commission that no additional power, beyond the average consumption for 1950, could be made available to them until the first unit of the new power station had come into operation. This would mean, the statement added, that unless the power rationing proposals were modified, the new plant and other developments carried out over the past three years, at a cost of nearly £4 million, would be forced to remain idle for about two years.

Australian Newsprint Mills Ltd. was established ten years ago as a co-operative newspaper enterprise, with one machine capable of producing about 30,000 tons of newsprint annually. It was expected that the new machine, which was built in Canada, would boost production to 80,000 tons in 1951.

New Rayon Spinning Mill to be Built in Victoria

Melbourne, May 7, 1951.—(FTS)—British Celanese (Overseas) Limited, a subsidiary of British Celanese Limited, have announced the purchase of a factory site of 272 acres at Geelong, Victoria, about 50 miles from Melbourne. It is proposed to build on the site a rayon spinning plant, designed for a maximum production of three million pounds of acetate yarn annually. It is understood that the spinning will represent the first stage of a plan to develop other phases of the rayon industry in this country, involving chemical works for the manufacture of cellulose raw materials, and ultimately knitting and weaving mills. Key personnel are to be brought from Britain.

Crude Oil Refinery to be Built in Victoria

Melbourne, May 7, 1951.—(FTS)—The largest crude oil refinery in Australia is to be built at Geelong, Victoria, by the Shell Company of Australia Ltd., according to a recent announcement in Melbourne. The plant, which will extend over 250 acres, will involve an estimated cost of between £A4,000,000 and £A5,000,000 and will take more than two years to build. The refinery will be designed to process up to one million tons of crude, and will turn out petrol and fuel oils.

Australian Trade With British West Indies Increases

Melbourne, May 7, 1951.—(FTS)—Assisted by the establishment of direct shipping services and the operation of favourable licensing regulations, Australia has built up a promising export trade with the British West Indies during the past few years. The trade, which was negligible in 1945, had increased to over £A3¼ millions by 1950. Principal items involved are foodstuffs, consisting of soft wheat flour, fresh and preserved meats, condensed milk, canned fruits and jams, and dairy products. A few hardware lines have also found a market. Greatest gains have been made in Trinidad, but other markets are receiving attention.

CHILE

Electric Power Rationed in Chile

Santiago, May 2, 1951.—(FTS)—In view of the attitude assumed by the workmen of the Electric Light and Power Company in initiating an illegal strike, the government has declared a state of emergency in the Province of Santiago. Technicians of the armed forces maintained the electric services, and the workmen resumed work on the assurance that the President of the Republic will act as mediator. The movement lasted one week.

The company has announced that power rationing in Santiago and district and Valparaiso will be necessary from May until September, on the basis of one day per week in different sections. The centre of Santiago will not be subject to rationing, but restrictions are being placed on luminous signs and window illumination.

Chilean Income from Copper Exports Increases

Santiago, April 25, 1951.—(FTS)—Under the new conditions of copper exports, the annual increased income of Chile from this source will be US\$70,000,000, it is reported. This increase is made up as follows: 20 per cent of the production of which the government may freely dispose will be, this year, approximately 80,000 tons, which will produce US\$30 million; a price increase or bonus of three cents per pound will give US\$24 million; and increased production, US\$15 million. This gives a total of US\$69 million, which in practice would possibly amount to US\$70 million.

CUBA

Cuban National Cattle Fair Outstanding Success

Havana, March 31, 1951.—(FTS)—The Cuban National Cattle Fair, which took place in April of this year, was the most successful fair ever held. Many more cattle were exhibited than in former years, and there has been a marked improvement in the various types shown, both dairy and beef cattle. In spite of the improvement which has been achieved, however, domestic cows produce an average of only four quarts a day, as compared with a much higher average in Canada and the United States.

Cuban Prosperity Reflected in Increased Construction

Havana, March 31, 1951.—(FTS)—The general prosperity prevailing in Cuba was reflected in the figures for building and construction during the first two months of 1951. Building permits granted in Havana Province were 51 per cent over the first two months of last year, totalling

\$10,166,282 as against \$6,738,311. In addition, a large program of public works has been pushed vigorously, and many projects are expected to be completed this year, including new airports, roads, bridges, cold storage plants, waterworks, sewerage systems and irrigation projects. General budget revenues showed a substantial increase for the first two months of 1951, at \$40,892,659, as compared with \$30,306,266 in 1950, an increase of 34 per cent.

United States Dollar to Remain Legal Tender in Cuba

Havana, March 31, 1951.—(F.T.S.)—The Cuban Cabinet has approved a decree providing that the United States dollar shall remain legal tender in Cuba until June 30. Under the law setting up the National Bank of Cuba, the United States dollar was to have ceased to be legal tender after April 27, but this deadline has now been extended. After June 30, the dollar shall have the status of foreign currency. Contracts may not stipulate payments in dollars, nor may payments of any kind be made in other than Cuban currency, but possession of dollars or any other foreign currency is not prohibited. As at March 30, 1951, gold, silver and dollar reserves guaranteeing Cuba's currency were reported to stand at \$497.5 million, or 90.4 per cent, a guarantee three and a half times greater than required by law.

GREECE

International Trade Fair to be Held in Greece

Athens, April 23, 1951.—(F.T.S.)—The Sixteenth Salonika International Trade Fair will be held from September 16 to October 3, 1951.

France Purchases Greek Tobacco

Athens, April 20, 1951.—(F.T.S.)—A delegation of the French Tobacco Monopoly (Regie) have visited Greece for the first time since the war, for the purpose of extending their purchases of Greek tobacco. Prior to the war, France purchased only a few hundred tons per annum of Greek tobacco. These purchases have been increased to over 10,000 tons, covering the last two-year period. The French Tobacco Monopoly is facilitating import into Greece of French products by making advance payment for year-end deliveries.

Greece Revises Annual Import Program

Athens, March 27, 1951.—(F.T.S.)—The Greek import program, covering the fiscal year ending June 30, 1951, has been set at \$284 million c.i.f., about 15 per cent of which covers freight and insurance charges. Among the measures taken to ensure the import of essential commodities, food-stuffs and raw materials, was the removal of the "free list" items and the placing of these under import control. Ten million dollars have also been transferred from the direct to the indirect aid. It is further possible that direct aid dollars may be utilized for purchases in EPU countries, if prices are lower and goods are more readily obtainable in those countries. The program for military supplies has also been revised, and the amount of military aid for the current year has been increased by approximately \$12 million. The scale of imports of capital goods for recovery remains, as originally scheduled, at \$76.9 million.

ECA Will Finance Manganese Development in Greece

Athens, March 24, 1951.—(F.T.S.)—E.C.A. will finance two Greek mining firms, to accelerate commercial production of manganese in Greece for stockpiling and defence production. As an initial project, 1,800 million drachmae will be advanced to two Greek mining firms to carry out exploration for manganese on the island of Samos and in the Granitis district of the Greek mainland. The funds will be derived from counterpart funds out of the Marshall Plan five per cent account. Advances made to the firms are to be repaid to the United States Government in part from shipments of the materials for stockpile. Contractors will contribute 30 per cent of the required funds for exploration of properties believed to contain manganese.

Greece to Develop Nitrogen Fertilizer Industry

Athens, April 1, 1951.—(F.T.S.)—An agreement, signed on February 19 between the Greek Government and the E.C.A. Mission and released late in March, provides for an expenditure of 60 million drachmas (U.S.\$4,000) for a survey of the country's nitrogen fertilizer requirements. Annual fertilizer requirements are estimated at 100,000 metric tons of nitrogen, 100,000 phosphate and 50,000 potash. Nitrogen fertilizer imports amounted to 22,600 metric tons in 1949-50, at \$48 to \$75 per ton. It is estimated that nitrogen fertilizers can be produced in the country at \$50 to \$52 per metric ton. The survey under the project agreement covers development of the industry, including the erection of a nitrogen plant with a minimum fertilizer output capacity of 35,000 tons per annum.

Greece and Yugoslavia Sign Trade Agreement

Athens, April 12, 1951.—(F.T.S.)—A trade and payments clearing agreement was signed in Belgrade, on April 10, 1951, between Greece and Yugoslavia, effective one year as from date of signing. Goods to be exchanged under this agreement are valued at \$5.7 million. Among the principal items which Greece is to export to Yugoslavia are textiles, cotton and artificial yarns, turpentine oil, rosin, salt, pharmaceuticals, tobacco, porcelain insulators, glass panes, metals and minerals. In exchange for these, Yugoslavia will export mainly over 30,000 cubic metres of lumber and lumber products, animals for breeding and slaughter purposes, and beans. This trade agreement has been preceded by postal, rail and air agreements, the operation of which has already started between the two countries.

Greek Legislation Aids Economic and Social Recovery

Athens, April 13, 1951.—(F.T.S.)—Legislation enacted during the past year by the Greek Government, which represents substantial progress toward economic, social and administrative recovery, includes the Civil Service Code; the law consolidating related services within the framework of sixteen ministries; the reorganization of the Ministry of Co-ordination; the establishment of a Central Statistical Service; the new Port of Piraeus Law; the creation of the Tourist Service; the establishment of an Electric Power Corporation; the provision for local elections; the establishment of a Veterinary College in Salonica; the creation of a Directorate of Labour Statistics in the Ministry of Labour; the establishment of a Directorate for the Control of Tuberculosis within the Ministry of Social Welfare; and a law providing for the registration of capital shares.

Greek Products Available for Export

Athens, April 14, 1951.—(FTS)—According to the data collected by the Ministry of Commerce, the reserves of staple Greek products are estimated to be, in tons, as follows: tobaccos, 65,000; wines, 38,500; olive oil, 12,000; olives, 15,000; currants (black), 2,000; sultanas, 1,000; figs, 500; ores and metals, 80,000; raw skins, 600; and sponges, 70-80. There are also \$100,000 worth of colophony and turpentine.

Greece Makes General Census of Population and Industry

Athens, April 15, 1951.—(FTS)—A general census was held throughout Greece, on April 7, 1951, covering the population, buildings, industries, commercial enterprises and handicrafts. According to preliminary figures released, the population of the capital area (Athens, Piraeus and suburbs) reached 1,368,142 persons, as compared with 1,124,109 when the last census was held on October 16, 1940. Modern United States machinery is being utilized in the rapid compilation of the data collected.

Greek-Yugoslav Air Agreement Signed

Athens, March 17, 1951.—(FTS)—On March 15, 1951, a bilateral Greek-Yugoslav air agreement was signed in Belgrade, regulating matters affecting air communications between the two countries. Pursuant to this, an agreement of co-operation was signed between the Greek Air Company TAE and the Yugoslav Company ZAT, for the opening and operation of air services between Athens and Belgrade and also between Salonica and Skoplje.

HONG KONG

Hong Kong Prohibits Export of Flour

Hong Kong, May 5, 1951.—(FTS)—The Hong Kong Government has introduced a temporary prohibition on the export of wheat flour, effective April 28. Stocks of flour held within the colony have dropped rapidly in recent weeks and are approaching the minimum level, 4,000 tons, considered by the government to be consistent with the security of the colony's own food supply. The decline in local inventories is said to be directly attributable to the shortage of flour at present available for export from supplying countries, together with current delays in shipping deliveries. Substantial supplies are presently on order, however, and when these arrive, the export prohibition on flour will probably be removed. Meanwhile Hong Kong's transshipment trade in flour is stopped.

Hong Kong Enamelware Industry Faces Difficulties

Hong Kong, May 5, 1951.—(FTS)—Trade circles claim that the output of Hong Kong's enamelware industry has been cut back 40 per cent from the rate obtaining at the end of 1950, as a direct result of the difficulties in securing essential raw materials from overseas sources, plus the inevitable accompanying forcing-up of prices to prohibitive levels. According to government statistics, the industry consists of 12 factories employing just over 3,000 persons. There are a total of 45 furnaces installed, each with a minimum capacity of just over a long ton a day, or, assuming full production, an appetite for 1,500 tons of metal a month.

Since the beginning of the year, one factory has ceased operation altogether, and the balance have reduced production until now only 31

furnaces remaining operating. The chief material used is blackplate waste or rejects, in gauges 26 to 32. There is no local production, and two-thirds of the traditional imports were of United States origin. So far, the problem of securing regular supplies from this source, within the terms of United States export controls, has not been fully settled.

Kowloon Canton Railway Traffic Declines

Hong Kong, May 5, 1951.—(FTS)—Figures just released on the operations of the Kowloon Canton Railway (British Section), for the first quarter of 1951, indicate a sharp recession from the record levels of 1950. Both passenger traffic and freight have declined.

Passenger traffic has decreased ever since the introduction, on February 15, of strict immigration and emigration control of Chinese nationals by the Central Chinese People's Government, Peking. This has inevitably reduced the traditional ebb and flow across the Hong Kong-South China border. Freight traffic has dropped in reflection of the overall decline of the colony's trade during the three months.

Passenger and Freight Traffic on Kowloon Canton Railway

1951	Passengers		Freight Tons
	Up	Down	
January	284,647	287,069	37,056
February	333,670	331,940	24,984
March	146,179	150,491	23,331

Hong Kong Shipping Insurance Rates Tripled On Local Runs

Hong Kong, May 5, 1951.—(FTS)—Shipping insurance rates for the local runs between Hong Kong, Portuguese Macao, and Canton were tripled late in April, and are now set at three per cent. The area between these three ports has been the scene of several incidents during past weeks, in which vessels have been fired on by guns of Communist China, or interceptions attempted by Chinese Nationalist patrols.

Mooted Merger of Hong Kong Warehouse Firms Now Unlikely

Hong Kong, May 5, 1951.—(FTS)—During February, 1951, it was revealed that discussions were proceeding between the Hong Kong and Kowloon Wharf and Godown Co. Limited and the China Provident Loan and Mortgage Co. Limited with the object of effecting a merger of interests. These discussions have terminated without an agreement having been reached, and, accordingly, it is unlikely that a merger will take place.

Hong Kong Shipping Returns Show Decline

Hong Kong, May 5, 1951.—(FTS)—Hong Kong shipping returns for the first quarter of 1951 indicate that there is a definite falling-off from the high levels of trading activity at which the year 1950 closed. Ocean cargo discharged and loaded in Hong Kong, during January-March 1951, totalled 1,348,573 tons, and river cargo totalled 32,829 tons, a grand total of 1,381,402 tons. The following figures compare the monthly freight movements with the average for 1950:

	Ocean Cargo	River Cargo
Monthly average, 1950	505,811 tons	16,836 tons
January, 1951	475,514 "	13,886 "
February, 1951	447,984 "	9,243 "
March, 1951	425,075 "	9,700 "

ISRAEL

Israeli Gold Prices Showed Upward Trend

Athens, April 1, 1951.—(FTS)—Currency in circulation in Israel, on March 15, reached I£ 80·9 million as compared with I£ 75·3 million on February 1. The price of gold showed a marked upward tendency, reaching a peak of over I£ 26 per sovereign on March 16, as against a high of over I£ 17 per sovereign during February. Thereafter the price decreased following rumours of strong government action to counter the trend.

Israel Conducts Barter Trade With Denmark

Athens, April 1, 1951.—(FTS)—The Barter Committee of the Israel Ministry of Trade and Industry has approved the import of 15,000 tons of potatoes from Denmark, against 90 per cent exchange in textile piece-goods, and 10 per cent in raincoats and shirts. The first consignment of potatoes has already arrived in Israel.

Israel Will Export Orange Slices to Great Britain

Athens, April 1, 1951.—(FTS)—Orders for five million cases of orange slices have been received from Britain by Israel. Orange slices in syrup are sold at 17 shillings a dozen cases, and the value of the order amounts to £ 360,000. The Association of Canning Factories will get part of the proceeds of the sale in foreign currency for the purchase of raw materials, such as sugar and tin plate, to supplement production.

Israel Exports Canned Cactus Fruit

Athens, April 1, 1951.—(FTS)—The first consignment of Cactus fruit ("Zabra") preserved in syrup has been dispatched to Britain and the United States. The Export Department of the Israel Ministry of Trade and Industry announces that it will be the first time that this fruit has appeared in this form on foreign markets.

New Factory for Artificial Teeth Established in Tel-Aviv

Athens, April 1, 1951.—(FTS)—A British-owned factory has been built in Tel-Aviv for the manufacture of artificial teeth made of "Acrilit," a new plastic compound. This method has proved highly successful in the United States, and has been widely acclaimed by the dental profession. The owners brought a considerable quantity of raw materials with them.

Israel Promoting Textile Exports

Athens, April 1, 1951.—(FTS)—In December, 1949, the Israel Ministry of Trade and Industry took practical measures to promote textile exports, by setting up a Textile Section in its Export Department. Between January 1 and September 30, 1950, firm orders for I£ 2 million were placed by 27 countries, including Canada, and there are now many established markets abroad.

Israel is in a position to export the following textile products: piece-goods, ready-made clothing, yarns and threads, knitwear and hosiery, as

well as fancy goods. Israel has at her disposal a wide range of textile machinery with skilled manpower and specialists from America and from Europe. Out-of-date machinery is being replaced by modern plants which will enable some of the prominent factories to double their productive capacity in the near future. Israel is participating this year in the Canadian International Trade Fair, showing a range of textile materials.

NEW ZEALAND

Rimutaka Tunnel Soon to be Constructed in New Zealand

Wellington, May 3, 1951.—(FTS)—The £2,295 contract for the construction of the Rimutaka Tunnel has been let to Morrison-Knudsen Limited of San Francisco. The tunnel will be 5½ miles long and will involve the blasting away of more than half a million tons of rock. Three tenders were received from the United States, one from France and two from New Zealand. The dollar content of the contract will be small as local labour will be used, supplemented with European labour if necessary.

New Zealand Plans Development of Fertilizer Industry

Wellington, May 3, 1951.—(FTS)—Dr. G. L. Bridger, head of the Department of Chemistry and Mining Engineering at Iowa State College has been invited by the government to visit New Zealand and advise on the future of the fertilizer industry. The government has tentative plans for developing the industry, and it is hoped to produce fertilizer other than superphosphate.

Import Controls Relaxed by New Zealand

Wellington, May 3, 1951.—(FTS)—During March and April further items were exempted from import control in New Zealand when obtainable from soft currency sources. Seventy-nine items were exempted in March and an additional 31 items in April. The Board of Trade is now considering a list of approximately 200 items to ascertain whether they can be exempted from import licensing. Up to the present, most of the 533 items decontrolled have been of a type not produced in New Zealand, but many items now under review are manufactured locally. Manufacturers are being given an opportunity to state their objections to decontrol of particular items, and where it is found that they will be subject to unfair competition, due to inadequate tariff protection or inaccessibility to raw material because of import licensing, decontrolling will be deferred until this situation can be remedied. The list under review contains some foodstuffs, certain items of clothing, radios, vacuum cleaners, electric ranges, bicycles and some building materials.

New Zealand Dollar Imports Expected to be Larger

Wellington, May 3, 1951.—(FTS)—New Zealand's expenditure of dollars for imports from North America in 1951 is expected to be at least 60 per cent higher than in 1950, and will total £28 million as compared with £17 million last year. Licences are to be issued for about 3,000 Canadian and American cars, valued at approximately £1½ million. Provision has been made for the importation of pure-bred cattle, insecticides, adding and computing machines and building softwoods. The increase in prices for many commodities, and the necessity of procuring certain essential goods from North America because of shortages in soft

currency areas, are expected to account for most of the increased dollar expenditure. There is no intention of spending dollars for goods which are not essential to the country's economy, or which can be procured elsewhere.

New Zealand Stores More Butter and Cheese

Wellington, May 3, 1951.—(FTS)—During the eight months ended March 31, 1951, 138,846 tons of New Zealand butter were graded for export, compared with 135,783 tons last season, an increase of 3,063 tons. Total butter in store at the end of March was 39,940 tons, compared with 34,793 tons at the end of March, 1950. Cheese graded for export totalled 87,250 tons, as compared with 85,674 tons last season. The quantity of cheese in store at the end of March was 30,093 tons, compared with 28,477 tons last year.

Great Britain Agrees to Increased Prices for New Zealand Butter and Cheese

Wellington, May 3, 1951.—(FTS)—The British Government has agreed to the full 7½ per cent increase for first grade New Zealand butter for the 1950 to 1951 season, and a proportionate adjustment in the cheese prices. There is to be no increase in the prices for second grade or whey butter, or for second grade cheese. The new f.o.b. prices per cwt., retroactive to the first of August, 1950, with the previous season's prices in brackets, are as follows: finest grade, 271/6 (252/6); first grade, 270/3 (251/3); finest and first grade cheese, 151/- (141/6).

The increased prices add £3½ million to this season's receipts, and the New Zealand Dairy Products Marketing Commission will receive 5/- per cwt. more for butter and cheese than it is paying out under the guaranteed price system. Until the new prices were agreed upon, the commission was paying out 14/- per cwt. more than it received on butter, and 4/6 per cwt. on cheese. Negotiations with the United Kingdom Ministry of Food on next season's prices will take place shortly.

Trinidad Publishes Monthly "Overseas Trade Report"

Port-of-Spain, May 8, 1951.—(FTS)—The Government of Trinidad and Tobago has commenced the issuance of a monthly "Overseas Trade Report", beginning with the issue of March, 1951. In this first issue data covering the month of March only is given, figures of January and February being omitted. Later, when import and export documents for those months are reclassified in accordance with the United Nations Standard International Trade Classification List, the missing information will be published.

Although fairly complete statistics are included, covering commodity exports to the principal destinations and similar commodity data relative to imports, only the most important countries are named in the table covering distribution of trade. For example, there is no breakdown by commodities of the import and export trade with Canada, which amounts to BWI \$827,600 and BWI \$925,300 respectively. No comparisons with the previous year are given. In view of the current interest in the possibilities of Customs Union and Federation, a special section of the report is devoted to trade with the other British colonies of the Caribbean. The report is issued by the Central Statistical Office, Port-of-Spain, Trinidad.



CANADIAN INTERNATIONAL
TRADE FAIR
TORONTO CANADA

May 28 to June 8,



Registration centre at the Canadian International Trade Fair, of aluminum construction, with fourteen booths from which visiting businessmen may obtain their trade fair catalogue, insignia, etc.

Businessmen from many freedom-loving countries will assemble in Toronto next Monday to display their products at the Fourth Canadian International Trade Fair. Advantage is taken of this opportunity to reproduce in "Foreign Trade" a supplement pertaining to the trade fair and the various government services available to exporters and importers, as set forth in the following list of contents:

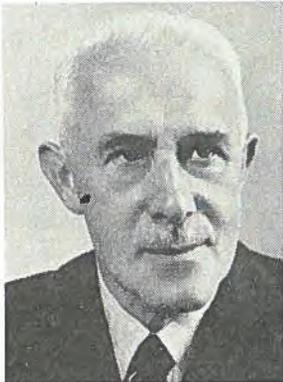
CONTENTS

Exhibitors from Many Countries Display Wide Variety of Goods . . .	908
History of Trade Fairs	917
Canadian Film Distribution Abroad	920
Functions of International Trade Relations Division	922
Canadian Foreign Trade Service Abroad	923-926
Canadian Trade Commissioner Service	927
Functions of Area Trade Officers	928
Assistance Available from Canadian Trade Commissioners	931
Functions of Import Division	933
Functions of the Export Division	936
Canada Calls the World	937
Difference in Canadian and Foreign Trade Statistics	939

Exhibitors from Many Countries Display Wide Variety of Goods

VISITORS to the Fourth Canadian International Trade Fair, which will be held in Toronto from May 28 to June 8, will have an opportunity of examining a wide variety of exhibits, displayed over an area of 145,000 square feet in the Coliseum and the Automotive Building in the Canadian National Exhibition Grounds. British firms have reserved the largest amount of space, amounting to 65,000 square feet; followed by Canadian exhibitors, who have reserved 41,000 square feet. Other countries, in order, are: United States, 10,500 square feet; Netherlands, 9,500 square feet; Italy, 6,500 square feet; France, 4,000 square feet; Western Germany, 1,700 square feet; Switzerland, 1,200 square feet; and Japan, 1,200 square feet. A number of additional countries will be represented at the trade fair, with displays in booths from 120 to 360 square feet in area. These include Australia, Austria, the Bahamas, Barbados, Belgium, the Belgian Congo, British Guiana, Cyprus, Hong Kong, Israel, Mexico, Norway, Pakistan, South Africa and Sweden.

Sir Robert Sinclair to Open Canadian Trade Fair



Sir Robert Sinclair, K.C.B., K.B.E., immediate Past President of the Federation of British Industries, and chairman of the Imperial Tobacco Company, Bristol, England, will open the Fourth Canadian International Trade Fair.

Considered one of Great Britain's leading industrialists, Sir Robert Sinclair has been associated with the tobacco industry since the First World War, and has had much experience in dollar problems. In 1939 he was appointed a member of the Prime Minister's panel of industrialists, and for three years was Director-General of Army Requirements. From 1942 until the end of the war, he held important posts in the Ministry of Production, both in Great Britain and on the Combined Production and

Resources Board, in Washington, and in the Board of Trade.

Sir Robert was commissioned at seventeen in the King's Own Scottish Borderers during the First World War, was mentioned in dispatches and severely wounded at Gallipoli. Seconded to the Ministry of Munitions, he became Deputy Director and Inspector of Munitions at the age of 25.

Australia

The Australian exhibitor, who created such a stir at last year's Trade Fair with his revolutionary "Electrosonic" washing machine that does the laundry by means of sound waves, is back again with another new invention. This one is called a coffee (or tea) infuser, and is reputed to give more cups of the beverage per pound than other machines while coaxing more of the flavour out of the leaf or bean. Australia will also be represented through association exhibits in the winemaking field.

Other Australian products that will be exhibited include foods and beverages, automotive equipment and leather sporting goods.

Austria

From Austria again comes a colourful display of plain and coloured woven cotton goods for shirtings and dresses. Cloths listed for display are gabardines, gingham, jacquards, and poplin.

British West Indies

Three countries in the British West Indies—Bahamas, Barbados and British Guiana—have so far taken space in the fair, each to show a well known product in Canada—rum. Buyer interest from the West Indies is expected to be at a peak this year as a result of the new trade liberalization plan effective since January 1, which leaves the way clear for Canadian firms to do an estimated \$30,000,000 worth of business there annually. The agreement, worked out by Canada, Great Britain and the United States, provides dollar-short Caribbean colonies with enough dollars to step up their business with Canada. The Agreement is seen as added incentive for West Indies buyers to visit the trade fair. Last year business visitors from the Bahamas, Barbados, British Guiana and Trinidad were registered at the fair.

Cyprus

Wines will be displayed by a firm in Cyprus, marking that country's participation in the fair for the first time since 1948. Lace will also be shown.

France

French exhibitors at this year's trade fair will be able to make a stronger bid for markets in Canada and the United States as a result of the recent export measures introduced in that country. A few months ago, the Franco-American Trade Committee was created to combine efforts at further development of Canadian and United States markets. At the same time, an export service was instituted by the government to guarantee the French exporter against a great part of the risk involved by the expense of introducing new products to this Continent.

Present indications are that French exhibitors will take about 5,500 square feet of space to exhibit textiles, foods, scientific instruments, machine tools and other French export lines. About 25 French firms will be exhibiting, most of them for the first time.

An association of French textile firms, called *Enterprises Textiles Reunies*, have taken space again this year to exhibit clothing, furnishing and industrial textiles, silks and the many other items that created a great deal of interest at last year's trade fair. A French manufacturer of fine worsted suitings has also taken space in the textile section.

A manufacturer of machine tools, forgings and castings, all designed according to Canadian and American specifications has requested space in the fair for the first time. The machine tools are the latest French developments, and the exhibitor is optimistic about securing a wide Canadian market through the fair, since his equipment sells at competitive prices. Future plans of this firm are stated to be to establish a market in Canada and then to build a manufacturing plant as soon as it is feasible. The firm hopes to find out the potentialities of the Canadian market through this year's fair.

A well-known French car manufacturer is in the fair for the first time, showing some of the latest models available for export.

A French manufacturer of novelty and fancy jewellery will exhibit some unique items, including watch chains and medals. A bicycle with a built-in motor is another of the first-time French exhibits.

Other exhibits from France will include household furniture, typewriters, scientific and optical instruments, pipes and smokers' accessories, and pottery, glassware and earthenware. A French airline also has an exhibit in the prestige section of the fair.

Great Britain

Great Britain again will be probably the major exhibitor at the trade fair this year. Space required to show British exhibits will be about the same as last year, when close to 70,000 square feet was booked. The huge British exhibit of machinery and plant equipment this year includes two joint efforts by four trade associations. The Association of British Machine Tool Makers and the Machine Tools Trades Association are combining in one exhibit, and the National Federation of Engineers' Tool Makers are joining with the British Federation of Hand Tool Manufacturers in another. Besides these displays, many British machinery firms are exhibiting individually. British machine tool makers have booked 30,000 square feet this year, compared with 25,000 square feet last year.

It appears evident that the accelerated effort of British capital equipment manufacturers to broaden their world markets through this year's trade fair is to a major degree the result of the success the majority of them experienced at the 1950 fair.

Among the British machinery exhibits will be several types of fork lift trucks—gasoline, electric and diesel powered—as well as many other lines of material handling equipment. One exhibitor of fork lift trucks introduced his product to Canada at the 1948 trade fair, exhibited again in 1950, and now has dealers and service centres across Canada. In the line of material handling equipment, one British exhibitor will show a working model of an aerial ropeway and mechanical handling installation. Another British exhibitor is introducing a number of machines that are entirely new to the Canadian market. Among them are an electric hydraulic veneer press, an automatic belt sanding machine, an overhead belt sanding machine, and a double cut-off and squaring sawbench. A three-spindle, quick acting, hand-operated veneer press which has been supplied to a few Canadian customers will be generally introduced for the first time. A fully automatic sharpener (saw) and an electric high speed router, both introduced at last year's fair, will be exhibited with new improvements in design and construction.

A rotary cutting and scoring machine for box and carton makers, new to the North American market, will be among the British displays. A power numbering and paging machine, which will operate satisfactorily at 90 impressions per minute, will also be shown by this firm.

A British manufacturer of filters is exhibiting for the purpose of establishing an agency in Canada to supply a market he feels has untapped potentials.

This year, for the first time, the British boot and shoe manufacturers will be represented. Member firms of the Association of Boot and Shoe Manufacturers of Great Britain and Ireland have taken a space to show a representative range of British footwear. Items listed for display are fine shoes for ladies, fine English welted shoes made in American widths AAAA to C, and English quality footwear.

One of the British exhibitors, back for the third time in a row, will show a line of steel office equipment and accessories, designed specially for the North American market.

A number of British firms are exhibiting printing machinery and equipment at the fair this year. Among the process engraving and photolitho plate making equipment of one British exhibitor will be a new automatic focusing vertical camera designed to fulfil the most exacting

requirements of modern photographic processes. Another of this concern's exhibits will be a versatile cylinder proof press capable of serving the photo-engraver, the printer, and the gravure and offset sections of the graphic arts industries.

A British exhibit in the Marine section includes marine binoculars, navigational chart instruments, marine climometers and clocks, compasses and compass adjusting instruments, deep sea instruments, sextants, sounding machines, and a great many other nautical instruments.

The British Scientific Instrument Manufacturers Association is represented in the fair, for the third time, with 11 member firms. Products to be displayed include ammeters, binoculars, control apparatus, dividing machines, electronic devices, supersonic flaw detectors, geiger counters, gauges, hospital equipment, testing instruments of all types, meters, microscopes and a multitude of other items.

One British firm, which last year appointed agents at the trade fair and recently formed a Canadian company to handle their sales throughout the country, will again exhibit single and multi-channel (tube) oscillograph recorders for scientific, industrial and research work.

A British manufacturer of precision electrical measuring instruments is exhibiting primarily to acquaint the Canadian and American market with their range of products, preparatory to establishing a branch plant in Canada. The plant, which is expected to be in production in the summer or early fall, will first assemble and later manufacture the products in Canada. Although the instruments are not entirely new to the Canadian market, exports to this country in the past have been small due to full order lists for the home market.

Another British firm, manufacturer of photo reproduction apparatus, is bringing to the fair a vertical camera, comparatively new to the Canadian market, which is specially designed to fulfil the most exacting requirements of modern photographic processes.

The British needle trade will be as well represented as last year, with an array of goods ranging from hairpins through colourful quality cloths of all description to textile machinery, the latter equipment to be exhibited in the machinery section.

Among the new British exhibitors in this section is a manufacturer of a liquid adhesive which sticks to cloth but not to fingers. Originally designed as a compound for sticking patches on burlap, it has now become popular for mending socks, rugs and other goods where the fabric may more readily be stuck together than sewn. Although this firm is doing a certain amount of industrial work in Canada, the purpose of the exhibit is to create retail markets. The firm proposes to demonstrate the making of wool rugs, fancy cushion covers and other items.

Another British first-time exhibitor is showing a line of plain and printed packaging tapes, fabric garment labels, and fancy ribbons.

Included in the extensive exhibit of Great Britain's National Wool Textile Export Corporation will be a modern spinning frame and other unspecified pieces of machinery. This exhibit, which has created a great deal of interest for the past two years, will again show a comprehensive variety of British textile goods. One manufacturer of light-weight woollens will show an assortment of quality tartan including vivid designs as well as subtle colour blends. Another firm, specializing in very high quality ladies' garments, is showing a cloth that was chosen for uniforms for the women attendants at the Festival of Britain. Another of their goods is a fibre-woollen-worsted dress fabric with excellent draping qualities, useful especially for cocktail dresses and evening wear. A fine worsted black pepita check, ideally suited for exclusive tailoring, is another of the items to be displayed.

The exhibits to be shown by a large British concern in the Electrical section are described somewhat sweepingly as "everything electrical for the industry and the home". Among the extremely wide range of products to be shown are air circulating equipment, electrical appliances, battery chargers, blowers, cable accessories, many types of cable, vacuum cleaners, clocks, condensing units for electric refrigerators, control apparatus, testing devices, floodlight projectors, geiger counters, electrical hospital equipment, welding machines, radio and radio electronic equipment, ranges, rangettes and refrigerators.

In the Food section, mead honey ale, special old English beer and oyster stout will be among the British exhibits, while Scottish distillers are showing a variety of their products, chiefly scotch whiskey. A Scottish biscuit producer is again exhibiting a line of cakes, shortbreads, and wafers in this section. A British manufacturer is showing filters for beers, wines and syrups in the machinery section.

Among the British exhibits in the Hardware section will be aluminum holloware, kettles, teapots, frying pans and related goods. A full line of domestic kitchen utensils and such diverse items as bakers' and confectioners' supplies, sink strainers, household hardware and appliances will comprise one British exhibit, while another will contain an assortment of paint brushes, enamel and kalsomine brushes.

One of the British exhibits is called a "floormaster", and is a combined vacuum cleaner and floor polisher. It has instant changeover from one function to the other.

Many types of floor cleaners, vacuum cleaners, both light and heavy duty, washing machines and other domestic appliances will be shown by British firms in this section. In addition, a large British electrical firm exhibiting in the electrical section of the fair is showing a number of domestic appliances. Included will be vacuum cleaners, cooking apparatus, floor polishers, hair dryers, domestic irons, radios and radio phonographs, electric ranges, rangettes and refrigerators and toasters. Another British firm in the electrical section will show loudspeakers, high fidelity reproducers and radio parts.

A British manufacturer is showing a line of colourful modern sisal floor coverings, including mats and rugs. Another will exhibit domestic holloware, aluminum industrial equipment, barrels and drums, pressings in aluminum and stainless steel, and stainless steel copper-bottomed cooking utensils.

Hong Kong

The Overseas Import and Export Company of Hong Kong has booked space in the textiles section. This firm has exhibited in each of the three previous fairs, but will be showing some new items this year. The products are fine silk wearing apparel such as lingerie, blouses, night-gowns, men's smoking jackets and dressing gowns, and similar articles. Brocaded tapestry and piece-goods will also be shown in some entirely new and lively patterns. A new Hong Kong firm is in this year with an exhibit of silk piece-goods and apparel and linen embroidery.

Israel

Goods from Israel will be on display for the first time. A group of Israeli firms in the jewellery field will show a range of products including arts and crafts, novelties, silverware, religious objects, jewellery, ceramics, diamonds, and Hebrew records. Among other specific items to be displayed will be book ends, cigarette cases, crucifixes, and other religious articles, cutlery, fountain pen desk sets, figurines and artistic pottery.

Israel is also to be represented in textiles, marking the first time that country has participated in the fair. Piece-goods, all types of clothing, knitted goods and rainwear are listed for display.

Italy

The Italian exhibitors at the 1951 fair have indicated that they will have an interesting assortment of merchandise for the scrutiny of the attending businessmen.

The most familiar firm to trade fair visitors of other years will be that of a Milan merchant who will show a wide assortment of artistic furniture, glassware and similar household furnishings. In past years this firm has been singularly successful in selecting merchandise unique and excellent enough to have it purchased entirely the first day of the fair.

A paper-cutting machine, built to American specifications, capable of high speed, simplified operation will be displayed by a well-known Italian firm. Employing automatic oiling for the first time, the machine is made on the interchangeable parts basis to facilitate easy maintenance.

A famous Italian manufacturer of typewriters is bringing what they claim to be the only fully automatic printing calculator of its kind in the world.

Olive oil, wines, cheeses, tomato paste and other food products will again be exhibited by several firms, as will native chemical products.

The extensive and varied Italian handicrafts industry will be well represented as will their porcelain, ceramic, silverware, lace and embroidery products.

Sewing machines, domestic as well as industrial will be exhibited as will photographic equipment, hardwares of various types, sporting guns, bicycles as well as a selection of books from the Italian State Library, famous for their excellent printing and general make-up.

Other machinery to be shown by the Italian exhibitors includes confectionery making equipment and machinery for the manufacture of shoes and boots.

The Italian Tourist Office and the Department of Trade and Commerce of the Sicilian Region will also have officials on hand to provide information on various aspects of Italy from the tourist and business point of view.

Japan

Japan is participating in the Canadian International Trade Fair for the first time this year. Some 55 Japanese firms will exhibit a wealth of goods ranging from bamboo baskets to bicycles, under the auspices of the Japan Foreign Trade Institute and with the approval of the Japanese Ministry of International Trade and Industry.

The Japanese exhibits will occupy a floor area of 1,200 square feet in the section devoted to recreational products and equipment. Not all of the products properly belong in this trade category, but will be included in it for the purpose of presenting a unified exhibit.

About half a dozen of the Japanese exhibitors are showing a wide selection of toys, including dolls and mechanical pieces. Three firms are showing bicycles and parts. Fine silk wearing apparel, such as lingerie, mufflers, blouses, slippers and scarfs, and silk piece-goods will be shown in quantity.

Among the food items to be shown are oranges and orange marmalade, jarred and canned fish, dried mushrooms, and white bean paste. A number of bamboo products, including baskets, blinds, bird cages and even knitting needles will also be shown.

Among the sporting goods are fishing rods, table tennis balls, telescopes and binoculars. In the ornamental line the Japanese are showing imitation pearls, artificial flowers, glassware, imitation fruits, sprays and similar articles.

Included in the comprehensive Japanese exhibit will be elastic web, model ships, materials for hat-making, sewing machines, optical goods, hardware, celluloid goods, Lauan plywood and magic boxes. A business office for handling inquiries and commercial transactions will be located within the exhibit area.

Mexico

Mexico will be in the fair for the first time this year, with a display of silverware and hand-made jewellery. There are more than 2,000 skilled silversmiths in Mexico, the world's first silver producing country, and the pieces they produce are said to be among the finest manufactured anywhere.

Mexico is the only Latin American country to book space in the fair so far this year, but this year the buying force from that part of the world is expected to surpass that of last year. Industrialization in Latin America makes for a sustained demand for essential machinery, equipment and supplies. These programs are reflected in the interest among Latin American businessmen in Canada's trade fair. Last year buyers from about 15 Latin American countries were registered at the fair. Among these were businessmen representing firms in Argentina, Bolivia, Brazil, Chile, Colombia, the Dominican Republic, Ecuador Guatemala, Nicaragua, Peru and Uruguay.

Netherlands

The Dutch are making a substantially bigger showing in this year's fair than ever before. Arrangements have been handled by the Netherlands Institute for the Promotion of Foreign Trade. So far about 75 firms have taken a total of 10,380 square feet of space. Products to be shown are widely diversified, but the major categories are household furnishings, foods and beverages, machinery and textiles. There will also be prestige exhibits, in which connection KLM has done much co-operative promotion in connection with the fair. Last year, only four firms were represented. With buyers from almost all the major trading areas of the world expected at the fair, The Netherlands' heavy participation may go a long way towards stimulating her exports, and putting her in a better position to compete in world markets for raw materials vital to her industrial expansion.

Textiles are one of the major categories of the Netherlands exhibit this year, with 13 firms taking part. One exhibitor is exhibiting angora twinsets, sweaters and knitted vests. Yarns for many purposes, including hand knitting, carpet, interlining, presscloth and industrial yarns will be among the exhibits. Fishing nets, fishnet yarns and knitting cotton are listed as exhibits, as are household linens, piece-goods and men's women's and children's wear. Woven labels, galloons and edgings, sports coats, raincoats and other men's wear, buttons and buckles, laces and tapes are a few more of the Dutch exhibits.

The major exhibiting nation in the Household Furnishings section, the Netherlands will be represented through 20 separate firms showing products ranging from ceramics and vases to tapestries and furniture. In the Jewellery section, one of last year's Dutch exhibitors, whose successful showing led to the establishment of a store in Toronto, is again exhibiting an assortment of imitation antique pewter, pottery, brassware,

copperware, candlesticks, display cabinets, jewellery, silverware and tapestries. All other Dutch firms in the Household Furnishings section are new to the fair. Several are exhibiting such ornamental items as pottery, earthenware vases, artistic glassware, mosaics, objets d'art, religious articles, crystal sets, brass and copper gift articles, pictures and frames, porcelain goods, table lamps and novelties.

Two Dutch firms will show cane furniture. Another will show glass dairy equipment and laboratory glassware. Kitchen equipment is listed for display by one and old Dutch hand-painted china cabinets, cupboards, chairs, tables and trays by another. Handwoven fabrics, enamelware, furniture, silver and goldsmith work, and handprinted fabrics will comprise one exhibit, Old Dutch handpainted coffee urns and tea sets another.

The Netherlands will be represented in the Scientific Instruments section for the first time. Among the exhibits from that country is a thought-provoking one listed as "skeletons and other school supplies". Physical instruments, anatomical models and chemical balances are a few of the other products this firm will exhibit.

One of the Dutch exhibits is an X-ray camera that is entirely new to North American markets. Reputed to be the world's fastest high-definition X-ray camera for radiography, it is said to give sharpness over the whole field at least twice as good as other X-ray cameras, due to a new mirror system. The camera can be used for both mass radiography and clinical work, and with X-ray apparatus of sufficient power. One of the reasons the manufacturer gives for exhibiting in the trade fair is to arrange for representation in Canada.

Among other Dutch exhibits will be medical, hospital and laboratory equipment and chemical products. There will also be such items as bicycles, dolls and doll carriages, as well as leather goods, suede coats and jackets, bags and travelling requisites. There will be draughting equipment, steel office furniture, photographic equipment and a selection of the traditional wooden shoes.

A Dutch carillon will be set up outside the Coliseum and played twice daily. It is 45 feet in height and can be played by keyboard, both automatically as well as manually. A different class of musical instruments will be shown by another Dutch exhibitor who is bringing a selection of guitars, accordions and violins.

In the Household Appliances section, there will be displays of Dutch vacuum cleaners, and other electrical apparatus.

In the Food Products section, 17 Dutch firms have taken space to show a variety of confectionery, fish, biscuits, pastries, cheese, chocolate, liquors, mustards, pickles, jams, baby foods, etc.

Norway

Norway is back in the Canadian Trade Fair this year after being absent last year. Norwegian exhibits were shown in both the 1948 and 1949 fairs. Products to be shown this year are those of a Norwegian furniture manufacturer who has taken space to display his range of dining room furniture.

South Africa

The winemakers of South Africa will be represented through association displays.

Sweden

Sweden will be represented by various manufacturers, some of them for the first time. The Swedish General Electric Company has booked

space to exhibit products available for export. Goods to be shown include capacitors, a.c. and d.c. electric motors, generators, gear units, industrial control equipment, rectifiers, relays, surge absorbers, synchronous condensers, steam turbines, transformers, voltage regulators, and other industrial and power plant equipment. A Swedish first-time exhibitor will show an extensive range of tools, bolts, fishing gear, and unspecified hardware, sewing trays of laminated veneer birch, elm and mahogany. Also from Sweden will come an exhibit of tables, chairs, cupboards and similar articles. A Swedish manufacturer of woodworking machinery and tools will be showing his products for the first time.

Switzerland

From Switzerland will come precision built portable electric hand tools, wood and metal precision lathes, and drafting machines. Textile machinery, some of which will be in operation, will be included in this section.

A Swiss firm, specialists in wrist watches and watch movements since 1857, are exhibiting waterproof, self winding, chronograph and calendar watches.

West Germany

Recently West German producers have shown a marked increase of interest in Canada's trade fair. It is expected that German exhibitors will have a total of at least 1,560 square feet of space to show a varied selection of goods, with machinery predominating. Last year Germany, with 720 square feet, was represented in textiles, chemicals, hardware, metals and machinery.

A group of German firms are exhibiting under one name in the hardware category. Products to be shown include adjustable wrenches and pipe wrenches; meat grinders and food choppers; cutlery; kitchen, hunting and pocket knives; canvas drinking water bags, canvas water dams, tents and tarpaulins. Another firm may show a new type of washing machine of very small size.

A German exhibitor showing his products in the smallwares section has a number of products, such as slicing knives and stainless steel cutlery.

A German firm, in the fair for the first time, is exhibiting an extensive range of goods, including fire-fighting vehicles and equipment, passenger and commercial vehicles, trucks and truck bodies, air-cooled diesel motors, truck repair equipment and sand and gravel handling machinery.

Another will exhibit hydraulic hot plate presses for veneer and plywoods. A German woodworking machinery manufacturer will have on display machines for cabinet makers, plywood factories and saw mills. Measuring and testing instruments and machine tools are among other German products to be seen.

Germany will again be represented in the textiles section with an exhibit of men's and women's woollen and worsted wear. Another German firm, exhibiting in the smallwares section, has listed woollen goods which will likely be hunting or camping apparel.

Four German firms, all first-time exhibitors, have so far taken space in the machinery section. One of the exhibitors is showing fully automatic saw sharpening and saw tooth setting machines for saw mills, carpenter shops and furniture factories, as well as industrial automatic knife sharpening machines.

History of Trade Fairs

By Information Division, Department of Trade and Commerce.

FAIRS, markets and marts—those periodic gatherings of buyers and sellers in an appointed place, subject to special regulation by law or custom—have their origin in the early history of civilization when primitive groups of people first banded themselves together for mutual protection and preservation. Prior to that time, each person produced only the goods necessary to his subsistence and that of his family. However, when families gathered into groups, they frequently engaged in gift-giving at certain feasts or ceremonials, as an expression of kinship as well as hospitality. Reciprocity was a social trait of the era, as the gifts exchanged were of approximately the same value.

As these primitive societies became more advanced in their economic life, the division of labour led to greater specialization of services. Crude tools were fashioned from stone and wood. As the stocks of goods increased, the giving of gifts was replaced by the outright exchange of commodities on the spot. The leader of each society formulated rules governing these transactions.

At the beginning, these exchanges were very primitive in character. However, the bargaining operations rapidly concentrated into various definite locations: crossroads, in the vicinity of fortified market towns; a specified meeting place on the boundary between the territories of two tribes; coastal towns; and at the mouths of rivers. The periodical trading in special localities was necessitated by the difficulties of communications and the dangers of travel.

Records indicate that China had professional merchants who operated in organized markets around 1200 B.C. Records also indicate that markets flourished at that time, and earlier, in India, Arabia, Egypt and Phoenicia. Caravans of travelling merchants connected these markets with those of ancient China. The Phoenicians operated over long distances, some merchants spending a lifetime travelling from one ancient market to another.

Public Gatherings Utilized for Commerce

Public gatherings, whether religious, military or judicial, which brought together widely scattered populations, were utilized as opportunities for commerce. At the festivals of Delos and at the Olympic Games, trade found important outlets. In Etruria, the annual general assembly at the temple of Voltumna served at the same time as a fair and was regularly attended by Roman traders.

Trading in the vicinity of fortified market towns originated what may be considered as the prototype of modern markets. It was the towns which provided the necessary impetus for the evolution of the markets. Varied economic life developed rapidly inside these strongly fortified places. The trades constantly improved methods of production. The number of professions and the quantity of articles manufactured increased.

At first, members of the trades produced more articles than were ordered by their customers. As long as the volume of sales was restricted and the artisans knew the purchasers of their products were satisfied, this system was entirely satisfactory. It soon appeared that the surrounding country was attracted by the towns. They, in turn, were transformed into centres where agricultural products were exchanged for those of

urban manufacture. As this radius of influence grew, the ancient form of exchange became less efficient. The customers became too numerous, the orders too varied.

This era marked the advent of a new form of market. The transfer of products no longer took place at the workshop or in a booth. They were transported to a central point of the town where markets were held on fixed days. The selling operation was carried out by tradesmen whose profession, on market days, was to exchange products at the best possible conditions. It was this form of market, approved and protected by the authorities, that made many towns, with a suitable geographical location, world famous.

Proceeding apace with the development of markets, was the establishment of fairs, which may be defined as an enlarged form of market, recurring at more distant intervals. Fairs, as distinguished from markets, are most intimately associated with religious festivals, which recurred with regularity and attracted large numbers of persons.

Most of the famous fairs of medieval England and Europe, with their tolls and other revenues, and, within certain limits of time and space, their monopoly of trade, were grants from the sovereign to abbots, bishops and other ecclesiastical dignitaries.

Fairs appeared in the dark ages of the Continent. Sidonius Apollinaris speaks of the fairs of Champagne and Brie in 427 AD. They were common in the Low Countries of Europe by the 10th century. After the Norman Conquest, they multiplied in England, when foreign merchants were regularly passing to and fro under the protection of Norman and Angevin kings.

Great Medieval Fairs Affected by Improved Communications

Since the advent of railway communications and other modern methods of travel, some of the great medieval fairs have either greatly declined in importance or disappeared entirely. The great fair at Beaucaire, France, which was instituted in 1168 A.D., at one time attracted merchants from Spain, Switzerland, Germany, the Levant and Mediterranean ports, and formed one of the greatest temporary centres of commerce on the Continent. With the introduction of modern transportation, this fair declined steadily in importance and now ranks with the fairs of ordinary provincial towns.

Another famous fair, seriously affected by the advent of the railways, was the Stourbridge Fair, in England. While the exact date of its origin is not known, there are records which indicate that it was in existence as early as 1211 A.D. This fair attracted merchants from all over the world. However, it declined quickly during the 18th century as the railways expanded their services.

One fair which survived this period was that at Nijni Novgorod, at the confluence of the Volga and Kama Rivers, in Russia. Instituted in the 17th century by Tsar Michael Fedorovitch, it has been held annually ever since and still continues to be of great commercial importance. It is attended by upwards of 100,000 persons from Asia and Eastern Europe.

Fairs and markets underwent profound modifications during the industrial revolution. The mechanization of labour, which permitted production on a large scale, resulted in the market being flooded with a considerable quantity of articles.

The assortment of articles became so great that it was impossible for the tradesmen to take all the products with them. In addition, numerous products required new methods of sale. The sample fair was the result. At these fairs, it was no longer the actual articles which were put up for

sale, but the samples of determined standard. The buyers could get an idea of the quantities and characteristics of a product. The former centres of commercial exchange took on a new meaning and gradually became transformed into the modern sample fairs. In Western Europe, it was the modern industrial expositions which gave the decisive impetus to the establishment of sample fairs.

The link between the ancient annual fair and the modern samples fair is illustrated by the Leipzig Fair, which was opened in 1894. This fair can be considered as the continuation of the old market to which the city has owed its fame since the 11th century.

It was in the 20th century, however, that the international samples fair became firmly established. Before the First World War, the following international trade fairs were inaugurated: Paris, 1904; Budapest, 1906; and Zagreb, 1909. The greatest number of fairs came into being between 1914 and 1920, and included: British Industries Fair, London, 1915; Lyon, 1916; Utrecht, 1916; Basle, 1917; Bordeaux, 1917; Valencia, 1917; and Milan, 1919. All these fairs are situated in Europe.

In the past few years, however, international fairs have been established in Casablanca, Morocco; Izmir, Turkey; Toronto, Canada; and Chicago, United States.

Non-Ferrous Metals Placed Under Direct Allocation and Inventory Limitation

Primary and wrought aluminum, primary copper, brass mill products, copper wire rod and wire, will be under direct allocation and inventory limitation by the Non-Ferrous Metals Division, commencing June 1, the Rt. Hon. C. D. Howe, Minister of Defence Production, has announced. These metals were previously declared essential under the Essential Materials Act, and later under the Defence Production Act. They have been under informal rationing by the producers for the past several months. It is not expected that initially the supply of these metals to Canadian industry will be materially changed under these orders.

Provisions covering the sale and purchase of primary and wrought aluminum are contained in Order NFM-2; those for copper wire rod and wire in NFM-3; those for brass mill products in NFM-4; and those for primary copper in NFM-5. These orders have been released by the Department of Defence Production. In the administration of the orders, items will be subject to an order-approval system and to inventory limitation which will ensure adequate supplies to meet defence and other essential requirements. Approval will not ordinarily be granted where inventories are considered to be excessive.

After June 1, persons wishing to purchase any of these metals from a producer will be required to submit their purchase order, together with a completed application form for each metal, to the Non-Ferrous Metals Division for approval. Purchase orders placed with a distributor for shipment from warehouse stocks will not require approval. Purchases of aluminum products, as defined in Order NFM-2, which are produced from primary or wrought aluminum, do not require approval. Foil, screw machine products and castings are some of the products that fall within this category. A large number of users of copper wire, as provided for in Appendix A of NFM-3, will not at this time be required to submit their purchase orders for approval. All copper wire rod, however, will be subject to both inventory check and order approval.

Canadian Film Distribution Abroad

By Canadian Broadcasting Corporation.

CANADA'S international film distribution program is primarily intended to provide visual information about Canada and its people, to complement and clarify impressions which may have been induced by newspapers, radio, books and other media.

This distribution is accomplished in two main fashions: theatrically, through some 42 commercial distributors in 24 countries; and non-theatrically, through 53 posts of the Departments of External Affairs and Trade and Commerce, and the three offices of the National Film Board, the Canadian government film agency in New York, Chicago and London.

Many of the films selected for international distribution are intended to do no more than tell the story of Canada's scientific and cultural achievements, her beauty spots, customs, sports and so on. But each year, an increasingly larger percentage of films is produced for the express purpose of supporting Canada's external trade program.

In selecting the films—type and content—which will best augment this program, the National Film Board seeks and acts upon the advice it receives from trade commissioners and diplomats. For example, as this article is being prepared, a film entitled "Stamp of Approval," designed to let foreign buyers know that they can rely on the quality of Canadian meat, eggs, grain and other products, is reaching the final stages of production, after which it will be exhibited only on the international program. This film was ordered from the National Film Board by the Department of Agriculture, in response to requests from trade posts abroad.

Theatrical films shown abroad during the last fiscal year received almost 15,000 separate bookings at commercial rates, chiefly to audiences in the United States, Great Britain and Latin America. Films intended for showing in theatres are sent to New York and London, where commercial distributors make their selection.

Canadian Newsreels Distributed Abroad

Canadian newsreels—short news items about Canadian life—are also placed by the NFB with the main commercial newsreel companies serving theatres and television stations in the United States and Great Britain. Last fiscal year, out of 38 such newsreels submitted to the commercial pool in New York City, 28 were accepted for newsreel release and 11 for video. The audiences viewing these items are too large to be estimated.

Smaller perhaps than the theatrical audiences who pay to see Canadian films and newsreels, but usually more keenly aware of what they are seeing and more receptive to ideas carried in the films, are the audiences reached non-theatrically through the trade and diplomatic offices and film libraries. In the first nine months of the last fiscal year, the figure for this select audience is estimated at 6,669,000 people, with the United States and Great Britain again heading the list, followed by Europe and Australia. This figure does not include the audience for 3,000 prints sold to agencies which do not report attendances.

Chief audiences for these non-theatrical, or 16mm. films, are educational and religious institutions, clubs, professional societies, charitable institutions, government branches and industrial plants. From cards, voluntarily filled out by members of the audience and collated by Canadian officials, miscellaneous information of great value to the National Film Board's planning committee is obtained. For example, the Irish want

to see more films on how Canada has progressed with rural electrification and pest control; the Japanese would like to know how Canadians manage such a vast land with so few people; the South Africans would appreciate a series of films on Canadian cities and their chief industries; while Pakistan, London and the United States just want to see anything at all dealing with Canada.

In many cases, such requests can be filled immediately with films already on file in Canada. If a sufficiently large number of people request a particular type of film, however, its production is considered.

Sale of Canadian Products Promoted

Quite often, a single film sequence will catch the attention of someone interested in obtaining such a commodity. A type of insecticide sprayer shown in the film "Vegetable Insects," for example, was exactly what one British merchant was looking for. "Bluebloods from Canada," a film showing how Canadian cattle could be used to improve any herd, was particularly well received in Latin America. The National Railways of Pakistan, on the other hand, is using the "Accidents Don't Happen" series, on loan from the Board—five films on the theme that accidents are caused by indifference and carelessness—to train their workers. Numerous sets of this series have been sold in France and other countries of Europe. This one series alone should be of long-range benefit to Canada.

One of the interesting developments in international film distribution in recent years has been the interchange of negative material with government film bureaux in the United Kingdom, Australia, Norway and Denmark. In this way, each country will be able to see the other's films at the least possible cost.

Another interesting feature has been the development of 62 travel film libraries in the United States, through a joint effort of the Canadian Government Travel Bureau and the National Film Board. Upwards of 1,500,000 Americans see these films, each year, gaining an insight not only into Canada's vacation spots, but indirectly, into the character of Canadians and their country.

Every film produced originally for home use is considered in the light of its possibilities for international distribution, to maintain on the screens of the world, Canada's position as the world's third largest trader. For many, of course, such distribution would be impractical, owing to either subject or language difficulty. But others, those sponsored by government departments for special purposes or produced under the NFB's own allotment, perhaps with a slight adjustment of commentary or approach, are proving valuable contributions to Canadian film libraries in all parts of the globe.

Services of Mrs. Irene Baird Loaned to United Nations

The services of Mrs. Irene Baird, of the Information Division, Department of Resources and Development, have been made available to the Technical Assistance Administration of the United Nations for a period of six months. Mrs. Baird left Ottawa last week for New York, and will visit Mexico, Ecuador, Guatemala, El Salvador and Panama, in which she will publicize the various services available to those countries through the Technical Assistance Administration. Arrangements for the loan of Mrs. Baird's services to the United Nations were made by the Technical Assistance Service, Department of Trade and Commerce.

Functions of International Trade Relations Division

By International Trade Relations Division,
Department of Trade and Commerce.

DETAILED, up-to-date information concerning foreign tariffs, customs legislation, import licensing, exchange regulations, documentation requirements and related trade control measures, such as quotas, embargoes, marking and sanitary regulations, is compiled by the International Trade Relations Division, Department of Trade and Commerce, and made available to businessmen. Changes or amendments in foreign tariffs, import licensing, exchange or other regulations of importance to Canadian exporters are published regularly by this division. Comprehensive statements on shipping documents required by importing countries, foreign customs regulations, lists of tariff rates and import and exchange regulations for individual countries are set forth in pamphlet form, and distributed to trade associations and individual firms.

Another important aspect of the division's work is the preparation of material for trade treaties, agreements and negotiations with other countries. This involves the study of trade possibilities for all kinds of Canadian products in the light of the tariffs, economic conditions and commercial policies of other countries. This is done on the basis of briefs, requests or representations from Canadian producers and exporters, together with detailed reports from other branches of government and from Canadian Trade Commissioners throughout the world. Officers of the division take part in the preparation and negotiation of trade agreements and in international trade conferences. The division has been closely associated, from the beginning, with all the multilateral negotiations for the reduction of trade barriers under the General Agreement on Tariffs and Trade. The third round of these negotiations, lasting seven months and involving countries responsible for three-quarters of the world's trade, was concluded in April, 1951, at Torquay, England.

Apart from the formulation of new trade treaties and agreements, and the revision or renewal of existing ones, the division is directly concerned with any negotiations, discussions or consultations on matters affecting Canadian foreign trade policy, or on questions where trade relations and treaty obligations are concerned. Specific difficulties experienced by Canadian businessmen, due to exchange or other trade controls in foreign markets, are investigated by the division with the co-operation where necessary of commodity and area experts, trade commissioners and other branches of government.

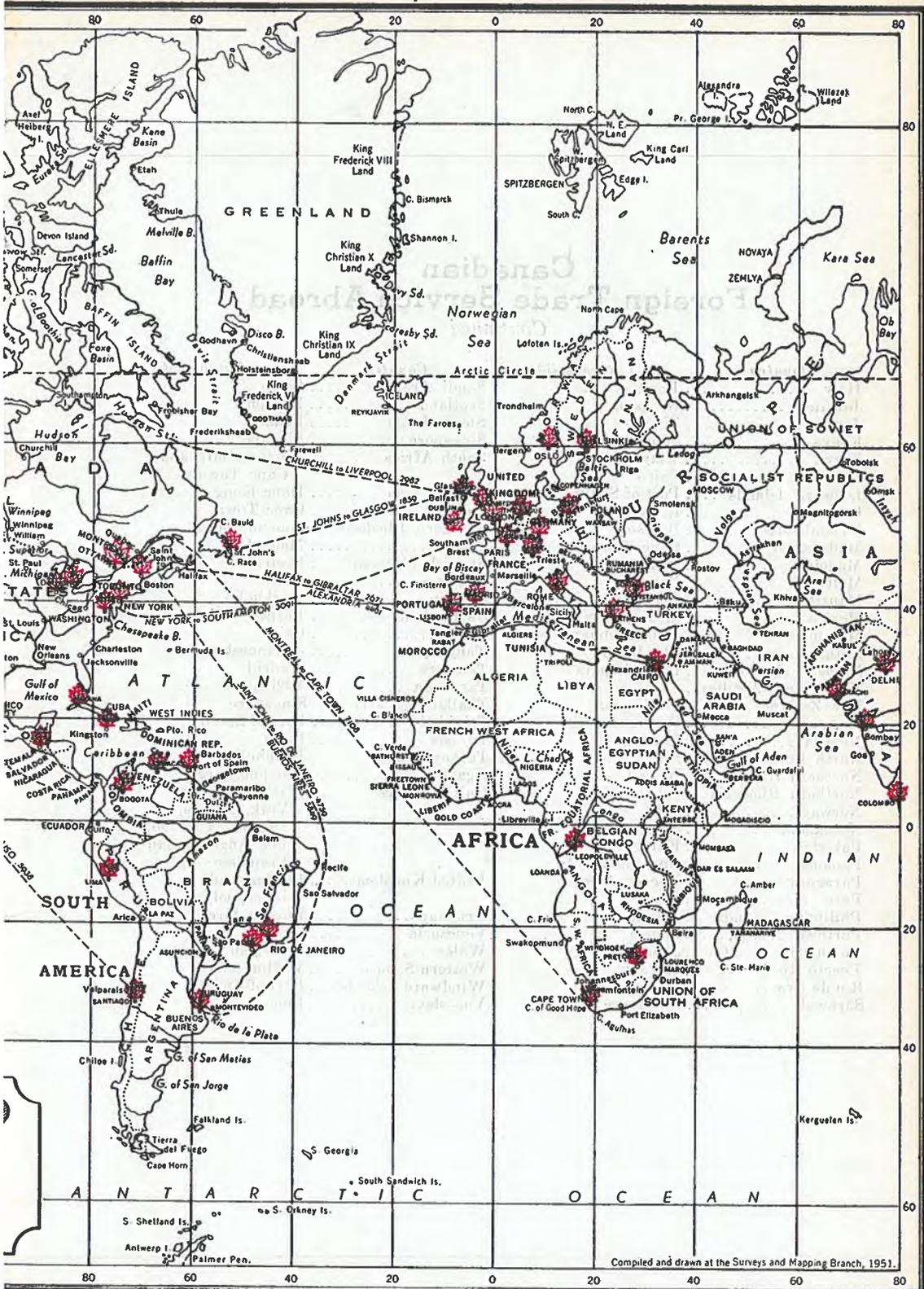
Research Conducted Into Current International Developments

In a broader manner, the division conducts research into current international developments as they affect Canada's foreign trade, and carries on investigations and advises on problems arising in trade relations with other countries. Work is performed in connection with the commercial and economic aspects of Canada's international obligations, such as those arising from Canada's participation in the Organization for European Economic Co-operation. Comprehensive reports on trade and economic conditions in foreign countries are prepared for use at international conferences and for the briefing of newly-appointed Canadian trade or diplomatic representatives in other countries. The division co-operates with trade associations and business research organizations, as well as with academic institutions and individuals engaged in commercial research.

Canadian Foreign Trade Service Abroad

Continued

<i>Country</i>	<i>Post Responsible</i>	<i>Country</i>	<i>Post Responsible</i>
Italy	Rome	Saudi Arabia	Cairo
Jamaica	Kingston	Scotland	London
Japan	Tokyo	Sierra Leone	London
Kenya	Johannesburg	Singapore	Singapore
Korea	Tokyo	South Africa	Johannesburg and Cape Town
Lebanon	Cairo	South China	Hong Kong
Leeward Islands	Port-of-Spain	South-West Africa ..	Cape Town
Libya	Rome	Southern Rhodesia ..	Johannesburg
Luxembourg	Brussels	Spain	Madrid
Madagascar	Cape Town	Spanish Morocco	Madrid
Madeira	Lisbon	Sudan	Cairo
Malta	Rome	Sweden	Stockholm
Mauritius	Cape Town	Switzerland	Berne
Mexico	Mexico City	Syria	Cairo
Mozambique	Johannesburg	Tanganyika	Johannesburg
Netherlands	The Hague	Tangiers	Madrid
Netherlands Guiana ..	Port-of-Spain	Tasmania	Melbourne
Netherlands Antilles ..	Caracas	Thailand (Siam)	Singapore
New Zealand	Wellington	Trinidad	Port-of-Spain
Nicaragua	Guatemala City	Tunisia	Paris
Nigeria	London	Turkey	Istanbul
North Borneo	Singapore	Uganda	Johannesburg
Northern Ireland	Belfast	United States	Washington, New York, Boston, Detroit, Chicago, Los Angeles, San Francisco
Northern Rhodesia ..	Johannesburg	United Kingdom	London and Liverpool
Norway	Oslo	Uruguay	Buenos Aires
Nyasaland	Johannesburg	Venezuela	Caracas
Pakistan	Karachi	Wales	Liverpool
Panama	Guatemala City	Western Samoa	Wellington
Paraguay	Buenos Aires	Windward Islands ..	Port-of-Spain
Peru	Lima	Yugoslavia	Rome
Philippine Islands ..	Manila		
Portugal	Lisbon		
Portuguese E. Africa ..	Johannesburg		
Puerto Rico	Havana		
Rio de Oro	Madrid		
Sarawak	Singapore		



Compiled and drawn at the Surveys and Mapping Branch, 1951.



Canadian Foreign Trade Service Abroad

Fifty-three offices of the Canadian Trade Commissioner Service are located in forty-one countries, as indicated by the red maple leaves on the reverse side of this sheet. Trade Commissioners, including agricultural, fisheries and timber specialists, are responsible to headquarters in Ottawa for the development of commercial relations with other countries within their respective territories, as set forth in the following alphabetical list, effective May 26, 1951.

It is recommended that prospective exporters and importers should communicate with the Director of the Canadian Trade Commissioner Service, in Ottawa, before discussing their various problems with Trade Commissioners, as information required can often be made available to them by Area Trade Officers at headquarters.

<i>Country</i>	<i>Post Responsible</i>	<i>Country</i>	<i>Post Responsible</i>
Aden	Cairo	Dutch Guiana	Port-of-Spain
Afghanistan	Karachi	Ecuador	Bogotá, Colombia
Algeria	Paris	Egypt	Cairo
Anglo-Egyptian Sudan	Cairo	El Salvador	Guatemala City
Angola	Leopoldville	England	London, Liverpool
Argentina	Buenos Aires	Ethiopia	Cairo
Australia	Sydney, Melbourne	Falkland Islands ...	Buenos Aires
Austria	Berne	Federat'n of Malaya..	Singapore
Azores	Lisbon	Fiji	Wellington
Bahamas	Kingston, Jamaica	Finland	Stockholm
Balearic Islands	Madrid	France	Paris
Barbados	Port-of-Spain	French Eq. Africa ...	Leopoldville
Belgian Congo	Leopoldville	French Guiana	Port-of-Spain
Belgium	Brussels	French Morocco	Paris
Bermuda	New York	French West Indies ..	Port-of-Spain
Bolivia	Lima, Peru	Gambia	London
Brazil	Rio de Janeiro, São Paulo	Germany	Frankfurt am Main
British Guiana	Port-of-Spain	Gibraltar	Madrid
British Honduras ..	Kingston, Jamaica	Gold Coast	London
Brunei	Singapore	Greece	Athens
Burma	Bombay	Greenland	Oslo
Canal Zone	Guatemala City	Guatemala	Guatemala City
Canary Islands	Madrid	Haiti	Havana
Ceylon	Colombo	Hashemite Kingdom of Jordan	Cairo
Chile	Santiago	Hawaii	San Francisco
China	Shanghai and Hong Kong	Hong Kong	Hong Kong
Colombia	Bogotá	Hungary	Berne
Costa Rica	Guatemala City	Iceland	London
Cuba	Havana	India	New Delhi & Bombay
Cyprus	Cairo	Indo-China	Hong Kong
Czechoslovakia	Berne	Indonesia	Singapore
Denmark	Oslo	Iran (Persia)	Karachi
Dominican Republic..	Havana	Iraq (Mesopotamia) ..	Cairo
		Ireland	Dublin
		Israel	Athens

Canadian Trade Commissioner Service

By Canadian Trade Commissioner Service,
Department of Trade and Commerce.

THE CANADIAN Trade Commissioner Service rests on solid foundations, which were laid in 1892, when the Department of Trade and Commerce came into being. There were then only six "commercial agents" in the British West Indies and British Guiana, and one in Norway. Three years later a commercial agent was appointed in Sydney, Australia. The Canadian Commercial Agency Service was renamed the Canadian Trade Commissioner Service in 1907, when the number of its field force and the sphere of its operations were increased. The service expanded until 1939, when it comprised thirty-seven trade commissioners and twenty-four assistant trade commissioners. Today that number has been increased to 98 trade commissioners and assistant trade commissioners servicing Canadian exporters and importers from 50 offices in forty-one foreign countries.

The first Director of the Canadian Trade Commissioner Service, then called Superintendent of Commercial Agencies, was F. C. T. O'Hara, who was appointed on July 1, 1904. Since that date, Canada's trade representatives abroad have been directed by such men as Richard Grigg, 1911; W. McL. Clarke, 1925; C. H. Payne, 1927; and C. M. Croft, 1943. The present Director, G. R. Heasman, took over the responsibilities of an expanding Trade Commissioner Service on November 1, 1945.

Some indication of the growth in Canada's foreign trade during the last sixty years is revealed by the following statistics. Domestic exports in 1891, for example, were valued at \$88.6 million compared with \$3,118.4 million in 1950. Imports, on the other hand, were valued at only \$111.5 million in 1891, compared with \$3,174.3 million in 1950. The development of Canada as an industrial nation during the Second World War introduced an era of even greater commercial activity and a greater need for salesmanship, in order to find outlets for Canadian commodities in competition with other industrial countries. With the close of hostilities in Europe and Asia, reorganization of the Canadian Trade Commissioner Service was undertaken to meet the increased requirements of exporters and importers throughout this country.

Offices Re-opened Soon After the War

Trade Commissioner offices were re-opened in Paris and Brussels as early as October, 1944, and March, 1945, respectively, while that in Rotterdam was transferred to The Hague in December, 1945. Other offices re-opened after the cessation of hostilities included Shanghai, Singapore, Oslo and Hong Kong. The Milan office was transferred to Rome and new offices were established in Lisbon, Caracas, Stockholm, Leopoldville, Athens, Manila, São Paulo, Guatemala City, Madrid and Colombo. A complete list of Canadian Trade Commissioner offices abroad, giving the current list of offices at these posts, can be found on page 955 to 957. These offices are ready to render to Canadian manufacturers, foreign importers and exporters all possible service and advice in marketing their products in the various territories.

Many interesting trade opportunities have been recorded by the Trade Commissioner Service since the first foreign officer was appointed over 50

years ago. One trade commissioner reported, when in South Africa, that most homes were roofed with red tiles or galvanized iron. As a result of a small shipment of Canadian cedar shingles from Canada, the South African architects were satisfied that, if they could be effectively used in Vancouver, they would be able to withstand their own climatic conditions. Today it is not uncommon to see hundreds of homes with cedar shingles.

A Canadian exporter of small tools recalled that one day early in 1946 he left a pair of pliers with an officer of the Trade Commissioner Service in Brussels, saying "that they would come in handy some day". Two years later, almost to the day, that same trade commissioner, then posted to Leopoldville, was able to play a useful part in obtaining a substantial "pioneer" order with a leading Belgian Congo firm simply by relinquishing the same pair of pliers in order to prove the workmanship of this particular Canadian firm.

The files of the Trade Commissioner Service are filled with other encouraging letters from exporters and importers alike, testifying to the help received from trade commissioners in marketing their products. The success of Canada in developing markets for manufacturers can, in no small measure, be largely attributed to the formation of the Canadian Trade Commissioner Service.

Functions of Area Trade Officers

By Canadian Trade Commissioner Service,
Department of Trade and Commerce.

AREA TRADE Officers were created in 1945, when the Foreign Trade Service was reorganized. Their primary function is to stimulate Canadian trade within their respective geographical territory. They also provide, within the department, a centre for the collection, collation and distribution of information concerning the countries for which they are responsible. Area Trade Officers are required to familiarize themselves with economic conditions in their respective territories, whereas Commodity Officers have more detailed information concerning Canadian industries and their products, and commodities of other countries needed by these industries. Area Trade Officers co-ordinate the work of the Canadian Trade Commissioner Service, and provide liaison facilities between trade commissioners and other officers of this department and other departments of government.

For the fulfilment of their duties and functions, Area Trade Officers acquire full information concerning economic and business conditions, including volume and trends of trade, of other countries. They have general familiarity with matters concerning treaties and tariffs, import and export licensing, commodity and trade trends, and the like, as part of the work of co-ordination. Similarly, they have general knowledge of ocean freight services, inter-government credits, and a wide variety of matters related to functions of various organizations, such as the Canadian Maritime Commission, the Export Credits Insurance Corporation and other government organizations.

Area Trade Officers receive business visitors from abroad with whom they can discuss plans and suggest suitable ways of attaining objectives. Area Trade Officers also help Canadian businessmen travelling abroad by discussing the best methods of achieving their ends, by supplying letters of introduction and by advising trade commissioners of forthcoming visits. Area Trade Officers are a primary source of trade information for the commercial representatives of foreign governments in Canada.

Distribution of Territory Among Area Trade Officers

ASIA

(Includes all dependencies and colonies in Asia and Pacific Oceania, except Fiji, Hawaii, New Guinea and Western Samoa.)

Afghanistan	Iran
Borneo, North	Japan
Brunei	Korea
Burma	Malaya
Ceylon	Pakistan
China	Philippines
Hong Kong	Sarawak
India	Singapore
Indo-China	Thailand
Indonesia	

COMMONWEALTH

(Except Commonwealth countries in Asia. Territory includes all colonies in Caribbean.)

Australia	Grenada
Bermuda	The Grenadines
British East Africa	St. Lucia
Kenya	St. Vincent
Tanganyika	Fiji
Uganda	French Guiana, including Iles du Salut
British Guiana	French West Indies, other
British Honduras	Guadeloupe
British West Africa	Iles des Saintes
British Camerouns	Marie Galante
British Togoland	Martinique
Gambia	Petite Terre
Gold Coast	St. Barthelemy
Nigeria	St. Martin
Sierra Leone	Iceland
British West Indies	Ireland
Bahamas	Mauritius
Barbados	Netherlands Antilles (West Indies)
Jamaica	Aruba
Cayman Islands	Bonaire
Turks	Curacao
Caicos	St. Eustatius
Leeward Islands	St. Martin
Antigua	Saba
Barbuda and Redonda	New Guinea
British Virgin Islands and	New Zealand
Sombrero	Northern Rhodesia
Montserrat	Nyasaland
St. Kitts, Nevis and Anguila	South Africa, Union of
Trinidad	Southern Rhodesia
Tobago	Surinam (Netherlands Guiana)
Windward Islands	Western Samoa
Dominica	Zanzibar

EUROPE

(Includes colonies of European countries, such as in Africa, but not dependencies or colonies in Far East nor in the West Indies.)

Austria	Malta
Belgium	Morocco, Spanish
Belgian Congo	Netherlands
Czechoslovakia	Norway
Denmark	Portugal
Finland	Portuguese Colonies (except in
Germany	Far East)
Gibraltar	Spain
Greenland	Spanish dependencies and colonies
Hungary	Sweden

EUROPE—Concluded

Italy	Switzerland
Libya	Tangiers
Luxembourg	Yugoslavia
Madeira	

FRANCE and MIDDLE EAST

Aden	Iraq
Algeria	Israel
Cyprus	Lebanon
Egypt	Liberia
Ethiopia	Monaco
France	Morocco, French
French dependencies and colonies (except in Far East and West Indies.)	Saudi Arabia
Greece	Sudan
Hashemite Kingdom of the Jordan	Syria
	Turkey

LATIN AMERICA

Argentina	Honduras
Bolivia	Mexico
Brazil	Nicaragua
Chile	Panama and Canal Zone
Colombia	Paraguay
Costa Rica	Peru
Cuba	Puerto Rico
Dominican Republic	El Salvador
Ecuador	Uruguay
Guatemala	Venezuela
Haiti	

Brazilian Cotton Exports Banned

Rio de Janeiro, April 12, 1951.—(F.T.S.)—Brazil has suspended the granting of export licences for cotton, pending coverage of all domestic supply needs. The financing scheme on cotton has also been altered, in order to guarantee a better price to producers, and to study the possibility of concluding commercial agreements with nations interested in acquiring Brazilian cotton.

Canada-United Kingdom Continuing Committee Meeting Held in Ottawa

The Canada-United Kingdom Continuing Committee on Trade and Economic Affairs began meetings in Ottawa on May 21. The Canadian representatives are Mr. W. F. Bull, Deputy Minister of Trade and Commerce, Mr. J. G. Taggart, Deputy Minister of Agriculture, Mr. J. J. Deutsch, Director, International Economic Relations, Department of Finance, Mr. A. F. W. Plumtre, Head of the Economic Division, Department of External Affairs.

The United Kingdom representatives at the meeting are Sir Alexander Clutterbuck, High Commissioner of the United Kingdom in Ottawa, Sir John Woods, Permanent Secretary, Board of Trade, Sir Frank Lee, Permanent Secretary, Ministry of Food, Mr. R. W. B. Clarke, Under-Secretary, Treasury.

The committee was established in September, 1948, for liaison between official representatives of Canada and the United Kingdom on commercial and economic matters of mutual concern, and especially on measures to ensure the greatest trade possible between the two countries. The functions of the committee are purely advisory. The most recent meetings of this committee were in Ottawa, September, 1949, and in London, June, 1950.

Assistance Available From Canadian Trade Commissioners

By Canadian Trade Commissioner Service,
Department of Trade and Commerce.

CANADIAN exporters and importers can obtain much assistance through the various branches of the Foreign Trade Service. Similar assistance is available to overseas importers and exporters through the Canadian Government Trade Commissioners and Commercial Secretaries posted abroad. Canadian exporters desiring preliminary information should communicate with the Export Division, Foreign Trade Service, Department of Trade and Commerce, Ottawa, and, in the first instance, should seek listing in the Exporters' Directory maintained by that Division. Similarly, Canadian importers may obtain assistance from the Import Division, Foreign Trade Service, Department of Trade and Commerce, Ottawa, and, on the first occasion, should seek to be listed in the Importers' Directory.

Overseas business men will find trade commissioners posted in many important cities but can seek the assistance of the Director, Trade Commissioner Service, Department of Trade and Commerce, Ottawa, if uncertain as to the location of the nearest Canadian Government Trade Commissioner. A list of trade commissioners, and the territories which they cover, appears in each issue of *Foreign Trade*, weekly publication of the Department of Trade and Commerce, which also contains reports on market conditions, statistical data and a variety of other current information of use to Canadians interested in trade abroad.

For the Canadian exporter, the various divisions of the Foreign Trade Service at Ottawa have available a wide variety of information concerning markets, tariffs, shipping and general procedure. Detailed information can be sought by Canadian and overseas traders direct from Canadian Trade Commissioners. The following topics indicate the services that can be rendered.

Services Rendered by Trade Commissioners

Market Requirements—The trade commissioner can advise on:

- (a) present and prospective market conditions;
- (b) types and classes of goods offering or required;
- (c) specifications, where required;
- (d) competition;
- (e) suitable buying and selling methods.

Sales Channels—The trade commissioner can:

- (a) assist in finding responsible firms in a position to act as agents, distributors or buyers;
- (b) advise on methods of sales approach and expansion.

Business Terms—The trade commissioner can give full information on:

- (a) current basis of price quotations;
- (b) current terms of payment;
- (c) financing of shipments;
- (d) exchange regulations.

Samples and Literature—Trade commissioners can:

- (a) recommend methods of distributing catalogues, price lists and other trade literature;

(b) recommend methods of handling samples.

(Samples may be imported into Canada without difficulty but are normally subject to duty. Canadian exporters should not forward samples to trade commissioners or to prospective agents abroad until requested and until arrangements have been made. In many countries, regulations governing the importation of samples make it most important that instructions as to their shipment should be followed very carefully; otherwise heavy fines and other unnecessary expense and difficulties may be encountered.)

Credit Information—The trade commissioner is in a position:

- (a) to furnish confidential guidance on the status of overseas, as well as Canadian firms;
- (b) when requested, to give confidential reports on the activities of overseas firms acting on behalf of Canadian business houses.

Tariffs and Regulations—The trade commissioner can assist in supplying information on:

- (a) customs tariff rates and regulations;
- (b) other governmental regulations, prohibitions, and the like;
- (c) documentation requirements, such as invoicing for customs purposes;
- (d) certification of documents;
- (e) marking and packing;
- (f) import and export quotas and permits.

Debts and Difficulties—Trade commissioners are able to:

- (a) give advice and assistance toward the settlement of difficulties that may arise between Canadian and overseas businessmen;
- (b) give guidance in respect of the recovery of debts;
- (c) make suggestions as to the disposal of goods which have not been accepted.

General—The advice of the trade commissioner can be sought in regard to:

- (a) the most suitable advertising media;
- (b) storage facilities;
- (c) shipping services;
- (d) regulations concerning commercial travellers;
- (e) travel procedure;
- (f) patents, brands and trademarks;
- (g) standards;
- (h) other subjects related to international trade.

Co-operation by the Trader

The exporter or importer, when making inquiries from trade commissioners, should:

- (a) state whether his firm is a producer, agent or merchant;
- (b) give an accurate description of the goods, their specifications, qualities and grades;
- (c) bear in mind prices, f.o.b. factory are of no use in practically all cases;
- (d) indicate terms of payment desired;
- (e) where helpful, give technical information concerning the use of the products;

- (f) make clear the time lapse between receipt of order and possible shipment;
 - (g) where necessary, stipulate quantities for which orders will be accepted;
 - (h) give details of any previous agents or sales agents in the territory and, if connections still exist, their relationship with the fresh contacts sought.
 - (i) if any previous experience in the territory.
-

Functions of Import Division

By Import Division, Department of Trade and Commerce.

CANADA was a creditor nation in the last two decades, and in May, 1944, an Import Division was set up in the Department of Trade and Commerce to stimulate the expansion of imports and thereby to increase Canada's exports in external trade. This decision built up goodwill by enabling foreign producers to ship to Canada, and increased Canada's reputation as a buyer. The principal activities of the Division, at its inception, were to secure raw materials and supplies needed by Canadian industry, and to obtain other commodities essential to the Canadian economy.

Following the end of World War II, considerable interest was aroused in re-establishing foreign connections that had been cut off during the period of hostilities. Some wartime controls still existed, and assistance from the Division was required, through the Canadian Trade Commissioner Service, to press for Canada's requirements of internationally allocated commodities. Also, during this period, it was necessary to study adjustments from the viewpoint of values, demand and supply, the substitution of materials and the restoration of the peacetime pattern of trade.

By 1946, the Division had become a link between Canadian importers and the Canadian Trade Commissioner Service. The effect of the dual capacity of the trade commissioners began to show results in the import trade of Canada. The success of the import program could be effective only through the efficiency of the trade commissioners, which has been an important factor in Canada's Foreign Trade Service. Commodity officers were enabled to obtain, from reports of trade commissioners, much material of assistance to industry.

In November, 1947, Canada was in balance of payments difficulties, and it became necessary to introduce exchange conservation measures. Schedule III of the Emergency Exchange Conservation Act was administered by the commodity officers in the Import Division during the organization of a special section to administer the Act.

As certain phases of export and import movement were common to both fields, a Commodities Branch was set up in 1949 to co-ordinate activities of commodity officers in the Export and Import Divisions. They thus became counterparts at home of the trade commissioners abroad.

By 1950, the activities of the Import Division in locating alternative sources of supply began to show substantial results. Canada's import trade had spread over a wider area than was the case in the previous few years. A new set of problems confronted the foreign shipper in the way of marketing and merchandising techniques that apply to consumer goods in the Canadian market.

Services Rendered to Canadian Importers

Canadian industry relies on large quantities of staple raw materials, such as wool, cotton, rubber, metals, iron and steel, also foodstuffs and textiles, from abroad. One of the principal functions of the Division is to bring trade opportunities to the attention of representative importers, and to see that Canadian import needs of raw materials and necessities are met.

Requests are received from firms that have placed orders abroad and have encountered extended delivery dates or reduction in the volume of shipments, due to shortages of raw materials. Under such circumstances, and if the requirement is essential in the opinion of a procurement agency in the Department of Defence Production, the trade commissioner is furnished with full particulars and requested to press for supply allocations, and the necessary export licences, if required. Since the outbreak of the Korean war and the attendant armament programs, dislocation of supply for the next few years is anticipated.

Government action in countries supplying Canadian producers with raw materials frequently must curb exports in the national interest. Export licences may be withdrawn or suspended, placing the Canadian manufacturer in the position of being unable to fill orders. Demands of industry for assistance in obtaining restricted commodities are passed to the trade commissioners, and under certain circumstances, diplomatic intervention may be necessary to secure a fair share of Canada's traditional supply. Today's shortages of a number of commodities and the inevitable uncertainty of supply have led to a search for substitutes from new sources.

Advice is supplied to buyers relying on foreign sources of supply concerning economic conditions, commercial integrity and capacity of their connections, prices, export duties and taxes affecting commodity groups. Through associations, importers are informed regarding import regulations and controls under the Export and Import Permits Act. The Division works closely with Boards of Trade, the Dollar Sterling Trade Advisory Council, the Importers' and Traders' Association, Provincial Trade Departments and other organizations interested in the development of the import trade.

Disputes occasionally arise between the Canadian buyer and the foreign seller. The importer may complain of the quality of the product or its condition on arrival. The foreign seller may contend that the goods are up to specifications. Efforts are made to adjust such disagreements by mutual concessions or to suggest arbitration arrangements through recognized channels. Related to this category are investigations respecting discrimination, and measures to eliminate this condition are taken.

Services Rendered to Foreign Exporters

Trade inquiries reach the Division through trade commissioners or direct from foreign firms seeking a market for their goods in Canada. It is strongly recommended that the foreign exporter communicate with the trade commissioner in his country or area for advice. There is little purpose served by sending the trade commissioner a list of goods without particulars of availabilities, prices, discounts, illustrations, delivery dates, terms of sale and other usual commercial factors. It is useless to ask what goods Canadians will buy, or to "invite inquiries," or to furnish catalogues that are not in English or French.

The trade commissioner will acquaint the foreign exporter, in general, with the distributive channels and the trade and marketing practices in Canada for particular commodities. If the foreign shipper is seriously considering Canada as a market, the trade commissioner can assess the

prospects of success. If the business possibilities seem worth while a recommendation will probably be made to visit Canada and discuss details with head office officials.

Foreign exporters interested in establishing representation in Canada would be well advised to visit this country. The selection of an agency or agencies is vital, and preferably made firm through agency contracts renewable over a specified period. The advantage of this arrangement is that, if the agency fails to promote the sale of a particular line, the contract can be terminated. If the line does well, the manufacturer may decide to go into direct distribution through branch offices or to manufacture in Canada. Unless the foreign traders become familiar with the geographical regions of Canada, the organization of markets, transportation facilities, seasonal factors and the mechanics of trading in this country, the opportunities will not be completely exploited.

The Division can suggest to the foreign visitor, interested in selling his product here, how particular commodities are marketed in Canada. Standards, major uses, end users and the distribution levels from producer to consumer are extremely important. The pattern of distribution in Canada follows closely the commercial practices of the United States, and with few exceptions traders outside this area must adopt similar sales techniques. Careful comparisons must be studied in competitive lines from numerous sources. The visiting trader interested in the field of food products can be informed regarding the requirements, grades, qualities, container sizes, labelling and similar regulations.

In the diversified fields of manufactured consumer goods, details of the distributive program can be discussed and the names of reputable firms can be supplied, along with the names of advertising agencies, technical services, price policies, guarantees, design, style, quality, packaging and various other commercial "musts." The fine distinction between the agent, the broker, the wholesaler, the dealer and chain stores must receive careful consideration.

The import broker performs a highly specialized function in the import trade, particularly in commodities moved in bulk. The broker is able to assess the capacity of the market and availabilities from alternative sources beyond the capacity of the individual buyer. By spreading arrivals over a broad segment of an industry, economies of purchasing result.

In 1950, goods were sold through retail outlets amounting to \$9.1 billion. Ontario and Quebec absorbed \$5.5 billion worth of goods. Sales through wholesalers amounted to a substantial proportion of this business. The wholesale trade is fully aware of the needs of the various trades—the right types of merchandise and the qualities and quantities normally consumed. The wholesaler in Canada carries inventories needed by retail merchants, and extends credit to the retailer.

There are over 25,000 establishments in Canada recognized as wholesalers, and about 10,000 of these are large well-established firms. Wholesale sales have increased about 200 per cent since 1939, and in 1950 an increase of approximately 5 per cent was shown over 1949 purchases. An efficient sales staff and technical services are usually part of the wholesaler's organization.

Chain and department stores in Canada expect to purchase on the same basis as the wholesaler. This can be attributed to the fact that United States producers recognize the purchasing ability of chain stores as equal to that of wholesalers, providing of course that the volume of purchases is of the same magnitude.

Functions of the Export Division

By Export Division, Department of Trade and Commerce.

THE EXPORT Division of the Department of Trade and Commerce was established during the Second World War. Its purpose is to promote export trade, and to this end it has two important functions. There is the general responsibility of keeping watch on export developments, both in Canada and abroad and, where possible, devising such plans, in co-operation with other Divisions of the Department, as would contribute to the furtherance of this trade.

On occasion, it is also the responsibility of the Division to administer export trade plans. Thus, for example, both the United Kingdom Token Shipment Scheme and the B.W.I. Trade Liberalization Plan, which were devised through the assistance of the Division, are also administered by it.

The Export Division has a second general function of maintaining liaison between the Department of Trade and Commerce and Canadian industry in matters pertaining to export trade promotion. This it accomplishes in a two-fold action, whereby Canadian Trade Commissioners abroad are kept fully informed of the latest developments in Canadian industry; and Canadian industry, in turn, is kept informed of the latest developments in export markets. This double activity is possible through the services of some 24 commodity officers, each of whom is fully familiar with his own field of industry.

By constantly examining the conditions within his industry, the commodity officer is able to advise as to firms and products which appear to have an export potentiality. In turn, he is able to advise such Canadian firms as to possible markets and methods for securing export trade.

Information on Market Procedure Provided

The novice to export trade is supplied with information on market procedures and requirements, such as given in the "ABC of Canadian Export Trade," prepared by the Export Division; is placed in touch with Canadian trading organizations, commercial agencies, and publications, and is directly assisted in selecting those markets which are likely to yield the greatest returns.

The established exporter is assisted through market studies, made in co-operation with Canadian Trade Commissioners. Prompt and special advice of interest to his industry and foreign market changes are provided.

The Export Division also handles all inquiries for Canadian products from abroad, which are brought to the attention of industry, and, where necessary, act as mediators in matters of complaint.

Canadian Trade Commissioners are provided with detailed information through maintenance of the confidential Exporters' Directory, in which all known Canadian exporters are listed. Each trade commissioner's office is furnished with this directory, which is kept up to date. A set of commodity cards showing Canadian sources of supply on all known exportable commodities is also maintained. This is supplemented by a monthly newsletter, which comments on supply and supply conditions in Canada.

Aside from this regular pattern of information, trade commissioners are kept informed of numerous changes in export control and other matters pertaining to export trade through a steady flow of correspondence.

In all these activities, full advantage is taken of the close relationship which the individual commodity officers maintain with their particular industries.

While the fishing industry has the support of the Department of Fisheries, which is interested in production and general expansion of the fisheries industry, all matters pertaining to export trade development come within the purview of the Department of Trade and Commerce. It is the responsibility of the Export Division, through its Fisheries Section, and Inter-departmental Fisheries Committee, to work in close liaison with the Department of Fisheries in the furtherance of export trade.

It is also the responsibility of the Export Division to keep a watchful eye on Canada's exports of strategic materials, through its Strategic Materials Committee, and also to keep a close watch over Canadian export controls, to ensure that they are working in a manner which is not prejudicial to Canadian export interests.

The Export Division should be the first point of contact in the Department of Trade and Commerce for Canadian firms interested in entering or maintaining export trade. Officers of the division, who are closely acquainted with the various industries, can furnish a wealth of information, or indicate other branches of the government from which exporters may obtain the desired assistance.

It can be said—"When considering export business—Consult the Export Division."

Canada Calls the World

By C.B.C. International Service.

FROM MORNING till midnight every day, Canada broadcasts in fourteen languages to Europe and Latin America. Twice weekly, in the early hours, she transmits to Australia and New Zealand. All this is done through the medium of the International Service of the Canadian Broadcasting Corporation, the voice of Canada being carried forward to the world audience over two powerful transmitters at Sackville, New Brunswick. The service was inaugurated in 1945.

Though Canada "aims" her shortwave broadcasts primarily at certain countries or areas, letters arrive at the Radio Canada building in Montreal from the earth's four corners testifying to the strength of Canada's voice and the international interest in Canadian affairs.

With its program headquarters in Montreal, of course, the service was able to use a great variety of commentators and artists—not only in English and French, but in other languages too. These are: to Europe—Czech, German, Dutch, Russian, Finnish, Swedish, Norwegian, Danish, Italian, and Slovak; and to Latin America—Spanish and Portuguese.

The latest language to be added was Russian, on February 4, 1951. A decided, if gradual, change had been taking place in the nature of Canada's broadcasts since the end of the Second World War, and the inauguration of the Russian service pointed this up dramatically. The CBC International Service had concentrated on giving its listeners information about Canada, her people, her land, her history and her way of life. This was done in the hope that, by similar, free exchange of information, the nations of the world would get to know each other better. Many misunderstandings could thus be eliminated and international goodwill and co-operation fostered.

But the flow of free information was all one way, as far as the Soviet Union and her satellites were concerned. The role of shortwave broadcasting from West to East became, by virtue of this fact, infinitely more important.

What more could Radio Canada, as a voice from a Western democratic country, do about this?

Canada Broadcasting Into the U.S.S.R.

It would and did adjust its overcrowded timetable, and added a Canadian contribution to the broadcasting into the U.S.S.R. being carried on by the United States and the United Kingdom.

Featured on this inaugural Russian broadcast was Canada's High Commissioner to the United Kingdom, Hon. L. Dana Wilgress, who had been Canadian ambassador to Moscow from 1943 to 1946. Speaking in Russian, he pointed out to listeners in the Soviet Union that they had been deliberately isolated from the rest of the world, leaving shortwave broadcasting as almost their only link with peoples of the West, including Canadians.

Canada knows that her voice is heard. Since the political coup in Czechoslovakia early in 1948, there has been evidence of "jamming" of Canada's Czech and Slovak transmissions. Opposition in the Communist press and the Communist-controlled radio in Prague, as well as Radio Moscow, to Radio Canada's programs tell that. On the positive side of the ledger, the CBC International Service has received more than 150,000 letters from listeners the world over since the service began; and the letters arrive regularly at a rate of between three and four thousand a month.

After the coup, of course, mail from Czechoslovakia dropped off immediately from a peak in February, 1948, of 1,200 letters a month. Now, only a few come in, unsigned because of the risk of writing to a foreign agency. Some letters arrive by way of Ireland and even Australia, though originally written by residents of Prague.

Programming for international shortwave listeners is a far different matter from programming for the national audience whose chief fare is entertainment. With the program planners in the CBC International Service, information must come first.

Information on Canadian Products Requested by Listeners

The service to Latin America contains a special program in Spanish and in Portuguese dealing with commerce. It is interesting to note that there have been a very large number of requests for further information concerning Canadian goods, requests concerning commodities as various as aluminum, washing machines, venetian blinds, automatic knitting needles, agricultural and road-building machinery, pharmaceuticals, refrigerating machinery, furniture, radios, refrigerators, and pulp and paper. These have come from Brazil, Mexico, Colombia, Venezuela, Cuba, Guatemala, Chile, Puerto Rico, Ecuador and Nicaragua.

Each month, Radio Canada publishes a program schedule—one for European listeners in English, French, Dutch, Danish, Norwegian, Swedish, Finnish, German, Italian, Czech and Russian; the other for Latin American and Caribbean listeners in Spanish, Portuguese, English, French and Dutch. The combined circulation of this free schedule is nearing the hundred-thousand mark and is still growing.

Canada not only speaks to the world but is closely listened to, her voice sounding loud and clear along the international channels of short-wave broadcasting, carrying a definite, emphatic message from this Western democracy.

Difference in Canadian and Foreign Trade Statistics

By International Trade Division, Dominion Bureau of Statistics.

THE EXTERNAL trade of Canada is not only recorded in Canadian statistics, but also in those of the countries with which Canada trades. However, the two sets of records are rarely identical, and often differ widely. Table I, below, compares Canadian records of trade with some of our leading trading partners with the statistics of those countries. In no case do the respective records give exactly the same values for this trade. In the case of exports to the United Kingdom, India and France, and of imports from Mexico, the differences are quite pronounced.

The causes of such differences in reciprocal records of trade are varied, but in most cases are not too difficult to find. They arise particularly from differences in the systems of valuing trade used by various countries, from differing definitions of trade content, and from various aspects of the classification of trade. These differences can lead to an extremely confused and erroneous picture of trade, especially for the inexperienced user of trade statistics, and the problems they pose have often been discussed at international conferences. While generally uniform systems of classification, valuation and the definition of trade content have not yet been adopted by the major trading nations, efforts to establish such systems continue, especially under the leadership of the United Nations.

Table I
Canadian and Foreign Statistics of Canadian Trade
(Value in US.\$'000,000)

Trade with	Statistics of	Canadian Exports		Canadian Imports	
		1948	1949	1948	1949
		(Value in US.\$'000,000)			
United States	Canada	1,510.4	1,475.0	1,809.5	1,910.2
	United States	1,593.3	1,550.9	1,946.1	1,957.9
United Kingdom ..	Canada	686.9	688.6	299.5	301.3
	United Kingdom	873.1	821.5	287.0	298.9
India	Canada	33.7	71.2	33.4	25.6
	India	....	35.3	....	25.3
Belgium	Canada	33.0	54.7	13.6	18.6
	Belgium	28.0	51.5	14.7	20.4
Australia	Canada	38.2	34.4	27.4	26.5
	Australia	39.0	40.0	26.0	26.6
France	Canada	92.9	35.6	12.6	13.0
	France	46.7	37.5	9.1	11.4
Switzerland	Canada	19.3	31.2	7.4	10.5
	Switzerland	22.9	35.8	7.9	10.8
Mexico	Canada	15.0	14.9	27.2	24.4
	Mexico	11.4	13.0	1.1	2.8

Source: U.N. Statistical Office: Direction of International Trade.

Problems of Valuation

The chief valuation differences arise from differences in the treatment of such cost items as freight, insurance, commissions and export and import taxes. A majority of countries record imports at their c.i.f. value: that is, at the original cost of the goods, plus all freight, insurance and other charges incurred in transporting them to the border of the importing country. But a substantial number of important trading nations, including the United States, value imports f.o.b.: that is, at the cost of the goods alone, without international transit charges. Almost all countries value exports f.o.b., generally at their own border. Canada uses a

variation of the f.o.b. principle for both import and export valuations. Under the Canadian system, not only are international transit charges excluded, but also transit charges incurred in moving the goods from the point of sale for export to the border of the exporting country. As a result, the value of Canada's exports given in Canadian statistics averages about 4 to 5 per cent below the f.o.b. frontier value, and the value of imports averages some 9 to 12 per cent below their c.i.f. value.

This factor alone is sufficient to account for most of the wide difference in the value of exports to the United Kingdom shown by the statistics of Canada and the United Kingdom. Table II, below, gives value and quantity statistics derived from these countries' records for four leading commodities, which in each year shown account for over half these exports. The quantity records of the two countries correspond closely. Indeed, where differences exist, those shown by Canadian statistics are generally greater. But the United Kingdom's values, which include insurance, freight and other transit costs, average 26 per cent above the Canadian values. This is approximately the same as the differences recorded by the two countries' statistics for the total value of Canadian exports to the United Kingdom.

Table II

Statistics of Some Leading Commodities Exported to the United Kingdom

		1948		1949		1950	
		Canadian Statistics	United Kingdom Statistics	Canadian Statistics	United Kingdom Statistics	Canadian Statistics	United Kingdom Statistics
		(\$'000,000)					
Wheat	Can.\$	196.5	272.6	280.7	347.1	173.7	217.3
	bush.	117.3	124.2	139.3	136.6	87.0	91.7
Wheat flour	Can.\$	61.6	72.5	46.7	51.8	41.0	42.2
	brl.	7.4	7.3	4.8	4.5	4.3	4.0
Bacon	Can.\$	67.8	76.0	23.4	20.9	24.4	28.1
	cwt.	2.0	2.1	0.7	0.6	0.7	0.8
Planks and boards	Can.\$	43.9	69.4	37.4	54.7	20.4	25.9
	Bd. ft.	562.0	549.2	475.2	448.8	275.4	260.1

Other sources of value differences can be traced to the use by some countries of arbitrary rather than invoice values of commodities in trade. Arbitrary values may be used either for revenue purposes or for protection. While these purposes are related to tariff administration rather than to statistical administration, for convenience and comparability tariff values are generally used for statistical purposes. Some countries, such as Switzerland, include export duties in their export values. Canada does not. The exchange rates used for converting foreign currency invoice values to the domestic currency may differ as between trading partners. This latter factor is particularly important in the case of countries using multiple exchange rates, as do many Latin American countries, or at a time of widespread changes in exchange rates, as during the exchange rate readjustments of September, 1949.

Problems of Trade Content

Decisions of different countries as to what is international trade for statistical purposes can also cause variance in their reciprocal records of trade. There are two basic definitions of international trade for statistical purposes, to one or the other of which most national systems approximate. The first of these is the "General Trade" system. Under this system, imports are recorded in the statistics at the time when they enter the country and come under customs supervision. As a result, imports recorded under this system include both goods which will eventually be cleared by customs for domestic use, and goods which will be re-exported from bond. Exports include nationally produced goods and also re-exports both

of goods cleared for domestic consumption and those re-exported from bond. Of the countries listed in Table I, the United States, the United Kingdom, India, Australia and Mexico keep records on the General Trade basis.

The other basic system is known as "Special Trade". Under this system, imports are recorded in statistics at the time when duties are paid and they are cleared by the customs officials for domestic consumption. Exports include only home produced goods and re-exports of goods previously cleared for home consumption. The basic difference between the two systems thus lies in their treatment of entrepôt trade. Canada, Belgium, France and Switzerland all base their records on the Special Trade system, and in addition the United States keeps records of Special Trade, as well as of General Trade. Records on the different bases can differ by the amount of entrepôt trade never cleared for home consumption, and the recording of goods in General Trade records may lead by several months their recording under the Special Trade system. Most of Canada's imported coal enters the country during the St. Lawrence and Great Lakes navigation season, and would be recorded then under the General Trade system, but our trade statistics record much of it as imported when withdrawn from customs warehouses for consumption during the winter months.

Another aspect of the trade content problem lies in the differing statistical treatment of some individual commodities by various countries. Gold is now excluded from the trade statistics of most countries, because of the monetary aspects of most gold movements. But for gold-producing countries, such as the Union of South Africa and Canada, most gold movements are actually commodity transactions, and the trade statistics of these countries, by excluding gold, understate their actual commodity exports and distort their balance of trade position. There is less international uniformity regarding the treatment of silver bullion; some countries recording its movement while others do not. Ships are frequently excluded from the commodities recorded in trade statistics. Numerous movements of goods with special financial aspects, such as donations and gifts, settlers' effects, tourist purchases, parcel post, mutual aid transactions, and government trade, especially in military stores and equipment, are excluded from many countries' statistics.

The only certain method of locating discrepancies due to the type of cause listed in the preceding paragraph is by a careful examination of the records of individual countries. One of the more valuable contributions to date of the United Nations Statistical Office to the solution of the comparability problem has been to make such an examination of national records, and some results of this have been published in the supplements to its Monthly Bulletin of Statistics.

Problems of Classification

Problems of classification give rise to three chief sources of discrepancy in reciprocal records of trade. The first arises out of the classification of commodities in use. This differs from country to country, and the records of all countries do not present the same information in distinguishable form. Canada, for example, distinguishes imports of wool in the grease, washed and scoured wool, pulled and slipped wool, wool noils, garnetted wool waste, dry combed wool tops, oil combed wool tops, fine animal hair suitable for spinning, and hair tops. In the statistics of some countries all might be included under one heading: raw and unmanufactured wool. Or such a single heading might contain most but not all

of such items. For single commodity comparisons of the statistics of different nations, it is therefore important to obtain a clear statement of what single statistical headings contain. This is rarely available in published form.

A second source of discrepancy lies in the geographical classification of countries for the purpose of trade. In the trade statistics of the United States, the customs area includes the trade of the continental United States and also that of Alaska, Hawaii, Puerto Rico and the Panama Canal Zone. In Canadian statistics, only the trade with the continental portion of the United States is included under the title "United States", and that with United States dependencies is recorded elsewhere. This accounts for most of the excess of United States values of trade with Canada over Canadian values of trade with the United States shown in Table I. The same cause affects trade with some other areas.

The third important type of discrepancy due to classification results from differences in national systems of crediting trade by countries. Canada generally classifies her trade according to the country from which the goods are consigned to Canada, or to which the goods are consigned from Canada. But other countries may credit their trade according to the country in which imports originated, or in which exports will finally be consumed. Or exports may be classified according to the country to which goods are first shipped. Thus, Canadian wheat may be sold to an importer in, for example, the Netherlands and shown as exported to the Netherlands. But a trader in Austria may purchase that wheat from the consignee, and several possibilities arise. Netherlands statistics might or might not record the transaction, and Austrian statistics might record the wheat either as from the Netherlands or from Canada. This type of transaction has caused serious discrepancies in trade records in some periods, and records of Canadian trade with Switzerland in the period 1930-1945 were seriously affected by this factor. Table III, below, illustrates the more recent impact of this factor on trade with Mexico. Most Mexican exports to Canada pass through the United States, and Mexico tends to record these goods as exports to the United States, while Canada records them as imported from Mexico. The same factor affects the comparability of Canadian statistics with those of several other Latin American countries. It is difficult for an exporting country to follow any principle other than country of consignment, if it is to prepare trade statistics on a current basis. Therefore, the onus of reconciling discrepancies due to this cause must usually fall on the importing country.

Table III

Statistics of Some Leading Commodities Imported from Mexico

	1948		1949	
	Canadian Statistics	Mexican Statistics	Canadian Statistics	Mexican Statistics
	(Can.\$'000,000)			
Cotton, raw	20.0	..	15.8	0.9
Cotton manufactures .....	..	0.1	0.8	0.4
Sisal and istle fibre	4.2	..	2.0	..
Vegetables, fresh	0.1	..	2.9	..
Coffee, green	0.5	..	0.7	0.4
Nuts	0.1	..	1.3	0.5

Note: Mexican values converted to Canadian dollars by approximate annual average exchange rates.

Other sources of statistical discrepancies exist. Much of Canada's trade is with distant countries, and at the beginning or end of any statistical period there is usually a considerable volume of goods in transit. These will be recorded in different periods by Canada and by the other country

involved. But, to a considerable extent, such movements will balance from one period to the next. Only in single commodity comparisons, or where a single goods shipment accounts for a large part of the total value of trade between the two countries is this factor likely to be important. The discrepancy between Canadian and Indian records of exports to India in 1949 seems to be largely due to this factor, especially with regard to locomotives. Smuggling may also affect trade records. A legally-traded item in one country may not be legally traded in another, and either the exporting or importing parties may have to evade customs authorities. But this latter factor is likewise of minor importance in most countries' statistics.

Droughts in Argentina Serious Setback to Livestock Industry

Government control over livestock industry intensified by creation of Livestock Institute—Meat exports materially affected by suspension of shipments to United Kingdom—Tendency to hold back sheep for production of wool—Wool prices rose and exports doubled.

By W. B. McCullough, Agricultural Secretary for Canada.

(Editor's Note.—Mr. McCullough has returned to Canada on leave.)

BUENOS AIRES.—The Argentine livestock industry received a serious setback from the severe drought at the end of 1949 and the beginning of 1950. With the rains in early March, pastures improved rapidly and remained satisfactory during the remainder of the year. Thereafter the cattle industry showed a marked improvement, but had not regained its former position by the end of the year. Sheep suffered less from the drought and their number showed an improvement, encouraged by the high wool prices. The hog population showed a marked decrease as a direct result of the poor corn crop.

Government control over the livestock industry was intensified with the creation, in September, of the Argentine Livestock Institute which combines under one ministry four government entities formerly operating separately: (1) The National Meat Board which acted as a regulatory body for the grading and classification of meat, and administered the minimum basic prices; (2) the National Abattoir which provides the bulk of the meat for the city of Buenos Aires; (3) Liniers Stockyards; and (4) the Corporación Argentina de Productores de Carne (C.A.P.) which was formerly a producers' co-operative for marketing and has since been taken over by the government. The capital of the institute is composed of the assets of these organizations which it has absorbed. In addition, the institute is supported by a 2¼ per cent levy on all sales of cattle, sheep and hogs, either for export or home consumption. Seventy per cent of these funds is to be placed in a Livestock Defence Fund to aid producers in times of stress.

The new institute is charged with promoting conditions whereby packing plants can operate most economically and fully utilize by-products. It will issue licences for the installation of plants and establish quotas for home consumption or export. It will establish marketing systems to assure producers, packers and consumers just and equitable

prices, and study expansion of the export market, etc. In practice, this legislation has given the government virtual control over all phases of the livestock industry.

Meat Exports Affected by Suspended Shipments to United Kingdom

The export picture on meat was materially affected by suspension of meat shipments to the United Kingdom. During the first half of the year meat moved regularly to the United Kingdom under the terms of the Meat Contract of June 27, 1949. With the expiry of the contract on June 30, Argentina continued shipping, invoicing the meat at the old price but subject to revision. However, the British Ministry of Food rejected this price, and on July 21, Argentina suspended shipment. This situation continued at the end of the year.

During the contract year ended June 30, Argentina shipped 296,063 long tons of beef, 69,319 of mutton and lamb and 24,535 of pork, totalling nearly 390,000 long tons. This compares very favourably with Argentina's promise to ship a minimum of 300,000 long tons, and to make every effort to ship 400,000 tons. Under the terms of the contract, the United Kingdom was paying an average of £97.5 per long ton. After the devaluation of the pound and expiry of the guarantee, Argentina claimed indemnity and this provided ground for dispute even before the price for the new contract came up for discussion.

At the end of 1950 the cattle population was privately estimated at around 43 million head or about two million less than a year ago. Some private estimates are lower. The tendency to increase cattle numbers did not offset the liquidations forced by the drought at the beginning of the year. Receipts of cattle at Liniers Market during 1950 were 3.8 million head, as compared with 3.5 million in 1949, and 3.4 million in 1948. Packing plant purchases at Liniers, at 1.13 million head, were slightly above the previous year, while the purchases direct from ranches of 1.7 million head were up considerably from the 892,201 head the previous year. Marketings were heavier during the first half of the year than in the latter half. Owing to the poor pastures during and following the drought, ranchers were forced to reduce cattle numbers in accordance with the feed available, and consequently marketed unfinished cattle. As pastures improved with the March rains and were in excellent condition throughout the latter half of the year, cattlemen held their stock to utilize the feed available. Marketings of fat cattle, therefore, rose in October, but the normal spring flow did not materialize, reflecting the forced liquidation earlier in the year.

Livestock Prices Advanced Last Year

Despite the suspension of meat shipments to the United Kingdom in July, livestock prices advanced during each month of the year. On December 1 the Livestock Institute limited the slaughter of young cattle to 50 per cent of that for the corresponding month in 1949. This move was made to force domestic consumption of the heavier export animals and to keep younger stock on the farms, thereby utilizing the good grazing conditions and maintaining prices. This objective was achieved in that entries during December were lower than any previous month, and prices were maintained and, in fact, were higher than in any month during the year.

Due to the suspension of meat shipments to the United Kingdom in July, exports of frozen beef at 2.6 million quarters show a sharp decline from the 4.6 million quarters exported in 1949, and 3.8 million in 1948. The United Kingdom continues, by a wide margin, to be the main outlet

for Argentine beef although in 1950 they took only 1.9 million quarters, as against 3.2 million in 1949, all of it lifted during the first half of the year. During 1950, Germany and Italy took about 133,000 quarters each, while the Netherlands' purchases dropped from 360,000 quarters in 1949, to 57,429 in 1950.

The number of sheep in Argentina which will be carried into the winter is believed to total about 50 million head, or about three million greater than in 1949. The tendency is to hold back sheep for the production of wool which has reached record prices. Receipts of sheep and lambs at the Avellaneda Market were 2.6 million head in 1950, as against 4.5 million in 1949 and 5.4 in 1948. This is the lowest entry for many years and may be contrasted with entries ranging from six to nine million head annually in the early forties. As a result, prices reached new records during the year. The registered slaughter of sheep was 3.37 million head, which produced 68,800 metric tons of meat, 37 per cent lower than the previous year.

Exports of mutton and lamb in 1950 were only 1.4 million carcasses, as against 3.3 million in 1949 and 3.6 in 1948. This is a direct outcome of the suspension of meat shipments to the United Kingdom, which took only 1.3 million carcasses in 1950 as contrasted with 2.8 million the previous year.

Hog Population Declined As Result of Poor Corn Crop

The hog population showed a further decline in 1950, and is now estimated by the trade at about 2.5 million head, as against 3 to 3.5 million a year ago. The decline in hog numbers is a direct result of the failure of the corn crop last year due to the drought, and the high prices for feeds. The marketing of hogs through Liniers and direct purchases from farms at 1.4 million head were about the same as in 1949. Pork production, apart from farm kill, was about 18,000 tons less than last year. Hog marketings in the latter half of the year showed a considerable decline following the suspension of meat shipments to the United Kingdom and, as pastures and prospects for the new corn crop improved, together with a 60 per cent advance in price, producers held back stock for 1951. The trade look for an improvement in the hog numbers in 1951, and forecast that they may reach four million head.

Exports of frozen pork, pork cuts and offal in 1950, at 8,231 metric tons, were only about half the quantity exported in 1949. The United Kingdom was the main outlet, while the export demand from other countries was negligible. Exports of salt pork, at 1,732 metric tons, were approximately three times higher than the previous year. The main markets were Trinidad, Barbados, Netherlands West Indies and Norway. Canned pork exports totalled 607 metric tons and moved almost entirely to the United Kingdom. Exports of salt bacon at 496 metric tons show a big drop from the 1,284 exported during 1949. The chief outlet was Germany. Shipments of smoked bacon totalled 48 tons as compared with 75 tons last year, and moved principally to the British West Indies.

Due to the suspension of shipments of fresh meat to the United Kingdom, the packers have increased their output of canned meat. The government has encouraged this industry because it utilizes the meat surplus, and because it is one of the principal earners of dollar exchange. In 1950, exports of canned meat totalled 114,747 metric tons, as against 74,521 tons in 1949 and 110,600 in 1948. The United States was the main customer for Argentine canned meat, particularly corned beef, taking

over 69,000 tons, as against about 20,000 in 1949. The United Kingdom purchases of canned meat at 31,972 were about 8,000 tons less than the previous year.

Wool Prices Rose and Exports Doubled

Throughout 1950 the wool market was very active with rising prices, and exports were twice the volume of the previous year. This is particularly important to Argentina's foreign exchange position as over half the wool exported moves to the United States. The 1950-51 clip is estimated by the trade at slightly more than last year's 188,000 metric tons. Carry-over is negligible due to heavy sales. About 36 per cent of the clip consists of the fine crossbred, and 21 per cent the fine grades. These two types have been gaining ground over the coarser grades, as it is in this line that record prices have been achieved.

As a result of strong demand from abroad and from the local textile industry, prices have been rising all year. For fine wools, the price level rose from a range of 32-55 pesos per 10 kilos in January, to 85-105 by the end of the year. Coarse wools have followed the same trends. In terms of dollars for export they were quoted at over US\$1.00 per pound, c. & f. in November, as compared with 35-37 cents the previous year. Despite record prices, however, it is not expected that production can be expanded greatly. There are reports of serious overgrazing in the Patagonia region, where 40 per cent of the sheep population is located. In other parts of the country, there has been a gradual change from sheep to cattle which require less labour and which are also remunerative. Exports during the wool year ended September 30 totalled 383,863 bales, as against 179,741 the previous season. Of these 62.5 per cent moved to the United States.

Dairy Industry Affected by Drought

The Argentine dairy industry, which as a grazing industry depends directly upon pasture conditions, suffered greatly from the drought at the beginning of the year, but during the latter half stability had been achieved and production was on a higher level. However, the relative scarcity and high cost of rural labour are working against the natural advantages which Argentina possesses, and production has been declining since 1946. In addition to the damage caused by the drought, the industry was tied up by a 70-day strike in the distribution plants which began in mid-February. The strike ended in April with the granting of wage increases, but most of the plants were unable to absorb the heavier charges and remained closed for another month until the government lifted the retail price ceiling from dairy products.

Despite these internal disturbances, however, the production of butter, cheese and casein remained on a satisfactory level. With excellent pastures in the latter part of the year, milk production was high. Exports showed an improvement over 1949 in the case of butter and casein, but were on a lower level for powdered milk and cheese. Butter exports totalled 7,813 metric tons and moved mainly to France and Italy. The principal market for casein is the United States, which took 19,163 tons out of a total of 27,644. Total cheese exports amounted to 6,200 and were absorbed chiefly by the United States, followed by Venezuela, Italy, Belgium, Peru and Canada, which took about 100 tons. As a result of the disturbed international situation, the price of casein in pesos advanced tremendously during the year. From 1,350 pesos per ton in January, it rose steadily after the beginning of the Korean war and the devaluation of the peso in August, and reached 5,100 pesos by the end of the year.

Trade and Tariff Regulations

Brazil Amends Import Licensing Methods

Rio de Janeiro, May 9, 1951.—(FTS)—The Ministry of Finance and the Bank of Brazil announced new import licensing methods for scarce and essential commodities, as an anti-inflationary measure. Applications for import licences will be considered even for goods produced domestically, if Brazilian production does not cover normal demand or when Brazilian goods are priced exorbitantly in comparison with similar foreign goods. The Bank of Brazil will provide the necessary exchange in hard or soft currency if an import licence for such goods is granted. Licences may be granted for imports from any country maintaining commercial relations with Brazil.

Brazilian importers benefiting by increased import quotas and currency facilities will be required to sell the imported goods at a profit compatible with the aim of reducing the cost of living. The Bank of Brazil will organize a service to watch the resale price of licensed imports.

The Export-Import Bureau of the Bank of Brazil has been instructed to simplify the processing of import licence applications, as well as to extend import facilities to a wider range of commodities instead of limiting these to a relatively small number of strictly essential goods.

Cuba Exempts Some Imports from Customs Duties

Havana, May 14, 1951.—(FTS)—The current period of exemption from customs duties and consular fees on fresh eggs imported from all countries has been extended to July 31.

The importation of live bovine cattle, sheep, and goats, and of fresh and frozen meats in brine, jerked beef, and salted beef and mutton has been exempted from customs duties and consular fees for the period ending June 30.

Egypt Amends Marking Regulations for Medical Disinfectants

Cairo, May 3, 1951.—(FTS)—All liquids and preparations intended to be used in Egypt for disinfection must be provided with labels indicating their degree of disinfection in relation to that of carbolic acid, by virtue of a decree issued by the Egyptian Ministry of Public Health on October 12, 1950, effective November 25.

This decree also gives detailed specification as to the dilution, disinfecting strength and other characteristics of medical disinfectants, replacing all previous regulations relating to these commodities.

(Editor's Note.—Translated copies of the above decree, advance notice of which appeared in *Foreign Trade* of April 7, 1951, may be had on request from the Foreign Tariffs Section, Department of Trade and Commerce, Ottawa.)

Egyptian Customs Tariff Amended

Cairo, May 9, 1951.—(FTS)—The customs tariff of Egypt has been amended by virtue of a decree published in the Official Journal of April 26, 1951, effective from that date. As result of these amendments, certain essential imports now enter duty-free, and customs duties on some luxuries have been increased.

TRADE AND TARIFF REGULATIONS—Continued

Among the exempted items of interest to Canada are, canned fish, including salmon; canned beef and veal; and fresh, frozen, simply salted, dried or smoked fish. In addition, the supplementary tax of seven per cent ad valorem on those items has been reduced to one per cent.

On the other hand, the duty on spirits not imported in bottles, containing up to 44 degrees of pure alcohol, has been increased from 15,000 to 15,400 milliemmes per hectolitre of liquid; and the duty on those containing more than 44 degrees of alcohol has been increased from 100 to 350 milliemmes for each additional degree per hectolitre of liquid. The rate of duty on passenger vehicles imported semi-knocked down, to be assembled under customs supervision, has been doubled from 35 to 70 milliemmes per kilogram, and that on passenger vehicles imported completely knocked down, from 30 to 60 milliemmes per kilogram.

(Editor's Note.—The complete list of tariff amendments is available in the Foreign Tariffs Section, Department of Trade and Commerce, Ottawa. One Egyptian pound—1,000 milliemmes—equal \$3.0546 Canadian; 100 kilograms equal 220.46 pounds; and one hectolitre equals 22 Imperial gallons.)

New and Extended Customs Duties Imposed in Ireland

Dublin, May 11, 1951.—(F.T.S.)—By three new Orders of the Republic of Ireland, issued under Emergency Imposition of Duties Act, 1932, new and extended customs duties have been imposed as follows:

Emergency Imposition of Duties (No. 260) Order 1951—Abrasives, which consist of abrasive powder or grain on a base of paper, paperboard, cloth, paper and cloth, paperboard and cloth, imported in sheets, rolls or coils, or in the form of belts or discs but excluding any such abrasives—which have been waterproofed, or which are discs having a vulcanized base—full rate, 45 per cent ad valorem. Canada and United Kingdom only, 30 per cent ad valorem. This duty became operative from April 27, 1951.

Emergency Imposition of Duties (No. 261) Order 1951—Certain hand saws and blades therefor. Toothed blades for machine operated saws—full rate, 75 per cent ad valorem, or 6d. the article, whichever produces the greater amount of duty. Canada and United Kingdom only, 50 per cent ad valorem, or 4d. the article, whichever produces the greater amount of duty. This duty became effective from May 10, 1951.

Emergency Imposition of Duties (No. 262) 1951—Mineral hydrocarbon light oil—flat rate of 1s. 4d. per gallon from May 3, 1951. The former rate of duty was 1s. 2d. per gallon.

Italy Removes Import Controls On Additional Goods

Rome, April 25, 1951.—(F.T.S.)—Italy added further items to the list of goods (list "A") which may be imported without import licences when originating in countries with which no commodity trading agreements are in effect, including Canada and the United States, by virtue of an Italian decree effective March 6, 1951.

The commodities concerned are crude borax and boric acid, phenol, waste paper and cardboard, certain marine publications, marine maps, artificial fibre waste in the mass, cotton wool in packets weighing up to .5 kilo, and cotton waste.

TRADE AND TARIFF REGULATIONS—Concluded

While import licences are no longer required for these commodities, their importation is subject to a bank permit attesting that the importer is in possession of foreign exchange derived from export sales.

(Editor's Note.—See *Foreign Trade* of March 17, 1951, for a list of goods previously exempted from import licensing requirements.)

New Zealand Eases Import Control On Textiles from Canada

Wellington, May 4, 1951.—(FTS)—In view of the difficulty of obtaining delivery of certain essential classes of textiles from soft-currency countries, the New Zealand Customs Department announced limited provision for imports from Canada and the United States.

Applications will be considered for licences to import the following materials from Canada and the United States, if supported by evidence to show that adequate supplies are unobtainable from normal soft-currency sources or from Japan: raw cotton (including linters and "soft" wastes); elastics; tailors' trimmings; knitted or lockstitched piece-goods of artificial silk (excluding circular knitted fabric); cotton, artificial silk and imitation silk yarns; tire cord fabric of rayon and/or cotton; cellulose or cellulose fillers (for manufacture of sanitary towels); sulphite pulp (for manufacture of sanitary towels).

All such applications must specify the end-use of the materials desired and the quantities applied for.

A basic allocation has been fixed for imports of textile piece-goods of cotton, linen etc., (item 180/1, 2 and ex 7) from Canada and the United States to the extent of 100 per cent of 1946 licences granted in respect of similar goods from the same source.

(Editor's Note.—According to the New Zealand Licensing Schedule item 180/1, 2 and ex 7 reads as follows: textile piece-goods (other than moquettes, tapestry and tickings) of cotton, linen, hemp, jute (excluding jute and hessian piece-goods and knitted cotton piece-goods), other vegetable fibre, silk, artificial silk, imitation silk, or of combinations of these materials with one another, or with any other material except wool or hair.)

Consideration will also be given to applications for licences in excess of basic, covering utility fabrics such as, cotton gauze, calico, drills, ducks, denims, canvas, pillow cottons, sheetings, shirtings, cotton trouserings, diaper, flannelette and linings (including boot and shoe linings). All such applications must show the value of licences granted in respect of Canada and the United States in 1946 and 1947.

United Kingdom Amends World Open General Licence

London, May 3, 1951.—(FTS)—Petroleum sulphonates and tanning extracts, which because of difficulties of definition were removed, as from March 28, from the list of goods admissible into the United Kingdom under World Open General Licence, will be restored, as from May 8, under the following headings: "Petroleum sulphonates containing not less than 20 per cent heavy mineral oil; tanning substances, natural and extracts therefrom". (See *Foreign Trade* of April 14 for earlier announcement.)

Production Value of Nova Scotia Lumber Industry Declined

Gross value of products of the lumber industry of Nova Scotia in 1949 was \$6,056,700, a decline of 12 per cent from the preceding year's total of \$6,907,600.

Trade Commissioners on Tour

CANADIAN Trade Commissioners return periodically from their posts abroad to familiarize themselves with conditions in this country and the special requirements of businessmen. They are able 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 area concerned:

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Calgary—Board of Trade.

Charlottetown—Board of Trade.

Edmonton—Canadian Manufacturers' Association.

Fredericton—Chamber of Commerce.

Halifax—Board of Trade.

Hamilton—Chamber of Commerce.

London—Chamber of Commerce.

Moncton—Canadian Manufacturers' Association.

Montreal—Montreal Board of Trade.

Port Arthur—Chamber of Commerce.

Quebec City—Board of Trade.

Regina—Chamber of Commerce.

Saint John—Board of Trade.

Saskatoon—Board of Trade.

Sherbrooke—Chamber of Commerce.

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

Toronto—Canadian Manufacturers' Association.

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

Victoria—Department of Trade and Industry.

Welland—Board of Trade.

Windsor—Chamber of Commerce.

Winnipeg—Canadian Manufacturers' Association.

JOHN A. STILES, Canadian Government Trade Commissioner in Caracas, Venezuela, since February, 1948, has returned home on leave and commenced a tour of Canada in Montreal on May 7.

Toronto—May 21-June 2.

Quebec City—June 5-9.

Grand Falls: Perth (N.B.)—June 11.

Hartland: East Florenceville (N.B.)—June 12.

Fredericton: Millville—June 13

Saint John (N.B.)—June 14-16.

Halifax—June 18-23.

Charlottetown—June 25-26.

St. John's (Nfld.)—June 28-29.

T. F. HARRIS, Assistant Commercial Secretary for Canada in Rio de Janeiro, Brazil, since June, 1948, has returned home on leave and commenced a tour of Canada in Hamilton on May 24.

Toronto—May 30-June 6

Montreal—June 8-16

Fredericton—June 18

Grand Falls, Perth—June 19-20

Saint John, N.B.—June 21-22

St. John's, Nfld.—June 25-26

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: Austria, Belgium, Belgian Congo, Cuba, Denmark, Dominican Republic, Egypt, Finland, Greece, Guatemala, Haiti, Iceland, Israel, 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 Service

Head Office Directory

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

Trade Commissioner Service

Director, G. R. Heasman (2530)

Assistant Director, H. W. Cheney (3058)

Assistant Director, H. L. Brown (6800)

Area Trade Officers—

Asia—C. R. Gallow (2151)

Commonwealth—A. B. Brodie and R. Campbell Smith (2144)

Europe (except France)—K. Nyenhuis (5040)

France and Middle East—R. W. Rosenthal (5249)

Latin America—A. Savard (7641)

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

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

International Trade Relations Division

Director, C. M. Isbister (4042)

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

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

United States, G. C. Cowper (2250)

Commonwealth, Miss H. K. Potter (2250)

Europe, E. J. McMeekin (5642)

Latin America, H. V. Jarrett (5642)

Industrial Development Division

Acting Director, B. R. Hayden (7886)

Administrative Officer, J. H. Boyd (5909)

Transportation and Communications Division

Director, G. S. Hall (6236)

Traffic Section, J. H. Longfellow (7835)

Information Division

Director, B. C. Butler (2479)

Assistant Director, J. Fergus Grant (2186)

News and Publicity Section—Chief, R. M. Williams (6435)

Commodities Branch

Director, Denis Harvey (5417)

Administrative Assistant to Director, J. G. MacKinnon (6905)

Trade Services Section—Chief, J. G. MacKinnon (6905)

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

Exporters' and Importers' Directories, G. L. Tighe (6681)

Trade Services, W. L. Power (2737)

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

Export Permit Division—Chief, T. G. Hills (3640)

Commodity Sections

(Export and Import)

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

Machinery, E. C. Thorne (4082)

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

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

Automotive, Agricultural and Construction Equipment—

Chief, H. B. Scully (6519)

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

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

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

Fabrics, G. R. Poley (3004)

Wearing Apparel, E. G. Gerridzen (5378)

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

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

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

Lumber and Products, G. H. Rochester (4447)

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

Logs and Lumber Products, R. Bonnar (5127)

Paper, E. Clarke (6974)

Pulp, M. N. Murphy (5811)

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

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

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

Non-metallic Minerals, E. J. Bonkoff (5823)

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

Toys and Recreational Products, P. G. Jones (4160)

Office, Hospital, Radio and Store Equipment, D. G. W. Douglas (6197)

Handicrafts and General Manufactured Products, P. E. Jensen (5337)

Plumbing, Heating and Hardware Products, G. W. Rahm (6958)

Electrical Appliances and Photographic Equipment, P. E. Valiquette (3209)

Fisheries Section—T. R. Kinsella (7385)

Imported Foods—E. B. Paget (4161)

Export Division

Director, G. A. Newman (5983)

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

B.W.I. Trade Liberalization Plan, A. E. Fortington (5670)

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

Import Division

Director, C. F. McGinnis (7163)

Agricultural Commodities Branch

Director, G. R. Paterson (4301)

Commodity Section—

Animal Products, A. J. Stanton (5859)

Dairy and Poultry Products, K. L. Melvin (3172)

Livestock, K. L. Melvin (3172)

Plants and Plant Products, G. F. Clingan (7523)

Associated Agencies Concerned with Development of Foreign Trade

Canadian Government Exhibition Commission

479 Bank Street, Ottawa

Director, Glen Bannerman (3558)

Responsible for arrangements concerning participation by Canada in all exhibitions, display promotions and trade fairs outside Canada; for the administration and operation of the Canadian International Trade Fair; and advises individual firms in the display of their commodities in foreign countries.

Assistant Director, F. P. Cosgrove (7818)

Wheat and Grain Division

Director, C. F. Wilson (5648)

Assists Canadian exporters and foreign importers in the sale and purchase of Canadian wheat and flour and other grains. Maintains constant survey of Canada's grain position. Liaison for Department of Trade and Commerce with Canadian Wheat Board.

Assistant Director, G. N. Vogel (5830)

Export Credits Insurance Corporation

107 Sparks Street, Ottawa

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

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

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

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

Canadian Agricultural Production Higher Last Year

Physical volume of agricultural production in Canada in 1950 was higher than in the preceding year. The index for 1950, on the base, 1935-39=100, stood at 139·8, as compared with the revised figure of 122·5 for 1949, and the all-time high of 164·2 in 1942.

The gain in the 1950 index was due entirely to a general increase in field crop production, which more than offset declines in the output of livestock and livestock products. Although early frosts and unfavourable harvesting weather in the Prairie Provinces adversely affected outturns of grains, particularly wheat, barley and flax, 1950 production estimates were substantially above the 1949 level. Increased production of vegetables and potatoes resulted from favourable growing conditions, which more than compensated for a reduction in acreage. Gains in production were also made for sugar beets and maple products.

Foreign Trade Service Abroad

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

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

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

Foreign Trade Service Abroad

Cable address:—Canadian, unless otherwise shown.

Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Argentina

Buenos Aires—C. S. BISSETT, Commercial Secretary, Canadian Embassy Bartolomé Mitre 478. Territory includes Paraguay and Uruguay.

Buenos Aires—W. B. McCULLOUGH, Agricultural Secretary, Canadian Embassy, Bartolomé Mitre 478.

Australia

Sydney—C. M. CROFT, Commercial Counsellor for Canada, City Mutual Life Building, 60 Hunter Street. 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 Counsellor for Canada, 83 William Street. Territory includes States of Victoria, South Australia, Western Australia and Tasmania.

Melbourne—R. W. BLAKE, Agricultural Secretary for Canada, 83 William Street.

Belgian Congo

Leopoldville—W. GIBSON-SMITH, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boîte Postale 373. Territory includes Angola and French Equatorial Africa.

Belgium

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

Brazil

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

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

Ceylon

Colombo—PAUL SYKES, Canadian Government Trade Commissioner, Galle Face Hotel. Address for letters: P.O. Box 1006.

Chile

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

China

Shanghai—G. S. PATTERSON, 27 The Bund, Postal District (0).

Colombia

Bogotá—H. W. RICHARDSON, Canadian Government Trade Commissioner, Calle 19, No. 6-39, fifth floor. Address for air mail: Apartado Aereo 3562. Address for letters: Apartado 1618. Territory includes Ecuador.

Cuba

Havana—A. W. EVANS, Commercial Secretary, Canadian Embassy, 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, Agricultural Secretary, Canadian Embassy. Address for letters: 3 rue Scribe.

Germany

Frankfurt am Main—L. H. AUSMAN, Commercial Secretary, Canadian Mission-Commercial Section, 145 Fuerstenbergerstrasse. Cable address, Canadian Frankfurt-Main.

Greece

Athens—T. J. MONTY, Commercial Secretary, Canadian Embassy, 31 Vas-silissis Sophias Avenue. Territory includes Israel.

Guatemala

Guatemala City—J. C. DEPOCAS, Canadian Government Trade Commissioner, No. 28, 5th Avenue South. Address for letters: Post Office Box 400. Territory includes Canal Zone, Costa Rica, El Salvador, Honduras, Nicaragua and Panama.

FOREIGN TRADE SERVICE ABROAD—Continued

Hong Kong

Hong Kong—T. R. G. FLETCHER, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126. Territory includes Indo-China and South China.

India

New Delhi—RICHARD GREW, Commercial Counsellor, 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.

Ireland

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

Italy

Rome—S. G. MACDONALD, Commercial Secretary, Canadian Embassy, Via Saverio Mercadante 17. Territory includes Libya, Malta and Yugoslavia.

Naples—M. S. STRONG, Canadian Government Trade Commissioner (Fisheries), via Cimarosa 65, Int. 12, Vomero.

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.

Kingston—E. M. GOSSE, Canadian Government Trade Commissioner (Fisheries), Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Japan

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

Mexico

Mexico City—M. T. STEWART, Commercial Secretary, 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—Acting Agricultural Secretary, Canadian Embassy, Sophialaan 1-A.

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—Acting Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5. Territory includes Denmark and Greenland.

Pakistan

Karachi—A. P. BISSONNET, Commercial Secretary, Office of the High Commissioner for Canada, Hotel Metropole, Victoria 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 Bolivia.

Philippines

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

Portugal

Lisbon—L. S. GLASS, Acting Canadian Consul General and Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103. Territory includes the Azores and Madeira.

Puerto Rico

San Juan—E. TEMPLEMAN, Canadian Government Trade Commissioner (Fisheries). Address for letters: Post Office Box 3981.

Singapore

Singapore—D. S. ARMSTRONG, Acting Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845. Territory includes Brunei, Federation of Malaya, Indonesia, North Borneo, Sarawak and Thailand.

South Africa

Johannesburg—C. B. BIRKETT, 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—K. F. NOBLE, Canadian Government Trade Commissioner, 5th Floor, Grand Parade Centre Building, Adderley Street. Address for letters: Post Office Box 683. Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar. *Cable address, Cantracom.*

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, Gibraltar, Rio de Oro, Spanish Morocco and Tangiers.

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

London—R. G. C. SMITH, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W. 1. Territory includes South of England, Scotland, British West Africa and Iceland. *Cable address, Sleighing, London.*

London—D. A. B. MARSHALL, Commercial Secretary (Agricultural), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1. *Cable address, Sleighing, London.*

London—R. D. ROE, Commercial Secretary (Timber), 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.

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 Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

New York City—A. E. BRYAN, Deputy Consul-General of Canada and Trade Commissioner, British Empire Building, Rockefeller Center. Address for letters: Canadian Consulate General, 620 Fifth Avenue. Territory includes Bermuda. *Cable address, Cantracom.*

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

Boston—P. A. BEAULIEU, 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—D. S. COLE, 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. Territory includes Hawaii.

Venezuela

Caracas—J. A. STILES, Canadian Government Trade Commissioner, Canadian Consulate General, 8° Piso, Edificio America, Esquina Veroes. Address for letters: Apartado 3306. Territory includes Netherlands Antilles.

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

Foreign Commercial Representation in Canada

Argentina

Ottawa—Commercial Counsellor, Argentine Embassy, 193 Sparks Street. Telephone 6-2351.

Australia

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

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

Austria

Ottawa—Consul-General, 136 Queen Street. Telephone 5-5521.

Belgium

Montreal—Consul-General, Belgian Consulate General, Room 709, Sun Life Building. Telephone PLateau 8375.

Brazil

Ottawa — Commercial Counsellor, Brazilian Embassy, 4th Floor, 111 Sparks Street. Telephone 5-1485.

Montreal — Brazilian Government Trade Bureau, Suite 111, Aldred Building, 505 Place d'Armes. Telephone HARbour 8627.

British West Indies and British Guiana

Montreal—Trade Commissioner, 37 Board of Trade Building. Telephone PLateau 8282.

Chile

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

China

Ottawa—Second Secretary, Chinese Embassy, 201 Wurtemberg Street. Telephone 3-6675.

Vancouver — Consul-General, 510 Hastings Street West.

Colombia

Montreal—Consul-General 1410 Stanley Street. Telephone PLateau 0903.

Costa Rica

Montreal—Consul-General, 434 Elm Avenue, Westmount.

Cuba

Ottawa—Commercial Attaché, Room 717, Chateau Laurier. Telephone 5-6834.

Czechoslovakia

Montreal—Commercial Attaché, Czechoslovak Legation, 1255 Philips Square. Telephone HARbour 4483.

Denmark

Montreal—Consul, Room 812, Keefer Building, 1440 St. Catherine Street West. Telephone PLateau 2030.

Dominican Republic

Ottawa — Consul-General, Chateau Laurier Hotel. Telephone 2-1130.

Egypt

Ottawa — Consul-General, Chateau Laurier. Telephone 2-6411.

El Salvador

Montreal — Consul-General, 1234 Drummond Street. Telephone PLateau 8676.

Finland

Ottawa—Second Secretary, Finnish Legation, 140 Wellington Street. Telephone 6-2389.

France

Ottawa — Commercial Counsellor, French Embassy, 464 Wilbrod Street. Telephone 3-5681.

Montreal — Commercial Attaché, French Embassy, 610 St. James Street West. Telephone HARbour 2271.

Toronto—Commercial Secretary, 345 Church Street. Telephone PLaza 1131.
Vancouver — Commercial Secretary, 850 Hastings Street West. Telephone PACific 8858.

Germany

Ottawa—Consul-General, 580 Chapel Street. Telephone 2-1102.

Greece

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

Guatemala

Montreal — Consul-General, 1468 Bishop Street. Telephone HARbour 5789.

Haiti

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

India

Ottawa—Commercial Counsellor to the High Commissioner, 202 Elgin Street.

Ireland

Ottawa—Secretary, Irish Embassy, 140 Wellington Street. Telephone 3-6281.

Israel

Montreal—Consul-General, Bank of Montreal Building, 1260 University Street. Telephone PLateau 2540.

Italy

Ottawa—Commercial Attaché, Italian Embassy, 133 Sparks Street. Telephone 3-3630.

Foreign Commercial Representation in Canada—*Con.*

Lebanon

Ottawa—Consul-General, 199 Wurtemberg Street. Telephone 2-3155.

Mexico

Montreal—Consul-General, Room 507, 1412 Stanley Street. Telephone LANcaster 2502.

Netherlands

Ottawa — Commercial Counsellor, Netherlands Embassy, 168 Laurier Avenue East. Telephone 5-7241.

New Zealand

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

Norway

Montreal—First Secretary, Norwegian Legation, 1410 Stanley Street. Telephone PLateau 9785.

Pakistan

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

Peru

Montreal—Consul-General, Sun Life Building. Telephone HARbour 8880.

Poland

Ottawa — Second Secretary, Polish Legation, 183 Carling Avenue. Telephone 2-4076.

Portugal

Montreal—Consul-General, Suite 12, 1499 Bishop Street. Telephone BELair 1607.

Spain

Montreal—Consul, 451 Mount Pleasant Avenue. Telephone FI6531.

Sweden

Ottawa—Attaché, Swedish Legation, 720 Manor Avenue, Rockcliffe. Telephone 2-1729.

Switzerland

Ottawa—Secretary, Swiss Legation, 5 Marlborough Avenue. Telephone 5-1837.

Turkey

Ottawa—Commercial Attaché, Turkish Embassy, 352 Frank Street. Telephone 6-3033.

Union of South Africa

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

Union of Soviet Socialist Republics

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

United Kingdom

Ottawa—United Kingdom Trade Commissioner, 56 Sparks Street. Telephone 3-4085.

Montreal — United Kingdom Trade Commissioner, 1111 Beaver Hall Hill. Telephone UNiversity 3381.

Toronto — United Kingdom Trade Commissioner, 67 Yonge Street. Telephone ADelaide 2174.

Winnipeg—United Kingdom Trade Commissioner, 703 Royal Bank Building. Telephone 92-3153.

Edmonton—United Kingdom Trade Commissioner, Macdonald Hotel.

Vancouver—United Kingdom Trade Commissioner, 850 West Hastings Street. Telephone PACific 8381.

United States of America

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

St. John's, Nfld.—Consul-General, Commercial Chambers Building, 197-199 Water Street.

Halifax — Consul-General, Bank of Nova Scotia Building. Telephone 3-9387.

Saint John—Consul, 204 Union Street. Telephone 2-1519.

Quebec—Consul, 65 St. Ann Street. Telephone 2-3480.

Montreal—Consul-General, 1410 Stanley Street. Telephone PLateau 6693.

Toronto — Consul-General, 302 Bay Street. Telephone Plaza 5300, 5626.

Hamilton—Consul, 42 James Street South. Telephone 2-1118.

Niagara Falls—Consul, Newman Hill, Falls Street. Telephone 104.

Regina—Consul, 22-23 Government Insurance Building. Telephone 22-211.

Calgary—Vice-Consul, Toronto General Trusts Building. Telephone M-4142.

Edmonton—Consul, 214 Empire Block. Telephone 2-6539.

Vancouver—Consul-General, 355 Burrard Street. Telephone Marine 8474.

Windsor, Ont.—Consul, Guarantee Trust Building. Telephone 3-4651.

Winnipeg—Consul-General, 402 Tribune Building. Telephone 92-2525.

Uruguay

Ottawa—First Secretary, Legation of Uruguay, 7 Delaware Avenue. Telephone 4-1879.

Venezuela

Montreal—Consul-General, Suite 210, 2052 St. Catherine Street West. Telephone WILbank 1872.

Yugoslavia

Ottawa—Counsellor, Yugoslav Legation, 17 Blackburn Avenue. Telephone 3-6289.

Foreign Exchange Quotations

The following are nominal quotations, furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit	—	Nominal Quotations Sept. 17	Nominal Quotations May 14	Nominal Quotations May 21
Argentina.....	Peso.....	Basic Free Export	·2977	·2128	·2133
			·2085	·0765	·0768
Austria.....	Schilling.....			·0497	·0499
Australia.....	Pound.....		3·2240	2·3830	2·3890
Belgium and Belgian Congo.....	Franc.....		·0228	·0211	·0212
Bolivia.....	Boliviano.....		·0238	·0177	·0178
British West Indies (Except Jamaica).....	Dollar.....		·8396	·6205	·6220
Brazil.....	Cruzeiro.....		·0544	·0575	·0576
Burma.....	Rupee.....		·3022		
Ceylon.....	Rupee.....		·3022	·2234	·2239
Chile.....	Peso.....		·0233	·0135	·0135
Colombia.....	Peso.....		·5128	·4282	·4292
Costa Rica.....	Colon.....		·1800	·1899	·1903
Cuba.....	Peso.....		1·0000	1·0637	1·0662
Czechoslovakia.....	Koruna.....		0·200	·0213	·0213
Denmark.....	Krone.....		·2084	·1540	·1544
Dominican Republic.....	Peso.....		1·0000	1·0637	1·0662
Ecuador.....	Sucre.....		·0740	·0045	·0646
Egypt.....	Pound.....		4·1330	3·0546	3·0618
E. Salvador.....	Colon.....		·4000	·4255	·4265
Fiji.....	Pound.....		3·6306	2·6833	2·6896
Finland.....	Markka.....		·0062	·0046	·0046
France, Monaco and French North Africa.....	Franc.....		·0037	·0030	·0030
French Empire—African.....	Franc.....		·0073	·0061	·0061
French Pacific Possessions.....	Franc.....		·0201	·0168	·0168
Germany.....	Deutsche Mark.....		·3000	·2533	·2539
Guatemala.....	Quetzal.....		1·0000	1·0637	1·0662
Haiti.....	Gourde.....		·2000	·2128	·2130
Honduras.....	Lempira.....		·5000	·5319	·5331
Hong Kong.....	Dollar.....		·2519	·1838	·1842
Iceland.....	Krona.....		·1541	·0653	·0654
India.....	Rupee.....		·3022	·2234	·2239
Iran.....	Rial.....		·0212		
Iraq.....	Dinar.....		4·0300	2·9787	2·9862
Ireland.....	Pound.....		4·0300	2·9787	2·9862
Israel.....	Pound.....		3·0000	2·9787	2·9862
Italy.....	Lira.....		·0017	·0017	·0017
Jamaica.....	Pound.....		4·0300	2·9787	2·9862
Japan.....	Yen.....		·0028		
Lebanon.....	Piastre.....		·4561		
Mexico.....	Peso.....		·1157	·1232	·1235
Netherlands.....	Florin.....		·3769	·2799	·2806
Netherlands Antilles.....	Florin.....		·5308	·5641	·5654
New Zealand.....	Pound.....		4·0150	2·9787	2·9862
Nicaragua.....	Cordoba.....		·2000	·2128	·2130
Norway.....	Krone.....		·2015	·1490	·1494
Pakistan.....	Rupee.....		·3022	·3215	·3223
Panama.....	Balboa.....		1·0000	1·0637	1·0662
Paraguay.....	Guarani.....		·3200		
Peru.....	Sol.....		·1538	·0718	·0720
Philippines.....	Peso.....		·4975	·0319	·0331
Portugal and Colonies.....	Escudo.....		·0400	·0369	·0370
Singapore.....	Straits Dollar.....		·4702	·3475	·3483
Spain and Colonies.....	Peseta.....		·0916	·0976	·0979
Sweden.....	Krona.....		·2783	·2057	·2061
Switzerland.....	Franc.....		·2336	·2456	·2465
Thailand.....	Baht.....		·1000		
Turkey.....	Lira.....		·3571	·3782	·3791
Union of South Africa.....	Pound.....		4·0300	2·9787	2·9862
United Kingdom.....	Pound.....		4·0300	2·9787	2·9862
United States.....	Dollar.....		1·0000	1·0637	1·0662
Uruguay.....	Peso.....		·6583	·7002	·7091
Venezuela.....	Bolivar.....		·2985	·3175	·3183
Yugoslavia.....	Dinar.....		·0200		

• September 17, 1949.