

THE BOARD OF TRADE



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JOURNAL AND COMMERCIAL GAZETTE

(REGISTERED AS A NEWSPAPER)

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NOVEMBER 11th, 1920.

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SPECIAL CONTENTS.

TRADE OPPORTUNITY WITH CANADA:
UNITED KINGDOM'S ADVANTAGEOUS POSITION.

BRITISH WEST INDIES:
CANADIAN AND AMERICAN COMPETITION.

INDUSTRIAL RESEARCH IN SOUTH AFRICA.

FOREIGN TRADE OF FRANCE, JANUARY-SEPTEMBER.

TRADE CONDITIONS IN CHILE.

OUR FOREIGN TRADE IN OCTOBER.

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A CLEARING HOUSE FOR INFORMATION.

Assistance to British Traders.

Through the wide ramifications of its overseas intelligence service the Department of Overseas Trade receives a constant flow of valuable information from all important overseas markets, covering all commercial subjects of interest to British traders engaged in export trade. This information is collated and is sent to any British trader likely to be interested.

Special enquiries are instituted in response to direct requests for information, if such information is not already in the possession of the Department.

As indicating the nature of the information which the Department is in a position to supply, mention may be made of the following:—Foreign and Colonial contracts open to tender, and other openings for British trade; existing and probable future demand for specific lines of British goods; the extent and nature of competition and the best methods of meeting it; usual methods of business, terms of credit, payment, etc.; agency conditions; Customs Regulations and Tariffs; Regulations covering Commercial Travellers, Certificates of Origin, etc., sources of supply, prices, etc., of trade products; Shipping and Transport, etc. The Department also supplies lists of names of likely importers of British goods or of firms or individuals considered suitable to act as representatives or agents of British firms.

CO-OPERATION WITH THE COMMERCIAL COMMUNITY.

The aim of the Department is to co-operate as closely as possible with the commercial community in its efforts to rebuild and, where feasible, to increase its pre-war export trade. Officers of the Department, both from Overseas and from Headquarters, visit periodically Chambers of Commerce in the industrial centres of the Kingdom, in order to keep in close touch with business men.

FOREIGN COMPETITION IN OVERSEAS MARKETS.

For a trader successfully to compete in foreign markets, it is necessary that he should know the goods which competitors are offering. The Department has, therefore, formed a very extensive collection, which is being constantly increased, of samples of foreign competitive goods and commercial products. Over 70,000 such samples are now available for inspection by British traders at the Department's

Showrooms, 5 to 8, Old Bailey, E.C. Advertising plays a large part in export, as in home trade, and the Department has collected over 16,000 foreign trade catalogues (including German and Austrian) which may also be inspected at the above address. The collection has been efficiently indexed under both Articles of Manufacture and Names of Manufacturers.

THE BRITISH TRADER ABROAD.

Representatives of British firms when travelling abroad can obtain much valuable information from a man who is in close daily contact with the commercial life of the country concerned. British firms should, therefore, instruct their travelling representatives to call upon H.M. Commercial Diplomatic Officers in foreign countries, or H.M. Trade Commissioners in the countries of the Empire, who will give them first-hand unbiased information, and will do all in their power to assist them in their business.

FAIRS AND EXHIBITIONS.

The Department organises Fairs and Exhibitions at which British traders have the opportunity of displaying their goods before buyers of all nations. At the best-known of these Fairs—the British Industries Fair—held during February and March of 1920, British manufacturers are estimated to have taken orders amounting to over £10,000,000.

CONFIDENTIAL INFORMATION.

One of the most important services rendered by the Department is the supply of confidential information regarding trade openings and other matters likely to be of interest to manufacturers and merchants. This is done chiefly by means of the Special Register, concerning which details are given below.

APPLICATIONS.

Any British trader desiring business information regarding conditions in any overseas markets, or upon any specific point, or who desires to take advantage in any way of the facilities offered, should communicate with or apply to:—Department of Overseas Trade, 35, Old Queen Street, London S.W. 1.

OPENINGS FOR TRADE AND NAMES OF TRADERS IN COUNTRIES ABROAD.

Confidential Information.

SPECIAL REGISTER.

The Special Register affords early information to manufacturers and traders of new trade openings abroad before they become public property. It is also a vehicle for circulating reports on foreign competition, and any other matters likely to be of importance and interest to particular trades. The information, which is private and confidential, is supplied to the Department by His Majesty's Trade Commissioners within the Empire, and by His Majesty's Diplomatic and Consular Representatives in foreign countries, and is circulated to firms on the Register as quickly as possible after its receipt.

The Register is open to any approved British firm on the payment of a fee of £2 4s. 6d. per annum (which includes the annual subscription to the "Board of Trade Journal"). It is not open to non-British traders.

Information is supplied solely for the purpose of extending trade in British-made goods.

Those British firms who desire their names to be included in the Special Register should communicate with The Comptroller-General, Department of Overseas Trade (Development and Intelligence), 35, Old Queen Street, London, S.W. 1.

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The Board of Trade.

COAL.

THE WEEKLY OUTPUT.

Provisional figures for the weekly tonnage output of coal during the four weeks ended 30th October are given below.

During the second week of the strike even less coal was produced than in the first week. The amount was 4,100 tons, against 12,500 tons.

	9th Oct. Tons.	16th Oct. Tons.	23rd Oct. Tons.	30th Oct. Tons.
Northumberland ..	237,100	231,800	1,300	1,500
Durham ..	645,300	591,600	1,300	—
Yorkshire ..	772,100	725,600	400	600
Lancashire, Cheshire and North Wales ..	443,800	429,900	300	500
Derby, Nottingham, and Leicester ..	593,000	581,900	200	100
Stafford, Shropshire, Warwick, and Worcester ..	331,400	350,800	1,100	900
South Wales and Mon- mouthshire ..	942,300	947,100	4,700	300
Other English Districts	104,200	107,200	100	100
Scotland ..	613,900	642,700	3,100	100
Total ..	4,713,100	4,611,600	12,500	4,100

FIFTY-TWO WEEKS SUMMARY.

The total production weekly of coal since 1st November, 1919, is given below:—

	1919.	1920.
	Tons.	
November 8th	4,804,456	May 1st
November 15th	4,679,402	May 8th
November 22nd	4,767,578	May 15th
November 29th	4,762,729	May 22nd
December 6th	4,808,524	May 29th
December 13th	4,886,156	June 5th
December 20th	4,910,106	June 12th
December 27th	3,352,603	June 19th
		June 26th
1920.		July 3rd
January 3rd	3,494,712	July 10th
January 10th	4,540,723	July 17th
January 17th	4,902,906	July 24th
January 24th	4,851,521	July 31st
January 31st	4,866,066	August 7th
February 7th	4,846,167	August 14th ..
February 14th	4,897,311	August 21st ..
February 21st	4,855,845	August 28th ..
February 28th	4,935,928	September 4th
March 6th	4,852,427	September 11th
March 13th	4,900,640	September 18th
March 20th	4,872,642	September 25th
March 27th	4,879,192	October 2nd ..
April 3rd	3,979,747	October 9th ..
April 10th	3,337,793	October 16th ..
April 17th	4,833,072	October 23rd ..
April 24th	4,989,666	October 30th ..

OUTPUT FOR FIRST THREE QUARTERS, 1920.

We give below the figures of coal output for the first three quarters of the current year, and the average number of persons employed during each quarter:—

Quarter ended.	Output in tons.	Average number of persons employed.
31st March, 1920	62,103,000	1,188,500
30th June, 1920	58,166,000	1,200,300
30th September, 1920	59,467,000	1,207,800

THE MINERS' STRIKE.

Mr. Bridgeman, Secretary for Mines, stated in the House of Commons on Monday, in reply to a question by Sir J. Cory, that the loss in coal output through the coal strike was estimated at from 13,000,000 to 14,000,000 tons, and the loss in wages to the miners at £14,000,000 to £15,000,000. He was informed by the

THE BOARD OF TRADE—continued.

Minister of Labour that statistics were not available to show the total amount of unemployment or the total loss in wages caused by the coal strike, but among work-people insured against unemployment under the Unemployment Insurance Act, or the Out-of-Work Donation Scheme for ex-service men, the total number of unemployed rose by approximately 270,000 between 8th October and 4th November. It would appear probable, therefore, that the total increase in the number of unemployed (apart from those employed at the coal mines) could not have been much less than 350,000, and may have been greater. In addition, a large number of work-people were reported to have been on short time.

In regard to exported coal Mr. Bridgeman said that export would be resumed immediately upon the resumption of work in the mines, and would be permitted as freely as possible, consistently with the due supply of inland requirements; but it would be realised that in many cases stocks were in urgent need of replenishment.

Sir R. Horne stated that the expenditure incurred by the Government on publicity in connection with the coal strike was approximately £11,750.

EMERGENCY ORDERS REVOKED.

Work in the coal mines was resumed on 4th November, and the "state of emergency" as contemplated by Clause 1 of the Coal (Emergency) Order, 1920, having ceased to exist, the Secretary of Mines gave notice that the terms and provisions of the Coal (Emergency) Order, the Lighting, Heating and Power (Emergency) Order, the Gas and Coal (Emergency) Order, and the Coal and Fuel (Emergency) Order ceased to have effect as from the 4th inst. It is provided that this notice shall not affect or prejudice anything done or suffered, proceedings taken or liability incurred under the Orders. The text of the Orders which have now been revoked was given in our issues of 21st and 28th October.

A COMPARISON WITH 1913.

Mr. Bridgeman, the Secretary for Mines, gave the following comparative figures to the House of Commons last week in reply to an enquiry by Captain Bagley:—

	Amount 1913 (six monthly basis.)	Amount 1920 (First six months).	Percentage Increase (+) or Decrease (-) as com- pared with 1913.
Quantity of disposable coal produced	132,000,000	108,000,000	- 18
Pithead value (including proceeds of miners' coal)	£ 73,000,000	£ 192,700,000	+164
Wages	45,500,000	129,800,000	+185
Royalties	3,000,000	3,400,000	+ 13
Salaries and other expenses	13,000,000	37,200,000	+186
Adjustments in respect of variation of capital since the pre-war period ..	Nil.	2,000,000	—
Profits	11,000,000	20,300,000	+ 85

About £11,000,000 of the 1920 profits is estimated to be required to meet the profits (after deduction of Excess Profits Duty) which enure to the colliery owners under the Coal Mines (Emergency) Act, 1920.

PROFITEERING ACT DEPARTMENT.

CENTRAL COMMITTEE.

The forty-ninth meeting of the Standing Committee on Trusts was held on 2nd November, when the Report of the Milk Sub-Committee was received and given preliminary consideration. It will be brought up again at a later meeting in an amended form. Terms of Reference for the Sub-Committees on Alkali and Explosives were considered and approved.

The forty-third meeting of the Investigation of Prices Standing Committee was held on 4th November.

THE BOARD OF TRADE—continued.

Certain alterations in the membership of various Sub-Committees received approval.

Meetings of Sub-Committees took place on the same date as follows:

Brushes and Brooms Sub-Committee (Prices).—Fifth meeting. An interim Report on certain Brushes and Brooms was considered and its adoption deferred pending the receipt of additional costings.

Linoleum Sectional Committee of the Furniture Sub-Committee (Prices).—Fourth meeting. A discussion took place on certain costings which have been received.

Cocoa and Cocoa By-Products Sub-Committee (Trusts).—Twelfth meeting. Certain additions to the Report were approved.

Cables Sub-Committee (Trusts).—First meeting. Mr. J. E. Baker was appointed Chairman and the method of procedure to be adopted was agreed.

Meetings of Sub-Committees took place on 5th November, as follows:—

Boot and Shoe Repairs Sub-Committee (Prices).—Second meeting. Evidence was taken from a number of witnesses.

Dyes and Dyestuffs Sub-Committee (Trusts).—Fifteenth meeting. Held at Bradford. Further evidence was taken.

Dyeing and Cleaning Sub-Committee (Prices and Trusts).—First meeting. Mr. S. D. Begbie was appointed Chairman, and the method of procedure to be adopted was agreed.

Motor Fuel Sub-Committee (Prices).—Twenty-seventh meeting. The draft Report was again discussed.

Glassware Sub-Committee (Trusts).—Eighteenth meeting. The draft Interim Report was again discussed.

DEPARTMENT OF OVERSEAS TRADE.

HOMEWARD PASSAGES FROM INDIA NEXT SPRING.

Business men proceeding to India for a few months business tour are warned that it will be impossible in most cases to obtain homeward passages from India during March, April, May and June next.

Although there is at present no announcement of Government control of the passenger service referred to, it has been arranged with the principal steamship line concerned to give precedence to residents in India coming home on leave on grounds of health and for other good reasons, which will, of course, include a great number of Indian Government officials, as well as resident business men, and their families.

It is hoped that after the experience of last Spring, British business men will avoid if possible the recognised season during which the residents in India usually return for health reasons, and will arrange to use the homeward service either prior to March or subsequent to June, when it is anticipated that passages will be more readily obtainable.

INTERVIEWS WITH H.M. COMMERCIAL COUNSELLOR FOR CHINA.

Mr. H. H. Fox, C.M.G., F.R.G.S., H.M. Commercial Counsellor for China, has now completed his tour of the industrial centres of the United Kingdom, and prior to his return to China in the first week of December he will be at the Department of Overseas Trade at the service of any United Kingdom firms who care to consult him on trade with China.

SPECIAL REGISTER: IMPORTANCE OF REPLYING TO CONFIDENTIAL NOTICES.

Special Register firms who receive from the Department confidential notice of openings for trade abroad are reminded of the desirability of notifying the Department when they receive circulars of interest to them. Such notifications are of considerable assistance to the Department in providing that its circulars reach those firms and only those who are likely to be interested, and in enabling the Department to take further steps on their behalf.

THE BOARD OF TRADE—continued.

CATALOGUES REQUIRED BY EGYPTIAN GOVERNMENT DEPARTMENT OF COMMERCE.

A new Department has recently been formed by the Egyptian Government for the purpose of promoting Egyptian trade and industry. One of the main objects of this Department is to keep a complete set of catalogues of trades and manufactures of all kinds for the benefit of the Egyptian traders and public.

The Department of Overseas Trade has received a request from this Department, through His Majesty's Commercial Agent at Cairo, to invite British firms to send copies of their catalogues for this purpose. Any United Kingdom firms interested in the proposal should address communications to The Controller, Egyptian Bureau of Commerce and Industry, Ministry of Finance, 12, Sharia el Fahmy, Bab el Luq, Cairo.

A UNITED KINGDOM OPPORTUNITY IN THE ARGENTINE REPUBLIC.

The fact that the United States dollar is now at a premium of 20 per cent. to 25 per cent. in the Argentine is serving as a sufficient inducement to importers to refuse United States merchandise after arrival at Buenos Aires, states an official cablegram to the Department of Overseas Trade. Although shippers are endeavouring to obtain acceptance of goods by authorising a provisional deposit at par until the exchange becomes more favourable to the Argentine the moment is nevertheless an opportune one for United Kingdom trade, and advantage should be taken accordingly.

A TIN MINING PROPOSITION FROM BOLIVIA.

An enquirer in Bolivia desires to introduce British interests to a tin mining proposition in that country. Claims extend over 2,000 acres and prospecting operations have been effected. Further details may be obtained by United Kingdom firms by application at the Enquiry Room of the Department of Overseas Trade, 35, Old Queen Street, Westminster, S.W. 1

CATALOGUES FOR GUATEMALA.

H.M. Minister, Guatemala, states in a recent letter to the Department of Overseas Trade that his general impression is that conditions in Guatemala are about to be very favourable for British trade, provided that British merchants and manufacturers are alive to their opportunities. The new Government are reported to be strong, energetic and businesslike, and it is considered that a very promising future is now opening for the Republic in question.

H.M. Minister reports that there is a great demand for English machinery, especially that suitable for coffee estates; also for that used in the boot-making, cabinet-making and metallurgical industries. There is also a demand for all kinds of tools. He adds that if firms dealing in these various articles will supply him with catalogues he will be very glad to see that the catalogues in question reach the right quarters.

Such catalogues should be addressed to Sr. Ministro de S.M. Britania, Ciudad de Guatemala, Republica de Guatemala.

SALE OF MEDITERRANEAN SPONGES.

The Department of Overseas Trade has been advised that the Egyptian Coastguards and Fisheries Service will sell by auction, on or about the end of November, sponges valued at an approximate sum of £E.15,000 (fifteen thousand Egyptian pounds), which have been fished from the sponge beds on the Mediterranean Coast between Alexandria and Salloom.

VALUE OF TRADE JOURNALS IN CANADA.

Mr. F. W. Field, H.M. Trade Commissioner at Toronto, who is now at the Department of Overseas Trade, states that the circulation of United Kingdom

THE BOARD OF TRADE—continued.

trade journals might, with great advantage to British trade, be extended in Canada. The Canadian and United States trade journals are used extensively there by works superintendents, purchasing agents, public authorities, manufacturers, and importers, etc.

The majority of the journals published on the American Continent contain classified lists of advertisers, giving the names of the firms and the page of the journal on which their advertisement appears; and a "Buyers' Guide," which is a classified list of products, etc., which are advertised in the journal, together with a note of the page containing the advertisement. These reference features are used extensively by readers of the character noted above.

Owing to the fact that they are continually consulting American trade journals, Canadian buyers are much more familiar, generally speaking, with American products and firms, than with United Kingdom lines and houses. They study the advertisements, writing for pamphlets, catalogues, descriptions of improved machines, etc., and a considerable volume of business is influenced in this way.

The American trade journal is a part of the Canadian buyers' business equipment. He will welcome the British journals, but, with few exceptions, they are not brought to his attention.

There is little doubt as to the desirability of more extensive advertising by United Kingdom firms in the Canadian trade journals, and of a far wider circulation of United Kingdom trade journals in Canada than is the case at present. The latter might be achieved by (a) direct efforts on the part of publishers to secure subscriptions in Canada, this being done through a local agent or branch organisation of some kind, or (b) by joint efforts on the part of trade associations or individual manufacturers and the trade journal publishers to ensure that the journals are placed, in some way, in the hands of purchasing agents, importers, etc., in the Dominion. The matter is one which appears sufficiently important to call for some action on the part of firms interested in Canadian trade, and of United Kingdom publishers.

ENGLISH LANGUAGE IN SWEDEN.

A former Swedish Minister of Education, Herr Varner Ryden, has recently brought forward proposals for the introduction of the English language as a regular subject in the highest class of the elementary schools, states H.M. Minister at Stockholm. These proposals were made in the form of an address presented to the Director-General of Elementary Schools.

Herr Ryden points out that so long as the German language held a dominating position in Swedish schools, and was generally considered to be the most important foreign language, the introduction of regular instruction in foreign languages in the elementary schools was out of the question. The teaching of German during the very limited number of hours available would have merely been a waste of time. With the English language the case is different. If the method of teaching is practical, and is directed towards definite aims, useful results could certainly be attained. He urges that the first step to be taken in order to carry out this reform would be to make the English language a compulsory subject in the training colleges for elementary school teachers.

The Inspector-in-Chief of the Stockholm Elementary Schools, Dr. K. Mordlund, when asked what he thought of these proposals, replied that he was opposed to the introduction of teaching foreign languages in the elementary schools. He stated, however, that the English language is being taught in most of the continuation classes of the elementary schools. Previously the foreign language taught in the majority of the continuation classes was German, but in the last year or two English had been gaining in popularity. The interest shown in the English language, he said, is particularly keen this year.

Special Articles.**A TRADE OPPORTUNITY WITH CANADA.****UNITED KINGDOM'S AVANTAGEOUS POSITION.**

(From F. W. Field, H.M. Trade Commissioner at Toronto.)

The position in exchanges is such that few countries find it possible at present to purchase from the United Kingdom, without the assistance of credits. Canada is able to pay cash for most of its requirements. The Canadian dollar being at a discount in the United States, many buyers in the Dominion have for the first time turned their attention to the possibility of securing their requirements in the United Kingdom. Trade connections, in various lines, had been so firmly established between Canada and the United States prior to the War that other sources of supply had not been seriously considered.

THE PRESENT OPPORTUNITY.

Any new volume of business secured by the United Kingdom now, because of this and other reasons, will probably remain with the United Kingdom if adequate steps are taken to strengthen commercial relations.

There are other good reasons why the cultivation of trade in that market should be undertaken at this time. Among them are:—

- (a) Substantial purchasing power.
- (b) Increasing demand for goods.
- (c) Preference (in many cases) for British-made merchandise.
- (d) Strongly favourable sentiment.
- (e) Desire to transfer purchases from foreign countries to the United Kingdom.
- (f) Desire to develop inter-Empire trade.

Commenting briefly upon the above factors, in the order noted, the average resident in Canada spends money freely, and, generally speaking, purchases excellent quality. In the matter of dress, for example, the purchase of high-grade suitings, hosiery, underwear, neckwear, etc., is the rule. Silk, woollen and cashmere hosiery have an extensive sale among practically all classes of the population. English lines are popular. The exercise of the purchasing power is exceptionally free. In a number of lines, therefore, the Canadian market is one of considerable attraction to United Kingdom manufacturers.

The population is rapidly increasing, immigration naturally being an important factor. Canadian manufacturers are supplying a great many needs of their domestic market, and the Canadian people desire in most cases to purchase home-made articles. The Dominion, however, imports a large volume of manufactured and semi-manufactured goods and certain raw materials, and will continue to do so.

It is unlikely to prove a satisfactory policy if many British firms decide not to establish or extend trade relations there because of the comparatively small population of the country and the contiguity of foreign competitors. The position is by no means hopeless, and the market is rapidly expanding.

In numerous trades the United Kingdom manufacturer has an excellent opportunity to secure business which will grow with the country. The important thing is to secure a footing in the market at the present time.

POPULARITY OF BRITISH GOODS.

There has always been in the Dominion an appreciation of the quality of United Kingdom merchandise, and this has been enhanced during recent years. While the war burdens of Great Britain gave an opportunity to certain foreign countries to secure a larger share of Canadian import trade, numerous importers wish to purchase their requirements in the United Kingdom more extensively than before the war. Assisting this position are the known quality of United Kingdom goods, the straightforward methods of our manufacturers and traders, and a marked desire on the part of Canada to increase Anglo-Canadian business. Because of the War and difficulties at home, it has not been

SPECIAL ARTICLES—continued.

possible in all cases, to date, for United Kingdom firms to quote firm and attractive prices and deliveries. It is believed this situation is improving, and that already a more substantial share of the Dominion's import business is being obtained. With adequate attention to the market and the quotation of firm prices, whenever possible, there appears to be no good reason why that share should not be materially increased.

PROMOTION OF EMPIRE TRADE.

During the past two years some Canadian import trade in the hands of foreign countries has been diverted to United Kingdom firms. There is a marked tendency to develop direct trading between the United Kingdom and Canada and British Empire points generally, eliminating foreign intermediary agencies. With British manufacturers making their purchases in the Dominions, and the importers of the Dominions extending their policy of purchasing requirements in the United Kingdom and other parts of the Empire, a much greater volume of Empire trade may be built up within comparatively few years.

At present there is a comparatively quiet period in Canada in the matter of buying, but authorities are agreed that this will be of brief duration. With the assistance of the excellent harvest and of the receipt of funds from other natural resources, it is probable substantial buying will be resumed early in 1921.

Many United Kingdom manufacturers have visited Canada this year to acquire first-hand knowledge of the market and to interview suitable local agents. These visits are very desirable, and it is to be hoped that they will be more numerous in future years. They assist the manufacturer to take the proper steps to secure the largest possible amount of business in the market. They are also of help in their application to reports received by manufacturers and merchants from the Department of Overseas Trade and its Overseas Officers. The Congress of Chambers of Commerce of the British Empire at Toronto in September was an important factor strengthening Anglo-Canadian and Inter-Empire trade relations. British trade in Canada would be assisted by the visit of a greater number of United Kingdom trade and industrial delegations to the Canadian market from time to time.

AGENCIES.

Certain United Kingdom firms may, with advantage, consider as to whether their agency requirements in Canada should continue to be treated as part of their United States agency requirements. A British firm with branch work in the United States recently established a branch in Ontario, and another British house who, until recently, dealt with its Canadian business at the New York branch, has just established a Canadian branch in Ontario. The tendency of United States firms with trade connections in Canada is to establish separate units in the Dominion, either branch works, offices, or agents, to deal with their Canadian trade.

CATALOGUES AND ADVERTISEMENTS.

Generally speaking, sufficient catalogues and trade literature of British manufacturers and trade directories of the United Kingdom are not finding their way to Canada. On the other hand the market experiences no lack of such information from our competitors.

Considerably more advertising by British firms generally might be carried on in the Dominions, with advantage to British trade. Those firms who have followed this policy have had no reason to regret the expenditure of funds in that way, provided they have had proper local representation and have studied the market. A foreign salesman, as a rule, is selling goods which are well advertised throughout the Canadian market by his principals. They supplement newspaper and trade journal advertising with other forms of publicity likely to assist the salesman.

Those British firms desirous of establishing trade connections in Canada should choose the present as probably the best time for effecting the preliminary work necessary to enter that Overseas market.

SPECIAL ARTICLES—continued.

NOTES ON TRADE WITH CANADA.

It is a question whether in the gradual reconstruction of export trade which has been in progress since the signing of the Armistice, adequate attention has been paid by United Kingdom manufacturers and exporters to the possibilities of the Canadian market. Recent events, such as the presence in Canada of delegates from this country to the Imperial Press Conference and the Congress of the Chambers of Commerce of the British Empire, will no doubt result, however, in a better understanding of the requirements and potentialities of the Dominion where, although the total population at the present time is in the neighbourhood of nine millions only, the purchasing power per capita is considerably higher than in this country, and money is freely spent.

There is evidence of a growing desire in Canada to ob- from the United Kingdom as far as possible goods which cannot be manufactured or produced in sufficient quantities locally and to trade within the Empire generally.

For other reasons also which it is unnecessary to state here in detail, the present moment is opportune for the establishment of relations with Canadian importers, and to those United Kingdom firms who have recently commenced exporting to Canada or are seriously contemplating the possibility of selling their goods in that market, the following suggestions as to the manner of conducting business may be of interest. It should be said that representations made to, and the experience of, H.M. Trade Commissioners in the Dominion, form the basis of these observations which are, therefore, in no sense theoretical.

QUOTATIONS.

Unless otherwise stipulated, it is desirable for quotations to be on the basis of c.i.f. Canadian port, and not f.o.b. United Kingdom port. Quotations in Canadian currency are to be preferred.

An important Canadian company who recently purchased a quantity of copper pipe in the United Kingdom informed H.M. Senior Trade Commissioner in Canada that of eight quotations received from United Kingdom manufacturers, only two were c.i.f. Montreal. The order was secured by one of the two firms whose quotation was in the form desired.

In this connection H.M. Trade Commissioner at Toronto observes in his Report on Trade with Canada for 1919:—

"It is not unlikely at times that, when a British and an American quotation appear fairly close at first glance, the buyer may accept the latter offer, rather than take the time to figure sterling into currency, the freight charges, insurance, etc. One buyer recently remarked that British firms always seem to want to quote sterling at their works or at a British port, but usually receive quotations for goods delivered to their port or works."

REPRESENTATION.

Canadian importers generally prefer to deal directly with the manufacturer in this country, and indent business is unusual. Local representation by a manufacturer's agent is consequently desirable.

Representation for the whole of the North American continent is sometimes entrusted to a New York firm. At the present time Canadian purchasers are strongly adverse to dealing with United Kingdom firms through an American house, and a greater volume of business is likely to be secured in Canada by direct representation.

Owing to the extent of the Dominion—from Halifax, Nova Scotia, to Vancouver, British Columbia, is approximately 3,000 miles—it is a question for consideration whether the territory should not be divided among two or more agents. Eastern Canadian manufacturers are themselves usually represented in Western Canada.

BILLS OF LADING.

Complaint is made that annoyance and unnecessary expense are caused by delay in delivery of a bill of lading, forwarded with a draft through a bank. Prompt delivery is an important factor in securing business, and in view of the unavoidable delay arising from ocean transport in the case of United Kingdom goods, which require to be shipped and cannot be supplied from stocks held locally, it is essential that avoidable delay should be eliminated.

TERMS.

Terms vary with the class of commodity concerned, but credit is usually expected. In the steel industry, for instance, the most customary and generally accepted terms among United States of America houses doing business with Canada, are 2 per cent. for cash in 30 days, or net in 60 days. The method of collecting bills by sight or demand draft against documents is unusual among American shippers, and any such stipulation by a United Kingdom firm may lead to the business being placed elsewhere.

SPECIAL ARTICLES—continued.

Canadian business men in search of sources of supply have visited this country in large numbers during the current year. A member of a well-known firm of manufacturers' agents in British Columbia who recently returned to Canada from a visit to the United Kingdom, undertaken to renew personal relations with existing principals, as well as to endeavour to secure additional agencies, has communicated to H.M. Trade Commissioner at Winnipeg his impressions, which are summarised below. These remarks are representative of the views expressed to H.M. Trade Commissioner by Western Canadian firms from time to time. In the matter of agencies the visitor found a very prevalent impression that a sole agency for Canada granted to, say, a Toronto firm, constituted sufficient representation. In his view sub-agencies for Western Canada, which may be offered by the sole agent in the East, are not usually attractive in view of the great distances, expensive travelling, and relatively scattered population. He suggests that the importance of the Panama Canal in relation to distribution should not be lost sight of, and points out that if goods are to come to the sub-agent in the West from the head agent in the East, the long freight haul is so expensive as materially to spoil the chance of successful sale in a competitive market. By dividing the Dominion into at least two portions, East and West, and shipping to the Pacific Coast goods for the West, distribution, it is contended, will be easier and cheaper.

SAMPLES.

Samples, in his experience, are not always forwarded as promptly as promised. In the case of a product unknown in the Canadian market, the best results are obtained by sending out a sample consignment. In the matter of credits it is stated that many United Kingdom houses do not realise that small firms in Western Canada may require at least 60 days. Goods were seen intended for consignment to Canada, which were quite out of date in this country, and not acceptable or suitable, while in other cases packing was not carried out in such a manner as to facilitate attractive counter display, while a lack of appreciation of the fact that United Kingdom goods are sought after in Canada, was not uncommon. The suggestion is also made that goods should be plainly marked "Made in Great Britain," as foreign goods are not infrequently labelled in such a way as to give the impression that they have been made in the United Kingdom, and as regards the practice of showing net weights, it is pointed out that foreign goods are often marked with gross weights or no weight at all, with the result that where similar lines come on the market in competition, foreign goods can be more readily sold, as they appear to be cheaper.

In commenting on these remarks, H.M. Trade Commissioner expresses the opinion that United Kingdom trade with Western Canada will be more likely to expand if agencies are granted directly to Western Canadian representatives, and that many United Kingdom products will be better able to compete with other sources of supply if forwarded by sea route for distribution from Vancouver. In the matter of supply of samples, United Kingdom firms are said to be less liberal than United States and Canadian manufacturers, and it is confirmed, in respect of credits, that 60 days from the date of invoice is usual where the financial standing of the importing firm is firmly established. The observations on the marking of goods to indicate their origin and the manner of packing are also endorsed.

Much helpful information on other matters meriting the attention of United Kingdom firms doing business with the Dominion will be found in H.M. Trade Commissioner's Report on the Trade of Canada and Newfoundland for the year 1919, which may be purchased (price 1s. 6d. net) through any bookseller or directly from H.M. Stationery Office, Imperial House, Kingsway, W.C. 2. Firms seeking advice in the development of this or other overseas markets are also invited to communicate personally or by letter with the Department of Overseas Trade, 35, Old Queen Street, S.W. 1.

NOTICE.

The price of the "Board of Trade Journal" is 6d. (7d. post free). Annual subscription (post free), 30s. in the United Kingdom, Overseas subscription 31s. 6d. per annum, post free.

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BRITISH WEST INDIES.

CANADIAN AND AMERICAN COMPETITION.

The groups of islands and adjacent territories on the mainland of Central and South America—known generally as the British West Indies—are distributed over thousands of miles of ocean. From the Bahamas in the north to the boundaries of British Guiana in the south there stretches a space as wide as that which separates Newfoundland from Ireland. Jamaica, the most important island in the Western Group, is 800 miles from the port of Nassau in the Bahamas to the north, and nearly as far from British Honduras to the west. But though the principal colonies in the Western Group are so widely spread apart they are adjacent in comparison with the distances which separate them from the members of the Eastern Group. Trinidad, at the southern end of the Lesser Antilles, and hard by the coast of Venezuela, is 1,200 miles from Jamaica and 2,000 miles from British Honduras. British Guiana, some 600 miles in length, lies still farther to the south of Trinidad.

Communication between the islands and colonies of the Eastern Group is maintained by a fortnightly service from Canada, but there is no direct means of communication between the two groups, nor is there any regular and frequent steamship service between the members of the Western Group. Wide ocean distances and poor communication make it very difficult for H.M. Trade Commissioner in Trinidad to keep in touch with the varying commercial conditions throughout the whole series of the British West Indies.

TRADE AND ECONOMIC POSITION.

The relative commercial importance of the different colonies is shown in the following statement of their total trade last year:—

Colony.	Imports.	Exports.	Total.
	£	£	£
Trinidad and Tobago ..	5,254,126	6,293,480	11,547,606 (a)
Jamaica ..	5,085,515	5,627,328	10,712,843
British Guiana ..	3,275,380	3,925,400	7,200,780 (b)
Barbados ..	3,893,458	3,305,382	7,198,840
British Honduras ..	978,170	926,835	1,905,005
Grenada ..	438,110	637,369	1,075,479
Bahamas ..	539,242	382,140	921,382
St. Lucia ..	322,769	430,192	752,961
St. Kitts-Nevis ..	300,000(c)	365,000(c)	665,000(c)
Antigua ..	310,000(c)	344,338	654,338(c)
Dominica ..	203,360	256,789	460,149
St. Vincent ..	185,128	153,892	339,020
Montserrat ..	68,795	102,057	170,852
Virgin Islands ..	19,709	13,360	33,069
Totals ..	20,873,762	22,763,562	43,737,310

(a) Excluding Goods in Transit, the value of which was £963,108.

(b) Excluding Goods in Transit the value of which was £315,432.

(c) These figures are estimates only, the final statistics of these colonies not being available.

About 40 per cent. of the revenue raised in the British West Indies comes from Customs duties, and in the following table are given from some of the colonies particulars which show their general economic position:

Colony.	Revenue per head of population.	Expenditure per head of population.	Imports per head of population.	Exports per head of population.
	£ s. d.	£ s. d.	£ s. d.	£ s. d.
Trinidad ..	3 9 5	3 7 9	13 12 0	16 5 6
Jamaica ..	1 5 11	1 7 2	5 0 0	5 10 0
British Guiana ..	2 15 2	2 9 5	10 16 7	9 16 9
Barbados ..	1 16 3	1 16 10	19 15 0	16 15 0
Grenada ..	1 9 0	1 10 0	5 18 6	8 12 3
Bahamas ..	1 16 5	1 13 3	9 1 3	6 8 6
Leeward Islands ..	1 8 6	1 9 10	6 12 0	7 19 0
St. Vincent ..	0 16 4	0 14 0	3 12 6	3 0 0

Just before the outbreak of war the finances of the West Indies were in a very precarious condition owing

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to the low level of prices of all agricultural commodities; properties were being heavily mortgaged, the Banks were anticipating the carrying over of loans to the following year, and deposits were fairly stagnant. But the outbreak of the war entirely changed the aspect, and according to H.M. Trade Commissioner, Mr. Pavitt, the West Indies to-day are experiencing an unprecedented era of prosperity. Mortgages in many instances have been liquidated, bank loans against crops of all descriptions are met promptly on the marketing of the results, and plantations are changing hands at high values. Bank deposits have rise beyond all previous experience, and there is a great deal of floating money throughout the Islands. Though advances have also increased this is due chiefly to the financing of real estate speculation; bank credits have been liberal owing to the present prices and the anticipated good returns for at least two or three years longer. The present and proposed banking facilities would appear adequate for the amount of the trade and commerce of the West Indies, and no responsible banking credits are refused. Owing to the increased prices of all products and increased value of labour all banking figures are much higher than in pre-war times. There has been, however, no increase in interest rates, which vary from 6 per cent. to 8 per cent. per annum, according to the quality of loans and length of time required. The banks and important merchant firms finance all crop operations and carry their advances from the beginning of cultivation till the produce is marketed and paid for abroad. As the total trade of the West Indies amounts to over £13,000,000, it will be seen that the banks carry heavy loans at certain seasons of the year, when the exports are at their height.

CANADIAN AND AMERICAN COMPANIES.

Canadian and American financial interests are strong in the West Indies, as will be seen from the partial list given below; it is not intended to be exhaustive:—

Public Utility Companies:—			
West India Electric Co. (Jamaica) .. ..	..	..	Canadian.
Trinidad Electric Co. .. ..	..	..	..
Trinidad Consolidated Telephones .. ..	..	..	..
Demerara Electric Co., Ltd. .. ..	..	..	..
Bridgetown Tramway Co. .. ..	..	..	United States.
Banks:—			
Royal Bank of Canada .. ..	..	..	Canadian.
Bank of Nova Scotia .. ..	..	..	..
Canadian Bank of Commerce .. ..	..	..	..
National City Bank of New York .. ..	..	..	United States
Produce, etc:—			
Jamaica Consolidated Copper Co. .. ..	..	..	..
St. Margaret's Bay Sawmills (Jamaica) .. ..	..	..	..
J. S. Johnson Co. (Bahamas) .. ..	..	..	..
United Fruit Co. (Jamaica, etc.) .. ..	..	..	..
Atlantic Fruit Co. (Jamaica, etc.) .. ..	..	..	..
Abary Estate (British Guiana) (Rice).. ..	..	..	..

It follows that the plant, machinery and raw materials required by these companies are imported from either Canada or the United States of America.

EFFECT OF WAR ON TRADE.

The abnormal increase in the value of the staple products of these Colonies during the war has brought great prosperity to the planters and dealers, and also to the merchants and storekeepers. Sugar and other estates, at one time on the verge of bankruptcy, have changed hands at fabulous sums, and capitalists have found it difficult to find an outlet for their money, which it has therefore been possible to borrow at very low rates of interest. The effect of this has been that many industries have been or are being reorganised, and that many development schemes in connection with the roads, railways, harbours, sanitation, etc., have been brought up for consideration. The shortage of labour and the high cost of imported materials, however, have acted as deterrents to progress.

The factors that influenced external trade during last year were:

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- (1) the depreciation of sterling as compared with United States currency, and, to a lesser degree with Canadian currency,
- (2) The difficulty, which in some cases amounted to an impossibility, of obtaining machinery and materials for local industries,
- (3) The high price of all imported goods, and
- (4) Labour conditions.

CANADIAN ACTIVITY.

The West Indian market is one to which Canada has looked as a natural outlet for her products and her capital, and as a source from which to obtain the tropical products she requires. The Canadian Government have fostered the growth of this idea by the appointment of a Trade Commissioner for the territory and of Commercial Agents in Trinidad and the Bahamas. A preferential tariff agreement between Canada and all the British West Indies from St. Kitts to British Guiana came into force in 1913 for a period of ten years, and about the same time a contract was made between the Canadian Government and the Royal Mail Steam Packet Company by which the company received a subsidy of £2,692 for each completed return journey to the Colonies included in the Preference Agreement. This contract expires in 1920. In 1914 the Canadian Commissioner of Commerce sent a special Trade Commissioner to the British West Indies to report on the possibilities of trade under this Agreement, and his lengthy report was published in 1915, and given a very wide circulation. It will be seen that the Canadian bid for the export and import trade of the West Indian Colonies is a serious one, but the nature of her trade is such that her competition is more with the United States of America than with the United Kingdom.

AMERICAN COMPETITION.

The United States of America at the cessation of hostilities found themselves in a strong position in the West Indies. During the war the export of commodities from the United Kingdom had been seriously affected by the various restrictions of trade and also by the shortage of shipping. West Indian merchants were thereby compelled to go to the United States for their merchandise. By the middle of 1919 trade restrictions had almost entirely been removed, and by the end of the year shipping facilities were rapidly returning to a normal state. But American traders had meanwhile taken steps to establish themselves in the favourable position which they so easily obtained during the war. American commercial travellers have been coming to these Colonies in large numbers, many new commission agency arrangements have been made, and catalogues and price lists arrive by every mail in vast quantities from the United States of America. It is doubtful, however, whether all these efforts to hold the West Indian market would have been so successful as they have been, in face of the adverse exchange rate, if it had not been for the fact that supplies in sufficient quantities were altogether unobtainable from the Mother Country. Importers during the last year, states Mr. Pavitt, had the greatest difficulty in stocking the stores adequately, and they therefore gave orders wherever it appeared possible that they could expect delivery without paying much regard to price and other considerations. There is a very general desire to trade with the United Kingdom, a desire which is further encouraged by the granting of Imperial Preference, and now that cargo facilities are back to pre-war conditions exporters in the United Kingdom may be assured of success where they are willing to quote prices to compete with American lines.

BRITISH, CANADIAN, AND AMERICAN TRADE COMPARED.

The following figures show the percentages of the total import trade of the principal Colonies of the British West Indies obtained by the United Kingdom, the Dominion of Canada and the United States of America during 1913, the last complete pre-war year, 1917, the

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last complete year under war conditions, and 1919, the first complete year after the cessation of hostilities:

	JAMAICA.		
	1913.	1917.	1919.
United Kingdom	38.35%	18.92%	19.91%
Canada	8.76%	6.77%	10.42%
United States	46.76%	70.64%	66.17%
TRINIDAD.			
United Kingdom	31.56%	20.56%	16.68%
Canada	9.06%	18.08%	20.49%
United States	28.76%	38.18%	39.08%
BRITISH GUIANA.			
United Kingdom	56.23%	32.70%	33.63%
Canada	8.94%	15.15%	21.97%
United States	23.40%	42.37%	37.70%
BARBADOS.			
United Kingdom	38.33%	26.58%	19.00%
Canada	14.23%	15.34%	18.65%
United States	28.18%	36.90%	39.83%

To put the situation briefly, the United Kingdom has lost half its former trade to the benefit of Canada and the United States, principally the latter. It will, however, be observed that whereas Canada has gained steadily each year America lost a little ground during 1919 in Jamaica and British Guiana. A further point of interest lies in the fact that Canada's advance is more noticeable in Trinidad, British Guiana and Barbados than in Jamaica, the last-named colony not being a party to the Canadian-West Indian Preference Agreement of 1912 which came into force in 1913.

GROWTH OF CANADIAN COMPETITION.

While the formidable position of America in the import statistics may be regarded as the more important feature by the British exporters, the steady growth of Canadian competition deserves further consideration, and the trade of Trinidad may be taken as an example. The rise from 17.72 per cent. in 1917 to 20.49 per cent. in 1919 represents an increase from £717,816 to £1,061,826, or £314,000. This amount receives its largest contributions from articles which, so far as the United Kingdom is concerned, are non-competitive, as, for instance, the following:—

	Increase.
	£
Flour	181,324
Salt fish	36,602
Unmanufactured wood	13,049
Cattle foods	4,435

But on the other hand a scrutiny of the official statistical tables shows that Canada is now appearing in the market with a large number of commodities which never came from that Dominion before. The quantities and values are at present small, but they are evidence of the connections that are being established. The following list shows how far the new business is in competitive goods:—

	1917.	1919.
	£	£
Cement	—	8,469
Hardware	887	5,178
Linen	6	461
Manures	—	6,518
Oils, other than edible	893	3,363
Manufactured goods, unenumerated	115	30,158
Cotton goods	22	1,081
Biscuits	118	2,485
Bags and sacks	83	1,923

Other articles showing abnormal increases include Apparel, Trunks, etc., Beer, Boots and Shoes, Chemicals, Chinaware, Confectionery, Cordage and Twine, Jams, Matches, Paints and Colours, Polishes and Varnishes, Turpentine, Plated Ware, Rubber Goods, Stationery, and Food (Unenumerated).

Looking at the question of Canadian competition from another point of view it may be said that practically all

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the most successful manufacturers' agents in the British West Indies hold a number of Canadian agencies. For instance, a firm with head office in Port of Spain and branches in the other Colonies represent Canadian manufacturers of paint, calcium carbide, carbonic acid gas, anhydrous ammonia, bags and trunks, undertakers' supplies, ropes and twines, furniture, glassware, jams, etc., rubber goods, sauces, paper bags, and brooms and brushes, in addition to non-competitive lines and insurance business. Another firm represent Canadian powdered milk products, tea, cheese, essences and custards, and bicycles, and are conducting an active advertising propaganda.

EFFECT OF PREFERENCE AGREEMENT WITH CANADA.

The results of the efforts of the Dominion of Canada to increase her trade in the British West Indies are, however, most apparent when the imports of the goods subject to preferential duty under the 1912 agreement are considered separately. Such an analysis has been made by the Comptroller of Customs, British Guiana, and the following figures are taken from his summary:

Sources of supply of goods upon which Preference was given from June 2nd, 1913.	1912		1919.	
	Value	Percentage of total value.	Value.	Percentage of total value.
United Kingdom	£176,570	27.15	£394,842	27.04
Canada	£100,013	15.38	£594,770	40.73
United States	£296,071	45.51	£419,441	28.10

Notes on Trade.

[While every care is exercised to insure the accuracy of any explanatory articles or notes relating to Acts, Regulations, Orders, etc., published in the "Journal," it must be understood that such explanations are necessarily in the nature of summaries, and cannot be quoted as authoritative legal interpretations of the text of the documents themselves.]

NATIONAL CONGRESS OF ROUMANIAN MERCHANTS AND INDUSTRIALISTS.

The Commercial Secretary to H.M. Legation at Bucharest states that the National Congress of Merchants and Industrialists of Roumania (see "Journal" of 28th October), met on 5th October at the invitation of the General Council of Commerce and Industry, which is an association of merchants, manufacturers and agents. This Congress was probably the largest and most representative assembly of business men which has yet taken place in Roumania, consisting as it did of delegates from the Chambers of Commerce and business organisations of twenty-two provincial towns, besides representatives of the most prominent firms of the capital, and this fact may be taken as an earnest of the spirit which inspires the business community.

The principal subject of discussion was the question of the restoration of freedom of trade by the abolition of Government restrictions, and to this subject was coupled a demand that the State should cease trading. After much discussion both these ideas were embodied in a resolution.

As is well known the Roumanian Government have purchased large quantities of merchandise which it is endeavouring to distribute to the population of the country by means of the co-operative institutions, principally through the Ministry of Industry and Commerce and the newly-formed Under-Secretariat of State for Reconstruction and Provisionment.

Another resolution demanded that the Government should consult Chambers of Commerce and organisations affected before taking measures regarding commerce and industry. The Congress also passed a resolution proposing a measure of unification of all the commercial organisations of the country.

The meeting sent a delegation to wait upon the Government, and it was ascertained that freedom of

NOTES ON TRADE—continued.

trade in certain articles may be granted. In any case the question is one which must be left for the decision of Parliament, which opens on 15th November.

COAL DEPOSIT IN ALBERTA.

The Imperial Mineral Resources Bureau is in receipt of information relative to a coal deposit in Alberta, Canada, which information is at the disposal of those interested on application to the Secretary, Imperial Mineral Resources Bureau, 2, Queen Anne's Gate Buildings, Westminster, S.W.1.

It must be understood that the particulars received are given on the authority of the correspondent in question, and that the Bureau cannot accept responsibility in connection therewith.

BRITISH MOTOR CARS IN CHILE.

In a Report dealing with general commercial and industrial conditions in Chile during the first-half of 1920, the Commercial Secretary to H.M. Legation at Santiago states that the arrival of several makes of British motor cars was expected, but intending buyers were again disappointed. With the exception of one example, which gave a bad impression from the unsatisfactory results obtained at the first trials, no other British cars arrived.

With regard to meeting the special requirements of the country the Commercial Secretary states that sufficient care is not taken by British makers in the matter of special springing for the very rough roads over which vehicles have to travel. Both in this respect and in that of price, British cars are at a disadvantage in competition with American.

QUOTATION OF FIRM PRICES.

H.M. Trade Commissioner at Toronto, reporting on a visit to Hamilton, Ontario, touches upon the subject of price quotation. As his remarks are capable of application to other countries than Canada, and are of considerable interest under prevailing trade conditions, they are reproduced hereunder. Mr. Field states:

"While Canadian buyers probably do not recognise fully the difficulties experienced by United Kingdom manufacturers, they are frequently faced with the alternative of accepting an open price from a United Kingdom firm or a firm quotation from a foreign house. In many cases they accept the latter, being compelled often to do so by local circumstances. Requests for firm prices do not come only from Canadian buyers, but also from the Canadian agents and branch managers of United Kingdom firms, who are placed at a disadvantage in quoting open prices against their competitors' firm quotations."

NEW AGRARIAN LAW IN LATVIA.

The new Agrarian Law which came into force in Latvia on 1st October has for its primary object the provision of land for the landless peasants—said to number some 100,000. This is to be done by the creation of a State Land Reserve through the sequestration of the large landed properties, most of which were in the hands of the former Russian State, the Baltic barons, the Land Banks and the Church. From this Land Fund every landless peasant will receive a holding not exceeding 20 hectares. These holdings are to be granted on long-term payments, and assistance will be given by the projected State Land Bank.

By the new Law, which, however, has been expected for some time past, all private forests pass into State ownership, and all contracts previously concluded relative to their utilisation are considered cancelled.

A translation of this Law may be consulted by persons interested on application to the Enquiry Room, Department of Overseas Trade, 35, Old Queen Street, London, S.W. 1.

Exhibitions and Fairs.**INTERNATIONAL EXHIBITION SHIP.**

The Department of Overseas Trade is informed that a Dutch Syndicate, under the title of Syndicaat voor Drijvende Jaarbeurzen, has purchased the s.s. "Macedonia," a 6,000 ton passenger steamer, for reconstruction as an exhibition ship. The vessel has four decks, giving approximately 5,000 cubic metres of exhibition space. It is proposed that on her initial voyage the "Macedonia" shall call at the following ports—New York, Philadelphia, New Orleans, Vera Cruz, Havana, Port au Prince, La Guayra, Port of Spain, Pernambuco, Bahia, Rio de Janeiro, Santos, Montevideo, and Buenos Aires. At each place an Industrial Fair, lasting some ten days, will be held on board.

The Syndicate will supply a Sales Staff and has made arrangements for the insurance of the ship and cargo. The charge for space will be £280 per cubic metre for the complete voyage, in addition to which a commission of 10 per cent, on all transactions will be asked for from exhibitors. The ship is not likely to be ready until next April.

The address of the Syndicate is:—3 Kanaalstraat, The Hague, Holland.

DOMINIONS TOURING EXHIBITION.

Many important British firms are filming their works and processes for the Dominions Tour under the organisation of the Department of Overseas Trade, which offers display in 150 towns of the British Empire for £150. The price of £300 for the whole Tour for a complete unit of showcases (10ft. frontage and 3 ft. 6 in. depth) compares most favourably with any similar scheme.

SOUTH AFRICAN EXHIBITION.

The Department of Overseas Trade is informed that the next show of the Witwatersrand Agricultural Society will take place from 23rd to 28th March, 1921. In addition to the purely Agricultural Show, industrial exhibits will be shown under the following categories:

- (a) South African industries;
- (b) Agricultural implements and machinery (international);
- (c) Motor cars and accessories (international).

In the Machinery Section the charges for space vary from 1d. per square foot, open space, to 6d. per square foot, covered; in the Motor Car Section from 1s. 6d. to 2s. 6d. per square foot, covered space. The Show is of considerable importance in South Africa as was evidenced by the fact that it was visited by over 90,000 people last year.

BUENOS AIRES LIVESTOCK SHOW.

The International Live Stock Exhibition held at Buenos Aires in September was attended by marked success, states the Commercial Secretary to H.M. Legation at that city. It again bore witness to the signal service which imported British livestock has rendered to the Argentine in improving the cattle and sheep farming industry of the country. The continued preference shown by the Argentine "Estanciero" for well-known English and Scotch breeds of cattle, especially Shorthorn, Herefords, and Aberdeen Angus, was amply proved by the number and high standard of the exhibits in those three classes.

As showing the competition which must be faced in future by the British livestock exporters it is worthy of note that great interest was shown in an exhibit of Holstein-Friesian cattle imported expressly for the Exhibition from the United States. These fetched good prices.

The British judges appointed by the Royal Agricultural Society declared that the accommodation of the exhibits and the arrangement of the show ground generally were excellent, as was the quantity and quality of the stock.

EXHIBITIONS AND FAIRS—continued.

FORTHCOMING FAIRS.

UNITED KINGDOM.

- EXHIBITION OF THE BRITISH INSTITUTE OF INDUSTRIAL ART—
217, Knightsbridge, S.W.7.
- INTERNATIONAL MOTOR EXHIBITION—
November 4th-15th, at Olympia and the White City.
Organised by the Society of Motor Manufacturers and
Traders, Ltd., 83, Pall Mall, London, S.W.1.
- LAUNDRY TRADES EXHIBITION—
November 7th-24th, at Royal Agricultural Hall, Isling-
ton.
- THE CYCLE AND MOTOR-CYCLE SHOW—
November 29th-December 4th, at Olympia. Organised
by the Cycle and Motor-Cycle Manufacturers' and
Traders' Union, Ltd., The Towers, Coventry.
- INTERNATIONAL ADVERTISING EXHIBITION—
White City, November 29th-December 4th. Apply to :—
S. G. Houghton, 167, Strand, W.C.2.
- TOY AND FANCY GOODS EXHIBITION—
King's Hall, Manchester, January 3rd-14th, 1921.
- EFFICIENCY EXHIBITION—
Olympia, February 10th-26th. Apply to Organising
Secretary, "Daily Mail" Efficiency Exhibition, 130,
Fleet Street, London, E.C.4.
- GLASGOW SHIPBUILDING, ENGINEERING, AND ELECTRICAL
EXHIBITION—
Kelvin Hall, November 8th-December 4th. Apply J. M.
Freer, Kelvin Hall, Glasgow.
- BRITISH INDUSTRIES FAIR—
White City, London, February 21st-March 4th, 1921.
Birmingham, same period.
Glasgow, February 28th-March 11th.
- CLOTHING, OUTFITTING AND WOOLLEN TRADES EXHIBITION—
Royal Agricultural Hall, March 8th-18th. Apply to :—
International Trade Exhibitions, Ltd., Broad Street
House, New Broad Street, London, E.C.2.
- DRAPERY TEXTILE AND WOMEN'S WEAR EXHIBITION—
Royal Agricultural Hall, April 4th-15th. Apply to :—
International Trade Exhibitions, Ltd., Broad Street
House, New Broad Street, London, E.C.2.
- INTERNATIONAL BUILDING TRADES EXHIBITION—
Olympia, April. Apply. Directors, 45, Essex Street,
Strand, W.C.2.
- GLASGOW BAKERS', GROCERS', CONFECTIONERS' AND ALLIED
TRADES EXHIBITION—
Kelvin Hall, April 5th-15th, 1921.
- INTERNATIONAL RUBBER EXHIBITION—
London, June, 1921.
- LONDON FAIR AND MARKET—
Royal Agricultural Hall, July 4th-15th, 1921. Apply
to :—International Trade Exhibitions, Ltd., Broad Street
House, New Broad Street, London, E.C.2.

OVERSEAS.

- SAN PAULO (BRAZIL)—
British Chamber of Commerce Exhibition (Glass, Pot-
tery and Earthenware), October 1st-December 1st.
- AMSTERDAM—
International Sports Exhibition, November 16th-
December 5th. Apply to :—Secretariat Internationale
Sporttentoonstelling, Paleis Voor Volkslijft, Amsterdam.
- HANOI (TONKIN) ANNUAL FAIR—
December 1st-15th.
- AUSTRALIAN MOTOR SHOW—
Sydney, January 7th, 1921.
- MILWAUKEE SHOE EXPOSITION—
January 10th-13th, 1921. Association of National Shoe
Retailers.
- CYLON MOTOR SHOW—
Colombo, January 22nd-29th.
- DELHI MOTOR SHOW—
February 7th.
- PEKING INDUSTRIAL EXHIBITION—
March, 1921.
- BRUSSELS COMMERCIAL FAIR (INTERNATIONAL)—
April 4th-20th. Apply to :—Foire Commerciale Bruxelles,
Grand Place 19, Bruxelles.
- ALGIERS AGRICULTURAL SHOW AND EXHIBITION FAIR—
Apply to :—M. Celestin Granier, Commissaire Général,
4, Rue Maréchal Bosquet, Algiers.
- GHEENT INTERNATIONAL ARCHITECTURAL AND BUILDING EXHIBI-
TION—
Spring, 1921.
- BUENOS AIRES—
International Dairying Exhibition, May 8th-27th, 1921.
Apply to :—The Manager, Argentine Rural Society,
Sarmiento 834, Buenos Aires.

TRADE TOURS.

Trade Tours are under organisation by the Department of
Overseas Trade, as follows :—
To the British Dominions, leaving early in 1921.
To South America }
To Far East } To follow.
To United States }
Full particulars may be had on application to the Department
of Overseas Trade, 35, Old Queen Street, London, S.W.1.

Imperial and Foreign
Trade.

BRITISH EMPIRE.

BRITISH INDIA.

WEEKLY CABLES.

The weekly cable received from the Director-General of
Commercial Intelligence, Calcutta, dated 2nd November,
states that the exportable surplus of rice has been raised by
50,000 tons, half of which is available for sale to foreign
countries. Recent rains have greatly improved paddy
prospects in Lower Burma.

ALL-INDIA CROP FORECASTS.

	1920-21.	1919-20.
	Acres.	Acres.
Ground nuts (first forecast)	1,448,000	1,274,000
Cotton (second forecast)	18,228,000	18,892,000
Sesamum (second forecast)	2,221,000	2,170,000
Sugar cane (second forecast)	2,669,000	2,729,000

The date of coming into effect of the Imperial Bank of
India Act has been fixed for 27th February, 1921.

SEASON AND CROPS.

The weekly cable, dated 8th November, states that during
the week ending 30th October light rain fell in parts of
North-Eastern India, and moderate to good in South-
Eastern India. More rain needed in the Punjab, North-
West Frontier Province, Rajputana, the Central Provinces,
and in parts of Central India, Bombay, United Provinces of
Agra and Oudh and Bihar and Orissa. During the week
ending 6th November widespread rain has fallen South of
Peninsula, and local rain in Lower Burma.

MARKETS.

Bombay cotton market deadlock unchanged. bazar deter-
mined not to do business under control of Cotton Contracts
Board. Fine M. G. Oomra No. 3 Spot Rate Rs. 290. Cal-
cutta Jute market very steady, though business limited.
Hessians dull; no demand; prices falling. Bank Rate 6 per
cent. in Bengal, Bombay, and Madras.

CANADA.

COMMERCIAL AND INDUSTRIAL CONDITIONS
IN ONTARIO DURING SEPTEMBER.

(From F. W. Field, H.M. Trade Commissioner.)

TORONTO.

Reports from ten of the principal trade centres
of Canada indicated improving trade and an in-
creased demand for seasonable goods towards the end of
September. Advices from Toronto in particular, and
Ontario in general, report a little more business stirring
in general dry goods and in ladies' wear of different
characters.

CANCELLATIONS OF ORDERS.

The question of cancellations and returns is one which is
attracting considerable attention in wholesale circles,
according to a local trade representative. It is hoped that
for the sake of all concerned the practice will shortly become
minimised, if not eliminated altogether. Commenting on
this matter, a Toronto journal says:—"The reputation of
Canadian business men is generally admitted to stand high
as compared with those of other countries in regard to the
carrying out of contracts, and it is claimed that this is due
in no small measure to the standards set by leading business
men and institutions. While there may be circumstances
at times which justify the consignee in cancelling orders,
or returning goods, it is a matter which should receive great
consideration before anything is done which may cause a
loss to an innocent party who sold the goods in all good
faith, or which may result in the loss of reputation which is
so valuable an asset in business at the present day."

LARGE ORDERS FOR WOOLLEN MILLS.

Allotment has recently been made among Canadian
woollen mills of orders from Roumania totalling in value
7,500,000 dols. This amount represents several contracts
from that country, including a large order from the Rou-
manian Government for khaki frieze and serge, and 500,000
dols. for knit goods, principally heavy woollen socks,
sweaters, jerseys, and hosiery. The fabrics are, for the
most part, blanket cloth, curl cloth and Oxford tweeds of a
heavy character in small demand for the domestic market,
and the order, coming at a time when the Canadian mills
had practically completed deliveries under the contract
with Greece, will keep in full operation for some months.
Canadian woollen manufactories, the capacity of which were
largely expanded to meet war demands. Deliveries to
Roumania must be completed within six months from let

IMPERIAL AND FOREIGN TRADE—continued.

October. The order is being financed by a British syndicate and will not involve any credits from the Canadian Government.

EXPORTS OF PULP AND PAPER IN AUGUST.

According to statistics furnished by the Canadian Pulp and Paper Association, Canadian exports of pulp and paper during August reached a total value of 18,258,727 dols., compared with 8,348,179 dols. in August, 1919, an increase of 9,910,548 dols., or 118 per cent.

MARKET FOR TOILET GOODS.

The Canadian Reconstruction Association has been informed by an experienced Toronto druggist, who is not personally interested, that many toilet commodities, such as face creams, powders, and toilet soaps, made by works in Canada, are of quite as high quality and as satisfactory in use as similar imported products. Moreover, the Canadian-made goods are somewhat lower in price.

Competition of Canadian-made products and other conditions have compelled many foreign manufacturers of toilet articles to establish manufacturing branches in this country, but still large quantities of such goods are imported. There is a good market in Ontario for United Kingdom products such as the lines noted above.

EGYPT.

AMERICAN COMPETITION.

(From H.M. Commercial Agent.)

CAIRO.

The imports into Egypt from the United States of America during the period from 1st January, 1920, to 31st July, 1920, show an approximate increase of £E3,000,000 over the corresponding period of 1919.

The principal increases and decreases were:—

INCREASES.			
£E.		£E.	
Flour and wheat	1,594,842	Other machines	62,576
Coal	1,167,212	Motor cars	258,599
Metals	495,705	Motor cycles	11,665
Yarns and textiles	111,923	Spare parts for	
Nails and screws	18,808	motors	10,880
Industrial tools	7,477	Iron bars	9,099
Steel work	14,742	Cotton hosiery	87,011
Implates	30,127	Silk hosiery	4,811
Typewriters	19,657	Cotton clothing and	
Agricultural		ready-mades	8,218
machinery	33,957	Woollen ditto	2,200
DECREASES.			
£E.		£E.	
Kerosene	717,479	Tinned foods	58,986

NEW ZEALAND.

THE RECOVERY OF TRADE BY THE UNITED KINGDOM.

(From R. W. Dalton, H.M. Trade Commissioner.)

WELLINGTON.

An examination into the details of the imports into the Dominion during the first six months of the present year (of which the values from the chief countries were given in the "Journal" of 14th October, page 458), shows to what a remarkable extent the United Kingdom has regained trade lost to her during the war.

Imports from the United Kingdom during January-June were valued at £10,334,781, compared with only £6,632,542 in the corresponding period of 1919. In some goods in which competition from foreign countries grew very rapidly during the war, United Kingdom trade has recovered to an extraordinary extent. In cocoa and chocolate, for instance, the imports from the United Kingdom in the past six months were over four times those from America, whereas in the first half of 1919 imports from America exceeded those from the United Kingdom. In earthenware and china, in which competition from Japan has been very serious, the imports from the United Kingdom in the first half of this year amounted to nearly 70 per cent. of the total imports, which latter, however, had increased by nearly 300 per cent. Imports of corrugated galvanized sheet from the United Kingdom were over twenty times those from the United States. This, it is true, is a trade which was expected to revert to the United Kingdom, but it is surprising that this remarkable reversal of the position during the war has taken place so rapidly. In electrical machinery and supplies, in which the United States in particular was able

IMPERIAL AND FOREIGN TRADE—continued.

to consolidate her position very strongly during the war, the figures of the past six months show that the imports from the United Kingdom again took the predominating position.

PROSPECTS OF FURTHER RECOVERY.

The closer the investigations that are made in trading circles, the more convincing is it that the increase in imports from the United Kingdom and the recovery of ground lost to competitors during the war may be expected to continue. It is true, of course, that in some respects the increase in imports from the United Kingdom is abnormal and is the result of exceptional circumstances. Goods have come forward during the past few months which were ordered many months ago, and for various reasons could not be delivered; moreover, it seems fairly clear that some of those goods were, in fact, ready for delivery some time ago, but owing to transport difficulties in the United Kingdom could not be moved. As against this there is the undoubted fact that this market could have consumed much more than it has actually received, and that while the increase which has been shown during the past few months might reasonably have been scattered over a longer period if delivery could have been given, the increase has by no means exhausted New Zealand's buying power.

In view of the possibility that increased values might have obscured the real trading position in goods themselves, enquiries have been made amongst the shipping companies for details of tonnage of British goods actually cleared in New Zealand. These details show remarkable increases. It was well known that during the past few months ships have been coming out here full, instead of half empty, as they were some little time ago. As an illustration it may be stated that a calculation from the figures supplied by four shipping companies shows an increase from 103,000 tons in the first eight months of 1919 to 225,000 tons in the first eight months of this year.

DEMAND FOR BRITISH PRODUCTS.

Enquiries which have been made amongst importers, go to show that heavy deliveries are still anticipated, and this impression is confirmed by information received from the shipping companies. Buyers state, moreover, that they are welcoming opportunities, which are now becoming more numerous, of getting goods from the United Kingdom. So that, without being unduly optimistic, it may be inferred, both from published figures and from the views expressed in business circles here, that the increase in trade from the United Kingdom is, to an important extent, a real revival of British trade. Other experiences go to show that British firms are still in a strong position in this market, and that in some trades they are more capable of competing than they were before the war. Apart from this, the war experience of New Zealand buyers in general seems to have confirmed them in their belief that in buying in the United Kingdom before the war they were, in the great majority of cases, buying in the best market.

MOTOR CARS AND THE INCREASE OF IMPORTS FROM THE UNITED STATES.

It may be noted that the increase in the value of imports from the United States to £4,449,949 during the period under review, from £3,830,089 in January-June, 1919, was almost wholly accounted for by the imports of motor cars, which not only showed increased values but larger numbers.

CHANGING BALANCE OF TRADE.

(From R. W. Dalton, H.M. Trade Commissioner.)

WELLINGTON.

Commenting on the increase in the import trade of New Zealand during the first half of the present year (see the "Journal" of 14th October, page 458), the New Zealand "Herald" points out that for many years the external trade of the Dominion has shown an excess of exports over imports, the nominal trade balance rising in 1919 to the enormous figure of £22,000,000. Exports in the first half of 1919 exceeded imports by 86 per cent., but in the first half of 1920 there was an excess of imports over exports, relatively small, but actually significant, since it developed rapidly in the second quarter. The following table shows a comparison of the figures for the past five half-yearly periods:—

Half-year.	Exports.	Imports.	Excess.
	£	£	£
1st half 1918	18,364,650	11,479,951	+6,884,699
2nd half 1918	10,108,847	12,753,993	-2,645,146
1st half 1919	29,570,348	15,876,502	+13,693,846
2nd half 1919	23,064,322	14,794,937	+8,269,385
1st half 1920	22,824,872	24,198,674	-1,373,802

+ Excess of Exports.

- Excess of Imports

IMPERIAL AND FOREIGN TRADE—*continued.*

The monthly returns for the present year show considerable fluctuations in the export trade, but the recorded value of imports steadily increased from £2,944,000 in January, to £5,228,000 in June, while the adverse trade balance was £667,000 in April, £530,000 in May, and £1,788,000 in June, the excess for the second quarter being £2,985,000. There is little prospect of any material increase during the latter six months of the present year in either the volume or the value of exports, while the indications are of larger and more costly importations, so that the year will probably show a substantial excess of imports over exports. The most satisfactory feature, adds the "Herald," is the marked revival of trade with the United Kingdom.

EFFECT OF OCEAN FREIGHTS, "INVISIBLE IMPORTS," ETC.

In considering the recorded value of imports and exports, attention is drawn to the fact that while the figures regarding the latter are reasonably correct, those regarding the former are determined by the addition of only 10 per cent. to the fair market value in the country of exportation. This method does not reflect the great increase in ocean freights and other charges, which, it is estimated, add a further 20 per cent. to the landed cost of imports. If this adjustment is made, the adverse balance of the trade of the Dominion is shown to be more than £6,000,000 during the first half of 1920.

Moreover, the returns of trade in merchandise alone do not disclose the actual "trade balance" of the Dominion. Account must also be taken of the "invisible imports," of which the chief are interest on external debt and freights on both imports and exports. The public debt alone has increased by over £26,000,000 in the past six years, while the annual bill for shipping services is now far greater than it was before the war. In this connection the New Zealand "Herald" states as follows:—"In normal conditions the prosperity of the Dominion cannot be maintained without a considerable balance of exports over imports. Nevertheless, the appearance of an adverse balance may, for some time at least, have no serious effects. During the war exports exceeded imports by such vast sums that there has been a considerable accumulation of credit in London on New Zealand accounts, and this fund can only be liquidated by importing merchandise."

SOUTH AFRICA.

INDUSTRIAL RESEARCH IN THE UNION.

The last act of the Advisory Board of Industry and Science, whose term of office expired on 31st March last, was to prepare a Report on its work during the year ended 21st March, 1920. This Report, states the "South African Journal of Industries," affords an interesting account of the Board's activities.

HISTORY OF THE BOARD.

The original Industries Advisory Board was appointed in October, 1916, as an outcome of the special circumstances of the war. These had resulted in serious restriction of shipping and consequently of raw materials, machinery, and essential importations upon which the community largely depended, and the Board was appointed to investigate the question of the development of the industries of South Africa, and to deal with the following special headings:—

1. Statistics of production.
2. Scientific and industrial research.
3. The encouragement of industries.
4. The development and utilisation of the natural resources of the country.

As the work of the Board proceeded, the necessity of widening its basis so as to include scientific and technical aspects of industrial problems became apparent.

A Central Research Committee had been appointed by a conference of the Councils of the Scientific and Technical Societies in South Africa, held in June, 1916, and its recommendations resulted in the appointment by Government in March, 1917, of the Scientific and Technical Committee to assist the Industries Advisory Board on the scientific and technical sides.

During 1918 the need for closer co-operation between the two bodies became apparent, and as a result of a joint meeting they were amalgamated into the Advisory Board of Industry and Science in October, 1918.

WHAT HAS BEEN ACCOMPLISHED.

In estimating the character of the work of the Board the following summary may indicate the lines upon which their investigations and recommendations to the Government have been made, and some of the major results so far achieved:—

IMPERIAL AND FOREIGN TRADE.—*continued.*

- (a) Establishment of the "Journal of Industries," dealing with trade and commercial developments, factory activities, and the general growth of industry.
- (b) Publication of a series of Technical Reviews of the resources of the Union, their industrial uses, etc.
- (c) Establishment of a Research Grant Board co-ordinating research throughout the Union, and advising the Government in all matters pertaining to research in the higher Government educational institutions (universities and museums).
- (d) The commencement of the following special surveys:
 - (1) Mineral, being carried out by the Geological Survey;
 - (2) Botanical, being carried out by the Botanical Division of the Department of Agriculture;
 - (3) Fisheries, being carried out by a special committee consisting of representatives of the two Maritime Provincial Governments of the Cape and Natal, the principal trawling firms, and the Union Government;
 - (4) Water-power survey (Irrigation Department);
 - (5) Proposed soil survey.
- (e) Establishment of scholarships for the encouragement of the study overseas by young South Africans of commerce and industries.
- (f) Appointment of a Technical Adviser to the Department of Industries.
- (g) A scheme for the establishment of a permanent Tariff Board with the object of creating an elastic and scientific system of tariff to ensure suitable conditions for the expansion of the industries of the Union.
- (h) A series of detailed investigations and recommendations in regard to technical matters which have been of great assistance to the Industries Division and to manufacturers in the country.

INDUSTRY AND THE FUTURE OF SOUTH AFRICA.

It would seem that while production is likely to show great increases in wool, cotton, meat, and fruit, the general expansion of South Africa must depend in the future upon its industrial development. There is no other real avenue of prosperity and growth for its increasing population. Situated as it is at the healthy, temperate extremity of the great Continent of Africa, it will indeed be a calamity if the Union is unable to establish and maintain itself as the manufacturing, distributing, and civilising influence for the greater part of the Continent. It is in the position, not only by its railways, but still more by its ships, to tap the many ports and markets of Equatorial Africa more economically than any other industrial country, and to draw from those ports the tropical products necessary for its own industries and for which every other country in the world is eagerly seeking.

The possibilities of these other markets require to be explored, and in time, as the power to export increases, some measure of direct commercial representation in other countries in selected trade centres will no doubt become necessary. It is recognised that the exploration and study of markets becomes as essential to an industrial country in these days of competition as factory improvement, technical management, or scientific research, and can as little be left to chance.

A striking commentary on the opportunities before South Africa is afforded by the views expressed by commercial and business men in other countries as to the brightness of South Africa's commercial and industrial future. These views are especially prevalent to-day in the United States, Canada, and the United Kingdom, and while the onlooker does not know all of the difficulties, he, proverbially, has a very shrewd notion of most of the game. Free comment is made as to the high quality of South Africa's cotton, the low cost of her coal, the low estimates of production for her iron and steel, and her convenient situation as a ship-building and ship-repairing centre for the southern oceans.

EUROPE.

AUSTRIA.

MOTOR CAR INDUSTRY.

(From H.M. Commercial Commissioner.)

VIENNA.

The Union of the Austrian Motor Car Manufacturers commenced an action some time ago, states the "Neues Wiener Tagblatt," in aid of the home motor-car industry, with the main object of obtaining State assistance. Last winter the Union, as well as the Daimler works, made petitions to the State Office for Finance, asking for payments

IMPERIAL AND FOREIGN TRADE—*continued.*

on account of their claims upon the former army administration. As far as the claims were acknowledged, the State Office for Finance advanced to the Union and to the Daimler works an amount of 60 million crowns each. In the meantime the repayment of this advanced money became due, but has been prolonged. Furthermore, the Union applied to the State to aid them with a sum of 300 million crowns. At first the State Office for Finance declined, but after prolonged negotiations the Government consented to accede to the request to the following extent:—

Fifty million crowns were granted to the Union as a loan at a rate of interest $1\frac{1}{2}$ per cent. above the bank rate. This amount was divided in proportionate shares among the individual factories.

A further amount of 50 million crowns was secured by the State Office for Finance at the War Loan Bank, which latter was prevailed upon to use this amount for advance payments for finished goods of the factories.

Finally, it was proposed that the Austro-Hungarian Bank should place at the disposal of the motor-car factories a discount credit of 200 million crowns. However, before this latter method of support was carried through the State Office for Finance arranged a meeting of those Viennese banks which had motor car makers amongst their clients. At the meeting the majority of the representatives of the Bank declared that up to now they have granted the required credits without limitation, and that they are prepared to do this also in future. For this reason there was no need of arranging for a special discount credit at the Austro-Hungarian Bank. The endeavours of the Union have evidently been caused by the unsatisfactory position of the Austrian motor-car industry. In the petition it could be pointed out that the yearly needs for material amount to two thousand million crowns, and that 500 million crowns are required to cover wages and salaries. Manifold causes, as for instance the scarcity of money and slackness in sale—resulting from unexpected fluctuations of the rate of exchange—have increased the depression, the more so as, besides a weakened purchasing power on the home market, measures were taken by foreign countries through which export is greatly hampered, and in many cases made impossible. At the moment there does not seem to be any chance of improvement in these conditions.

BELGIUM.

INLAND POSTAL TARIFF.

(From the Commercial Secretary to H.M. Embassy.)

BRUSSELS.

The Belgian Postal Tariff has been modified as under:—

Letters.—20 centimes per 20 grammes or fraction thereof.

Postcards.—15 centimes.

Postcards with reply paid.—30 centimes.

Picture postcards with a maximum of five written words, exclusive of the name and address, the signature of the sender and the date of despatch, 10 centimes.

Printed matter, including periodicals not appearing at least once a quarter, up to 25 grammes, gross weight, 3 centimes; from 25 to 50 grammes, gross weight, 5 centimes; over 50 grammes, 5 centimes for each 50 grammes or fraction. Papers in raised writing or Braille type for the use of the blind are classed as printed matter.

Printed cards.—15 centimes.

Visiting cards with anything over five written words, 15 centimes.

Samples.—5 centimes per 50 grammes or fraction gross weight, with a minimum charge of 15 centimes per parcel.

Business papers.—5 centimes per 50 grammes or fraction gross weight, with a minimum charge of 20 centimes per parcel.

Registration fee.—10 centimes.

Insurance fee for securities and valuables.—1. Fixed fee, 40 centimes per parcel. 2. Proportional fee, 20 centimes per thousand francs or fraction of a thousand francs.

(NOTE.—A previous notice giving the rates since 15th December, 1919, appeared in the "Journal" of 1st January last.)

FRANCE.

FOREIGN TRADE JANUARY-SEPTEMBER.

(From H.M. Ambassador.)

PARIS.

According to the statistics of the Customs Department of the Ministry of Finance, the situation of French foreign trade continues to improve. During the first nine months of this year French importations have totalled 27,189,971,000

IMPERIAL AND FOREIGN TRADE—*continued.*

francs, while exports have reached 16,557,711,000 francs. The figures for the same period of last year were respectively 24,567,420,000 francs and 6,704,217,000 francs. There was thus an increase in exports of well over 9,500 million francs as against an increase in imports of only just over 2,500 million francs. The adverse balance of foreign trade from 1st January to 30th September, 1919, was 17,853 million francs; for the same period of this year it has been brought down to 10,632 million francs, or an improvement of over 7,000 million francs.

IMPROVING TRADE POSITION.

From the French point of view these statistics are encouraging, in spite of the fact that the adverse balance is still over 10,000 million francs. Another encouraging feature is the continual increase of the export of manufactured articles, whereas such increase as there is in importations is entirely due to the purchase of raw materials, while the statistics show that France is becoming less dependent on the importation of foodstuffs from abroad.

It should be observed that, before the war, French imports exceeded French exports by about 20 to 25 per cent., the difference being entirely compensated by the expenditure of foreign currency in France and interest on French investments abroad. Since 1913, when the excess of imports over exports was 22 per cent., such excess rose to 31 per cent. in 1914, to 180 per cent. in 1915, to 232 per cent. in 1916, to 358 per cent. in 1917, and to 372 per cent. in 1918. This excess had been reduced by the end of September to 39 per cent., or only about 15 per cent. more than the average difference before the war.

Finally, exports during September exceeded those of September, 1919, by 1,191 million francs, while imports showed a corresponding decrease of 196 million francs.

ITALY.

THE LOCOMOTIVE INDUSTRY.

The makers of steam locomotives in Italy were able before the war to produce not only all the locomotives required in Italy, but also a certain number which were exported. There would appear to be no opening for British engines, since the production of the home market was actually in excess of the demand. The principal Italian railways were taken over by the State in 1905, and, as soon as provision had been made for the urgent need of replenishing the depleted rolling stock, the Administration adopted the principle of placing all their orders with Italian firms, except in the case of a few special types which were not constructed in the country.

During the war the national workshops were unable to produce the quantity required for civil and military needs, and a considerable number of engines were imported from abroad, particularly from the United States, some of which were delivered subsequent to the Armistice. This phase has now passed and no more foreign locomotives are required. An order for 305 locomotives has recently been passed to the Italian constructors, and even this is not considered enough to absorb all that they are now in a position to produce.

There are still a considerable number of railways in Italy owned and operated by private companies, and consisting mainly of small branch and local lines, including road railways. According to figures for the year ending 31st December, 1918, the latest available, the total length of line controlled was about 4,600 kilometres, of which 50 per cent. was narrow gauge, as compared with over 14,000 kilometres, practically all ordinary gauge, administered by the State.

Although the private companies are bound by the terms of their concessions to give a preference to Italian industry, they have always bought to a large extent on the foreign market. Some of the locomotives were purchased from Belgium, but the German type was preferred by the State Inspector, who decided upon the design. In one way or another practically all the foreign engines imported into Italy before the war were imported on account of the private railways. One explanation is that their policy was dictated by considerations of price, since a foreign locomotive built in series by a firm large enough to construct in this manner cost less than an Italian locomotive specially built.

The private railways are in need of locomotives, rails and material of all kinds, and it was stated at a recent industrial conference that they were not placing any orders for locomotives with Italian firms. On the other hand, an English engineer, who for more than 30 years was manager of an Italian railway owned by a British company, and who has recently retired, has stated that, in his opinion, private railways in Italy, however much in need of new locomotives,

IMPERIAL AND FOREIGN TRADE—*continued*

are not likely to give large orders, because owing to the question of fuel they are more likely to introduce electric traction on their lines.

A list showing names and addresses, length of ordinary and narrow-gauge railway of the principal private railway companies of Italy, is available at the Enquiry Room of the Department of Overseas Trade, 35, Old Queen Street, London, S.W. 1, and may be consulted by United Kingdom firms interested.

NORWAY.

TRANSMISSION OF ELECTRICAL POWER
TO DENMARK.

(From H.M. Minister.)

CHRISTIANIA.

A committee has been appointed by the Norwegian Government to consider the possibility of transmitting electrical power from Norway to Denmark.

It is reported in the Press that a similar committee has been appointed by the Danish Government, and that the two committees will discuss the question, first separately, and afterwards jointly, if there appears to be any possibility of realising the scheme. Two alternative lines of transmission are mentioned, namely, via Göteborg across the Cattgat to Fredrikshavn, and from the South of Norway to Hirtshals.

LATIN AMERICA.

CHILE.

TRADE CONDITIONS IN JANUARY-JUNE, 1920

(From the Commercial Secretary to H.M. Legation.)

SANTIAGO.

The first half-year of 1920 may be generally characterised as a period of satisfactory progress in external trade and prosperity for national industries. However, it was marred towards the latter part by strikes, while towards the end of June the internal political situation brought about by the Presidential elections resulted in a complete paralysing of trade throughout the country.

In addition to the more serious strikes of colliers in the south, there were intermittent strikes of dock labourers in Valparaiso, Talcahuano, and northern nitrate ports.

While the immediate future, from the point of view of the country's main industry, has been assured by the sale of over £25,000,000 worth of nitrate for delivery during the next twelve months, ruling conditions are decidedly unsettled, and the immediate outlook not promising at the time of writing.

Prior to political and industrial disturbances, trade was brisk and buyers placed large orders on foreign markets, as well as locally. Prices continued to rise during practically the whole of the period under review, and it was confidently anticipated that the top level would not be reached for some considerable time. Owing to this belief, buyers in many cases became rather too optimistic in their purchases, and in all probability will find themselves overstocked.

THE AGRICULTURAL POSITION.

The harvests in the agricultural regions yielded good results and, being influenced by the upward trend of the world's prices, quotations for produce reached very high limits.

Considerable loss, however, was sustained by farmers and land workers owing to the bad transport service rendered by the State Railways. This was partly due to lack of fuel caused by the strikes, and to the bad condition and insufficiency of rolling stock. The capital, Santiago, was at one time in danger of being left without bread. From the point of view of the farmers dependent on railway transport, prices were only nominal for them, as they were unable to move their produce.

Trade in the retail market has been kept considerably in check by the high prices ruling generally for all classes of commodities.

CURRENCY, EXCHANGE, AND BANKING.

On entering the period under review the attention of the public was centred on the Bill then before Congress for the

IMPERIAL AND FOREIGN TRADE—*continued*

conversion of the currency notes in circulation to gold at 12d. per Chilean peso. The Bill did not survive, and on 30th June the Conversion Law was postponed again for six months. Thus the prospect of having a fixed currency in this country seems again remote.

There were violent fluctuations in exchange on London during the half-year. On 2nd January the 90 days' sight rate was 12½d. per Chilean peso, and by the middle of the following month it had risen to 16d., after which it receded to as low as 10½d.

Hoarding by the Government produced a scarcity of gold, the premium on which rose at one time to as high as 90 per cent. In the early months of the year 45 per cent. of the Customs House duties were payable in gold, which accentuated the demand for the metal. This proportion was reduced in June to 40 per cent., with further reductions of 5 per cent. each for the months of July and August.

The banks discounted trade bills only to a limited extent. Latterly a large number of the commercial bills were drawn in gold, as a security against possible loss in exchange, and this created a further demand for the metal, which was only partially satisfied, and not without difficulty. Nevertheless, the Chilean banks, without exception, had a very successful half year.

OPENINGS FOR MACHINERY, PLANT, ETC.

(From the Commercial Secretary to H.M. Legation.)

SANTIAGO.

Owing to the unsatisfactory results obtained from American tractors, agriculturists have been anxiously waiting for a British tractor to put in an appearance. With the exception of one, however, whose trials were very satisfactory (although the plough could be improved upon) no other British tractor had reached Chile at the close of the first half of the year. A good number of American tractors had been sold during the six months.

The British tractor mentioned can be sold at a price £50 lower than the cheapest American machine.

MINING MACHINERY AND STEEL CABLES.

Deliveries are very disappointing. The United States of America and Japan supplied large quantities of steel cables during the war and after, but users now refuse to consider these if they can get British goods, as the quality proved very poor. A number of the copper and tin mining companies which were formed during the period of high prices of those metals are now installing equipment. The fall in prices of metals and high costs of plant may delay some of this work, but any improvement in exchange will induce further spending.

The high price ruling for coal, and labour troubles, are inducing the collieries to spend money on mechanical and electrical equipment. Large coal areas are as yet undeveloped.

ELECTRICITY METERS AND ELECTRICAL SUPPLIES.

British manufacturers are neglecting this market to attend to pressing home business. Orders placed in October, 1919, had been shipped only in part in June, 1920. There is an urgent demand for these goods in Chile.

The scarcity and high cost of coal has also caused an active general industrial demand for Diesel and semi-Diesel oil engines, in sizes up to 200 horse-power.

PORT AND HARBOUR REQUIREMENTS.

Valparaiso and Antofagasta harbours, now being developed, will require equipment of electric cranes, capstans, etc., during the next two years.

NEEDS OF THE BUILDING TRADE.

The increased value of property has caused the construction of high buildings in the principal towns. This type of building requires structural steel, electric lifts, etc. Nearly all new buildings are now being made of reinforced concrete. The one local cement factory cannot supply the demand.

In general, there is a noticeable falling off in the quality of goods supplied from Great Britain; also less endeavour to fulfil engagements as to deliveries, and the clause covering variation in prices up to date of shipment makes it difficult to secure business. Chilean clients cannot understand the situation, and demand fixed prices and deliveries.

Finance and Banking.

CHILE.

BUDGET ESTIMATES FOR 1921.

The Chilean Government, by strict economy and with the aid of the large revenue derived during the war from the export tax on nitrate, has reduced the deficit of 200,000,000 pesos in the State Exchequer in 1914 to about half that amount. But for a period of somewhat lavish sanctioning of grants and supplementary credits (see the "Journal" of 15th April, page 520), the reduction would have been still more pronounced.

The country has recently passed through both political and labour crises, which seriously affected trade. Large sales of its main product, nitrate, amounting in value to over £25,000,000, have been arranged, however, for delivery over a period of twelve months; while, as the world's consumption of copper continues to increase, and the United States producers have lowered their accumulations of stocks, exports of the metal from Chile should be maintained at the increased rate shown in the first half of the present year. But for a return to the satisfactory general trade conditions prevailing in the early months of the year, an absence of political and labour unrest is eminently desirable.

ESTIMATES FOR THE FINANCIAL YEAR, 1921.

REVENUE.

	Gold. Pesos.
Total	110,432,000
PRINCIPAL ITEMS.	
Nitrate export dues (65 million quintals)	101,075,000
Iodine and borax, export dues	1,500,000
Consular dues	3,000,000
Treasury revenue	2,000,000
Interest on Municipal Loans	1,407,000

	Paper. Pesos.
Total	189,765,900

PRINCIPAL ITEMS.

Customs and bond	50,000,000
Surcharge of 50 per cent.	25,000,000
Dues on postal packets	2,500,000
Despatch of cases	2,000,000
Stamp tax	18,000,000
Posts and telegraphs	12,800,000
Tobacco tax	9,000,000
New tobacco tax	9,000,000
Wine, beer and spirits tax	7,000,000
Property tax	20,000,000
Death duties	2,000,000
New death duties	1,000,000
Bank tax	2,500,000
Drainage contribution	2,000,000
Insurance companies' tax	1,000,000
Rent of land in Tierra del Fuego	1,400,000
Charter of ships	1,000,000
Mint revenue	2,500,000
Drinking water contribution	6,266,900
Arica-La Paz Railway	6,299,000
Treasury revenue	7,000,000

EXPENDITURE.

	Paper. Pesos.	Gold. Pesos.
Departments of State.		
Ministry of Interior	73,224,316	176,732
Ministry of Foreign Affairs.		
Religion and Colonies	2,759,933	2,085,759
Ministry of Justice	12,306,275	—
Ministry of Education	46,414,388	239,560
Ministry of Finance	35,437,212	48,648,192
Ministry of War	61,909,887	386,162
Ministry of Marine	32,497,738	4,032,045
Ministry of Industry and Public Works	24,870,265	82,549
Ministry of Railways	6,805,333	1,833

The estimated expenditure amounts to approximately 266,225,400 paper pesos, and about 55,654,850 gold pesos.

FINANCE AND BANKING.—continued.

Deducting certain items to meet which special funds exist, the following result is arrived at:—

	Paper. Pesos.	Gold. Pesos.
Total expenditure for financial year	281,607,869	49,154,835
Total revenue	189,765,900	110,432,000
Excess of expenditure	91,841,969	—
Excess of revenue	—	61,277,165
Conversion of 61,277,164 pesos to paper by surcharge of 50 p.c.	91,915,746	—
Excess of revenue over expenditure	73,777	—

FRANCE.

LOAN FOR PORT AND CANAL DEVELOPMENTS AT MARSEILLES.

The Marseilles Chamber of Commerce has been authorised to contract a loan of fifty million francs in order to provide funds for the works on the Bassin Mirabeau, the Rhone Canal, and port improvements, the loan to be repayable within sixty years.

The method of repayment of this loan is as follows:— With certain exceptions, all ships entering or leaving the port are liable to an extra duty of 30 centimes per ton on their net tonnage, while a head tax, varying from 5 francs to 50 centimes, again with certain exceptions, is levied on all passengers.

POLAND.

FOREIGN LIMITED LIABILITY COMPANIES ADMITTED TO TRADE.

(From the Commercial Secretary to H.M. Legation.)

WARSAW.

A Bill is to be introduced during the next session of the Diet to empower foreign companies with limited liability to operate in Poland. Pending the passage of the Bill, concessions will be granted by the Cabinet.

The Polish Government desires to encourage foreign investments in Poland, and with this in view it is proposed to establish an industrial bank, which will have the right to grant loans to industrial undertakings in the form of bonds, or, perhaps, preference shares in foreign currency, which will be guaranteed by the Polish Government. The latter is prepared to make a guarantee of up to £30,000,000, and is of opinion that this sum will be sufficient for the needs of Polish industry, to render possible its development on a large scale.

Foreign companies desiring to operate in Poland will be required to fix the share capital allocated to their Polish business, to appoint at least two representatives to represent the company in Poland, to use in Poland the name of the company with an addition, pointing out the country of registration, and to furnish usual particulars with regard to registered offices and accounts.

Commercial Treaties and Arrangements.

LATVIA—GERMANY.

According to a notice in the "Deutsche Reichsanzeiger" for 12th October, the temporary Agreement between Latvia and Germany in respect of the resumption of relations has been ratified. Ratifications were exchanged in Berlin on 8th October.

The text of the Agreement appeared in the "Journal" for 9th September (page 312).

Shipping.

CHILE.

SHIPPING AND HARBOUR DEVELOPMENTS.

(From the Secretary to H.M. Legation.)

SANTIAGO.

A scheme is under consideration in Government circles to create a National Steam Navigation Company, to be administered by the State and financed partly from national funds and partly by private individuals. It is extremely doubtful, however, whether this scheme will mature in its present form.

In connection with the creation of a National Merchant Marine, the Americans have been approached with the idea of arousing their interest in the installation of national shipbuilding yards in Chile. Offers were also made from a powerful Spanish group to find capital for the creation of a Chilean Mercantile Marine, but the project fell through.

NEW STEAMSHIP SERVICES.

The Grace Line inaugurated a regular fortnightly steamship service between New York and West Coast ports in April. The Pacific Steam Navigation Company commenced in August a direct service of oil boats between Chile and San Francisco, touching Vancouver. This company has decided to remove its chief offices and repairing docks from Valparaiso to Colón.

At the present time the number of Chilean steamers doing coasting service is 73 in the north and 25 in the south, excluding those ships engaged in the coal trade, and they are capable of handling 1,300,000 tons of cargo per annum. The national shipyards are just completing 10,000 tons of shipping, which will increase the annual carrying capacity of the fleet by 200,000 tons. Several steamers have also been purchased abroad.

THE DREADNOUGHT DOCK AT TALCAHUANO.

It has been decided to arrange with the French company who commenced the construction of this dock, to complete the works, and the Government will be asked to authorise the expenditure of 10,000,000 pesos gold (at 18s.), which is the estimated cost of completion, making a total of 21,591,437 pesos gold, as against the pre-war estimated cost of 12,617,000 pesos.

At the beginning of the year the idea was to call for fresh tenders, but owing to the subsequent purchase of the dreadnought "Almirante Latorre," it was decided that no time should be lost in the completion of the works.

These docks will have the largest capacity of any on the west coast of America, and will doubtless be used when occasion requires by the large transatlantic steamers, which it is hoped will in due course, do service to this coast.

FINLAND.

WAREHOUSE CONSTRUCTION AT HANGO FREE HARBOUR.

(From H.M. Consul.)

HELSINGFORS.

A communication has been received from H.M. Vice-Consul at Hango stating that the work of construction of the warehouses in connection with the free harbour at that port is making rapid progress. One warehouse is now ready and the other three will be completed before the winter sets in.

H.M. Vice-Consul states that one of these warehouses will be fitted with a system of heating and made suitable for storing fruit and other goods requiring dry air. The warehouses will be connected by a railway with the quay at Hango, where vessels will discharge and load, and a quay will shortly be built close to the warehouses. The goods in these warehouses will enjoy all the rights and privileges of bonded stores, and the cost of storage will be cheaper than at Stockholm and Copenhagen.

H.M. Vice-Consul goes on to say that there are suitable sites to let in the neighbourhood of the free harbour for building factories, and points out that in the event of British firms intending to export bulky goods to Russia, such as wagons, automobiles, and other articles requiring considerable space, and difficult and expensive to send by steamers, they have a good opportunity of setting up factories at Hango, where bulky goods could be brought in parts and put together before they are sent on to Russia.

Enquiries regarding these sites may be addressed to the "Arkitektbolaget Hango Frihamn, Hango."

SHIPPING—continued.

GERMANY.

COLOGNE HARBOUR ACCOMMODATION AND EQUIPMENT.

(From H.M. Consul.)

COLOGNE.

The harbour is the property of the Municipality of Cologne, which is making every endeavour to promote trade between that city and the United Kingdom.

The complete Cologne Harbour Works embrace the harbours in Cologne, Cologne-Deutz, and Cologne-Mulheim, of which the first is on the left and the other two on the right bank of the Rhine. The massively-built wharf of the Cologne Harbour Works commences at the south boundary of the city at Rodenkirchen, is about 2,900 metres long, and 30 metres wide, and is furnished with a railway siding, part of which is used for the loading and unloading of gravel and sand.

From the end of this wharf the built-out elevated wharf stretches to the northern point of the Rheinan peninsula, a distance of 1,600 metres. This wharf stands above high-water mark. At the southern end is a shed for warehousing cement, and three cranes, one an electric crane of 30 tons lifting capacity.

WAREHOUSING AND SHEDS.

The warehouses and sheds include a cement shed, with a floor area of 496 square metres, a warehouse with 1,270 square metres' floor space in the cellar, and 7,732 square metres in the ground and other floors. Here are two hydraulic cranes of 1,800 kg. lifting power, and one electric crane of 2,500 kg. lifting power.

Close by is a warehouse 200 metres by 32 metres, with a cellar area of 1,700 sq. metres, and floor space of 21,212 sq. metres. In front are two hydraulic and four electric cranes of up to 4,000 kg. lifting power.

A row of sheds stretches to the Customs Harbour for a length of about 450 metres. These range in area up to 1,984 square metres cellar, and 2,640 sq. metres warehouse room, and include ten hydraulic cranes and one electric crane, with lifting power from 1,800 to 3,000 kg.

Behind these, on the city side, lie the harbour authority's offices, the power station for the production of the water power for the hydraulic cranes, a repairing shop, and the buildings connected with the dock railway line.

THE CUSTOMS HARBOUR.

The Customs harbour, with a quay length of 600 metres, has three large Customs halls of 9,625 sq. metres cellar room, 8,264 sq. metres ground floor, and 22,148 sq. metres upper storey area. All three halls are fitted with hydraulic lifts, and possess extensive steam-heating apparatus. There are in all nineteen cranes. At the southern end of the Customs harbour there is, in addition, a five-ton hydraulic crane.

THE RHEINAN HARBOUR.

The Rheinan harbour contains a stone quay, comprising two wharves, each 750 metres long. An electrically-driven swing bridge connects the point of the Rheinan peninsula with the town. On the peninsula are sheds ranging up to 846 sq. metres cellar and 900 sq. metres warehouse room, and ten hydraulic cranes of 1,800 kg. lifting power each. The other side of the Rheinan harbour is used as a wood wharf and is served by four electric cranes. On the wharf is a shed with 608 sq. metres cellar and 489 sq. metres warehouse room.

LEYSTAPLE, FRANKENGASSE, AND TREUKASSE WHARVES.

Below the Rheinan harbour are the wharves at the Leystaple, Frankengasse, and Treukgasse, on which stand three sheds and five steam cranes. On these wharves are the landing stages of the Prussian-Rhenish Steamship Company, the Cologne Shipping Company, and the Dutch Steamship Company. The built-out wharves end at the northern boundary of the city, with a large good harbour from which logs coming down stream are sent into the mills.

The whole quay system of Cologne covers an area of 8,900 sq. metres; the railway system, which connects all sheds, and which is joined to the main lines, covers a distance of 13,000 metres. This is served by a total of 34 hydraulic, 7 steam, and 15 electric cranes, as well as 6 hydraulic cellar cranes. The warehousing space consists of cellars of 24,040 sq. metres, ground floor 28,034 sq. metres, and upper storeys 47,117 sq. metres, or a total of 99,191 sq. metres.

COLOGNE-DEUTZ HARBOUR.

The harbour works in Cologne-Deutz consist of a stone-faced quay of 670 metres long, and the industrial harbour, 1,000 metres long on both sides. Among the industrial

SHIPPING *continued.*

works are mills with large warehouses and separate elevators, wood, sawmills, and asphalt works. A number of firms possess their own electric cranes.

The industrial harbour is connected with the Dentz wharf by an electrically-driven swing bridge. This wharf deals with most of the trade and is worked by three steam and four electric cranes. Cologne-Dentz possesses a railway system with about 21.5 kilometres of rails.

MULHEIM HARBOUR.

The Mulheim Harbour Works consist of an industrial harbour and quay 1,500 metres long, employing 10 steam cranes. Among the buildings are two large warehouses, and a corrugated iron shed of 760 sq. metres area. Below the main transhipment wharf is the Customs harbour with a Customs house and two Customs warehouses. The latter are served by four electric cranes. The sidings of the Mulheim station cover a distance of 10.4 kilometres.

GRAND TOTAL QUAY LENGTH, ETC.

The total length of quay in the harbour works of Cologne, Dentz, and Mulheim is 21,470 metres. Railway sidings cover 55,000 metres, and the cranes employed number 83, including 10 hydraulic, 20 steam, and 23 electric cranes.

SPAIN.

SALE AND PURCHASE OF VESSELS.

(From the Commercial Secretary to H.M. Embassy.)

MADRID.

The "Gaceta de Madrid" of 23rd October publishes a Royal Decree authorising the sale of vessels less than 500 tons burden, abroad, provided that these vessels have not received any subsidy during their construction, or, if they have received such subsidy, it should be returned before any sale can take place.

A further Article allows Spanish shipbuilding firms to contract with foreigners for the construction of ships of less than 500 tons burden.

The above Decree cancels various Decrees, the last of which is that of 28th December, 1918, which prohibited the sale of any Spanish vessels to foreign buyers. It would appear that the interests of national maritime traffic no longer require such a large number of vessels of small tonnage, which were produced in increasing numbers during the period of the war.

Railways.

CHILE.

UNSATISFACTORY SERVICE AND NEW PROJECTS.

(From the Commercial Secretary to H.M. Legation.)

SANTIAGO.

The Chilean State Railways have been the cause of serious and continued complaints from all sections of the community throughout the country. They have been getting deeper into debt, and the service rendered has gone from bad to worse. The main cause of this is incapacity throughout the administration, other factors being want of fuel and insufficiency of rolling-stock.

Tariffs for passengers and goods, which were raised 20 per cent. in February, 1919, were increased by a further 10 per cent. last February.

The deficit shown on the running of the State Railways to date is about 33,000,000 pesos, and it is estimated that this year's running, even with the small increase in tariffs, will increase the total deficit by a further 20,000,000 pesos.

Continued efforts to raise a foreign loan in the United States of America and in other financial centres had met with no success at the end of the first half of the present year.

ARICA-LA PAZ RAILWAY.

A satisfactory improvement was shown on the working of this railway during the first quarter of this year as compared with 1919. The first quarter of 1920 showed receipts amounting to 1,615,779 pesos, and expenses totalling 1,403,192 pesos, leaving the favourable balance of 210,587 pesos, as against a loss on working during the same period last year of 169,357 pesos.

The Government authorised an increase in the tariffs of 85 per cent., to commence as from 1st July.

RAILWAYS *continued.*

The joining up of the Company's lines with the Bolivian Customs took place on 20th May last, and will greatly facilitate the handling of goods.

THE NITRATE RAILWAY COMPANY, LIMITED.

This railway, upon which 60 per cent. of the British nitrate "oficias" depend, through its incapacity to cope with the traffic for which it ostensibly exists has caused serious prejudice to British nitrate interests. The strongest protests and recommendations for an improvement of the service have been made by the Nitrate Producers' Association, but whilst some small increase is being made in the rolling-stock, it is quite inadequate to meet requirements, and the Company appears to have little intention of giving a satisfactory service, owing to the fact that its concessions from the Chilean Government expire some sixteen years hence. Since the war this Company has purchased twelve locomotives.

BRITISH TENDER FOR BRANCH LINE.

Tenders were lately called for the construction of a small branch line between Paine and Talagante (10 kilometres), and amongst those presented was one from a British firm. This, amounting to 1,037,000 pesos gold (18d.) and 2,368,000 pesos paper currency, was the lowest, and there was every reason to believe at the time of writing that the award will be given to them. It is some considerable period since any British concern has shown interest in railway construction in Chile.

Tenders are being called shortly for the following:—Los Angeles-Santa Bárbara, 36 kilometres; Freiro-Cunco, 57 kilometres; Iquique-Pintados, 128 kilometres; and Artificios-Chincolco, 27 kilometres.

ELECTRIC RAILWAY BETWEEN VALPARAISO AND SANTIAGO, VIA CASABLANCA.

The plans and specifications for the construction of this new line, which are being prepared by the special commission at the Railway Section of the Public Works Department, are now nearing completion.

JAPAN.

PROPOSED RAILWAY CONSTRUCTION IN KYUSHU.

(From H.M. Consul.)

NAGASAKI.

It is proposed to construct the following new railways in the island of Kyushu:—

Section.	Length of line. Miles.	Estimated cost.	Time of construction.
		Yen.	
Nagao-Harnda	13	5,240,000	1922-1927
Imari-Sasebo	46	10,700,000	1922-1929
Tatano-Takamori	11	2,050,000	1921-1924
Hitoyoshi-Yumae	15	1,510,000	1921-1923
Oguchi-Sendai	39	4,720,000	1920-1926

Of these, that from Nagao to Harnda on the main Moji-Kagoshima line will link up the Chikuhō coal mines with southern points. At present the only outlets of these mines is to the north in the direction of Wakamatsu and Moji, and the only access from the south is by a roundabout route via Oryo. The others, though connecting with points on the main or subsidiary lines, are light railways.

That from Imari to Sasebo is to go round the peninsula, which has Imari and Sasebo on the north and south side of the neck. Opposite the peninsula is the island of Hirado; there are a number of small islands in the neighbourhood and the Goto archipelago in the distance. Produce from the islands consists of little more than fish and timber, but there is coal on the mainland. Imari is, of course, the port from which Arita ware was formerly exported, while Sasebo is the naval port.

Tatano is a point on the line, running east from Kumamoto towards the east coast, which has been carried as far as Miyaji (rather less than halfway across). Communication between eastern and western Kyushu is badly hampered by the range of mountains running roughly north and south through the island. The only line which has penetrated from west to east hitherto is the very devious route from Yoshimatsu on the trunk line from Moji to Kagoshima. This line from Yoshimatsu runs to Miyazaki on the east coast, capital of the prefecture of the same

RAILWAYS *continued.*

name. The proposed line from Tateno to Takamori is to tap a prosperous valley west of the main range, and it and the proposed line from Hitoyoshi on the trunk line to Yumae may be regarded as "feetiers" which may eventually be linked up with the east coast.

The last line mentioned will link up an important mining district in Kagoshima prefecture with the branch line from Kagoshima to Sendai.

Compared with other parts of Japan, Kyushu, south of the prefectures of Fukuoka and Oita has progressed but slowly. The main reason has been the mountainous nature of the country. While this must always hinder progress, improved communications should in course of time materially increase its prosperity.

PALESTINE.

PASSENGER FARES AND FREIGHT RATES.

Copies of the fares and freight rates on the Palestine Railway have been received from the Department of Commerce and Industry at Jerusalem, and may be consulted at the Shipping and Transport Section of the Department of Overseas Trade, 73, Basinghall Street, London, E.C. 2.

SWEDEN.

ELECTRIFICATION OF THE STOCKHOLM-GOTHENBURG RAILWAY LINE.

(From the Commercial Secretary to H.M. Legation.)

STOCKHOLM.

In an article in the "Svenska Handelstidning" it is reported that the Railway Department have submitted a scheme for the electrification of the line from Stockholm to Gothenburg.

It is proposed that the electric energy be directed to the various points along the line from the works at Trollhattan and Motala river in the form of a single-phase current of 100,000 volts. A transfer system, used for this kind of current, will be conducted along the Stockholm-Gothenburg track from Huddinge to Olskroken (or, if possible, from Alvsjo to Savenas). An extension will be made to the works at Motala and also a similar line from Lagmansholm to Trollhattan. Step-down transformer stations (transforming to 16,000 volts) will be constructed at sixteen points along the line. Contact rails are also to be laid for every main and branch line, with the exception of a few tracks in Stockholm, Hallsberg, and Gothenburg; and, where necessary, other stations where ordinary steam locomotives have still to be utilised for the purpose of linking up different lines. Low-power lines are to be laid, and in some cases altered.

The Telegraph Department have decided to do away with the greater portion of the telephone wires which run alongside the railway lines, and propose to substitute cables therefor.

With regard to the electrification of the line in question, it is decided that a single-phase current will be used for the power, but it is not yet agreed whether the electric energy will be brought direct from the power stations or diverted from the main distributing centre in the form of a three-phase current and afterwards converted into the phase required for the purpose of locomotion.

ELECTRIC TRAMWAYS.

In an article in the same newspaper it is reported that a meeting of the Communal Authorities of Borlange and Domnarvet, held at St. Tuna on 9th October, it was proposed to lay electric tram tracks throughout the industrial districts of Domnarvet and Borlange.

The estimated cost is approximately kr. 2,500,000.

SWITZERLAND.

CONSTRUCTION OF SECOND SIMPLON TUNNEL.

The Commercial Secretary to H.M. Legation at Berne reports that down to the end of September 18,250 kilometres (92 per cent.) of the second Simplon Tunnel had been pierced out of a total length of 19,825 kilometres. On the same date 90.9 per cent. of the total length of the tunnel had been duly walled and wholly completed.

Minerals and Metals.

CHILE.

EXPORT AND PRODUCTION OF COPPER.

(From the Commercial Secretary to H.M. Legation.)

SANTIAGO.

Exports of copper during the first six months of 1920 amounted to 58,952 tons, being an increase of 34,317 tons over the exports for the same period of last year. United States producers have gradually got rid of their large accumulated stocks, and the world's consumption of copper continues to increase, in particular for use in electrical articles.

The Chuquicamata and El Teniente Copper Mines during 1918 and 1919 produced about 80 per cent. of the Chilean copper, their production in the years mentioned being 85,754 tons, valued at 81 million pesos, and 54,514 tons, valued at 71 million pesos, respectively. Whilst in 1918 total production was 106,814 tons, that of 1919 was only about 70,000 tons, consequent on the great relaxation of demand and fall in the value owing to the general disorganisation of the market in that year.

It is stated that it is the intention of the owners of the Chuquicamata Copper Mines, Messrs. Guggenheim Bros., to increase the capacity of their plant to 45,000 tons of ore per day, which will give a production of 800 tons pure copper per day.

MEXICO.

TAXATION OF MINE PROPERTIES.

The Mexican Official Journal of 14th September contained the text of a Decree, dated 28th August, and which came into force on 1st September, amending the conditions for the payment of arrears of taxes due on mining properties.

A translation of this Decree, which abrogates the Decree of 6th July (see the "Journal" of 30th September, page 408), has been forwarded by H.M. Chargé d'Affaires at Mexico City, and may be consulted on application to the Enquiry Room of the Department of Overseas Trade, 35, Old Queen Street, London, S.W. 1.

MOROCCO (French Zone).

PHOSPHATE CONCESSIONS AND MINING CLAIMS.

Under the provisions of a Dahir dated 21st August, and published in the "Bulletin Officiel" of 24th August, particulars are given of the procedure to be adopted by prospectors who had acquired rights before the promulgation of the Dahir of 7th January. (This Dahir reserved the sole right of exploitation of phosphates of the Makhzen.)

Prospectors have to present their application to the Service des Mines in accordance with the provisions of Article 51 of the Mining Regulations of 1914. They have also to establish, with full proofs, that they have discovered in their area a new bed of phosphate, and that they have carried out sufficient work to demonstrate that their bed is capable of exploitation.

MINING CLAIMS.

H.M. Minister at Tangier writes that an interesting statement by M. Robin, the Secretary of the Arbitral Mining Commission, has been published in the "Bulletin de l'Afrique Française," on the subject of mining claims in Morocco.

The attitude which had been adopted by the Commission, and which had now apparently been definitely established, M. Robin stated, was that claims unaccompanied by proofs of mining activity before the promulgation of the Dahir of 1914 did not in themselves constitute real titles. It must be shown that the presence of deposits was known, and that work, mining or otherwise, had been executed before the date of the Dahir.

This attitude had been followed particularly in the judgment of the phosphate claims. The Commission had rejected claims, all French, for permis de recherche in the El Bouroudj district, for the reason that the mining activity shown was not considered sufficient, and, moreover, because the claimants based their claims on priority of requests for permis de recherche under the 1914 Dahir. The Commission stated that what they had to adjudge in these cases was the amount of work done or expenses incurred before the promulgation of that Dahir.

Copies of the Dahir of 21st August may be consulted by British firms on application to the Enquiry Room, Department of Overseas Trade, 35, Old Queen St., London, S.W. 1.

Textiles.

CHILE.

BUSINESS IN THE FIRST HALF-YEAR.

(From the Commercial Secretary to H.M. Legation.)
SANTIAGO.

The first six months of the year were, on the whole, satisfactory to importers. A fairly active demand sprang up at the beginning of the year, and this was maintained until the end of May, when retailers' orders became scarcer, as usual at that season of the year. Owing to the high values ruling for all textile goods, consumption continues to diminish, and is probably now considerably less than one-half of what it was before the war. The rise in the international exchange which took place in the first quarter helped buyers while it lasted by enabling importers to fix a lower currency selling-price to their goods.

Business in the North of Chile improved, and the outlook in that part of the country is favourable in view of the revival of the nitrate industry.

SOURCES OF SUPPLIES.

The United Kingdom continues to supply the bulk of the textile goods imported into this country. During the latter part of the war period large shipments were received from United States manufacturers, but apart from the well-known staple American articles deliveries mostly failed to satisfy importers, who, in consequence, have been loth to repeat their orders. A noticeable feature in this market is the introduction of woollen dress goods from Spain, where prices have been more moderate than in the United Kingdom.

Local German merchants after having been practically excluded from the market for several years by the operation of the Black Lists, are again importing goods from British manufacturers, but they have not by any means regained the strong position they held in the trade in pre-war times.

THE OUTLOOK.

In forecasting the future course of business, one must bear in mind the political situation, both external and internal. Apart from this, general trade prospects may be described as hopeful, and there is no reason why the textile trade should not obtain its due share of business turnover.

It must be remembered, however, that in consequence of the high cost of all textile goods, wholesalers and retailers are unwilling, and in some cases unable, to keep the same quantities of goods in their warehouses as formerly, so it is not to be expected that fresh orders will be given out in any abundance until there is a substantial drop in manufacturers' quotations.

JAPAN.

FURTHER RESTRICTIONS ON COTTON YARN PRODUCTION

(From the Acting British Vice-Consul.)

OSAKA.

The Japan Cotton Spinners' Association have decided to enforce still further restriction of production. The terms of the resolution, which was passed on 5th August, are briefly as follows:—

From 15th August, 1920, to 14th December, 1920, operations shall be curtailed by a further 10 per cent. supplementary to the restrictions already in force.

For the enforcement of this 10 per cent. curtailment each company may select one of the following three methods:—

(a) Sealing one-tenth of the spindles installed by each company.

(b) Suspending work for two and a-half days and nights per month.

(c) Combining the methods mentioned in (a) and (b).

If a company exports within that month half of the yarn it produces (excluding that used for weaving) in any one month, or appropriates the whole of the yarn it produces as material for its own weaving operations, it shall be free of the obligation to curtail operations by 10 per cent. mentioned in Clause 1.

For the period of enforcement of this resolution every company shall reduce its production of 20 combs left by 10 per cent. of the average output thereof for March, April, and May, 1920, in addition to the reduction entailed by Clause 7 of the resolution for restriction of production already in force; provided that this does not apply to companies exempted from curtailment under the provisions of this resolution.

[NOTE.—Articles dealing with the crisis in the Japanese cotton-yarn and piece-goods market appeared in the issues of the "Journal" of 9th September, 5th August, and 24th June.]

Customs Regulations and Tariff Changes.

BRITISH EMPIRE.

BRITISH INDIA.

AGRICULTURAL IMPLEMENTS EXEMPT FROM CUSTOMS DUTY.

Notification No. 6573, dated 2nd October, 1920, which has been issued by the Department of Commerce of the Government of India, states that the following agricultural implements may be imported into India free of Customs duty, when so constructed as to be worked by power, other than manual or animal, viz.:—

Winnowers.	Ploughs.
Threshers.	Cultivators.
Mowing and reaping machines.	Scarifiers.
Elevators.	Harrows.
Seed crushers.	Clod crushers.
Chaff cutters.	Seed drills.
Root cutters.	Hay tedders and rakes.

UNION OF SOUTH AFRICA.

REVISED REGULATIONS GOVERNING THE EXPORTATION OF GOLD COIN, BULLION AND JEWELLERY.

The "Government Gazette" of 1st October contains copy of Government Notice (No. 1804) of 29th September, 1920, which repeals the Regulations issued under Government Notice No. 1262 of 26th September, 1919, and issues revised Regulations prohibiting the exportation from the Union of gold in the form of coin, bullion, jewellery, or ornaments, unless in compliance with the conditions laid down in the Regulations.

EGYPT.

IMPORT TARIFF VALUATIONS: IRON AND STEEL MANUFACTURES.

The Egyptian "Journal Officiel" of 18th October, 1920, contains the following list of revised Tariff Valuations (No. 27), upon which the duties on iron and steel manufactures imported into Egypt will be assessed from 16th October to 15th December, 1920, or until denunciation:—

Articles.	Import Valuations, per kilogram, Millimes.
Iron and steel plates, ordinary, without mark,*	
1/4 in. thick and upwards:—	
British, and similar articles from all other countries	34
Belgian and German, and similar articles from all other countries	33
Iron and steel bars and angles and tees and U ordinary, without mark:—	
British and similar articles from all other countries	27
Belgian and German, and similar articles from all other countries	20
Iron bars, Swedish	38
Iron, pig	15
Iron and steel hoops	40
Iron and steel hoops, old	20
Iron and steel hoops, with holes	42
Galvanized sheets (B.G. 16 to 26)	15
Galvanized corrugated sheets (B.G. 16 to 26)	41
Studs (Benwill's), new	85
Studs (Benwill's), old	62
Studs, small	94
Nails, French, 13 x 30 to 24 x 200	15
Iron and steel girders:—	
British, and similar articles from all other countries	23
Belgian and German, and similar articles from all other countries	20

*The duties on iron and steel wares bearing marks of quality are leviable *ad valorem*. The following are not regarded as marks of quality: Siemens Martin, S. M. Thomas, the names of manufacturers without crown brands, or with a single crown brand, provided they do not specify a special quality, as well as all other marks of which notice is given by the importers, and which are accepted beforehand by the Customs.

CUSTOMS REGULATIONS AND TARIFF CHANGES—continued

Iron tubes for gas and water, of 2ft. and upwards, and fittings, discount on trade list of 1st September, 1907:—
 Black *ad valorem*.
 Galvanized *ad valorem*.
 Iron tubes for steam, red, of 2 ft. and upwards, and fittings, discount on trade list of 1st September, 1907 *ad valorem*.
 Iron tubes for boilers, black, 6 ft. and upwards, discount on trade list of 1st November, 1888 *ad valorem*.

TARIFF VALUATIONS, IMPORTED COFFEE.

The above-mentioned issue of the "Journal Officiel" also contains the following revised valuations for coffee imported into Egypt. Duties will be assessed on these valuations from 16th October—15th December, 1920, or until denunciation.

	Import Valuations.
	per kilog.
	Millièmes.
Brazilian coffee	70
Coffee from Java and Sumatra	60

ST. CHRISTOPHER-NEVIS.

CURRENT RATE OF EXCHANGE FOR CUSTOMS DUTY PURPOSES.

The "Official Gazette" of 23rd September contains copy of a Government Notice, dated 21st September, 1920, stating that instructions have been issued to collect Customs duties on the value of the goods imported according to the current rate of exchange on the day of the importation of such goods.

TERRITORY OF SARAWAK.

AMENDMENT OF IMPORT AND EXPORT DUTIES

Government Order No. 24 of 1920, which came into operation on 1st July, 1920, specifies the changes in the import and export duties leviable in Sarawak.

Under this Order the following import duties are now in operation, viz.:—

	IMPORTS.	
		Dols.
Brandy, whisky, rum, etc., per doz. reputed quarts		2-10
Inferior brands of spirituous liquors, per dozen reputed quarts		6-00
Beer, stout, cider, etc., per doz. reputed quarts ...		-00
Champagne and all sparkling wines, per dozen reputed quarts		2-10
Claret, lock, sherry, port and all still wines, per dozen reputed quarts		1-20
Gin—Bols or Geneva in stone or glass crucheons, per dozen large crucheons		3-00
Gin—Bols or Geneva in stone or glass crucheons, per dozen small crucheons		1-80
Gin—Old Tom, dry, and similar kinds, per dozen reputed quarts		2-10
Gin—A.V.H. and A.H., per case of 15 sq. bottles...		12-00
Cherry brandy, sloe gin, and all liqueurs, per dozen reputed quarts		2-10
Orange curacao, etc., in stone crucheons, per dozen large		3-00
Orange Curacao, etc., in stone crucheons, per dozen small		1-80
Kerosene oil in cases, per case of two 3-gall. tins ..		-20
Kerosene oil in drums, casks, etc., per gallon		-02½
Salt, coarse, per koyan of 100 <i>patus</i>		50-00
Salt, fine, per pikul		1-00
Cigars, cigarettes and tobacco in tins, per lb.		-32
Cigars, cigarettes and tobacco in boxes and packets, per lb.		-32
Chinese tobacco, per standard case of 140 bundles ..		20-00
Chinese tobacco, per standard case of 560 bundles ..		20-00
Chinese tobacco, per standard case of 200 bundles ..		21-50
Java, Siam, Palembang, etc., tobacco, per pikul...		10-00
	EXPORTS.	

The present Order also cancels Order No. 10 of 1920, which imposed double export duty, and notifies that export duty will be levied in future at the rates in force prior to 26th February, 1920.

TRINIDAD.

CANADA-WEST INDIES AGREEMENT: NEW PREFERENTIAL TARIFF

The Board of Trade have received a telegram from H.M. Trade Commissioner at Trinidad stating that the Trinidad Customs Ordinance has been passed and came into opera-

CUSTOMS REGULATIONS AND TARIFF CHANGES—continued.

tion on 6th November. The Ordinance gives effect to the Canada-West Indies Trade Agreement which was entered into on 18th June, 1920. British foodstuffs, cattle foods, cottons, and machinery are free of duty. The duties on spirits and tobacco have been increased.

The telegram also states that the value of goods subject to *ad valorem* duties is to be assessed at the current rate of exchange, and not at par value.

Complete details of the new Tariff will be published in the "Journal" as soon as they are received by the Board of Trade.

[NOTE.—A summary of the Articles of the Canada-West Indies Agreement was published on page 168 of the "Board of Trade Journal" of 5th August, 1920.]

**FOREIGN.
AUSTRIA.**

PAYMENT OF CUSTOMS DUTIES ON A GOLD BASIS.

H.M. High Commissioner at Vienna reports that, as from 26th October, the Austrian Customs duties, when paid in bank notes, have to be paid at 33½ times the rate prescribed in the Customs Tariff. Prior to 26th October payment in bank notes could be made at twenty-five times the nominal rates (see "Board of Trade Journal" for 26th August, page 258).

BELGIUM.

IMPORT AND EXPORT PROHIBITIONS

The "Moniteur des Intérêts Matériels" of 23rd October contains a notice of the Belgian Ministry of Economic Affairs, giving a list of the import and export prohibitions at present in force in respect of goods subject to the control of this Ministry. The restrictions coming under the Ministry of Industry, Labour, and Supply, were published on pages 411 and 412 of the "Board of Trade Journal" for 30th September.

According to the present notice the only articles requiring an export or import licence from the Ministry of Economic Affairs are those specified below:—

EXPORT PROHIBITIONS.

(a) Steel (semi-manufactured), tiles for roofing, wood (with the exception of worked wood), flasks and cylinders for compressed and liquefied gas, bottles of all kinds, bricks (except fire bricks), crystallised or calcined carbonate of soda, natural and artificial cements, combustible minerals (coal and coke), undressed hides of oxen, bulls, cows, heifers, sheep, skins of wild rabbits, undressed calf skin, chemical manures, empty wooden casks, linseed, colza seed, poppy seed, and other oil seeds, flax of all kinds, except scutched flax, tow, and waste from the combing of flax (for which an export licence is not necessary before 15th November), precious metals (gold, silver, platinum), scrap iron and waste metals of all kinds, bone, osiers, newsprint paper, natural phosphate, the following products of the distillation of coal—heavy tar oils, benzol, toluene, xylene, naphthalene, anthracene, creosote, phenic acid or phenol, crude; raw creosote, coal tar and pitch, residues of burnt-iron pyrites, raw and moulded slag from dephosphatising, tiles of baked earth.

(b) In the usual way the export of coal is strictly prohibited, whatever be the quantity, quality, or country of destination. This prohibition applies also to coke dust, ashes, rolled cinders, and "schlammies." Wood charcoal may be exported freely. The exportation of mineral and vegetable black, obtained respectively by the pulverisation of coal and charcoal, is prohibited.

IMPORT PROHIBITIONS.

(a) *From Germany.*—Aniline dyes, toys, all kinds of agricultural machines and parts thereof.

These goods may be imported freely from all countries other than Germany, but they are subject to the formality of a certificate of origin when coming from the Netherlands, Scandinavian countries, Finland, Esthonia, Livonia, Lithuania, Poland, Czecho-Slovakia, Luxemburg, Spain, German Austria, Bulgaria, or Turkey.

(b) *From all other countries.*—Arms of all kinds, sulphuric ether.

(c) The importation of combustibles is free so far as concerns all foreign coal, except German coal, which is imported by the Government.

CUSTOMS REGULATIONS AND TARIFF CHANGES *—continued.*

CHINA.

CASH DEPOSITS AS GUARANTEE FOR EXPORTATION NO LONGER REQUIRED.

The Board of Trade are in receipt, through the Foreign Office, of copy of a Circular issued by the Inspector-General of Customs, Peking, under date 17th April, 1920, which puts an end to the practice formerly in force at certain ports (including Nanking) of requiring a cash deposit of two and a-half times the export duty on cargo brought down under Outward Transit Certificate as a guarantee that the goods will be exported within the time limits prescribed in the Transit Regulations.

Instead of the cash deposit hitherto required, a bond in lieu thereof will be accepted, which is to be executed by the merchant who applies for an Outward Transit Certificate, undertaking to make good two and a-half times the export duty on the cargo brought down from the interior if it is not exported abroad within the prescribed time limits. At ports where, in addition to the cash deposit, bonds were required giving the Chinese Government a lien on the cargo as a guarantee for due observance of the Transit Regulations, such bonds must in future contain a stipulation binding the merchant to pay two and a-half times the export duty in case the cargo is not exported abroad within the prescribed time limits. In the case of cargo exported to another Treaty port under Duty-Paid Certificate for subsequent shipment abroad, the bond should be endorsed and held until the certificate has been returned from the Treaty Port of destination proving that the cargo has been re-exported abroad.

CRIMEA.

PROHIBITED EXPORTS.

H.M. Vice-Consul at Sevastopol reports that the following articles have been added to the list of goods the export of which from the Crimea is prohibited without special permission (see page 291 of the issue of the "Board of Trade Journal" for 2nd September):—

- Surgical instruments.
- Laboratory and medical requisites.
- Drugs.
- Bandages and similar appliances.
- Books of all kinds.

DOMINICAN REPUBLIC.

IMPORTATION OF RICE TEMPORARILY PROHIBITED.

A Law recently passed by the Military Government of Santo Domingo prohibits the importation of rice into the Dominican Republic for the period from 24th September to 31st December, 1920, inclusive. Cargoes proved to have been shipped to a port of the Republic before 27th September may, however, be allowed to be imported under licence.

The Law also fixes maximum wholesale prices for rice during the period in question.

FRANCE.

EXPORT OF CIDER APPLES AND PERRY PEARS.

The French "Journal Officiel" for 27th October contains a Presidential Decree, dated 26th October, which prohibits the export of and establishes export duties on cider apples and perry pears.

A translation of the Decree is as follows:—
The export and re-export (after warehousing, transit, and transshipment) from France of apples and pears for cider and perry making (*see* Nos. 84 and 85 of the Tariff) is prohibited.

Exceptions from this prohibition may, however, be authorised on conditions to be determined by the Minister of Finance.

Table B (i.e., the Export Tariff) annexed to the Law of 11th January, 1892, is completed as follows:—

Tariff No.	Articles.	Export Duty.
655 <i>see</i>	Apples and pears for making cider and perry (<i>see</i> Nos. 84 and 85 of the Import Tariff)	50 per cent. <i>ad valorem</i> .

The above duty is applicable to apples and pears for which export licences may be granted.

CUSTOMS REGULATIONS AND TARIFF CHANGES *—continued.*

FRANCE AND ALGERIA.

EXPORTS OF PIT PROPS, TURPENTINE, AND SCRAP IRON.

A French Presidential Decree of 4th November, published in the "Journal Officiel" for the 5th, postponed until 1st January next the export prohibition and export duty on pit props, and until 1st March, 1921, the export prohibition and export duty on spirits of turpentine, provided for by the Decree of 22nd October (see page 554 of last week's issue of the "Journal." The present Decree also alters the export duty on scrap iron (No. 655, September) from 15 francs per 1,000 kilograms to 20 per cent. *ad valorem*.

ITALY.

INCREASE OF IMPORT DUTIES ON CERTAIN ARTICLES.

With reference to the notice under the above heading printed at pages 555-7 of last week's issue of the "Board of Trade Journal," it should be noted that the statement of modified import duties was intended to follow the numerical sequence of the Italian Customs Tariff, but that this sequence was lost in the statement as printed, as the result of a printer's error.

The correct sequence will be observed by commencing the statement at Tariff No. 1 (halfway down the left-hand column on page 556), continuing until the *end* of the statement as printed (Tariff No. 243, page 557), following on with Tariff No. 250 at the *beginning* of the statement (page 555), and concluding with Tariff No. 463 in the left-hand column on page 556.

JAPAN.

IMPORTATION OF CERTAIN FRUITS AND VEGETABLES PROHIBITED.

The Board of Trade are in receipt, through the Foreign Office, of information to the effect that an Ordinance of the Japanese Department of Agriculture and Commerce, in force as from 15th October, prohibits the importation into Japan from certain countries of the undermentioned fruits and vegetables with a view to preventing the introduction of plant pests (e.g., the Codlin moth):—

The following goods are prohibited to be imported into Japan—

(1) If they have been despatched from or landed in India, Burma, the Straits Settlements, Borneo, and territory lying within latitudes 30 deg. N. and 30 deg. S., and longitudes 10 deg. E. and 170 deg. E.:—

Cucumbers, water melons, common or musk melons, pumpkins, plants of the gourd species, tomatoes, kidney beans, and cow peas in the pod; also packing materials therefor.

(2) If they have been despatched from or landed in the United Kingdom, Canada, South Africa, Anstralia, Tasmania and New Zealand:—

Apples, pears, quinces, peaches, plums (*prunes triplora*), apricots, and nuts; also packing materials therefor.

NORWAY.

IMPORTATION OF CERTAIN HIDES AND SKINS PERMITTED.

With reference to the notice at page 439 of the issue of this "Journal" for 7th October, respecting the restrictions on the importation into Norway of certain animals and animal products, it should be noted that the Norwegian Ministry of Agriculture have now decided to permit, until further notice, the importation into Norway of completely dried or well-salted hides and skins, provided the consignments are inspected on arrival by the competent Municipal Veterinary Surgeon and are declared by him to be in a satisfactory sanitary condition.

CUSTOMS REGULATIONS AND TARIFF CHANGES

MEXICO.

CUSTOMS TARIFF MODIFICATIONS.

The Board of Trade are in receipt, through the Foreign Office, of copy and translation of a Mexican Decree, dated 13th September and effective as from 1st November, which makes certain modifications in and additions to the Mexican Customs Import Tariff. Particulars of the new Tariff headings resulting from this Decree are given below:—
[NOTE.—New Tariff headings are printed in italic type.]

Tariff No.	Articles	Rate of Import Duty	
		Pesos. Per Kilog. legal.	Cts. Legal.
29a	Milk, condensed or evaporated	0	08
133	Opium and extract of opium (subject to permit, in each case, from the Superior Board of Health)	10	00
479	Articles of silk, unspecified with ornaments or accessories of gold, silver or platinum	40	00
480a	Articles of silk, unspecified, mixed with cotton, wool or linen, or vice-versa, with ornaments or accessories of gold, silver or platinum	25	00
520	Ethyl alcohol—dutiable as alcoholic beverages, according to strength (see Nos. 567-572 below).	25	00
535a	Cocaine, its salts and derivatives (subject to permit, in each case, from the Superior Board of Health)	25	00
547a	Heroiné, its salts and derivatives (subject to permit, in each case, from the Superior Board of Health)	25	00
549a	Morphine, its salts and derivatives (subject to permit, in each case, from the Superior Board of Health)	25	00
565	Medicinal wines	1	00
SPIRITIOUS, FERMENTED AND NATURAL BEVERAGES (TARIFF NOS. 566 TO 578).*			
566	Mineral waters, natural or artificial	0	05
Alcoholic beverages of a greater strength than 55 centesimal degrees, Gay-Lussac, at a temperature of 15°C:—			
567	In earthenware or glass receptacles	1	20
568	In wooden receptacles or tins	1	00
Alcoholic beverages of a greater strength than 23, but not exceeding 55 centesimal degrees, Gay-Lussac, at a temperature of 15°C:—			
569	In earthenware or glass receptacles	1	00
570	In wooden receptacles or tins	0	90
Alcoholic beverages of a greater strength than 14, but not exceeding 23 centesimal degrees, Gay-Lussac, at a temperature of 15°C:—			
571	In earthenware or glass receptacles	0	50
572	In wooden receptacles or tins	0	40
573	Non-alcoholic refreshing beverages	0	08
Beer and Cider:—			
574	In earthenware or glass receptacles	0	20
575	In wooden receptacles	0	15
Vinegar:—			
576	In earthenware or glass receptacles	0	10
577	In wooden receptacles	0	05
Wine, the alcoholic strength of which exceeds 11, but does not exceed 14, centesimal degrees, Gay-Lussac, at a temperature of 15°C:—			
578	In earthenware or glass receptacles	0	25
578a	In wooden receptacles or skins	0	15
Wine, the alcoholic strength of which does not exceed 11 centesimal degrees, Gay-Lussac, at a temperature of 15°C:—			
578b	In earthenware or glass receptacles	0	15
578c	In wooden receptacles or skins	0	10
578d	Sparkling wines	1	00
[677 bis]	Pocket lighters of common metal—duty 1 peso each—item deleted.]		
Per Kilog. legal.			
692	Soap, scented or perfumed	1	50
693	Soap, unscented, for bath or toilet	0	50
694	Soap, unscented, for washing or scrubbing	0	10
[694a]	Coconut oil soap, in bars—duty 30 cts. per kilog. legal—item deleted.]		

*NOTE.—The whole of this section, as it stood in the original Tariff, is withdrawn and the headings and duties quoted above substituted therefor. In some cases (e.g., mineral waters) the duties are not altered.

The Decree also provides for the requisite modifications of the Official Index to the Customs Tariff and of the "Explanatory Notes" relating to the articles affected by the present Decree.

CUSTOMS REGULATIONS AND TARIFF CHANGES

EXPORT DUTIES.

A further Decree, dated 1st September and effective as from 1st November, provides for the amendment of various headings of the Export Duties Tariff, and for the insertion of various new headings. The new or revised headings are given below.

The Decree also provides that the phrase "subject to permit in each case from the Ministry of Finance," is to be deleted from all those headings of the Export Duties Tariff in which it appeared, and prohibits the exportation of young asses, horses, kids, lambs and mules, not weaned (Tariff Nos. 6, 7c, 8 and 9), and of calves less than three-months old (Tariff No. 11).

Tariff No.	Articles	Rate of Export Duty	
		Pesos. Per Kilog. legal.	Cts. Legal.
42	Lard	0	20
70	Coconuts, in the shell	Free	Free
71	Copra	Free	Free
Per Kilog. legal.			
83	Rice (formerly prohibited)	0	15
92	Beans, brown, black, white, etc (formerly prohibited)	0	15
96	Maize (formerly prohibited)	0	03
99	Wheat (formerly prohibited)	0	10
Per Kilog. gross.			
132a	Refuse from malt manufacture (barley germs)	0	01
Per Kilog. legal.			
161	Flour of all kinds (formerly prohibited)	0	20
Per Kilog. gross.			
165a	Aloes wood, sandalwood, and sassafras	0	01
Per cu. metre.			
165b	Fine woods, in large logs or slabs, unworked, and not sawn longitudinally	2	50
165c	Fine woods, in boards, beams, or other forms, unworked and only sawn	2	60
165d	Common woods, in logs or slabs, unworked, and not sawn longitudinally	1	50
165e	Common woods, in boards, beams or other forms, and only sawn	1	00
Per 100 Kilog. gross.			
165f	Railway sleepers	0	25
165g	Fire wood (fine woods shall not be regarded as such)	0	15
165h	Dyewoods or woods for tanning, all kinds	0	30
175	Mexican gold coin	Prohibited	Prohibited
176	Foreign gold coin	Prohibited	Prohibited
185	Platinum and articles manufactured therefrom, except articles of historic interest	Free.	Free.
213	Chloride of sodium (sea-salt or rock salt)	Prohibited	Prohibited
214	Empty brass cartridge-cases	Prohibited	Prohibited
216	Railway material, bronze or broken metal	Prohibited	Prohibited
223	Lathes suitable for use in Ordnance factories	Prohibited	Prohibited
238	Mexican antiquities and objects of historic interest	Prohibited	Prohibited
246-7	Banknotes of the National Banks and notes known as "infalsificables"	Prohibited	Prohibited
274	Wooden manufacturers, not specially mentioned	Free.	Free.
277	Foreign or "nationalised" goods re-exported	Prohibited	Prohibited

PORTUGAL.

REGULATIONS AFFECTING EXPORTS.

The Portuguese "Diario do Governo" for 29th October contains a Decree (No. 7072) of the same date modifying the provisions previously in force restricting the exportation of goods from Portugal. The new Decree revokes all previous Decrees on the subject (which have been noted in this "Journal" at the time of issue), and therefore gives in convenient form a complete statement of the export restrictions and surtaxes at present in force in Portugal. A complete translation of the Decree, and of the Schedule of export surtaxes annexed thereto, is given below:—

TRANSLATION OF DECREE NO. 7072 OF 29TH OCTOBER, 1920.

Art. 1.—The exportation and re-exportation to Portuguese Colonies of all goods, except the following (for which an export licence is necessary), is permitted without the necessity of a licence:—

- Bacon.
- Cereals.
- Cheese.

CUSTOMS REGULATIONS AND TARIFF CHANGES—continued.

“Enchidos.”

Flour and meal, except those for medicinal purposes.

Hams and other cured meat.

Lard.

Olive oil.

Potatoes.

Ships biscuits.

Sugar.

Preference will be given, in granting licences for the above goods, to exports destined for Consumers' Co-operative societies.

Art. 2.—The exportation and re-exportation to foreign countries of all goods, except the following, is permitted without licence:—

Goods specified in Article 1 (above).

Goods specified in Article 5 (below).

Boots and shoes.

Meat and meat products, preserved.

Chestnuts, fresh and dried.

Charcoal.

Onions.

Flax fibre.

Wool, in the grease or washed, except coarse wool (*la churra*).

Machines or apparatus, new or used.

Raw materials for preparing, dressing, printing or dyeing yarns, fabrics, hides or skins.

Cod's roe in brine.

Straw and other forage.

Phosphorus matches.

Fish, fresh or salted.

Tobacco of Portuguese production.

The exportation of hides and skins weighing more than 30 kilogs each, of coarse wool and of woollen rags and list, may only take place after presentation to the Customs of a certificate issued by the Technical Office approved by the Ministry of Commerce and Communications, respecting the examination of the goods.

Art. 3.—The exportation of the following goods is permitted, subject to the compensatory imports noted below:

(a) Hides and skins weighing less than 30 kilogs, and skins not specified—with a compensatory import of calf skins and other skins used in Portuguese industry, of equal value;

(b) Gold wares, silver wares, and wares made of gold and silver, subject to the importation of an equal weight of fine metal;

(c) Fabrics and hosiery of wool and/or cotton, in the piece, subject to the importation of an equal weight of the corresponding raw material;

(d) Pit props, subject to the importation of coal of an equal value;

(e) Wood, not specified, subject to the importation of foodstuffs considered as of prime necessity by the Commission of Supplies.

The export of goods referred to in this Article may only take place after the interested party has effected the compensatory importation, or has given a guarantee to the Customs authority that he will effect such importation within specified period.

The period fixed for such compensatory importation is three months, which may be extended for a further period of three months only by the Customs Authority.

The goods specified in this Article do not require a licence, the Customs Authority being competent to exact the necessary guarantee.

Art. 4.—Provisions destined for the crews and passengers of Portuguese ships shall be exempt from the payment of the export surtaxes, and those for foreign ships up to the next port of call shall pay half the export surtaxes in force.

Art. 5.—The exportation of goats, sheep, cattle (except draught cattle), swine, edible birds and eggs, is prohibited.

Art. 6.—The unauthorised exportation or attempted exportation of goods subjected by this Decree to licence, will be considered as contraband for all legal purposes.

Art. 7.—The exportation of the goods specified in the Schedule annexed to this Decree (*see below*) is subject to the payment of the surtaxes therein indicated. This Schedule replaces all those previously published.

Art. 8.—The granting of export licences rests solely with the Ministry of Commerce and Communications, through the Direction-General of Commerce and Industry.

Art. 9.—The re-exportation, transshipment, and transit of all goods, except those coming from the cargoes of ex-German vessels (which are under the charge of the Ministry of Finance, Direction-General of Customs), is free.

Art. 10.—This Decree revokes all legislation to the contrary, and, in particular, Decrees Nos. 1612 and 2149 of 1915; 2357 and 2862 of 1916; 3115, 3205, 3275, and 3507 of

CUSTOMS REGULATIONS AND TARIFF CHANGES—continued.

1917; 4068 of 1918; 6219 of 1919; and 6467, 6667, 6678, and 6859 of 1920.*

Art. 11.—This Decree shall come into force immediately. SCHEDULE OF EXPORT SURTAXES (ARTICLE 7 OF DECREE No. 7072 OF 29TH OCTOBER).

	Rate of Export Surtax. Escudos, Cts. Per Decalitre.
Alcohol, industrial or denatured	0 20
Almonds	10 per cent. <i>ad valorem.</i>
Articles containing gum lac	10 per cent. <i>ad valorem.</i>
Automobiles	Each. 500 00
Building material (except wood)	10 per cent. <i>ad valorem.</i>
Cables and cord of coconut fibre	Per Kilog. 0 10
Cables and cord of sisal	0 05
Casks and barrels	0 15
Cheese	0 50
Chicory root	0 04
Chemical products, pharmaceutical specialities and medicinal preparations	5 per cent. <i>ad valorem.</i>
Chocolate	3 per cent. <i>ad valorem.</i>
Coal tar	10 per cent. <i>ad valorem.</i>
Colophony	5 per cent. <i>ad valorem.</i>
Copper precipitate	Per Kilog. 0 10
Elderberries	50 per cent. <i>ad valorem.</i>
Figs (green) and locust beans	3 per cent. <i>ad valorem.</i>
Fruits, fresh or dried	10 per cent. <i>ad valorem.</i>
Fruits, crystallised or in sugar	3 per cent. <i>ad valorem.</i>
Flowers, artificial	10 per cent. <i>ad valorem.</i>
Foodstuffs, not specially mentioned	10 per cent. <i>ad valorem.</i>
Garlic	Per Kilog. 0 20
Glue	10 per cent. <i>ad valorem.</i>
Gum resin	20 per cent. <i>ad valorem.</i>
Hides and skins:—	
Seal skins	Per Kilog. 0 20
Cattle hides, calf skins, and hides and skins not specially mentioned	10 per cent. <i>ad valorem.</i>
Horns, bones and other animal waste	Per Kilog. 0 10
Kaolin	50 per cent. <i>ad valorem.</i>
Livestock:—	
Horses and mules	Each. 300 00
Asses	30 00
Draught cattle	200 00
Lobsters and other crustacea, and dried octopus	20 per cent. <i>ad valorem.</i>
Lorries	Each. 200 00
Lupins	Per Kilog. 0 02
Medicinal parts of plants in any form (roots, herbs, flowers, leaves, barks, lichens, fruits and seeds)	10 per cent. <i>ad valorem.</i>
Metals in the rough, in bars, wire or scrap, and metal alloys (<i>see also Tin</i>)	50 per cent. <i>ad valorem.</i>
Metal scrap (scrap iron and scrap of other metals) and cuttings of tinplate	5 per cent. <i>ad valorem.</i>

*The Decrees specified, and other measures affecting the Portuguese export restriction regime, have been noted in the issues of the "Board of Trade Journal" shortly after publication.

CUSTOMS REGULATIONS AND TARIFF CHANGES—continued.

	Rate of Export Surtax, Escudos, Cts.
Metal wares:—	
Wares of iron or steel	5 per cent. <i>ad valorem</i> .
Wares of antimony, lead, copper, tin, zinc, and alloys thereof	50 per cent. <i>ad valorem</i> .
Molasses and similar products	10 per cent. <i>ad valorem</i> .
Oil cake and other feeding stulls from oil seeds	10 per cent. <i>ad valorem</i> .
Oils:—	Per Kilog.
Olive oil (including weight of receptacles)— for Portuguese Colonies	0 20
Olive husk oil, whale oil, fish oil, and other oils not specially mentioned (including weight of receptacles)	0 05
Olives and pulses, preserved	10 per cent. <i>ad valorem</i> .
Onions	Per Kilog. 0 05
Ores:—	Per Metric Ton.
Tin ore	200 00
Wolfram ore	25 00
Copper ore, and other ores not specially mentioned	3 per cent. <i>ad valorem</i> .
Osiers in the rough	Per Kilog. 0 20
Paper	10 per cent. <i>ad valorem</i> .
Pineapples	3 per cent. <i>ad valorem</i> .
Pit props (see under Wood)	
Phormium tenax	3 per cent. <i>ad valorem</i> .
Preserves of fish in oil (including weight of receptacles)	5 per cent. <i>ad valorem</i> .
Preserves of beef, pork, and other (including weight of receptacles)	15 per cent. <i>ad valorem</i> .
Printing type	20 per cent. <i>ad valorem</i> .
Rags of cotton or wool	Per Kilog. 0 15
Rags, linen	0 25
Raw materials for preparing, dressing, print- ing or dyeing yarns, fabrics, hides or skins	50 per cent. <i>ad valorem</i> .
Roots and firewood, not exceeding 90 cm. in length	Per Metric Ton. 80 00
Rubber, balata, gutta-percha, etc., wares, in any state	10 per cent. <i>ad valorem</i> .
Sardines and other fish:—	
Fresh or salted	25 per cent. <i>ad valorem</i> .
In brine (including weight of receptacle). Pressed, dried and medicated (including weight of receptacle)	Per Kilog. 0 05 0 08
Sacks, empty, and covers or bales for packing made from animal fibres	0 50
Sacks made from vegetable fibres	0 05
Silk in cocoons, yarns, waste, loss; marine silk (byssus), raw or yarns; tussah silk raw or yarns	5 00
Straw and other forage	3 per cent. <i>ad valorem</i> .
Strings for musical instruments	10 per cent. <i>ad valorem</i> .
Sulphate of copper	5 per cent. <i>ad valorem</i> .
Sweetmeats of all kinds	5 per cent. <i>ad valorem</i> .
Sweet potatoes	Per Kilog. 0 02
Tartaric acid, tartrates, and refined wine tartars	Per Metric Ton. 48 00
Tartars (wine tartars), crude	16 00
Tea produced in the Islands, exported from Castro's houses in the Islands to Continental Portugal	1 per cent. <i>ad valorem</i> .

CUSTOMS REGULATIONS AND TARIFF CHANGES—continued.

Foreign countries	Rate of Export Surtax Escudos, Cts.
	3 per cent. <i>ad valorem</i> .
	Per Metric Ton
Tin	50 00
Trimmings	10 per cent. <i>ad valorem</i> .
Turpentine, spirits of	5 per cent. <i>ad valorem</i> .
Vegetable fibres, not specially mentioned, raw, yarn, or waste	10 per cent. <i>ad valorem</i> .
Wax	Per Kilog. 0 10
Wine lees, crude	Per Metric Ton. 10 00
Wine and vinegar	Per Decalitre. 0 01
Wine derivatives, except alcohol	0 05
Wool—coarse wool, in the grease or washed	Per Kilog. 0 10
Wool not specially mentioned	30 per cent. <i>ad valorem</i> .
Wood:—	Per Metric Ton.
Wood, common, sawn in pieces for boxes or barrels	10 00
Wood, common, sawn for building purposes, beams and rafters, hewn	48 00
Wood, common, sawn and prepared for planks and boards	20 00
Wood, in the rough, for joiners or coopers (oak, chestnut, walnut, beech, ash, elm, and other)	120 00
Masts for ships, telegraph posts, railway sleepers	150 00
Pit props, with the bark, of a maximum diameter of 30 cm., and up to 2 metres in length	10 00
Wood pulp for the manufacture of paper	10 per cent. <i>ad valorem</i> .
Goods not specially mentioned in this Schedule	1½ per cent. <i>ad valorem</i> .

ROUMANIA.

MODIFICATION OF EXPORT AND IMPORT DUTIES.

On 27th August the Roumanian Legislature passed a Law, which was promulgated on 6th October, authorising the Council of Ministers to impose, increase, reduce, or cancel export or import duties by Royal Decree issued on the proposal of the Minister of Finance and subject to the approval of the Council of Ministers. These taxes, however, are not to exceed 50 per cent. of the value of the goods imported or exported.

Under the provisions of the above Law a Royal Decree was issued on 19th October, fixing the export duties and commission levied on certain goods, at the rates shown below. In many cases (e.g., oils and most cereals) these taxes are the same as those previously in force.

	Export Tax Commission	
	Lej Per wagon of 10 metric tons	Lej each per litre
*Rye	10,000	1,000
Maize	2,200	300
Maize meal and maize heads	2,100	300
Beans	5,000	300
Barley, including heavy barley, and malt	3,500	420
Pearl barley	4,100	1,000
Oats	3,500	300
Millet, husked or unhusked	2,000	300
*Wheat 90m, first quality	20,000	2,000
Tufted vetch	1,500	150
Bran	1,200	150
Dried peas; mustard seed	5,000	600
Ravison	4,000	500
Trefoil seed; lucerne seed	22,000	3,000
Pumpkin seed	25,000	2,000
Linseed and hempseed	27,000	3,000
Sunflower seed	25,000	1,500
Oilcake	1,000	120
Eggs	each 0.60	each 0.02
Spirit	per litre. 4	per litre. 0.50

CUSTOMS REGULATIONS AND TARIFF CHANGES—continued.

	Export Tax. Commission.	
	Li. Per litre. per kilogram. per cubic metre.	Li. Per litre. per kilogram. per cubic metre.
Wine	1.50	0.10
Grape pulp	2	0.30
Timber:		
Fir	90	15
Construction	75	10
Un-squared (pine)	50	10
Bellywood	500	50
Thin, resinous, up to 20 cms. in diameter	40	5
Oak logs	1,500	100
Oak planks	2,500	200
Firewood	30	2
Beech laths	50	10
Beech planks and staves	75	10
Beech sleepers	each. 3	each. 0.20
Charcoal	per kilogram. 0.60	per kilogram. 0.05
Boot lasts	5.40	
	per wagon of 10 metric tons.	
Plaster (gypsum)	2,200	180
Feathers (for pillows)	6,000	420
Cotton waste	7,500	800
	per kilogram.	per kilogram.
Brooms	1.75	0.16
Caviare, black	250	50
Walking sticks, rough	0.90	0.07
Yeast malt	7	0.80
	per wagon of 10 metric tons.	
Ox hair	25,000	2,400
Lubricating grease	6,500	650
Coal tar: pitch	5,000	500
Potatoes, early	6,000	1,000
Wood pulp	5,000	500
Benzine, light	18,000	1,400
Benzine, heavy	18,000	1,200
Kerosene, refined or distilled; gas oil	6,000	740
Spindle oil	6,500	650
Oil for railways, prime extra	7,000	700
Industrial oil, regal 00	8,000	800
Diesel oil, regal 00	9,000	900
Valvoline oils, 0, vegoline oils 00	10,000	1,000
Valvoline oils 00, vegoline oils 000	11,000	1,100
Special oil, vegoline S1	12,000	1,200
Petroleum jelly	8,000	800
	per kilogram.	per kilogram.
Pigs' bristles	15	0.15
Prunes, dried	1	
Prune jam	5	20% ad val.
Apples	10	
Other goods not specified above	20% ad val.	20% ad val.

* See the notice below—"Export of Wheat and Rye Prohibited."

EXPORT OF WHEAT AND RYE PROHIBITED.

H.M. Commercial Secretary at Bucharest reports that the Council of Ministers have decided, by decisions of 11th and 12th October, to prohibit completely the export of wheat and rye, and their derivatives, from Roumania.

SPAIN.

IMPORT AND EXPORT OF CEMENT.

The "Gaceta de Madrid" for 3rd November contains a Royal Order, dated 26th October, which provides that, until further notice, cement (ex Tariff No. 8) may be imported into Spain free from Customs duty, and that, as from 1st December, the export of cement from Spain shall be subject to an export duty of 5 pesetas per 100 kilogs.

PAYMENT OF CUSTOMS DUTIES.

With reference to recent notices under the above heading, it should be noted that the "Gaceta de Madrid" for 31st October contains a Royal Order, dated 30th October, which fixes at 32.15 per cent., for the month of November, the rate of surcharge in respect of import and export duties, Customs fines, etc., paid in Spanish silver coins or in notes of the Bank of Spain.

SWEDEN.

RELAXATION OF EXPORT PROHIBITIONS.

H.M. Representative at Stockholm has forwarded copy and translation of two Swedish Royal Decrees (Nos. 643 and

CUSTOMS REGULATIONS AND TARIFF CHANGES—continued.

674), dated 25th September and 11th October, in virtue of which the prohibition on the exportation from Sweden of the following goods has been withdrawn:—

No. in Swedish Customs Tariff.	Articles.
ex 374	Wool.
1102—4	Linseed oil and linseed oil acid; turp and rapeseed oils, and acids thereof.
1108	Vegetable fats (palm oil, coconut butter, cocoa butter, etc.)
ex 1109	Wool fat and lanoline.
1110	Olein and other oleic acids, not specially mentioned (in the Swedish Tariff).
1111	Stearine (stearic acid).
1113—4	Beeswax and vegetable wax, unmanufactured.
1118	Oil varnish, including bleached linseed oil and so-called "standolja."
ex 1124	Soft soap, Turkey-red oil.
1130	Hydrochloric acid.
1133	Nitric acid.
ex 1134	Boracic acid.
1140	Citric acid and tartaric acid; also tartar and seignette salts, and other tartrates of potassium, sodium and ammonium.
ex 1145	Iodine, potassium iodide, sodium iodide, and ammonium iodide; barium oxide and barium peroxide.
1146	Chloride of lime.
ex 1150	Gypsum, precipitated (calcium sulphate).
1151	Potassium nitrate.
1152	Ammonium nitrate.
1158	Chrome acetate and iron acetate.
ex 1160	Arsenite of potassium and of sodium.
ex 1161	Thorium nitrate and other compounds of rare metallic earths, and tungstic acid.
ex 1163	Zinc sulphate and zinc chloride; nickel oxide, protoxide of nickel, and nickel sulphate; copper oxide and cuprous oxide.
ex 1165	Sugar of lead (lead acetate), white or yellow, and lead vinegar; lead oxide (litharge), and peroxide.
1166	Nitrate of lead.
1167	Quicksilver and alloys (amalgams) of quicksilver.
1168	Lunar caustic (nitrate of silver).
1169	Peroxide of hydrogen.
ex 1172	Chloride of sulphur, sesqui-sulphide of phosphorus, and phosphorus hydride.
1173	Chromium sulphate, chromium chloride, and chromium sulpho-chloride, basic, solid or liquid, containing a variable amount of sodium sulphate or sodium chloride.
1187	Minium (red lead); cobalt oxide.
1193	Cochineal, carmine, sepia, and other animal colours.
1203	Colours, prepared with oil, not specially mentioned (in the Swedish Tariff).

TUNIS.

IMPORT RESTRICTIONS.

Following on the relaxation of the French import restriction regime in July last, the Tunisian import prohibited list has been greatly curtailed by a Beylical Decree, dated 12th August, 1920, and published in the "Journal Officiel" on 22nd September.

The Decree of 10th May last (noted at pages 780-1 of the "Board of Trade Journal" for 10th June) is abrogated, and all goods other than those specified in two Schedules to the present Decree may now be imported without licence. Goods specified in the first Schedule (which is the same as Schedule A of the French Decree of 22nd July, see page 137 of the "Board of Trade Journal" for 29th July) are still prohibited, but provision is made for the issue of import licences in exceptional cases. The second Schedule gives a list of the goods subject to special restrictions or prohibitions already existing, and is the same as Schedule B appended to the Decree of 10th May, with the addition of the following item:—

Tariff No.	Articles.
171	Wine, sour, flat, or damaged, not fit for consumption. (Prohibited—Decree of 2nd July, 1920.)

TARIFF TREATMENT OF GERMAN GOODS.

With reference to the notice under the above heading at page 75 of the "Board of Trade Journal" for 15th July, it

CUSTOMS REGULATIONS AND TARIFF CHANGES—continued.

should be noted that the "Journal Officiel Tunisie" for 25th September contains a Beylical Decree, dated 6th August, which modifies and completes the table of "coefficients of increase" of Customs duty applicable to German goods imported into Tunis. The modifications made by this Decree are identical with those made, as regards the import duties on certain "luxury" goods imported into France, by Schedule B annexed to the French Presidential Decree of 22nd July, published at page 137 of the "Board of Trade Journal" for 29th July.

Goods imported under the special "temporary admission" regime for working up and re-exportation pay only the duties inscribed in the normal Customs Tariff, the "coefficients of increase" not being applied.

A further Beylical Decree, dated 6th September, extends to the duties on German goods imported into Tunis the provision recently applied in France respecting the assessment of duty or gross or net weight. The Decree provides that the duties on German goods shall only be assessed on the net weight when the duty is 60 francs or more per 100 kilograms (the former limit was 10 francs). When the internal packing of such goods is itself dutiable, duty is only to be assessed thereon separately when the duty on the packing is greater by 10 per cent. than that on the contents.

This new provision is applicable to machines and machinery, and pieces and parts of machines, as well as to articles taxed on "half-gross" weight (*poids demi-bruit*), i.e., the weight of the goods and of the interior packing. Yarns, thread, and twine are to pay duty on the weight of the goods and the immediate interior packing.

The new regulation is not, however, to apply to: Compressed or liquefied gases; sugar and its derivatives; or to mineral oils (crude, refined, spirit, heavy oils, and residues), which are to continue to be assessed as in the past.

Openings for British Trade.

NOTICE TO MANUFACTURERS AND EXPORTERS.
—British firms may obtain the names and addresses of the persons or firms referred to in the following notices of "Openings" by applying to the Department of Overseas Trade, and quoting the specific reference number and country.

In cases of doubt or difficulty in regard to restrictions on trading, reference should be made personally or by letter to the Department of Overseas Trade (Development and Intelligence), 35, Old Queen Street, London, S.W. 1.

Applications for names and addresses must be sent to the Department of Overseas Trade, except where otherwise stated.

BRITISH EMPIRE.

UNITED KINGDOM.

MARKET SOUGHT FOR SILICA STONE FOR GRINDING MACHINERY.—An enquirer seeks purchasers of silica-stone for grinding-machinery. Particulars may be obtained at the Department of Overseas Trade, 35, Old Queen Street, Westminster, S.W. 1. (Reference No. 641.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

AUSTRALIA.

SUPERVISING AGENT IN AUSTRALIA FOR ENGINEERING LINES. A mechanical engineer, with many years' experience of trade conditions in Australia, offers his services to British engineering firms in the capacity of a supervising agent, for the whole of Australia. The enquirer wants agencies for all engineering lines, including pumping plants, machine tools, agricultural machinery, etc. (Reference No. 642.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

TENDERS INVITED

MACHINERY, PLANT, ETC., FOR RAILWAYS.—The Officer-in-Charge of the Office of H.M. Senior Trade Commissioner in Australia has forwarded copies of the specifications, and conditions and form of tender in connection with calls for tenders by the Victorian Government Railways as follows:—

- Machine Thread. (Contract No. 33,634.)
- Tenders close at 11 a.m., 17th November (Melbourne).
- High Speed Tool Steel. (Contract No. 33,643.)
- Tenders close at 11 a.m., 1st December (Melbourne).
- Double Wheel Lathe. (Contract No. 33,608.)
- Tenders close at 11 a.m., on 22nd December (Melbourne).
- Two Portable Plants for Tie Tamping. (Contract No. 33,550.)
- Coil Winding Machines. (Contract No. 33,616.)
- Tenders close at 11 a.m., on 29th December (Melbourne).
- Car Journal Lathe. (Contract No. 33,609.)
- Gap Bed Lathe. (Contract No. 33,614.)
- Tenders close at 11 a.m., on 5th January (Melbourne).

OPENINGS FOR BRITISH TRADE—continued.

Sealed tenders on the proper forms, will be received by the Victorian Railways Commissioners, Spencer Street, Melbourne, up to the dates specified for the closing of above tenders. Tenders must be accompanied by a preliminary deposit of $\frac{1}{2}$ per cent. of the total amount of the offer. Local representation is necessary.

Copies of the above-mentioned specifications, etc., may be consulted by British firms interested at the Department of Overseas Trade, 35, Old Queen Street (Room 59), Westminster, S.W. 1, and at the Enquiry Office of the Department of Overseas Trade, 73, Basinghall Street, London, E.C. 2.

It will be observed that the time for the receipt of tenders is limited, and this intimation, therefore, will be of use only to firms having agents in the Commonwealth, who can be instructed by cable.

SWITCHBOARDS.—The Officer-in-Charge has also forwarded copies of the specification, conditions of contract, and form of tender in connection with a call for tenders by the Deputy Postmaster-General's Department, Melbourne, for the supply and delivery of switchboards. (Schedule No. 1653.)

Sealed tenders, on the proper forms, will be received up to 4th January, 1921, by the Deputy Postmaster-General, Melbourne. A deposit of 2 per cent. on the first £500 and of 1 per cent. on the amount above that sum, is required with each tender (minimum deposit £2). The tenderer, if not resident in Australia, or if a company registered outside the Commonwealth, must name an agent in Australia to receive notifications of acceptance and other notices under the contract.

The above-mentioned copies of the specification, etc., may be consulted by British firms interested at the Department of Overseas Trade, 35, Old Queen Street (Room 59), Westminster, S.W. 1, and at the Department of Overseas Trade, 73, Basinghall Street, London, E.C. 2.

It will be observed that the time for the receipt of tenders is limited, and this intimation, therefore, will be of use only to firms having agents in the Commonwealth, who can be instructed by cable.

TESTING AND TELEGRAPH INSTRUMENTS.—The Imperial Trade Correspondent at Brisbane has forwarded a copy of the specification, general conditions of contract, and form of tender in connection with a call for tenders by the Deputy Postmaster-General's Department, Queensland, for the supply and delivery of testing and telegraph instruments. (Schedule No. 517.)

Sealed tenders, on the proper forms, will be received by the Deputy Postmaster-General, Brisbane, up to noon on 19th January, 1921. A deposit of 2 per cent. on the first £500 and of 1 per cent. on the amount above that sum is required with each tender (minimum deposit £2). The tenderer, if not resident in Australia, or if a company registered outside the Commonwealth, must name an agent in Australia to receive notifications of acceptance and other notices under the contract.

The above-mentioned copy of the specification, etc., may be consulted by British firms interested at the Department of Overseas Trade, 35, Old Queen Street (Room 59), Westminster, S.W. 1.

It will be observed that the time for the receipt of tenders is limited, and this intimation, therefore, will be of use only to firms having agents in the Commonwealth, who can be instructed by cable.

TURBO-ALTERNATOR (100,000 K.W.).—The Imperial Trade Correspondent at Brisbane has also forwarded a copy of the specification, drawings, conditions of contract and tender form in connection with a call for tenders by the City Electric Light Company, Ltd., Brisbane, for the supply and delivery of one 10,000 k.w. turbo-alternator. (Contract No. 74.)

A charge of one guinea is made for the specification and for each additional copy required. The amounts must be paid to the City Electric Light Company, Ltd., before the tender form or the specification can be obtained from the office of the company. Specifications may be consulted free of charge.

Sealed tenders on the proper forms will be received up to 3 p.m. on 20th January, 1921, by the Engineer and Manager, at the Office of the City Electric Light Company, Ltd., Brisbane. Local representation is necessary.

The above-mentioned copy of the specification, etc., may be consulted by British firms interested at the Department of Overseas Trade, 35, Old Queen Street (Room 59), Westminster, S.W. 1.

It will be observed that the time for the receipt of tenders is limited, and this intimation, therefore, will be of use only to firms having agents in the Commonwealth, who can be instructed by cable.

CANADA.

HARDWARE, OILCLOTH, SPORTING GOODS, ETC.—A large selling organisation in Ottawa desires to obtain the representation of United Kingdom manufacturers of brass and copper tubing and rods, brass and enamelled name plates, cutlery, galvanized wire, galvanized and black sheets, tin plate and sheets, wire cloth and Brattice cloth, wire netting, crucibles, firebrick and fireclay, glue, oilcloth, and sporting goods, on a commission basis, for the whole of Canada, or any particular area thereof. (Reference No. 643.)

ADJUSTABLE SPANNERS, PLIERS.—A firm in Toronto desire to obtain the sole selling agency for a line of British-made adjustable spanners, also for a line of pliers on a commission basis, for the whole of Canada. (Reference No. 644.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

OPENINGS FOR BRITISH TRADE—*continued.*

ENQUIRIES AT OFFICE OF HIGH COMMISSIONER FOR CANADA.

The following enquiries have been received at the Office of the High Commissioner for Canada, 19, Victoria Street, London, S.W.1. All replies should be sent direct to the foregoing address.

SMOKERS' SUNDRIES.—A Western Canada firm, who report a large opening there for clay pipes and all other smokers' sundries, ask to be placed in touch with United Kingdom manufacturers seeking agents at Calgary.

STAPLE GROCERY LINES.—A Calgary firm desire to secure the agency, for the Province of Alberta, of United Kingdom manufacturers of staple grocery lines such as jams, jellies, marmalades, confectionery, etc.

MARKET SOUGHT FOR CANNED SALMON.—A correspondent at Vancouver, British Columbia, engaged in the exportation of canned salmon, would like to establish connections with a reliable firm of brokers in Great Britain.

ENQUIRIES AT OFFICE OF CANADIAN TRADE COMMISSIONER.

The following enquiries have been received at the Canadian Government Trade Commissioner's Office, Portland House, 73, Basinghall Street, London, E.C.2, whence further information may be obtained:—

MARKETS SOUGHT.

CANNED SALMON.—A commission merchant in Montreal is in a position to offer British Columbia canned salmon for export, and would be glad to hear from United Kingdom buyers interested.

DINING ROOM CHAIRS, ROCKING CHAIRS, ETC.—An Ontario company specialising in the manufacture of dining room and other chairs, and also rocking chairs, mainly in oak, all of which can be shipped in knock-down condition, is desirous of arranging for the sale of their goods in the United Kingdom.

NEW ZEALAND.

GROCERIES, PROVISIONS AND HARDWARE.—A Christchurch agent desires to get into touch with United Kingdom manufacturers of groceries, provisions and hardware, with a view to representing them as agent in New Zealand. He prefers to work on commission, but would purchase goods outright, if necessary. The enquirer has had experience, more particularly in grocery lines, and was for 15 years sales manager for an important New Zealand house. (Reference No. 645.)

HARDWARE, BOOTS, TEXTILES, DRUGGISTS' SUNDRIES, FANCY GOODS, PAINTS, AND OILS, ETC.—A New Zealand business man, who is at present in this country, desires to be placed in communication with United Kingdom manufacturers of hardware, boots, textiles, druggists' sundries, fancy goods, paints and oils, specialties, patents, etc. The enquirer claims to have 25 years' experience of the Dominion and to be favourably known throughout both islands. He can submit the highest credentials to firms interested in his proposals. (Reference No. 646.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

TENDERS INVITED.

ELECTRICAL PLANT.—The Imperial Trade Correspondent at Dunedin has forwarded particulars of a call for tenders for electrical plant by the Dunedin City Corporation. The plant required includes a 5,000 kilowatt generator and impulse water-wheel, four 2,000 kilowatt step up and down transformers and 2,163 ft. of riveted steel pipe line. Tenders will be received at Dunedin up till 21st June, 1921. A copy of the specifications and form of tender may be seen on application to Room 43, Department of Overseas Trade, 35, Old Queen Street, Westminster, S.W.1.

SOUTH AFRICA.

SOFT GOODS AND FOOTWEAR. A firm at Port Elizabeth desire to secure additional agencies for soft goods and footwear, particularly white canvas shoes, slippers, and children's small wear. A representative of the firm is at present in this country, and is prepared to interview firms interested. (Reference No. 647.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

TENDERS INVITED.

DRILLING CABLE.—The "Union of South Africa Government Gazette" of 8th October, announces that the Department of Irrigation invite tenders for the supply of 65,000 feet, or less, of 1½ inch to 2 inch diameter hawser laid Manila Drilling Cable, guaranteed to withstand a breaking strain of 16,000lb.

Delivery to commence within four months of the date of the acceptance of the tender.

Any further particulars may be obtained upon application to the Storekeeper, Irrigation Department, Munnar Street, Pretoria.

Sealed tenders will be received by the Chairman of the Union Tender Board, Union Buildings, Pretoria, up to 3 p.m. on 1st December.

BRITISH WEST INDIES.

ROPE, HARDWARE, EMBROIDERY AND COTTON PIECE-GOODS.—The manager of the branch at Georgetown, British Guiana, of a firm of commission agents at Kingston, Jamaica, desires to obtain for his principals the representation of United Kingdom manufacturers and suppliers of rope, general

OPENINGS FOR BRITISH TRADE—*continued.*

hardware, embroidery and cotton piece-goods for the whole of the British West Indies. (Reference No. 643.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

EGYPT.

TENDERS INVITED.

IRON OR MILD STEEL BARS.—The Egyptian War Department are calling for tenders for iron or mild steel bars.

Tenders are due on 24th November, and are to remain open for seven days.

Particulars can be obtained from Sir A. L. Webb, K.C.M.G., Queen Anne's Chambers, Westminster, S.W.1.

RHODESIA, ETC.

SOFT GOODS, BOOTS.—A Bulawayo firm desire to secure the representation of United Kingdom firms for the following lines:—Drapery, blankets, Nottingham lace, dress materials (washing), Manchester goods (washing), men's clothing, shirts, underclothing, macintoshes and boots. (Reference No. 649.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

UGANDA.

TENDERS INVITED.

ERECTION OF BUILDINGS.—The "Official Gazette" of the Uganda Protectorate of 30th September announces that the Director of Public Works, Uganda, is prepared to receive applications from contractors and others who are in a position to tender for the erection of buildings in Uganda in accordance with the Government type plans and specifications.

Communications should be addressed in the first instance to the Director of Public Works, Public Works Department, Entebbe.

EUROPE.

BELGIUM.

COTTON YARNS AND THREADS, AND WOOLLEN CLOTH.—A Belgian firm residing in Brussels, with extensive commercial experience, desire to secure, for the whole of Belgium, the agency, on commission, of United Kingdom firms manufacturing cotton yarns and threads, and woollen cloth. (Reference No. 650.)

PAPER AND CARDBOARD.—A Belgian agent in Brussels, with a long experience in the paper, etc., trade, desires to secure, for the whole of Belgium, the agency, on commission, of United Kingdom firms manufacturing paper and cardboard. (Reference No. 651.)

MOTORS AND ACCESSORIES FOR MOTOR BOAT, MOTOR CYCLE, AND MOTOR CAR TRADES.—A Belgian firm with a capital of 4,000,000 francs, occupying a first-class position in the engineering motor and cycle trade in Flanders desires to secure the agency, on commission, of United Kingdom firms manufacturing motors for motor boats, and all accessories for motor boat, motor cycle and motor car trades. The firm would also be prepared to buy direct. (Reference No. 652.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

BULGARIA.

DRIVING BELTS, LENGTH OF RAILWAY TRACK.—In connection with the projected erection of large flour mills at Bourgas, Bulgaria, certain supplementary material, such as driving belts for power transmission, and a length of railway track with necessary sleepers, will probably be required. Offers in this connection should be made to the Credit Central, 6, Rue Francois Ier Paris, which company is stated to be dealing with the requirements of this scheme.

DENMARK.

CASH CONTROLLING APPARATUS: PATENT RIGHTS OFFERED.—A Danish holder of certain patent rights relating to improvements in cash controlling and cash checking apparatus is desirous of getting into touch with British firms interested in the production of such machines, with a view to arriving at an arrangement for the utilisation of the patent rights held by him. The applicant claims to have invented something absolutely new in cash controlling apparatus. (Reference No. 653.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

NORWAY.

HOSIERY AND HOSIERY UNDERWEAR.—A firm of wholesale commission agents in Bergen is desirous of representing British manufacturers of men's hosiery and hosiery underwear. (Reference No. 654.)

HARDWARE.—A firm of wholesale commission agents in Bergen is desirous of representing British manufacturers of hardware. (Reference No. 655.)

OPENINGS FOR BRITISH TRADE—continued.

WOOLLEN PIECE-GOODS.—A firm of wholesale commission agents in Bergen desire to represent British manufacturers of woollen piece-goods. (Reference No. 656.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

ROUMANIA.

HIDES AND SKINS, QUEBRACHO, DYES, MACHINERY, OILS, ALBUMEN, ETC.—A firm of leather manufacturers in Cluj (previous known as Kolosvar and Klausenburg), Transylvania, desires to be put into communication with British suppliers of the following articles: Indian hides and skins, quebracho, aniline dyes, tanning or leat dressing machinery, machinery for the manufacture of boots and driving belts, spare parts, fish oil and bone oil, egg and blood albumen. (Reference No. 657.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

SPAIN.

CEREALS, SULPHATE OF AMMONIA, ETC.—The Commercial Secretary to H.M. Embassy, Madrid, reports that a well-known commission agent of Valencia is anxious to represent British firms as a commission agent in the handling of cereals, sulphate of ammonia, jute, oil seeds, grease and oil generally. (Reference No. 658.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

TENDERS INVITED.

MOTOR AMBULANCES.—The "Gaceta de Madrid" of 23rd October, notifies that tenders are invited by the Madrid Corporation for the supply of six motor ambulances, of which three are to be provided with four stretchers each and the other three fitted up for the carriage of clothes and personal effects. The maximum price of each ambulance is put at 20,000 pesetas.

Sealed tenders, made out on stamped paper, and accompanied by drawings and descriptions, as well as by a certificate of the deposit in the General Deposit Bank or in the Municipal Treasury of 5 per cent. of the total value of the offer, will be received at the "Registro General de la Secretaria del Excmo. Ayuntamiento," Madrid, up to 22nd November. It should be noted that a 10 per cent. preference in price will be given to Spanish firms.

Further particulars (in Spanish) may be consulted by United Kingdom firms interested, on application to the Department of Overseas Trade, 35, Old Queen Street (Room 48), Westminster, S.W.1.

SWITZERLAND.

MOTOR-CAR TYRES.—A Swiss agent established at Oerlikon Canton, Zurich, who has recently given up his agency for American tyres on account of the difficulty in obtaining quick delivery, now wishes to secure the representation of a British manufacturer of motor-car tyres for the whole of Switzerland, preferably on a commission basis. (Reference No. 659.)

HEAVY AND LIGHT CHEMICALS AND DRUGS.—A Swiss commission agent established at Zurich desires to obtain the representation, for the whole of Switzerland, of British manufacturers and exporters of heavy and light chemicals and drugs. (Reference No. 660.)

CHUTNEYS, CURRY POWDER, CONDIMENTS, JAMS, ETC.—A Swiss agent established at Zurich, who is reported to be very capable and reliable, desires to obtain the representation, for the whole of Switzerland, preferably on commission, but also on a consignment basis, of British manufacturers and exporters of chutneys, curry powder, condiments, jams, or any other British specialties in the provision line. He is also prepared to import for his own account. (Reference No. 661.)

SMALL PATENTED ARTICLES, INDIAN RUBBER HEELS, PADLOCKS, PENCILS, BUTTONS, ETC.—A Swiss agent established at Alstetten, Zurich, desires to obtain the representation, for the whole of Switzerland, preferably on a commission basis, of British manufacturers of small patented articles of any description. (Reference No. 662.)

WOOLLENS SCOTCH TWEEDS, HOMESPUNS, ETC., VELVETS, SEALSKINS, MANCHESTER GOODS, HOSIERY, UNDERWEAR, KNITTED GOODS.—A Swiss commission agent established at Zurich desires to obtain the representation for the whole of Switzerland, of British manufacturers of woollens (Scotch tweeds, homespuns, etc.) for men's and women's wear, velvets, sealskins, Manchester goods, hosiery, underwear, and knitted goods. (Reference No. 665.)

The Acting British Consul General at Zurich reports the receipt of the following enquiry:—

HIGH CLASS STATIONERY, CRYSTAL GOODS.—A commission agent established at Zurich, who is stated to have had considerable experience as a traveller in stationery and to possess first class business connections throughout Switzerland, desires to obtain the representation of British manufacturers and exporters of artistic paper, high class writing paper, and also of crystal goods. (Reference No. 664.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

OPENINGS FOR BRITISH TRADE—continued.

AFRICA.**ALGERIA.**

AGENT'S SERVICES OFFERED.—A business man in Algiers, who intends shortly to visit the United Kingdom, wishes to represent British manufacturers. He is prepared to interest himself in any line which may appear promising, other than textiles and goods of a perishable nature. (Reference No. 665.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

UNITED STATES OF AMERICA

GALALITH SUBSTITUTE MATERIAL, MOTHER-OF-PEARL SHELL, TORTOISE-SHELL, HORN, IVORY, AND IVORY NUTS, REEDS, AND RATTANS.—An American firm of importers established in New York City, are anxious to get into touch with British exporters of galalith substitute material, mother-of-pearl shell, tortoise-shell, horn, ivory and ivory nuts, reeds and rattans, with a view to representing them in the U.S.A., on a commission or consignment basis. This firm is understood to be in a position to cover all the territory in that country. (Reference No. 666.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

LATIN AMERICA.**PERU.**

CEMENT, CARPETS, HARDWARE, LEATHER.—An English firm of good commercial standing and highly recommended for agencies by H.M. Consular Officers, having head office in Valparaiso, and branches in Iquique and Lima desire to obtain the agency for Peru of manufacturers or merchants dealing in cement, carpets, hardware, and leather. (Reference No. 667.)

ENGINEERING AND ALLIED LINES.—A business man who is shortly returning to Peru is desirous of getting into touch with British firms, principally in the engineering and allied lines, with a view to representation in that country. (Reference No. 668.)

Applications for names and addresses must be sent to the Department of Overseas Trade.

URUGUAY.**TENDERS INVITED.**

ELECTRIC GENERATING PLANT (10,000 K.W.).—H.M. Minister at Montevideo reports that the Management of the Usinas Eléctricas de Montevideo has issued a call for tenders for the construction, delivery and erection of a 10,000 kilowatt generating plant, with surface condensers. The plant comprises:—

- (1) A steam turbine directly coupled to a 3-phase alternator and exciting dynamo, with all the necessary accessories, including steam supply pipes and cable connection to the distributing board.
- (2) A surface condensing plant for the above, with air and hot water pumps, and the other necessary accessories.

Tenders must be delivered to the Management of the Usinas Eléctricas de Montevideo by 11 a.m. on 14th January, 1921.

A copy of the conditions of tender and specification (in Spanish) may be consulted on application to the Department of Overseas Trade, 35, Old Queen Street (Room 48), Westminster, S.W.1, up to 4th December, after which date it may be borrowed by United Kingdom firms who are unable to send a representative to inspect it in the Department.

Government Notices affecting Trade.**EXPORT SECTION.****REMOVAL FROM LISTS OF PROHIBITED EXPORTS.**

The Board of Trade (Licensing Section) announce that, as from 11th November, 1920, the undermentioned will be removed from Lists "A" and "B" of Prohibited Exports:—
Milk, sweetened, condensed or preserved.

ISSUE OF OPEN GENERAL LICENCE.

The Board of Trade (Licensing Section) announce that an Open General Licence has been issued with effect from 11th November, 1920, for the export of:—

Soap	Containing not more than 20 per cent. Coal
Ointment	Tar Derivatives.
Tooth powder	
Disinfectant (powder or liquid)	

GOVERNMENT NOTICES AFFECTING TRADE—continued.

POSTAL SECTION

AIR MAIL CHANGES.

The Postmaster-General announces that, on and from Monday, 1st November, the Brussels Air Mail leaves Crickie-wood Aerodrome at 12.30 p.m. instead of 1.30 p.m., and the Air Mail Service to Amsterdam will cease for the winter. The latest times of posting in London for the Brussels Air Mail will be as follows:—

(a) *Unregistered letters handed over the counter at certain Post Offices:—*

	a.m.
General Post Office	11.30
Parliament Street Branch Office	11. 0
Lombard Street Branch Office	11.15
Threadneedle Street Branch Office	11.15
Charing Cross Branch Office	11.20
Western Central District Office	11.40
Western District Office	11.15
South-Western District Office	11.15
South-Eastern District Office	9. 0

(Registered letters must be handed in five minutes earlier in each case.)

(b) *Letters posted in public letter boxes.*—The latest times of posting in each district will be somewhat earlier than those given above. Precise information may be obtained at the District Office.

In the Provinces information as to the latest time of posting should be sought from the Postmaster.

Letters for Brussels sent by Air Mail will in normal course be delivered late the same afternoon, and those for Antwerp, if prepaid for express delivery, the same evening. Letters for other places in Belgium will normally be delivered by first post next morning. Earlier delivery by from 6 to 24 hours can be obtained for letters for South Germany (Frankfort, etc.), Austria and Hungary, posted in London on the day of despatch or in the provinces on the previous day too late for the Night Mail to London. Letters for North Germany, Denmark, Sweden, and Norway will no longer be benefited.

GENERAL SECTION.

COAL EMERGENCY ORDERS REVOKED.

COAL (EMERGENCY) ORDER, 1920; LIGHTING, HEATING AND POWER (EMERGENCY) ORDER, 1920; GAS AND COAL (EMERGENCY) ORDER, 1920; COAL AND FUEL (EMERGENCY) ORDER, 1920.

I, William Clive Bridgeman, Secretary for Mines, hereby declare that the state of emergency as contemplated by (Clause 1 of the Coal (Emergency) Order, 1920, has ceased to exist, and I therefore give notice that, as from the date of this declaration, the terms and provisions of all the above named Orders shall cease to have effect:

Provided always that this declaration and notice shall not affect or prejudice any matter or thing done or suffered, proceeding taken or liability incurred under the said Orders, or any of them, during or in respect of the time prior to the date hereof.

W. C. BRIDGEMAN,
Secretary for Mines.

Dated this 4th day of November, 1920.

GAS METERS ORDER.

The Board of Trade, under the powers conferred by Section 11 of the Gas Regulation Act, 1920, have determined that the fees for the examination, comparison, and testing with or without stamping, of meters, shall be as stated in the Schedule hereto annexed, in lieu of the fees fixed by Section 19 of the Sale of Gas Act, 1859.

This Order shall come into operation on the 1st day of January, 1921.

N. A. PAYNE,
A Secretary of the Board of Trade.

3rd November, 1920.

SCHEDULE.

	s.	d.
For all meters with a measuring capacity up to 50 c. ft. per hour (as indicated on the meter by the maker)	1	0
For each additional 100 c. ft. or part thereof in the case of a dry meter	0	6
Or in the case of a wet meter	0	9

GOVERNMENT NOTICES AFFECTING TRADE—continued.

NON-FERROUS METAL INDUSTRY ACT: LICENCES.

Notice is hereby given, in accordance with Section 1, Sub-Section 7, of the Non-Ferrous Metal Industry Act, 1918 (7 and 8 Geo. 5, Ch. 67), and No. 11 of the Statutory Rules and Orders No. 265 of 1918 (Non-Ferrous Metal Industry), that licences under the Non-Ferrous Metal Industry Act have been granted by the Board of Trade to the under-mentioned companies, firms or individuals:—

- Alexander and Company, Limited, H., 44-46, Leadenhall Street, E.C. 3.
- Anglo-Asiatic Company, Ltd., The, 41, Eastcheap, E.C. 3.
- Diény and Lucas, 329, High Holborn, W.C. 1.
- Reynolds and Company, J., 10, Beech Street, Liverpool.
- St. Ives Mines, Limited, 214, High Holborn, W.C. 1.

PATENTS IN CYPRUS.

With reference to the notice which appeared in the "Board of Trade Journal" of 17th June, 1920, the Board of Trade have been informed that the Cyprus Patent Law, 1920, was brought into force on 1st September, 1920.

PATENTS AND DESIGNS ACTS, 1907 AND 1919—LICENCES OF RIGHT.

Notice is hereby given that, by virtue of the provisions of Section 24 of the Acts, Letters Patent No. 112143, bearing date 22nd November, 1916, and granted to Carl Pauli for an invention entitled "An improved mechanical hammer," was endorsed "Licences of Right" on the 3rd day of November, 1920.

W. TEMPLE FRANKS,
Comptroller-General.

WEIGHTS AND MEASURES ACT, 1904.

NOTICE No. 1691.

The Board of Trade have examined and tested a pattern of a combined self-indicating and compound lever counter weighing machine (of the capacity of 112 lb.), with chart indication and loose weight pillar, for general purposes, of the form herewith shown, submitted to the Department



under the provisions of Section 6 of the above Act, and have issued a certificate (No. 122) that the pattern is not such as to facilitate the perpetration of fraud. This pattern differs from the one referred to in Notice No. 164, dated January, 1920, by the substitution of glass plates for brass body panels.

Board of Trade, Standards Department
Old Palace Yard, Westminster.
September, 1920.

UNITED KINGDOM.

FOREIGN TRADE IN OCTOBER.

The merchandise imported into the United Kingdom in October was valued at £149,889,000, this amount being less than the total recorded for September by £2,803,000, and notably smaller than the value for any other month since November, 1919. The October exports of produce and manufactures of the United Kingdom were valued at £112,295,000, a decrease of £5,161,000, compared with the total for September, and the lowest monthly total since April. The foreign and colonial merchandise exported in October was valued at £16,134,000, an increase of £2,783,000 on the total value of such exports in September.

In considering the comparison between the value of our foreign trade in October and in September, it will be noted that the effects of the stoppage of supplies of coal after 16th October are not strongly marked in the figures. In this connection the note prefixed to the Monthly Accounts should not be overlooked, in which it is pointed out that, as a consequence of the allowance of time accorded to merchants for filing their records of goods imported and exported, the accounts relating to any month afford an incomplete record of the trade of the last ten days of each month, while they include the delayed records of the end of the preceding month. Any slackening of foreign trade as a consequence of the coal strike may, accordingly, produce a larger effect on the figures for November than on those for October, apart from the consequences arising from delay in resumption of manufacturing activity after the re-opening of the coal pits.

The records of the movements of shipping during October, however, show the effects of the strike in a very marked manner. In the tonnage of vessels entered from abroad with cargoes not much varying from the September figure is found, the latter being 3,260,000 tons, and the decrease in October only 2,000 tons. The tonnage cleared with cargoes fell from 3,019,000 tons in September to 2,646,000 tons in October. The decrease of 373,000 tons occurred mainly at the coal ports, and mainly in the period following the stoppage of the pits. The coastwise shipping movement was nearly one-third less in October than in September, and the second half of October contributed only about half as much to the month's aggregates as did the first half. The reduction is, then, in the main traceable to the immediate effects of the strike.

THE VALUE OF TRADE.

The following table gives, under the three principal classes of articles, the values for October and September, 1920, and for the ten months ended October, 1920 and 1913:

	Food, Drink, and Tobacco	Raw-Materials Articles mainly unmanu- factured.	Articles mainly manu- factured.	Total, includ- ing Animals and Parcel Post.
	Thousand £	Thousand £	Thousand £	Thousand £
October, 1920 :—				
Imports	69,168	44,299	36,267	149,889
Exports—				
British	4,678	9,632	95,701	112,295
Foreign & Colonial	4,905	7,961	4,444	16,114
September, 1920—				
Imports	67,269	44,557	40,573	152,692
Exports—				
British	4,311	9,515	102,216	117,456
Foreign & Colonial	5,691	5,418	4,317	15,351
Ten Months ended 31st October, 1920 :				
Imports	647,551	616,327	384,315	1,650,753
Exports—				
British	42,328	123,979	938,220	1,119,574
Foreign & Colonial	37,861	113,096	45,558	196,592
Ten Months ended 31st October, 1913 :				
Imports	242,402	216,106	168,819	629,476
Exports—				
British	26,629	54,803	347,385	437,385
Foreign & Colonial	13,325	53,453	25,055	91,919

The October imports of food, drink, and tobacco were valued at £1,899,000 more than those of September, the increase being mainly due to an increase of £730,000 in the total for meat, and of £2,272,000 in the total for food and drink subject to Customs duty. The value of grain and flour imported in October was £1,942,000 less than the total for the preceding month.

For articles classed as raw materials and mainly unmanufactured, the value of the October imports was less by £258,000 than the total for September. The following important differences are shown:—Iron ore and scrap, £296,000 decrease; wood and timber, £811,000 decrease; flax, £403,000 decrease; hemp, £312,000 decrease; jute, £376,000 increase; flax or linseed, £537,000 increase; palm kernels, £1,153,000 increase; and vegetable oils, other than essential, £233,000 decrease. The October total for imports of raw

UNITED KINGDOM : FOREIGN TRADE IN OCTOBER

continued.

materials and articles—mainly unmanufactured—is less than that for any month since the middle of last year.

In the total value of imports of articles wholly or mainly manufactured, a decrease of £4,306,000 is recorded in October in comparison with the value for September, the following important decreases being shown:—Non-ferrous metals and manufactures thereof, £1,250,000; woollen and worsted yarns and manufactures, £484,000; silk and silk manufactures, £346,000; jute manufactures (other than cordage, cables, ropes and twine), £200,000; chemicals, drugs, dyes and colours, £515,000; refined petroleum, £782,000; paper and cardboard, £426,000; and motor cars and parts thereof, £779,000. An increase of £478,000 is shown in the value of iron and steel and manufactures thereof, and of £277,000 in the value of machinery imported.

EXPORTS.

The exports of coal in October amounted to 1,417,000 tons, valued at £6,108,000, an average of 86s. 2d. per ton, compared with 1,476,000 tons in September, valued at £6,623,000, or 89s. 6d. per ton. The exports of produce and manufactures of the United Kingdom, classed as wholly or mainly manufactured, amounted to £6,515,000 less than the value of such exports in September, the following decreases being recorded:—Coke and manufactured fuel, £712,000; cotton yarns and manufactures, £5,553,000; woollen and worsted yarns and manufactures, £842,000; apparel, £312,000; chemicals, drugs, dyes and colours, £122,000; and ships and boats, £1,626,000. Iron and steel and manufactures thereof were more by £1,579,000; non-ferrous metals and manufactures thereof by £342,000; machinery by £704,000; and paper and cardboard by £211,000. The exports in October of foreign and Colonial merchandise, compared with the values for September, show an increase of £757,000 in meat, of £1,033,000 in sheep's and lambs' wool, and of £373,000 in undressed hides and skins.

TRADE FOR TEN MONTHS.

The value of the imports during the ten months ended 31st October exceeded by £331,277,000, or 25 per cent. the corresponding value for 1919. Compared with the value for the ten months of 1913, an increase of £1,021,277,000, or over 162 per cent., is shown. The value of food, drink, and tobacco was £50,551,000 greater than in 1919, of raw materials and articles mainly unmanufactured, £139,396,000 greater, and of articles wholly or mainly manufactured, £142,655,000 greater. The value of non-dutiable articles received by parcel post was less by £1,347,000 than in the ten months of 1919. The following important increases are recorded: Grain and flour, £74,138,000; sugar, £20,434,000; wood and timber, £11,819,000; raw cotton and cotton waste, £81,417,000; flax, hemp and jute, £11,928,000; paper-making materials, £14,791,000; iron and steel and manufactures thereof, £12,130,000; woollen and worsted yarns and manufactures, £14,174,000; silk and silk manufactures, £14,272,000; chemicals, drugs, dyes and colours, £11,868,000; refined petroleum, £21,693,000; paper and cardboard, £16,990,000; and motor cars and parts thereof, £17,172,000. A decrease amounting to £38,618,000 is recorded in the value of meat imported in the ten months, and of £14,182,000 in the value of leather imported.

The exports of produce and manufactures of the United Kingdom in the ten months, compared with the total for a year earlier, show an increase of £199,166,000, or 80 per cent., and of £682,188,000, or nearly 156 per cent., compared with the value for the ten months of 1913. The exports of coal in the ten months of the present year were valued at £19,365,000 more than the exports in the corresponding period a year earlier, when the average export value was 44s. 1d. per ton, as against an average of 79s. 6d. per ton during the current year. The quantity of coal exported has been 8,299,000 tons less during 1920 than in the ten months of 1919.

An export value of £938,220,000 is recorded for articles wholly or mainly manufactured, as against a total of £499,441,000 for the ten months of 1919, an increase of nearly 88 per cent. Increases are shown in all groups of articles in this class, iron and steel and manufactures thereof accounting for £56,908,000 of the increase, machinery for £24,663,000, cotton yarns and manufactures for £154,573,000, woollen and worsted yarns and manufactures for £40,652,000, other textile manufactures for £19,826,000, apparel for £22,878,000, and ships and boats for £17,620,000.

Exports of foreign and Colonial merchandise in the ten months show an increase of £78,699,000, compared with the value for 1919. The value of raw cotton re-exported was greater by £25,028,000, of sheep's and lambs' wool by £20,093,000, of undressed hides and skins by £5,054,000, and of rubber by £3,300,000.

UNITED KINGDOM: FOREIGN TRADE IN OCTOBER.

—continued.

The total value of the imports in the ten months exceeded that of the exports by £331,587,000 in 1920, being £581,176,000 in 1919, and by £100,172,000 in 1913.

ESTIMATED WEIGHT OF IMPORTS.

The weight of the merchandise imported into the United Kingdom in October is estimated at 4,076,000 tons, being 85,000 tons less than the estimate for September, 1920, and 1,441,000 tons less than the estimate for October, 1913.

	Oct. 1913.	Oct. 1919.	Oct. 1920.
	Tons.	Tons.	Tons.
Food, drink and tobacco	1,785	1,437	1,511
Raw materials and articles mainly unmanufactured	2,951	2,135	1,945
Articles wholly or mainly manufactured	780	560	620
Animals, not for food, and parcel post	1	less than	500 tons.
Total	5,517	4,132	4,076
Net tonnage of shipping entered with cargoes	4,487	2,881	3,258

Nearly 70 per cent. of the decrease in the weight of the imports as compared with October, 1913, is recorded in raw materials and articles mainly unmanufactured, wood and timber accounting for a decrease of 664,000 tons, iron ore and scrap for a decrease of 123,000 tons, raw cotton and cotton waste for a decrease of 82,000 tons, and oil seeds, nuts, oils, fats, resins, and gums for a decrease of 48,000 tons.

The estimates for the ten months are 47,136,000 tons for 1913, 31,822,000 tons for 1919, and 38,205,000 tons for 1920. The following important decreases appear in the estimates for 1920 when compared with the weights for 1913:—Grain and flour, 1,535,000 tons; iron ore and scrap, 514,000 tons; non-ferrous metalliferous ores and scrap, 718,000 tons; wood and timber, 3,900,000 tons; earthenware, glass, abrasives, etc., 958,000 tons; and iron and steel and manufactures thereof, 993,000 tons. An increased importation of oils, fats and resins manufactured amounting to 1,185,000 tons is recorded in the ten months of 1920 compared with the period of 1913.

The weight of the exports in October of United Kingdom products is estimated at 2,565,000 tons, inclusive of 1,665,000 tons of coal, coke, and manufactured fuel, leaving 900,000 tons as the estimated weight of other merchandise. The figures for October, 1913, are 7,659,000 tons of coal, coke, and manufactured fuel, and 1,328,000 tons of other merchandise, making a total of 8,987,000 tons. For October,

UNITED KINGDOM: FOREIGN TRADE IN OCTOBER.

—continued.

1919, the aggregate weights were 3,020,000 tons of coal, coke and manufactured fuel, and 684,000 tons of other goods.

The exports of coal, coke and manufactured fuel in the ten months amounted to 63,958,000 tons, 32,124,000 tons, and 24,702,000 tons respectively in 1913, 1919, and 1920. The other United Kingdom products exported in those periods are estimated at 12,552,000 tons, 5,966,000 tons, and 9,013,000 tons respectively.

ESTIMATED WEIGHT OF EXPORTS.

The estimated weight of the foreign and Colonial merchandise exported in October was 168,000 tons in 1913, 150,000 tons in 1919, and 142,000 tons in 1920. For the ten months ended October of each of those years the estimates are 1,516,000 tons, 1,183,000 tons, and 1,411,000 tons respectively.

DISTRIBUTION OF TRADE.

The distribution of the foreign trade of the United Kingdom between foreign countries and British Dominions and Possessions (with which Egypt has been included), in the nine months January to September, 1920, is shown below, compared with the corresponding particulars for 1913.

	Total Imports.	Exports of United Kingdom Produce.	Exports of Foreign and Colonial Merchandise.
	Thousand £	Thousand £	Thousand £
January to Sept., 1920:—			
From or to foreign countries	1,054,734	637,492	160,267
From or to British Dominions, etc.	446,457	369,786	20,191
January to Sept., 1913:—			
From or to foreign countries	401,230	238,817	71,973
From or to British Dominions, etc.	156,572	151,945	10,391

The figures representing trade with foreign countries include imports to the value of £67,943,000 in 1913, and of £32,547,000 in 1920, from ex-enemy countries and countries which formerly belonged to Germany. In the nine months of 1919 such imports were valued at £6,984,000. The exports of United Kingdom products to those countries in the nine months were valued at £39,194,000 in 1913, at £22,020,000 in 1919, and £43,896,000 in 1920. Merchandise to the value of £58,646,000 was received from Germany in the nine months of 1913, and in the periods of 1919 and 1920 the values were £119,000 and £20,647,000 respectively. The exports of United Kingdom produce to Germany in the three periods were valued at £29,610,000, £9,105,000, and £15,303,000 respectively. A large increase is recorded in the total value of United Kingdom produce exported to

Commercial Returns.

CORN PRICES.

STATEMENT showing the average price of British Corn per quarter of 8 bushels Imperial Measure,* as received from the Inspectors of Corn Returns in the week ended 6th November, 1920, pursuant to the Corn Returns Act, 1882:—

	Average Price.		
	Wheat.	Barley.	Oats.
	s. d.	s. d.	s. d.
Week ended 6th November, 1920	90 5	92 10	53 5
Corresponding week in—			
1913	30 1	27 8	17 11
1914	39 8	29 0	24 8
1915	52 8	47 5	30 11
1916	69 8	58 0	35 8
1917	70 3	60 2	42 11
1918	72 4	60 3	49 11
1919	72 8	97 10	55 3

* Section 8 of the Corn Returns Act, 1882, provides that where returns of purchases of British corn are made to the local inspector of Corn Returns in any other measure than the imperial bushel or by weight or by a weighed measure, that officer shall convert such returns into the imperial bushel, and in the case of weight or weighed measure the conversion is to be made at the rate of sixty imperial pounds for every bushel of wheat, fifty imperial pounds for every bushel of barley, and thirty-nine imperial pounds for every bushel of oats.

COMMERCIAL RETURNS—continued.

COTTON IMPORTS AND EXPORTS.

THE WEEKLY RETURN.

Return of the Number of Bales of Cotton Imported and Exported at the Various Ports of the United Kingdom during the week and the 45 weeks ended 4th November, 1920:—

	Week ended 4th Nov., 1920.	45 Weeks ended 4th Nov., 1920.	Week ended 4th Nov., 1920.	45 Weeks ended 4th Nov., 1920.
	IMPORTS.		EXPORTS.	
	Bales.	Bales.	Bales.	Bales.
American	56,144	2,268,600	2,478	149,180
Brazilian	—	70,122	—	7,757
East Indian	83	151,728	494	55,092
Egyptian	—	309,608	1,511	157,451
Miscellaneous	4,108*	309,257†	328	20,623
Total	60,335	3,107,315	4,811	390,103

* Including 1,218 bales British West African, and 14 bales British East African.

† Including 7,422 bales British West Indian, 17,104 bales British West African, 26,752 bales British East African, and 2,201 bales Foreign East African.

UNITED KINGDOM : FOREIGN TRADE IN OCTOBER

—continued—

Turkey in Europe and in Asia, the totals for the nine months being £5,434,000 in 1913, £11,524,000 in 1919, and £24,255,000 in 1920. The re-exports to ex-enemy countries in the nine months were valued at £16,522,000 in 1913, £1,734,000 in 1919, and £22,517,000 in 1920, the consignments to Germany accounting for £15,359,000, £4,135,000, and £20,174,000 of these amounts respectively.

Over one-sixth of the value of the exports of United Kingdom produce and manufactures to foreign countries in the nine months of 1920 was accounted for by consign-

UNITED KINGDOM : FOREIGN TRADE IN OCTOBER

—continued—

ments to France, the value in the period amounting to £108,073,000. The corresponding values for 1913 and 1919 were £21,703,000 and £111,067,000 respectively.

In considering the figures relating to trade with ex-enemy countries, it should be borne in mind that the territorial boundaries of the States in question are not yet fully re-adjusted, and that, in consequence, the figures relate to the territories controlled by the ex-enemy Powers before the war, with the exception that Alsace-Lorraine is now included with France.

FOREIGN TRADE IN OCTOBER, 1920.

The following table shows the value of the external trade in October, 1920, compared with particulars for a year earlier:—

Month ended 31st October.

	Exports Value (F.O.B.t)					
	Imports (Value C.I.F.*)		PRODUCE AND MANUFACTURES OF THE UNITED KINGDOM.		FOREIGN AND COLONIAL MERCHANDISE.	
	1919.	1920.	1919.	1920.	1919.	1920.
I.—Food, Drink, and Tobacco—						
A. Grain and Flour	£ 17,515,968	£ 27,270,108	£ 238,377	£ 172,915	£ 321,953	£ 505,267
B. Feeding Stuffs for Animals .. .	2,040,085	907,786	6,145	125,278	25,657	49,139
C. Meat	10,533,602	11,308,102	63,856	73,516	1,295,999	1,099,145
D. Animals, Living, for Food .. .	—	—	113	4,271	—	—
E. Other Food and Drink, Non-dutiable .. .	14,954,584	12,882,063	2,861,822	3,504,234	969,063	1,576,080
F. Other Food and Drink, Dutiable .. .	16,233,976	14,460,379	—	—	2,044,560	1,343,790
G. Tobacco	4,761,138	2,339,149	645,098	737,391	146,100	121,701
Total, Class I.	66,039,353	69,167,587	3,815,411	4,677,605	4,803,332	4,005,122
II.—Raw Materials and Articles Mainly Unmanufactured—						
A. Coal	—	—	8,516,669	6,108,497	—	—
B. Other Non-Metallic Mining and Quarry Products and the like .. .	517,724	766,599	61,135	135,858	39,516	64,010
C. Iron Ore and Scrap	962,930	1,604,363	40,588	34,852	—	—
D. Non-Ferrous Metalliferous Ores and Scrap .. .	1,360,031	1,334,894	16,195	294,858	29,108	81,342
E. Wood and Timber	10,749,861	8,795,591	98,741	47,679	83,904	98,902
F. Raw Cotton and Cotton Waste	13,507,170	9,184,146	—	160,522	1,300,414	1,747,774
G. Wool, Raw and Waste, and Woollen Rags .. .	6,056,307	6,541,182	941,374	526,434	4,222,092	2,274,770
H. Silk, Raw, Knubs and Noils	472,605	418,569	16,027	2,647	13,121	14,305
I. Other Textile Materials	2,880,328	1,253,608	29,211	31,110	543,389	404,758
J. Oil Seeds, Nuts, Oils, Fats, Resins, and Gums .. .	11,812,650	6,551,718	1,408,678	1,068,328	1,004,067	722,544
K. Hides and Skins, Undressed	2,922,733	1,731,933	99,138	209,625	1,476,110	924,001
L. Paper-making Materials	1,622,198	2,875,347	112,025	237,290	117	48,602
M. Rubber	2,647,116	2,014,710	26,431	30,743	2,308,563	263,805
N. Miscellaneous Raw Materials and Articles mainly Unmanufactured	1,553,388	1,226,191	197,454	743,773	561,268	415,773
Total, Class II.	57,065,041	44,298,851	11,563,666	9,632,216	11,581,669	7,000,593
III.—Articles Wholly or Mainly Manufactured						
A. Coke and Manufactured Fuel	—	1,455	1,008,702	1,493,708	—	—
B. Earthenware, Glass, Abrasives, &c. .. .	614,218	979,437	736,017	1,799,143	10,924	33,589
C. Iron and Steel and Manufactures thereof .. .	1,388,049	3,621,476	5,934,264	12,544,199	46,211	90,426
D. Non-Ferrous Metals and Manufactures thereof .. .	3,403,623	2,239,995	1,471,772	2,304,875	577,457	928,615
E. Cutlery, Hardware, Implements, and Instruments	849,917	901,015	714,146	1,278,454	81,475	198,594
F. Electrical Goods and Apparatus	81,613	235,316	590,246	1,058,773	7,517	14,655
G. Machinery	1,275,467	1,953,214	3,246,742	6,251,326	97,808	187,206
H. Manufactures of Wood and Timber	455,162	917,086	132,143	309,332	27,845	35,998
I. Cotton Yarns and Manufactures	610,887	844,196	24,237,549	32,306,455	92,955	190,253
J. Woollen and Worsted Yarns and Manufactures .. .	525,623	1,031,009	8,574,284	10,044,689	63,764	180,740
K. Silk and Silk Manufactures	2,137,871	2,884,859	318,080	379,245	256,982	480,153
L. Manufactures of other Textile Materials .. .	1,532,750	1,323,186	2,951,550	3,436,821	309,846	369,947
M. Apparel	805,808	1,031,540	1,937,361	4,350,042	64,119	166,274
N. Chemicals, Drugs, Dyes, and Colours .. .	1,768,789	2,663,830	2,353,566	3,520,536	542,106	349,717
O. Oils, Fats, and Resins, Manufactured .. .	4,138,110	6,626,799	1,255,655	941,486	211,529	484,248
P. Leather and Manufactures thereof	4,494,403	1,011,655	761,536	740,441	480,268	156,089
Q. Paper and Cardboard	1,663,123	2,380,305	319,163	1,471,954	16,058	67,378
R. Vehicles (including Locomotives, Ships, and Aircraft)	822,695	2,069,345	1,802,112	5,822,436	22,854	49,559
S. Rubber Manufactures	300,028	647,489	561,263	970,262	12,800	10,080
T. Miscellaneous Articles mainly or wholly Manufactured	3,419,009	2,903,397	3,737,830	4,677,194	334,553	449,993
Total, Class III.	30,227,145	36,266,604	62,643,981	95,701,071	3,256,571	4,443,514
IV.—Animals not for Food—	16,586	21,624	123,129	659,652	30	24,331
V.—Parcel Post, Non-Dutiable Articles—	152,462	135,161	914,958	1,624,930	—	—
TOTAL	153,500,587	149,889,227	79,061,145	112,295,474	19,641,602	16,133,560

*The values of the Imports represent the cost, insurance, and freight; or, when goods are consigned for sale, the latest sale value of such goods.

†The values of the Exports represent the cost and the charges of delivering the goods on board the ship, and are known as the "free on board" values.

