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[No. 989

**COMMERCIAL INTELLIGENCE BRANCH of the BOARD OF TRADE,**  
73, Basinghall Street, London, E.C.

TELEGRAMS } "**Advantage, Stock, London.**" TELEPHONE } London Wall 4713  
Code :-5th Edition, A.B.C. } (5 lines).

32, Cheapside, London, E.C.

(*British Industries Fair and Foreign Samples Section.*)

TELEGRAMS } "**Shoforsamp, London.**" } TELEPHONE: City 2323.  
Code :-5th Edition, A.B.C. }

*The objects and work of the Branch are described on p. 427.*

Attention is called to the notice on p. 372 regarding the exhibition at Leeds and Glasgow of samples of "enemy" goods, formerly sold in British and in certain other markets abroad, and also to the following samples which are on view at 73, Basinghall Street, London, E.C. :—

Samples.	Reference in "Board of Trade Journal."	
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Spiral Steel Corset Buses of German make—Lyons enquiry	" " "	80
Samples of German Cotton Prints and Sarongs sold in Philippine Islands ... ..	30th Sept., "	946
Trimming embroidery and insertion of German make sold in Brazil ... ..	23rd " "	877
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Heavy Cotton Suiting—Montreal enquiry ... ..	15th " "	144
Lucerne and Worm Seed— <i>Market sought</i> ... ..	" " "	148
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Attention is also called to the following notices :—

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## OPENINGS FOR BRITISH TRADE.

### UNITED KINGDOM.

Since the outbreak of the war, applications have been received in the Commercial Intelligence Branch of the Board of Trade from a large number of firms in all parts of the United Kingdom who wish to get

**New Sources of Supply Required.**

### Openings for British Trade.

#### UNITED KINGDOM—continued.

into communication with United Kingdom manufacturers or producers of various classes of goods which have previously been obtained from Germany and Austria-Hungary.

*Applications from firms at home for the names of manufacturers or producers of the following (amongst other) articles have been recorded during the past week:—*

Automatic lighters (tinder type).	Machinery and plant—
Beads—	Machinery and implements for the manufacture of tapioca, 1,000 kilogs. daily output.
Beads for native trade in Sierra Leone.	Peat presses.
Bead necklets, cheap, plain or coloured, up to 48s. per gross.	Mouth organs.
Chemicals—	Papeteries.
Calcium acetate, pure.	Peat, Irish.
Manganese sulphate.	Porcelain parts, for incandescent lamps.
Tetrachlorethane.	Rubber sponges — manufacturers wanted.
Collar studs, cheap bone, galalith or imitation bone.	Singlets (under vests), cheap, for the native trade in West Africa, and also better qualities.
Cotton yarns, in large quantities, for making hosiery.	Stearine, flake.
Glass and glassware—	Textiles—
Glass, soft or cane, for making dolls' eyes.*	Braid, Vandyke.
Glass tubing, thickness of glass about 1/32 of an inch, diameter of tube 3/8 inch, in any lengths.	Buckram, white, cheap (cotton).
Gnaiacol.	Canvas, hair.
	Varnish for coating rubber.
	Writing tablets.

United Kingdom firms interested in any of the above-mentioned articles are invited to write to the Director of the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C., with a view to being placed in communication with the enquirers.

A number of United Kingdom firms have recently informed the Commercial Intelligence Branch of the Board of Trade that they have commenced the production of articles previously obtained from enemy countries, or have developed their businesses in new directions. The following cases of this kind have been notified to the Branch during the past month:—

In the chemical section, a manufacturer is now producing *Epsom salts*, while another has commenced the manufacture of *tungstic acid*

\* A sample of the article required may be inspected by United Kingdom manufacturers at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

*Openings for British Trade.***UNITED KINGDOM**—*continued.*

and *sodium and calcium tungstates* for use in connection with X-Ray work.

In the mechanical section, *wire-stitching machinery* as formerly made in Germany is now offered by a British manufacturer.

In the textile section, *fez tassels* to replace Austrian goods are now being made. Other new manufactures comprise *wools* to replace Berlin wool, *carvas* (penelope, congress, circingle and rug), *bust bodices* and *camisoles*.

In the toy section, a British manufacturer now offers *composition dolls*, *socket dolls' heads*, and *wax and plaster hands, arms, feet and legs* for dolls.

Other articles now manufactured in the United Kingdom are *celluloid push buttons* and *wood containers* for ink erasers and india-rubber.

Enquirers seeking new sources of supply may obtain the names and addresses of the firms referred to above, on application to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

Information with regard to United Kingdom sources of supply of articles which have hitherto been imported from Germany and Austria-Hungary is invited by the Commercial Intelligence Branch.

NOTE.—In reading the following notices of possible openings for United Kingdom goods abroad, regard should be had to the Royal Proclamation relative to the prohibition of the exportation of certain articles from the United Kingdom, which appears on pp. 291-303 of the "Board of Trade Journal" of 29th July, to the Orders of Council which appear on pp. 362-64 of the issue of 5th August, pp. 511-13, 19th August; pp. 881-84, 23rd September; pp. 19-20, 7th October; pp. 86-88, 14th October; p. 167, 21st October; and pp. 300-1, 4th November.

Regard should also be had to the Royal Proclamation (see p. 952 of the "Board of Trade Journal" of 30th September) prohibiting exports to China and Siam unless consigned to authorised persons or bodies of persons, a list of whom is given in the Second Supplement to the "London Gazette" of 5th November (see p. 375 of this issue.)

Attention is also drawn to the notices published from time to time in the "Board of Trade Journal" relative to the issue of licences to export certain goods, viz. :—

*Coal and coke*, pp. 445-6, 13th May; pp. 666-7, 3rd June; pp. 363-4 and p. 366, 5th August; p. 430, 12th August; p. 595, 26th August; p. 23, 7th October; p. 172, 21st October; and p. 375 of this issue.

\* *Cotton yarn and thread, raw cotton and cotton waste*, p. 89, 8th July. †

*Crossbred and similar wool*, p. 885, 23rd September.

*Crossbred wool tops*, p. 173, 21st October.

*East India wool*, p. 173, 21st October.

### Openings for British Trade.

#### UNITED KINGDOM—continued.

†Goods contracted for with Allied Governments, p. 368, 5th August.  
Goods for purely industrial purposes in Allied Countries, p. 368, 5th August.

†Leather for French Army boots, p. 24, 1st July.

Rough diamonds, p. 366, 5th August; and pp. 747-8, 9th September.  
Rubber, p. 22, 1st April.

Tin, tin chloride and tin ore, pp. 815-6, 25th March.

Applications for licences to export any goods the exportation of which is prohibited or restricted should be made to the **War Trade Department, 4, Central Buildings, Westminster, London, S.W.**, except in the two cases marked †, in which cases applications should be addressed to the **Commission Internationale de Ravitaillement, India House, Kingsway, London, W.C.**

#### BRITISH INDIA.

The Directors of the Great Indian Peninsula Railway Company are prepared to receive tenders, up to 11 a.m. on 18th November, for the supply of **steel chairbolts, &c.**

Specifications and forms of tender may be obtained at the Company's Offices, 48, Cophall Avenue, London, E.C., on payment of a fee, which will not be returned. Sealed tenders, marked "Tender for Steel Chairbolts, &c.," should be addressed to the Secretary at the above address.

#### CANADA.

H.M. Trade Commissioner in Canada (Mr. C. Hamilton Wickes) reports the receipt of the following enquiries:—

A Montreal firm wishes to obtain agencies of United Kingdom manufacturers of **buttons** of all kinds (except ivory); **Buttons; Shirtings;** *shirtings and fancy novelty waishings; cotton,*  
**Towels; Quilts; Laces.** *Turkish and linen towels; quilts; and laces.*  
See Note† on next page. (C.I.B. 52,079.)

Another firm in Montreal desires to represent United Kingdom manufacturers of all classes of **hardware speciality lines** in the Provinces of Quebec, and Ontario (east of Ottawa). See Note† on next page. (C.I.B. 52,080.)

A firm of agents for builders' supplies in Winnipeg desires to obtain agencies of United Kingdom manufacturers of **hardware;** *goods that can be sold in connection with builders' Metal Goods, &c.* *supplies; hardware; and metal goods.*

A representative of this firm, who will shortly visit the United Kingdom, has furnished an address in the United Kingdom to which communications may be sent. See Note† on next page. (C.I.B. 52,081.)

A Toronto firm wishes to secure the agencies of United Kingdom manufacturers of **Garden Appliances.** *garden appliances, such as drills, cultivators, planters, seeders, root cutters, and compressed air and other sprayers.* See Note† on next page. (C.I.B. 52,082.)

*Openings for British Trade.*

**CANADA—continued.**

An agent in St. John, N.B., desires to get into touch with United Kingdom manufacturers of all classes of *dry goods, including piece goods and wearing apparel, also articles for household use*, with a view to obtaining agencies for the Maritime Provinces.

See *Note† below.*

(C.I.B. 52,084.)

*Note†.*—United Kingdom manufacturers of the goods mentioned above, desirous of appointing agents in Canada, should apply to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C., for the names and addresses of the respective enquirers.

\* \* \* \* \*

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

(C.I.B. 53,196.)

HOME ENQUIRY.

A firm of timber agents in the North of England desires the **Canadian Pit Props** *wanted.* addresses of Canadian exporters of pit props.

CYPRUS ENQUIRY.

An import and export firm in Cyprus, with branches in Alexandria, Port Said, and Cairo, is desirous of **Agency required for Canadian Cereals, Lumber, Leather, &c.** representing Canadian exporters, in Cyprus and Egypt, upon a commission basis. Articles specially suggested are wheat, flour, barley, roofing and flooring lumber, and leather.

*Note.*—For further information regarding either of the foregoing enquiries, application should be made to the Canadian Trade Commissioner's Office, Portland House, Basinghall Street, London, E.C.

\* \* \* \* \*

H.M. Trade Commissioner in Canada also reports that tenders are invited by the Deputy Minister of the Dominion Government Department of Naval Service, Ottawa, for the supply and delivery at H.M. Canadian Dockyards at Halifax, N.S., and Victoria, B.C., of the following miscellaneous stores:—*Mineral grease, hard yellow soap, Castile soap, cleansing powder, bunting, spirits of turpentine, acids and chemicals, and electric cable and wire.* See note

on p. 359.

*Openings for British Trade.*

**CANADA**—*continued.*

Copies of the specifications, conditions of contract and forms of tender may be obtained from the Deputy Minister of the Dominion Government Department of Naval Stores, Ottawa, at which address also sealed tenders, on the proper forms, will be received up to noon on 23rd November\*.

A copy of each of the specifications, &c. may be consulted by United Kingdom manufacturers and exporters of U.K. goods at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C. (C.I.B. 52,840.)

\* \* \* \* \*

**Chemical Research Apparatus, &c.** See notice on p. 417.

**AUSTRALIA.**

The representative of a firm of machinery importers and agents in Melbourne, at present in the United Kingdom, who brings a letter of introduction from H. M. Trade Commissioner in Australia (Mr. G. T. Milne), is desirous of making arrangements for the representation in Australia of United Kingdom manufacturers of *electrical and other machinery.* See Note† below. (C.I.B. 48,888.)

\* \* \* \* \*

The Sydney Office of H.M. Trade Commissioner in Australia reports the receipt of the following enquiries from Sydney firms:—

A firm desires to obtain the agency of a United Kingdom manufacturer of *shaving brushes.* See Note† below. (C.I.B. 52,358a.)

Another firm wishes to represent, either on commission or "straight-out" purchase terms, United Kingdom manufacturers of *tobacconists' and hairdressers' supplies, pocket cutlery, and toilet brushware.* See Note† below. (C.I.B. 52,358b.)

An agent desires to get into touch with United Kingdom manufacturers of *hardware* with a view to arranging agencies. See Note† below. (C.I.B. 51,879a.)

Note†.—United Kingdom manufacturers of the goods mentioned, desirous of appointing agents in Australia, should apply to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C., for the names and addresses of the respective enquirers.

The representation of United Kingdom manufacturers of *first-class carpets,* either for New South Wales or the whole of Australia, is desired. See Note† on previous page. (C.I.B. 51,879b.)

Enquiry is made for the names of United Kingdom manufacturers of *general hardware* by a firm seeking agencies. See Note† on previous page. (C.I.B. 51,879c.)

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

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*Openings for British Trade.*


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**AUSTRALIA**—*continued.*

H.M. Trade Commissioner in Australia (Mr. G. T. Milne) reports that sealed tenders, on the proper forms, will be received by the Victorian Railway Commissioners, Spencer Street, Melbourne, as follows:—

- (1) Up to 11 a.m. on 17th November,\* for the supply and delivery of 82 *five-feed lubricators, including automatic steam chest plugs* for engines. (Contract No. 29,492.)  
**Engine Lubricators.**
- (2) Up to 11 a.m. on 17th November,\* for the supply and delivery of about 17 tons of best *Yorkshire iron angles* for engine boilers. (Contract No. 29,494.)  
**Yorkshire Iron Angles.**
- (3) Up to 11 a.m. on 17th November,\* for the supply and delivery of about 312 tons of best *steel boiler plates* for engines. (Contract No. 29,495.)  
**Steel Boiler Plates.**
- (4) Up to 11 a.m. on 24th November,\* for the supply and delivery of 33 tons of *copper rod* for engines. (Contract No. 29,493.)  
**Copper Rod.**
- (5) Up to 11 a.m. on 24th November,\* for the supply and delivery of about 101 tons of *copper plates* for engines. (Contract No. 29,496.)  
**Copper Plates.**
- (6) Up to 11 a.m. on 24th November,\* for the supply and delivery of 1,006 *solid drawn copper flue tubes* for engines, and/or 1,006 *solid drawn steel flue tubes* for engines. (Contract No. 29,503.)  
**Copper and/or Steel Flue Tubes.**
- (7) Up to 11 a.m. on 24th November,\* for the supply and delivery of 2,980 *brass boiler tubes* for engines, and/or 2,930 *copper boiler tubes* for engines. (Contract No. 29,504.)  
**Brass and/or Copper Boiler Tubes.**
- (8) Up to 11 a.m. on 24th November,\* for the supply and delivery of about 371 cwts. of *locomotive seamless copper tubes*. (Contract No. 29,506.)  
**Locomotive Seamless Copper Tubes.**
- (9) Up to 11 a.m. on 24th November,\* for the supply and delivery of 84 *steel blooms for crank pins* of engines. (Contract No. 29,508.)  
**Steel Blooms for Crank Pins.**
- (10) Up to 11 a.m. on 8th December,\* for the supply and delivery of about 54 tons of *steel channel bars*. (Contract No. 29,519.)  
**Steel Channel Bars.**

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

*Openings for British Trade.*

**AUSTRALIA—continued.**

(11) Up to 11 a.m. on 5th January, 1916,\* for the supply and delivery of a 15 k.w. *motor generator and accessories* and a *switchboard and connections*. (Contract No. 29,491.)  
**Motor Generator and Switchboard.**

(12) Up to 11 a.m. on 12th January, 1916,\* for the supply and delivery of about 2,000 tons of 60 lb. *steel rails* and about 100 tons of *fishplates* for same. (Contract No. 28,685.)  
**Steel Rails and Fishplates.**

Copies of the specifications and forms of tender, &c. may be obtained at the offices of the Victorian Railway Commissioners, as above.

*Tenders must be accompanied by a preliminary deposit of  $\frac{1}{2}$  per cent. of the amount of the offer, except in the case of (12), where the deposit required is equal to 9d. for each ton of rails and fishplates tendered for. Local representation is necessary.*

A copy of each of the specifications and forms of tender may be consulted by United Kingdom manufacturers of the articles mentioned at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C. (C.I.B. 52,455.)

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H.M. Trade Commissioner in Australia also reports that tenders will be received by the Deputy Postmaster-General, Melbourne, up to 3 p.m. on 7th December,\* for the supply and delivery of *electric motors, polarized relays, morse sounders, telephonometers, and roll-meters*. (Schedule No. 1 272.)  
**Telegraph and Telephone Instruments.**

Copies of the specification, conditions, and form of tender may be obtained from the office of the Deputy Postmaster-General, Melbourne. Preliminary deposits may be paid at the offices of the High Commissioner in London for the Commonwealth of Australia, 72, Victoria Street, S.W. See *Notes below*. (C.I.B. 52,063.)

H.M. Trade Commissioner in Australia further reports that tenders will be received by the Deputy Postmaster-General, Melbourne, up to 3 p.m. on 14th December,\* for the supply and delivery of 18,670 *common-battery, wall-pattern telephones*. (Schedule No. 1,264.)  
**Wall Telephones.**

Copies of the specification, conditions and form of tender, &c. may be obtained from the offices of the High Commissioner in London for the Commonwealth of Australia, 72, Victoria Street, S.W., where also preliminary deposits may be paid. See *Notes below*. (C.I.B. 52,065.)

*Notes.—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*

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



### Openings for British Trade.

#### AUSTRALIA—continued.

a company registered outside the Commonwealth, must name an agent in Australia to receive notifications of acceptance and other notices under the contract.

A copy of each of the specifications, &c. may be consulted by United Kingdom manufacturers of the goods mentioned at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

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The Sydney office of H.M. Trade Commissioner in Australia reports that tenders are invited by the Sydney Municipal Council for the supply and delivery of a *high-tension cable-testing outfit*, consisting of a 350 k.v.a. single-phase transformer, a 175 k.v.a. single-phase potential regulator, a 1,600 k.v.a. single-phase inductance and a control switchboard (Contract No. 423). [In this connection attention is drawn to the notice on p. 245 of the "Board of Trade Journal" of 28th October relative to the preference to be given to British manufacturers by the Sydney Municipal Council.]

Copies of the specification and form of tender, for which a charge of 10s. 6d. is made, may be obtained from the City Electrical Engineer, Sydney, N.S.W. Sealed tenders will be received by the Town Clerk, Town Hall, Sydney, N.S.W., up to 3 p.m. on 22nd November.\* *Tenderers must deposit the sum of £50 with the City Treasurer before the time specified for the closing of tenders.*

A copy of the specification and form of tender, together with drawings, may be consulted by United Kingdom manufacturers of cable-testing outfits at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C. (C.I.B. 52,051.)

With reference to the notice on p. 500 of the "Board of Trade Journal" of 19th August relative to calls for tenders by the Commonwealth Department of Defence (Navy Office) for the supply and delivery of (1) *power station plant and equipment* and (2) *machine tools*, for the Commonwealth Naval Dockyard, Cockatoo Island, Sydney (N.S.W.), H.M. Trade Commissioner in Australia now reports that the time for the receipt of tenders has been extended in both cases until 30th November.\*

Copies of the specifications and forms of tender may be obtained from the Director of Navy Contracts, Navy Office, Melbourne, by whom tenders will be received.

A copy of each of the specifications and forms of tender may be consulted by United Kingdom manufacturers of plant and machine tools at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C. (C.I.B. 52,052.)

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\* See Note at foot of previous page.

### Openings for British Trade.

#### AUSTRALIA—continued.

With reference to the notice on pp. 654-5 of the "Board of Trade Journal" of 19th June, 1913, relative to the formation of a company for the manufacture of Portland cement, lime, bricks, tiles, sanitary ware and all kinds of refractory goods at Port Adelaide, South Australia, the Imperial Trade Correspondent at Adelaide (Mr. J. K. Samuel) reports that this company has been successful in its operations and is now taking steps to raise an additional £50,000 of capital to extend its works.

The name and address of the company, to which communications might be sent by United Kingdom manufacturers of plant for brick, cement, &c. works, may be obtained on application to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C. (C.I.B. 52,348.)

#### SOUTH AFRICA.

The Acting British Trade Commissioner in South Africa (Mr. H. E. Gauntlett) calls attention to the visit to this country of a manufacturers' agent in Cape Town, who is desirous of obtaining agencies for *disinfectants; wood and iron preservatives; mechanical rubber goods; asbestos manufactures; asbestic sheets; conveying and other hose; roofing felt, &c.*

This agent is now in London and his name and address may be obtained by United Kingdom manufacturers and exporters of U. K. goods on application to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C. (C.I.B. 52,074.)

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The Acting British Trade Commissioner in South Africa also notifies that tenders are invited by the South African Railways Administration, as follows:—

- (1) For the supply and delivery of *rubber-insulated tinned-copper electrical wire*, in such quantities as may be required during the year ended 31st December, 1916. (Contract No. 657.)
- (2) For the supply and delivery of 11,110 gallons of *cylinder oil*; 41,910 gallons of *axle oil*; and 5,210 gallons of *castor oil*. (Contract No. 658.)

Copies of the specifications and forms of tender may be obtained from the Secretary to the Tender Board, South African Railway Headquarters, Johannesburg, and sealed tenders on the proper forms will be received at that address up to noon on 15th November\*.

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

*Openings for British Trade.***SOUTH AFRICA**—*continued.*

A copy of each of the specifications, statements of conditions of tender, &c. may be consulted by United Kingdom manufacturers and exporters of the above-mentioned goods, at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C. (C.I.B. 52,070.)

\* \* \* \* \*

The Acting British Trade Commissioner in South Africa further reports that tenders are invited by the Johannesburg Municipal Council as follow:—

(1) Up to noon on 9th December,\* for the supply and erection of a road wagon self-contained iron *weighbridge* of **Weighbridge.** 12 tons capacity at Natal Spruit refuse destructor, Johannesburg (Contract No. 899). Alternative tenders are invited for a weighbridge of the same capacity, but with a timber frame.

(2) Up to noon on 14th December,\* for the supply and delivery to the Fire Department of 70 pairs of light **Top Boots ; Jerseys ;** *top boots* (sizes 5 to 11); 70 blue *worsted* **Dungaree Suits.** *jerseys*; and 140 *dungaree suits*. Samples may be examined at the Central Fire Station, at Johannesburg. (Contract No. 47.)

Copies of the specifications, conditions of contract, and forms of tender, together with drawings, may be *obtained* from the Municipal Offices, Plein Square, Johannesburg. In the case of the weighbridge a charge of £1 1s. is made, which will be refunded on receipt of a bona-fide tender and the return of complete documents and plans.

Sealed tenders, on the proper forms, will be received by the Town Clerk at the above address.

A copy of each of the specifications, &c. may be *consulted* by United Kingdom manufacturers of the articles named at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C. (C.I.B. 52,668.)

*N.B.—With reference to the foregoing notices relative to openings for trade in the Self-Governing Dominions, it should be borne in mind that postage must be prepaid on all communications addressed to H.M. Trade Commissioners, &c. This notice has been rendered necessary owing to the impression which appears to exist that such correspondence could go unstamped.*

**RUSSIA.**

H.M. Consul-General at Odessa (Mr. J. F. Roberts, C.M.G.) reports that an agent in Ekaterinoslav wishes to get into touch with United Kingdom manufacturers of **Cloth.** *cloth for women's and men's outer garments.*

United Kingdom manufacturers of cloth, desirous of appointing an agent in Ekaterinoslav, should apply to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C., for the name and address of the enquirer. (C.I.B. 52,250.)

\* See note at foot of previous page.

### Openings for British Trade.

#### RUSSIA (FINLAND).

The Acting British Consul at Helsingfors (Mr. H. M. Grove) reports that he has received the following enquiries:—

A business man at Tammerfors wishes to get into touch with United Kingdom manufacturers of men's felt and straw hats; men's caps, and materials for making same; women's straw hats, and artificial flowers and trimmings for same. Correspondence may be conducted in English. See Note† below. (C.I.B. 52,521a.)

A Tammerfors agent wishes to obtain agencies of United Kingdom manufacturers and exporters of textile goods, including black and coloured satins and woollen yarns; hardware, such as screws; bar iron and steel; raw materials for cotton mills and paper factories; and colonial produce, coffee, fruits, rice, salt, &c. See Note† below. (C.I.B. 52,521b.)

Note†.—Manufacturers in the United Kingdom and exporters of U.K. goods desirous of appointing agents at Tammerfors, should apply to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C., for the names and addresses of the respective enquirers.

The Acting British Consul also reports that a Finnish exporter wishes to get into touch with United Kingdom firms desirous of buying Finnish tar and turpentine. Market sought for Tar and Turpentine.

United Kingdom importers of the materials mentioned should apply to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C., for the name and address of the enquirer. (C.I.B. 52,521c.)

#### DENMARK (FAROE ISLANDS).

Lamps; Crockery; Clothing; Ironmongery, &c. See notice on p. 381.

#### FRANCE.

H.M. Consul-General at Marseilles (Mr. M. C. Gurney, M.V.O.) reports that an agent at Roussillon (Isère), claiming a good connection in the Midi, desires to secure the representation of United Kingdom manufacturers of fancy, woven, or printed cotton textiles; also woollens, serges, &c. in navy, black and other fashionable colours.

United Kingdom manufacturers of the goods mentioned, desirous of appointing an agent at Roussillon, should apply to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C., for the name and address of the enquirer. (C.I.B. 52,031.)

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*Openings for British Trade.*

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**FRANCE (MADAGASCAR).**

H.M. Consul at Antananarivo (Mr. T. P. Porter) reports that as a consequence of the rewards offered by the Government of Madagascar for the destruction of crocodiles throughout the Island, large numbers of crocodile skins are being offered for sale at exceedingly low rates. With the object of creating a trade, the Government is prepared to supply skins of various lengths at 1 fr. (about 9d.) each, for lots of not less than 25 skins, delivery to be taken at place of capture. (C. 35,964.)

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**UNITED STATES OF AMERICA.**

H.M. Consul at Savannah, Georgia (Colonel A. M. Brookfield) reports that amongst the chief imports of enemy origin into that district have been *sulphate of ammonia, guano, basic slag, toys of all kinds, mineral and aerated waters, earthenware, chinaware, and glassware*. Of these, the trade in basic slag, mineral waters, earthenware, chinaware and glassware is comparatively small.

Payment for miscellaneous imports is usually made upon f.o.b. terms by drafts on buyers at 30, 60, or 90 days, with bills of lading attached. Payment for ammonia and fertilisers, however, is generally made by means of bankers' letters of credit furnished by buyers to be drawn against by sellers. (C.I.B. 47,849.)

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**UNITED STATES OF AMERICA (PHILIPPINE ISLANDS).**

According to a recent issue of the United States Commerce Reports (Washington), the Philippine Islands will offer an exceedingly good field for the sale of *sugar-making machinery* during the next few years. There are at present very few up-to-date sugar mills in these Islands, and of the mills already installed, most are of American manufacture.

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**COLOMBIA.**

The "Diario Oficial" (Bogotá) of 10th September publishes a Law authorising the formation of a Commission to control the execution of *town drainage works* at Mompós, to draw up a scheme for this purpose, and also to arrange for the purchase of the machinery, vehicles and material required. The Commission is authorised to contract, by public tender, for the carrying out of the necessary works.

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### Openings for British Trade.

#### VENEZUELA.

The "Gaceta Oficial" (Caracas) of 8th October publishes a notice, issued by the "Ministerio de Fomento," granting permission to Señor José Sánchez Afanador to construct a telephone line 27 kiloms. (about 16½ miles) long, in the district of Ciudad Bolívar.

**Telephone  
Material.**

The "Gaceta" of 9th October notifies that Señor Antonio José Miralles has been authorised to construct a telephone line 8 kiloms. (about 5 miles) long, in the neighbourhood of Guama, in the State of Yaracuy.

#### ARGENTINA.

An export agent, established in London, who is shortly re-visiting Argentina, desires to obtain further representations of United Kingdom manufacturers of *textiles and clothing, furniture and house equipment, motor vehicles and accessories, engineers' tools, railway materials and advertising novelties.* See Note on p. 359.

Enquiries in this connection should be addressed to the Secretary, Statistical and Information Department, London Chamber of Commerce, 97, Cannon Street, E.C. (C.I.B. 52,912.)

The "Boletin Oficial" (Buenos Aires) of 24th September publishes a Decree granting a concession to Don Ramón Tarrío Demaria for the establishment and working of a public telephone service in the districts of Bernascom, Villa Alba and Jacinto Aránz, in the Central Pampa Territory. The concession is for a period of thirty years.

**Telephone  
Material.**

**Ready-made Clothing ;  
Tinned Provisions.** See notice on p. 380.

#### CHINA.

**Building, Road-making  
and Railway Material.** See notice on p. 418.

#### JAPAN.

H.M. Consul at Nagasaki (Mr. J. T. Wawn) reports that extensions in connection within the already partly-constructed electric tramway at that port are contemplated.

The name and address of the tramway company may be obtained by United Kingdom manufacturers desirous of offering material on application to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

(C.I.B. 90,502.)

*N.B.—With reference to the foregoing notices relative to openings for trade abroad, attention is drawn to the importance of paying correct postage on catalogues, &c., and of ensuring that packages sent at reduced rates by the "Printed and Commercial Papers Post" are sent open (see p. 57 of the current issue of the Post Office Guide).*

## OPENINGS IN ALL COUNTRIES.

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### Confidential Information.

Firms in the United Kingdom desirous of receiving confidential information as to opportunities for the extension abroad of those branches of trade in which they are specially interested, and as to other connected matters, may, upon application, have their names placed on a Special Register at the Commercial Intelligence Branch of the Board of Trade.

The confidential information communicated to firms so registered relates mainly to openings for British trade abroad, and is received from His Majesty's Consular Officers in Foreign Countries, from His Majesty's Trade Commissioners and the Imperial Trade Correspondents in the British Dominions, and from the Board of Trade Correspondents in the Crown Colonies, supplemented by information from other sources available to the Commercial Intelligence Branch.

Firms inscribed on the Register may indicate the particular lines of trade to which the information to be sent to them should relate, and a classified list of subjects is sent to all applicants for registration with this object. During 1914, 989 separate circulars were issued (to the number of 142,005 copies) to firms on the Special Register interested in the particular branches of trade to which the circulars related.

The great volume of information distributed under this system has rendered it necessary to make a small charge for the service *which includes the regular supply of the weekly "Board of Trade Journal,"* and accordingly firms whose names are inscribed on the Register are required to pay an annual fee of One Guinea to the Accountant-General of the Board of Trade, Whitehall Gardens, London, S.W.

The "Journal" itself contains a large amount of information as to openings for British trade abroad and as to other matters of interest to British traders generally. Information published in it is not repeated by circular to firms whose names are on the Special Register; the confidential information communicated to the latter is confined to matters which, at the time, have not been published in the "Journal," or are not intended to be published at all.

Firms in the United Kingdom who wish to have their names inscribed on the Special Register should apply in writing to the Director of the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C., for the necessary form of application.

N.B.—Admission to the Register, and retention upon it, are at the discretion of the Board of Trade.

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## BOARD OF TRADE EXHIBITIONS.

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### EXHIBITIONS AT LEEDS AND GLASGOW OF SAMPLES OF GERMAN AND AUSTRIAN GOODS FROM ABROAD.

The samples of goods of German and Austrian manufacture, collected in British and foreign markets abroad, which have been exhibited at the Commercial Intelligence Branch (Foreign Samples Section), 32, Cheapside, London, E.C., are now being exhibited in the Crypt of the Town Hall, Leeds. The exhibition is open from 10 a.m. to 5 p.m. each day, and will finally close on Saturday, 13th November. Full particulars of this exhibition, including the list of samples on view, were published in last week's issue of the "Board of Trade Journal."

The samples will be exhibited at Glasgow from 29th November to 4th December, both dates inclusive; further particulars will be announced as soon as arrangements are completed.

The samples will be exhibited again early next year at the Foreign Samples Section of the Commercial Intelligence Branch of the Board of Trade.

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### EXHIBITION OF GERMAN CATALOGUES.

The importance that German manufacturers have placed upon the production of catalogues printed in the language and currency of the countries to which their goods were exported is well known, and has been frequently emphasised in the reports from H.M. Trade Commissioners and H.M. Consular Officers appearing in the pages of the "Board of Trade Journal."

In order that British manufacturers may have an opportunity of inspecting catalogues of German origin, the Board of Trade have collected over 3,000 specimens, illustrating a great variety of industries, and these may be inspected at the Foreign Samples Section of the Commercial Intelligence Branch, 32, Cheapside, London E.C. A complete index of the catalogues has been prepared, rendering ready identification of any particular catalogue a simple matter.

Copies of the index may be obtained on application to: The Director, Commercial Intelligence Branch of the Board of Trade (Foreign Samples Section), 32, Cheapside, London, E.C.

Arrangements have been made whereby catalogues may be lent to United Kingdom firms established in the Provinces, and where this is desired, the number of days for which the loan of the catalogues is required should be stated in the application to the Director.

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## GOVERNMENT NOTICES AFFECTING TRADE.

### BRITISH SHIPPING : NEW ORDERS IN COUNCIL.

#### I.—Licences to be required for Carriage of Cargo from one Foreign Port to Another.

*At the Court at Buckingham Palace, the 10th day of November, 1915.*

PRESENT :

The KING'S Most Excellent Majesty in Council.

WHEREAS a state of war exists between His Majesty and the German Emperor, the Emperor of Austria King of Hungary, the Sultan of Turkey and the King of the Bulgarians :

And whereas His Majesty holds it to be His Prerogative Duty as well as His Prerogative Right to take all steps necessary for the Defence and Protection of the Realm :

And whereas it has been made to appear to His Majesty that it is essential to the Defence and Protection of the Realm that, in the exercise of His Prerogatives as aforesaid, He should prohibit as from and after the First Day of December, 1915, the carrying of cargo from any foreign port to any other foreign port by any British Steamship registered in the United Kingdom exceeding 500 tons gross tonnage—and whether or not such ship while carrying such cargo calls at any intermediate port within His Majesty's Dominions—unless the Owner or Charterer of such Steamship has been granted exemption by Licence as hereinafter provided :

Now, therefore, His Majesty is pleased, by and with the advice of His Privy Council, and in exercise of His Prerogatives as aforesaid and of all other powers Him thereunto enabling, to order and it is hereby ordered that, from and after the First day of December, 1915, no British Steamship registered in the United Kingdom exceeding 500 tons gross tonnage shall carry any cargo from any foreign port to any other foreign port—and whether or not such ship while carrying such cargo calls at any intermediate port within His Majesty's Dominions—unless the Owner or Charterer of such Steamship has been granted exemption by Licence as hereinafter provided.

And His Majesty doth hereby declare that the expression "foreign port" herein used shall mean and include any port<sup>o</sup> outside His Majesty's Dominions.

And His Majesty, by and with the advice aforesaid, and in exercise of His Prerogatives and Powers as aforesaid, is further pleased to authorize and direct the President of the Board of Trade to appoint a Committee of persons to carry out and give effect to the provisions hereof, and that the said Committee shall have power to grant Licences of exemption therefrom to or in favour of Owners and Charterers of such Steamships as aforesaid, which Licences may be general in reference to classes of ships or their voyages or special.

*Government Notices affecting Trade.*

And His Majesty is further pleased to authorize the President of the Board of Trade from time to time to add other persons as members of such Committee, and to substitute as members thereof other persons for such members as may from time to time die, resign, or be or become incapable of acting thereon.

And the President of the Board of Trade is to act and to give instructions and directions accordingly.

ALMERIC FITZROY.

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**II.—Requisitioning of Vessels.**

*At the Court at Buckingham Palace, the 10th day of November, 1915.*

PRESENT :

The KING'S Most Excellent Majesty in Council.

WHEREAS a state of War exists between His Majesty and the German Emperor, the Emperor of Austria King of Hungary, the Sultan of Turkey, and the King of the Bulgarians :

And whereas His Majesty holds it to be His Prerogative Duty as well as His Prerogative Right to take all steps necessary for the Defence and Protection of the Realm :

And whereas it has been made to appear to His Majesty that it is essential to the Defence and Protection of the Realm that all British ships registered in the United Kingdom should be made liable to requisition in manner hereinafter appearing for the carriage of food-stuffs and of any other articles of commerce :

Now, therefore, His Majesty is pleased, by and with the advice of His Privy Council, and in exercise of His Prerogatives as aforesaid and of all other powers Him thereunto enabling, to order, and it is hereby ordered, that any British ship registered in the United Kingdom may until further order be requisitioned by and on behalf of His Majesty for the carriage of foodstuffs and of any other articles of commerce, and such requisition is to take effect upon Notice of Requisition being served as hereinafter provided on the Owner of any such ship :

And His Majesty is further pleased, by and with the advice aforesaid, to authorize and direct the President of the Board of Trade to give effect to this Order by causing Notice of Requisition to be served on the Owner of any such ship :

And His Majesty is further pleased, by and with the advice aforesaid, to declare that service of Notice of Requisition on an Owner shall be deemed sufficient and effective if served in the case of an individual Owner by being addressed to such individual Owner and left at his last-known place of business or abode, and in the case of joint Owners by being addressed to such joint Owners and left at the last-known business addresses or places of abode of such joint Owners, and in the case of a Company or Corporation by being addressed to such Company or Corporation and left at the registered or other address of such Company or Corporation, or in any of the aforesaid cases by being addressed to the Managing Owner, Ship's Husband,

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*Government Notices affecting Trade.*

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or other the person to whom the management of the ship is by law entrusted by or on behalf of the Owners, and left at the registered or other last-known address or place of abode of such Managing Owner, Ship's Husband, or other such person, as the case may be :

And His Majesty is further pleased, by and with the advice aforesaid, to declare that any Notice of Requisition which the President of the Board of Trade may cause to be served hereunder, may be signed by any person or persons from time to time authorised for such purpose either generally or specially by the President of the Board of Trade.

And the President of the Board of Trade is to give instructions and directions accordingly.

ALMERIC FITZROY.

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**EXPORT LICENCES FOR COAL AND GAS COKE.****Revised Forms of Applications for Licences must be used.**

The attention of exporters of coal and gas coke is specially directed to the announcement issued by the War Trade Department on the 14th October last (see p. 172 of the "Board of Trade Journal" of 21st October), in which it was intimated that on and after 1st November it would be necessary for a revised form of application for a licence to be used.

As applications are still being made on the old form, exporters are warned that their applications cannot be considered by the Coal Exports Committee unless the new form (dark blue), containing a declaration that the proposed shipment is in pursuance of an existing contract or in execution of a definite order, is used. Any applications received on the old form must therefore be returned.

The new forms are obtainable at the Custom House at coal ports.

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**TRADE WITH CHINA AND SIAM.**

The Second Supplement to the "London Gazette" of 5th November contains complete revised lists of persons and bodies of persons to whom articles to be exported to China and Siam may be consigned, under the terms of the Proclamation of 24th September (see pp. 952-3 of the "Board of Trade Journal" of 30th September).

Copies of the Supplement referred to may be obtained, price 4½d. post free, from Messrs. Wyman & Sons, Ltd., Fetter Lane, London, E.C.

Copies of the lists of approved consignees may be consulted by British firms at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

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**COMMITTEE ON SUPPLY OF FERTILISERS  
TO FARMERS.**

The President of the Board of Agriculture and Fisheries has appointed a Departmental Committee to make arrangements with a view to the maintenance, so far as possible, of adequate supplies of fertilisers for the use of farmers in the United Kingdom.

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*Government Notices affecting Trade.*

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The Committee is constituted as follows:—

£ The Right Hon. F. D. Acland, M.P., Parliamentary Secretary to the Board of Agriculture and Fisheries (*Chairman*), Mr. R. H. Rew, C.B. (Board of Agriculture and Fisheries), Mr. T. H. Middleton, C.B., (Board of Agriculture and Fisheries), Mr. G. J. Stanley, C.B., C.M.G., (Board of Trade), Mr. J. Dundas White, M.P. (Scottish Office), Mr. H. Ross Skinner (Ministry of Munitions), Mr. E. J. Foley (Admiralty), and Mr. R. J. Thompson (Board of Agriculture and Fisheries).

The Secretary of the Committee is Mr. H. D. Vigor, 3, St. James's Square, London, S.W., to whom all communications should be sent.

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**BOARD OF TRADE.**

The President of the Board of Trade has appointed Miss F. Hermia Durham to be Chief Woman Inspector in the Labour Exchanges and Unemployment Insurance Department of the Board of Trade.

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**PROVISIONAL ORDERS FOR PUBLIC  
UNDERTAKINGS.**

The Board of Trade hereby give notice to parties contemplating the promotion of Provisional Orders in respect of electric lighting, gas and water, piers and harbours, and tramways, that for the duration of the war they will not be prepared to entertain such applications except in cases in which they are satisfied that extreme urgency exists.

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**OCCUPATIONS FROM WHICH ENLISTMENTS  
SHOULD BE RESTRICTED.**

The Board of Trade announce that an inter-departmental advisory Committee is engaged in preparing lists of reserved occupations, *i.e.*, occupations from which enlistments should be restricted, in view of the necessity of maintaining the trade of the country as far as possible. Representations from employers with reference to indispensable and irreplaceable classes of labour should be addressed to the Secretary, Reserved Occupations Committee, Board of Trade, Gwydyr House, Whitehall, London, S.W.

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**PARCEL POST TO SERBIA.**

The Postmaster-General announces that the parcel post to Serbia is suspended.

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*Government Notices affecting Trade.*

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**NEW ORDERS IN COUNCIL REGARDING  
MERCHANT SHIPPING.**

The Board of Trade announce that owing to the increasing demands on merchant shipping in connection with the war, it has become necessary to take special steps to secure that an adequate supply of tonnage shall be available in case of necessity to meet pressing national needs.

With this object in view, two Orders in Council were made on 10th November, and their text is published on pp. 373-75 of this issue. The first prohibits British ships from carrying cargo from one foreign port to another foreign port after 1st December unless licensed to do so. The second gives power to requisition ships for the carriage of foodstuffs and other necessaries.

The first Order lays down the principle that in this time of emergency British needs must have the first claim on British ships. It is not expected that it will be necessary to interfere with established services between foreign ports, and every effort will be made to avoid disturbing pre-existing business arrangements; but licenses must be obtained in every case in which it is desired to carry cargo in a British ship from one foreign port to another foreign port on or after 1st December, and owners and charterers concerned should apply at once to the Secretary, Ship Licensing Committee, Board of Trade, London, S.W. The members of this Committee will be gentlemen thoroughly conversant with shipping business, and Mr. Maurice Hill, K.C., will act as Chairman.

The second Order gives power to the Board of Trade to requisition merchant ships in case of emergency for the carriage of foodstuffs and other necessary supplies to this country. This power will be exercised by a Requisitioning Committee of which Mr. J. H. Whitley, M.P., the Deputy Speaker of the House of Commons, will be Chairman. The Committee will be composed of gentlemen having close expert knowledge of shipping matters, and in order that the requisitions may not overlap, these gentlemen will so far as possible be the same as those who now advise the Transport Department of the Admiralty. The Committee's object will be to secure that tonnage shall be available in case of need for the carriage of foodstuffs, &c., and to prevent freights on such commodities rising to prohibitive levels.

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**COMMITTEE ON CONGESTION AT BRITISH  
PORTS.**

The Board of Trade announce that the Prime Minister has appointed a Committee to enquire into difficulties and congestion arising from time to time at harbours, ports, and docks (including dock-sheds and warehouses) in the United Kingdom; to regulate the work and traffic thereat; to co-ordinate the requirements of all interests concerned so as to avoid so far as possible interference with the normal flow of trade; to decide all questions relating to the difficulties and congestion aforesaid that may be referred to them; and to give directions to all executive bodies at the harbours, ports, and docks for carrying their decisions into effect.

*Government Notices affecting Trade.*

The Committee is constituted as follows:—

The Lord Inchcape, G.C.M.G., K.C.S.I., K.C.I.E. (Chairman); Mr. Graeme Thomson and Major T. H. Hawkins (Admiralty); Brigadier-General Hon. A. R. Montagu Stuart Wortley, C.B., D.S.O. (War Office); Sir Frederick Bolton, Mr. J. G. Broodbank, Sir Sam Fay, Sir Edward Hain, and Sir A. Norman Hill.

The Committee is prepared to consider any representations that may be made to them on the subject.

All communications should be addressed to the Secretary, Sir Frederick Dumayne, Congestion Committee, Board of Trade, 7, Whitehall Gardens, London, S.W.

**BRITISH CARGO IN ENEMY VESSELS IN NEUTRAL PORTS.**

Cargo ex German Ss. "Setos," at Honolulu.

H.M. Consul at Honolulu reports that the lumber cargo on the German vessel "Setos" has been freed by the United States authorities, and the agent of the consignees in Australia is making arrangements for the discharge and sale of the cargo which, it is understood, will be purchased by a syndicate of Honolulu lumbermen. (H. 11,232.)

**DETENTION OF CARGOES AND VESSELS BY H.M. ARMED FORCES.**

With reference to the notice on pp. 305-6 of last week's issue of the "Board of Trade Journal" relative to the detention of cargoes and vessels by H.M. Armed Forces, it is notified that the "London Gazette" of 5th November publishes the following further list of ships whose cargoes, or part of them, have been detained:—

Name of Vessel.	Nationality.	Cargo detained at
Annie Johnson ... ..	Swedish	London
Esrom ... ..	Danish	Lerwick
Florida... ..	Danish	Greenock
Gulfaxe ... ..	Danish	Boston

The same issue of the "Gazette" also notifies that the Turkish vessel "Ayia Nikola" (4 tons) has been detained at Malta, and the German vessel "Esteburg" (240 tons) at London.

**ENEMY COMPANIES AND CONTRACTS IN AUSTRALIA.**

With reference to the notice on p. 887 of the "Board of Trade Journal" of 23rd September relative to companies declared "enemy companies" under the Commonwealth Trading with the Enemy Act (1914), H.M. Trade Commissioner in Australia (Mr. G. T. Milne) calls attention to a notice published in the "Commonwealth Gazette" of

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*Government Notices affecting Trade.*

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18th September giving the name of a further company which has been declared by the Attorney-General to fall within the category of "enemy companies."

A copy of the "Gazette" referred to may be consulted by United Kingdom firms interested at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

(C.I.B. 52,062.)

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**TRADING WITH THE ENEMY SECOND AMENDMENT  
ORDINANCE, 1915, OF HONG KONG.**

The Board of Trade are in receipt of a copy of the Trading with the Enemy Second Amendment Ordinance, 1915, of Hong Kong (No. 22 of 1915), assented to by the Governor of the Colony on 10th September last, amending further the Trading with the Enemy Ordinance, 1914, and effecting certain purposes connected therewith.

This Ordinance provides, *inter alia*, for the appointment of a Custodian of enemy property for the purpose of receiving, holding, preserving, and dealing with such property as may be paid to or vested in him in pursuance of this Ordinance.

The Ordinance also provides for the seizure and forfeiture of goods of enemy origin and of goods destined for or coming from an enemy.

The text of the above-mentioned Ordinance may be consulted by United Kingdom firms interested at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

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**TRADE ENQUIRIES REGARDING MARKETS ABROAD.**

The Commercial Intelligence Branch of the Board of Trade invites applications from manufacturers and exporters of United Kingdom goods who are desirous of extending their trade in markets abroad. Such applications should specify the countries for which information is desired, and indicate—

- (a) The precise kind of goods about which the enquirer desires information, and
- (b) The particular points in regard to which he especially wants to be informed.

Attention is directed to this matter because, if applicants would make their enquiries *more precise*, they would benefit by receiving more precise information. It would also be in their interest to state whether they have already succeeded in obtaining any trade in the countries in question, whether they are represented by agents there, and if so by whom, and whether they are satisfied with their representation.

Applicants for information may apply direct to H.M. Trade Commissioners and the Imperial Trade Correspondents in the Dominions, the correspondents of the Commercial Intelligence Branch of the Board of Trade in other parts of the Empire, and to H.M. Consular Officers in foreign countries, but it is generally desirable that they should apply, *in the first instance*, to the Commercial Intelligence Branch, 73, Basinghall Street, London, E.C., because by the adoption of this course much delay may be avoided in those cases in which the Branch is already in possession of the required information.

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## TRADE CONDITIONS ABROAD.

**Argentina (Patagonia).**—Mr. S. S. Dickson, lately H.M. Consul at Port Madryn, reports that the situation in Patagonia appears to be favourable for British trade. It must be remembered, however, that such development as has taken place in that Province has been initiated by British enterprise, and although conditions favoured a British monopoly, British manufacturers are far from enjoying a monopoly at the present time. A non-British group of importers owes its importance to one firm through whom the buyer in Patagonia is offered a German or Austro-Hungarian article for every similar article imported from the United Kingdom. The point which H.M. Consul desires to emphasise is that the trade of Patagonia is worth attention because it has been a British market in the past and should be a British market in the future, and that the time is propitious for some effort to be made to check the German and Austro-Hungarian competition which, coming in through neutral channels, has assumed large proportions during recent years.

The import trade of Patagonia is divided into two distinct categories, the township trade and the camp trade. The township trade requirements are, in the main, similar to those of other South American towns of these latitudes, only perhaps somewhat more primitive. Men's clothing, for instance, must be ready-made, even in the case of well-tailored suits. The half-made suit, consisting of a made-up jacket and waistcoat, sold together with a trouser length of the same cloth, would not sell in Patagonia. The customers of either sex require apparel of all kinds to be made up ready to wear. The country customer is generally of the gaucho or cowboy class and must be specially catered for. Things must be made up to suit his taste with no variation. Tinned provisions are an important branch of the trade in both town and country.

In the Patagonian market German goods have been able to compete with British-made articles, even in the case of articles which are staples of export from the United Kingdom. Speaking broadly, and for the Patagonian market, it is not a question of price nor is it a question of quality; the inherent defect which has done actual harm is want of adaptability on the part of the manufacturer at home and of his traveller when he sends one.

The German traveller is not necessarily, like his British colleague, the employé of one particular firm. He is often the emissary of an export agency, through which he, indirectly, represents a number of firms and manufacturers. Always a well-chosen type, thoroughly acquainted with all the ramifications of the interests he represents, his mission is not to boom any particular product or products, but to investigate and ascertain, within certain specified lines, the requirements of the local market and take the requisite steps to meet those requirements. Instead of asking the market to buy his wares he ascertains what kind of wares the market calls for. His employers act on his report, and no local preferences or prejudices, however detailed or petty, are ignored. He will even have experimental samples specially manufactured and sent out, on approval, to his various customers or possible customers. The German traveller is



### Trade Conditions Abroad.

always prepared to obtain any modification from the manufacturer that his client may point out as necessary or advisable. Of equal importance is the question of credits. The German exporter studies the circumstances of the local market from the point of view of his client, the importing firm or merchant, and gives him every facility as regards terms of payment.

It is in these respects that British manufacturers fail. Mr. Dickson adds:—"I would point out that the criticism is not mine. It may, or may not, be justified in whole or in part. This is the view of the local merchant who wants to do business with British manufacturers but who, first and foremost, wants his own personal business to succeed. German trade comes to him and studies his every requirement, both as regards the goods themselves and the terms of payment. To get British goods he has to make the advances and then adapt himself to the terms and conditions of the British seller."

(A.R. 116.)

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**Denmark (Faroe Islands).**—H.M. Consul at Thorshavn (Mr. A. G. Coates, M.V.O.) reports that the sale of enemy-made goods in the Faroe Islands is of little importance. At Thorshavn there are a few retail dealers who sell some German goods, such as *lumps, lump chimneys, crockery, enamelled ware, glass tumblers, ready-made clothing, caps, pipes, cigars and cigar-holders, nails, locks, door-handles, &c.* Most of the goods are of inferior quality, as the inhabitants cannot afford to pay high prices. Similar goods are retailed in very small quantities at Trangisvaag, Vaag, Klaksvig, and other small ports.

German-made goods are chiefly purchased from wholesale merchants in Copenhagen.

(C.I.B. 51,783.)

## FOREIGN TRADE OF THE UNITED KINGDOM IN OCTOBER, 1915.\*

### I.—GENERAL

The trade returns for October, 1915, when compared with those for October, 1914, show increases both in the value of the **Imports into the United Kingdom**, and of the **Exports of the Produce and Manufactures of the United Kingdom**, but a decrease in the value of the **Exports of Foreign and Colonial Merchandise**.

The value of the **Imports** in October was £67,792,557, an increase of £16,413,122, or 31·9 per cent., as compared with October, 1914; whilst the total **Exports** amounted to £39,131,598, an increase of £3,349,926. The **Exports of Produce and Manufactures of the United Kingdom** show an increase of £3,367,150, or 11·8 per cent., as compared with October, 1914; whilst there is a decrease of £17,224, or 0·2 per cent., in the **Exports of Foreign and Colonial Merchandise**.

\* Reference should be made to the article on "Changes in the Monthly Trade Accounts for 1915," which appeared on pp. 398-401 of the "Board of Trade Journal" of 11th February, for information as to the changes that have been made in these Accounts this year.

## Foreign Trade of the United Kingdom in October, 1915.

## II.—IMPORTS.

The following table shows the value of the Imports for October, 1915, as compared with the corresponding month of 1914 and 1913, according to the different categories of merchandise:—

## Imports (Value C.I.F.\*)—October.

	Month of October.			Increase (+) or Decrease (-) as compared with 1914.	Increase (+) or Decrease (-) in 1915 as compared with 1913.
	1913.	1914.	1915.		
<b>I.—Food, Drink, and Tobacco—</b>	£	£	£	£	£
A. Grain and flour ... ..	8,504,812	7,472,308	7,514,463	+ 42,155	— 990,349
B. Meat, including animals for food ...	4,483,948	5,067,324	6,123,389	+ 1,056,065	+ 1,639,441
C. Other food and drink—					
1. Non-dutiable ... ..	7,216,043	6,719,688	8,056,529	+ 1,336,841	+ 840,486
2. Dutiable ... ..	6,498,373	7,846,299	8,482,904	+ 634,605	+ 2,384,531
D. Tobacco ... ..	1,055,710	764,957	743,598	— 21,359	— 312,112
<b>Total, Class I. ...</b>	<b>£27,358,886</b>	<b>27,870,576</b>	<b>30,920,883</b>	<b>+ 3,050,307</b>	<b>+ 3,561,997</b>
<b>II.—Raw Materials and Articles</b>					
<b>Mainly Unmanufactured—</b>					
A. Coal, coke, and manufactured fuel ...	1,703	1,126	1,416	+ 290	— 287
B. Iron ore, scrap iron and steel ...	602,787	415,004	515,162	+ 100,158	— 87,625
C. Other metallic ores ... ..	788,095	653,412	1,059,045	+ 405,633	+ 270,950
D. Wood and timber ... ..	4,149,484	3,059,131	4,352,018	+ 1,292,887	+ 202,534
E. Cotton ... ..	8,593,865	1,539,701	4,493,420	+ 2,953,719	+ 4,100,445
F. Wool ... ..	1,576,735	734,692	1,782,444	+ 1,047,752	+ 205,709
G. Other textile materials ... ..	1,925,957	946,363	1,871,557	+ 925,124	— 54,400
H. Oil seeds, nuts, oils, fats and gums ...	4,324,747	2,604,974	3,583,876	+ 978,902	— 740,911
I. Hides and undressed skins ... ..	1,304,711	772,903	929,484	+ 156,581	— 375,227
J. Paper-making materials ... ..	590,457	647,167	537,631	— 109,536	+ 37,174
K. Miscellaneous ... ..	3,273,653	2,381,103	3,015,812	+ 635,709	— 256,841
<b>Total, Class II. ...</b>	<b>£27,042,234</b>	<b>13,760,576</b>	<b>22,142,865</b>	<b>+ 8,382,289</b>	<b>— 4,899,369</b>
<b>III.—Articles Wholly or Mainly</b>					
<b>Manufactured—</b>					
A. Iron and steel and manufactures thereof ...	1,366,326	334,954	1,009,472	+ 674,518	— 356,854
B. Other metals and manufactures thereof ...	2,960,525	2,363,150	2,671,318	+ 308,168	— 289,267
C. Outlery, hardware, implements (except machine tools) and instruments ...	683,639	167,912	365,094	+ 197,182	— 318,545
D. Electrical goods and apparatus (other than machinery and uninsulated wire) ... ..	146,858	59,980	86,769	+ 26,789	— 60,089
E. Machinery ... ..	656,539	435,516	520,982	+ 85,466	— 135,557
F. Ships (new) ... ..	2,070	141	795	+ 654	— 1,275
G. Manufactures of wood and timber (including furniture) ... ..	315,428	95,991	179,618	+ 83,627	— 135,810
H. Yarns and textile fabrics—					
1. Cotton ... ..	1,043,266	392,082	699,263	+ 307,181	— 344,003
2. Wool ... ..	856,913	196,867	104,581	— 92,286	— 752,332
3. Silk ... ..	1,342,843	983,015	1,248,409	+ 265,393	— 84,425
4. Other materials ... ..	681,649	597,761	6,0228	+ 82,467	— 1,421
I. Apparel ... ..	540,607	196,498	234,579	+ 38,081	— 306,028
J. Chemicals, drugs, dyes and colours ...	1,219,637	867,938	1,888,341	+ 1,020,403	+ 668,704
K. Leather and manufactures thereof (including gloves, but excluding boots and shoes) ... ..	1,173,785	890,092	1,296,693	+ 406,601	+ 122,908
L. Earthenware and glass ... ..	400,879	68,519	210,064	+ 141,545	— 190,815
M. Paper ... ..	720,121	597,795	652,307	+ 54,512	— 67,814
N. Railway carriages and trucks (not of iron), motor cars, cycles, carts, &c. ...	563,692	307,471	888,112	+ 580,641	+ 324,420
O. Miscellaneous ... ..	2,385,069	1,053,657	1,800,360	+ 746,703	— 584,709
<b>Total, Class III. ...</b>	<b>£17,049,836</b>	<b>9,609,339</b>	<b>14,536,984</b>	<b>+ 4,927,645</b>	<b>— 2,512,852</b>
<b>IV.—Miscellaneous and Unclassified (including Parcel Post) ... ..</b>	<b>279,220</b>	<b>138,944</b>	<b>191,825</b>	<b>+ 52,881</b>	<b>— 87,395</b>
<b>Total value... ..</b>	<b>£71,730,176</b>	<b>51,379,435</b>	<b>67,792,557</b>	<b>+16,413,122</b>	<b>— 3,937,619</b>

\* 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.

*Foreign Trade of the United Kingdom in October, 1915.*

Comparing the values of the imports last month with those of October, 1914, the chief increases and decreases are as follows:—

		£			£							
I.	A.	Wheat meal and flour ... ..	142,813	G.	Flax, dressed and undressed ... ..	260,767						
		Barley ... ..	402,756		Tow or eodilla ... ..	140,060						
		Maize ... ..	370,980		H.	Hemp, dressed and undressed ... ..	262,315					
	B.	Mutton, fresh and refrigerated ... ..	671,438	Jute ... ..		207,921						
		Bacon ... ..	168,128	Cotton seed ... ..		145,450						
		Hams ... ..	340,923	Soya beans ... ..	119,404							
	II.	C.	Meat, preserved, otherwise than by salting (including tinned and canned) ... ..	102,399	II. cont.	I.	Nuts and kernels for expressing oil therefrom ... ..	361,662				
			Butter ... ..	859,446			K.	Skins and furs, undressed, other than rabbit and seal-skins ... ..	229,602			
		C1.	Milk condensed, unsweetened ... ..	105,133		A.		Steel ingots, blooms, billets, &c. ... ..	210,478			
			Fish, cured or salted	211,725			C.	Instruments and apparatus, scientific (other than electrical), and parts thereof) ... ..	135,339			
			Margarine ... ..	230,391				III.	III.	III.	Cotton manufactures	295,141
		Cocoa, raw ... ..	237,545	C2.		C.		C.	Silk manufactures...	271,426		
		Preparations of cocoa ... ..	130,372				C.		C.	C.	Jute manufactures..	115,104
		Currants ... ..	149,416								C.	C.
		Tea ... ..	1,428,145	C.		C.		C.				
C.		Manganese ore ... ..	131,591				C.		C.	C.		
	Tin ore ... ..	136,268										
D.	D.	Wood and timber: Hewn ... ..	150,211									
		Sawn or split ... ..	885,475									
		Cotton, raw ... ..	2,953,719									
E.	E.	Sheep's or lambs' wool ... ..	1,069,574									

**Decreases.**

		£			£		
I.	A.	Wheat ... ..	1,154,084	II.	I.	Hides, raw, and pieces thereof, wet	101,764
		Pork, fresh and refrigerated ... ..	229,466		K.	Nitrate of soda ... ..	157,499
	C1.	Apples, raw ... ..	167,295	E.		Tin in blocks, ingots, bars, &c. ... ..	150,815
		C2.	Sugar, refined and sugar candy ... ..		939,377	H4.	Linen yarn ... ..
	Sugar, unrefined ... ..		596,904				

The following are the principal instances of increase in value combined with decrease in quantity and vice versa:—

		Increase in value.	Decrease in quantity.
		£	
I.	A.	Wheat meal and flour ... ..	142,813 ... 9,745 cwts.
		Onions ... ..	33,707 ... 210,035 bushels
	C2.	Currants ... ..	149,416 ... 7,441 cwts.
		Raisins ... ..	27,250 ... 76,706 "
II.	B.	Iron ore ... ..	83,122 ... 59,081 tons.
		D.	Wood and timber—Hewn ... ..
	Sawn and split ... ..		885,475 ... 14,870 "
III.	H.	Petroleum ... ..	23,301 ... 22,130,783 galls.
	O.	Stones and slates ... ..	12,177 ... 7,943 "
		Increase in quantity.	Decrease in value.
			£
IV.	D.	Tobacco, unmanufactured ... ..	966,758 lbs. ... 54,252
		Horses ... ..	106 No. ... 33,555

**III.—EXPORTS.**

The following table shows the value of the Exports of produce and manufactures of the United Kingdom for the month of October,

*Foreign Trade of the United Kingdom in October, 1915.*

1915, as compared with the corresponding month of 1914 and 1913, and the increase or decrease in each principal category:—

**Exports of Produce and Manufactures of the United Kingdom  
(Value F.O.B.\*).—October.**

	Month of October.			Increase (+) or Decrease (-) in 1915 as compared with 1914	Increase (+) or Decrease (-) in 1915 as compared with 1913.
	1913.	1914.	1915.		
<b>I.—Food, Drink, and Tobacco—</b>	£	£	£	£	£
A. Grain and flour .....	298,464	280,432	193,929	— 86,503	— 104,535
B. Meat, including animals for food .....	1 8,039	124 684	91,382	— 31,302	— 36,657
C. Other food and drink .....	2,523,347	1,530,169	1,331,820	— 198,349	— 1,191,527
D. Tobacco .....	325,266	281,858	231,596	— 30,262	— 73,670
<b>Total, Class I. ....</b>	<b>£ 3,275,116</b>	<b>2,217,143</b>	<b>1,868,727</b>	<b>+ 348,416</b>	<b>— 1,406,389</b>
<b>II.—Raw Materials and Articles Mainly Unmanufactured—</b>					
A. Coal, coke, and manufactured fuel .....	4,953,102	2,754,829	3,415,412	+ 660,583	— 1,537,690
B. Iron ore, scrap iron and steel .....	32,144	7,877	21,921	+ 14,044	— 10,223
C. Other metallic ores .....	10,523	351	6,363	+ 6,012	— 4,160
D. Wood and timber .....	31,290	10,985	15,688	+ 4,703	— 15,602
E. Cotton .....	—	—	—	—	—
F. Wool .....	476,036	188,156	533,773	+ 345,617	+ 57,737
G. Other textile materials .....	48,470	36,079	28,817	— 7,262	— 19,653
H. Oil-seeds, nuts, oils, fats, and gums .....	440,512	353,573	380,809	+ 27,236	— 59,703
I. Hides and undressed skins .....	142,717	96 1 6	52,840	— 43,316	— 89,877
J. Paper-making materials .....	79,644	70,741	64,633	— 6,108	— 15,011
K. Miscellaneous .....	232,479	192,331	151,351	— 40,950	— 81,128
<b>Total, Class II. ....</b>	<b>£ 6,446,917</b>	<b>3,711,078</b>	<b>4,671,607</b>	<b>+ 960,529</b>	<b>— 1,775,310</b>
<b>III.—Articles Wholly or Mainly Manufactured—</b>					
A. Iron and steel and manufactures thereof .....	4,672,588	2,810,817	3,942,056	+ 1,131,239	— 730,533
B. Other metals and manufactures thereof .....	1,155,573	807,717	654,682	+ 46,965	— 300,891
C. Cutlery, hardware, implements (except machine tools), and instruments .....	730,369	438,529	453,681	+ 15,152	— 276,688
D. Electrical goods and apparatus (other than machinery and uninsulated wire) .....	356,763	212,397	245,840	+ 32,843	— 110,923
E. Machinery .....	3,271,296	2,032,738	1,503,980	— 528,758	— 1,767,316
F. Ships (new) .....	1,002,376	770,306	168,666	— 601,640	— 834,310
G. Manufactures of wood and timber (including furniture) .....	202,345	118,768	77,164	— 41,604	— 125,181
H. Yarns and textile fabrics—					
1. Cotton .....	11,374,113	6,109,580	6,852,077	+ 742,497	— 4,522,036
2. Wool .....	2,739,879	1,455,223	2,714,414	+ 1,259,191	— 25,465
3. Silk .....	212,604	131,876	163,325	+ 31,449	— 49,279
4. Other materials .....	1,379,844	983,786	1,002,980	+ 19,194	— 376,864
I. Apparel .....	1,389,714	984,790	851,487	— 133,303	— 538,227
J. Chemicals, drugs, dyes and colours .....	1,828,969	1,570,207	1,089,253	+ 119,046	— 139,716
K. Leather and manufactures thereof (including gloves, but excluding boots and shoes) .....	558,742	260,039	309,839	+ 49,800	— 248,903
L. Earthenware and glass .....	467,729	283,591	284,527	+ 936	— 183,202
M. Paper .....	300,802	261,793	282,270	+ 20,477	— 18,532
N. Railway carriages and trucks (not of iron), motor cars, cycles, carts, &c. ....	1,082,514	824,121	495,785	— 332,836	— 587,229
O. Miscellaneous .....	3,183,613	2,297,804	2,403,490	+ 105,686	— 780,123
<b>Total, Class III. ....</b>	<b>£ 35,910,433</b>	<b>22,358,682</b>	<b>24,295,016</b>	<b>+ 1,936,334</b>	<b>— 11,615,417</b>
<b>IV.—Miscellaneous and Unclassified (including Parcel Post) .....</b>	<b>£ 990,235</b>	<b>314,912</b>	<b>1,133,615</b>	<b>+ 818,703</b>	<b>+ 143,382</b>
<b>Total value .....</b>	<b>£ 46,622,699</b>	<b>28 601,815</b>	<b>31,968,963</b>	<b>+ 3,367,150</b>	<b>— 14,663,734</b>
<b>Exports of Foreign and Colonial Merchandise.*—October.</b>					
	£	£	£	£	£
<b>Total value .....</b>	<b>9,356,144</b>	<b>7,179,867</b>	<b>7,162,633</b>	<b>— 17,224</b>	<b>— 2,393,511</b>

\* 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.

*Foreign Trade of the United Kingdom in October, 1915.*

Comparing the values of the exports of the produce and manufactures of the United Kingdom in October, 1915, with those in October, 1914, the chief increases and decreases are as follow:—

		<b>Increases.</b>	<b>£</b>
I.	C.	Beer and ale ... ..	73,753
	A.	Coal, coke, and manufactured fuel ... ..	660,583
II.	F.	{ Sheep's or lambs' wool ... ..	196,652
		{ Wool noils and carded or carbonised wool ... ..	108,085
	H.	Oil, seed ... ..	50,179
	A.	Iron and steel, and manufactures thereof ... ..	1,131,239
		Cotton waste, from worked cotton ... ..	65,132
	H1.	{ " yarn ... ..	289,710
		{ " piece goods ... ..	229,917
III.		Worsted yarn ... ..	93,426
	H2.	{ Woollen tissues ... ..	666,200
		{ Wool blankets ... ..	350,056
	J.	Medicines, comprising drugs and medicinal preparations, other than quinine and quinine salts ... ..	58,969
	K.	Leather, undressed and dressed... ..	89,035
IV.		Parcel post... ..	773,938
		<b>Decreases.</b>	<b>£</b>
I.	A.	Wheat meal and flour ... ..	101,733
	C.	Fish ... ..	161,224
	E.	Machinery and parts thereof ... ..	528,758
	F.	Ships, new ... ..	601,640
	H4.	Linen piece goods ... ..	68,870
		Apparel ... ..	61,347
	I.	{ Leather boots and shoes ... ..	64,823
III.		{ Coal products, not dyes ... ..	67,704
	J.	{ Soda compounds ... ..	64,764
		Railway trucks, wagons, &c (not of iron) and parts thereof ... ..	180,695
	N.	{ Motor cars, chassis and parts thereof ... ..	131,776
	O.	Arms, ammunition, and military and naval stores, except gunpowder ... ..	106,673

The following are the principal instances of increase in value combined with decrease in quantity, and *vice-versa* :—

		<b>Increase in value.</b>	<b>Decrease in quantity.</b>
		<b>£</b>	
I.	C.	Biscuits and cakes ... ..	3,421 cwts.
II.	A.	Coal, coke and manufactured fuel... ..	380,312 tons.
	H1.	Cotton piece-goods ... ..	3,389,300 yds.
	H2.	Wool tops ... ..	182,200 lbs.
		Dye stuffs ... ..	9,079 cwts.
	J.	{ Manures ... ..	19,855 tons.
		{ Painters' colours and materials ... ..	3,952 cwts.
III.		Chinaware or porcelain, earthenware and pottery ... ..	15,369 "
	L.	{ Plate glass ... ..	2,065 "
		{ Paper ... ..	1,439 "
	M.	{ Musical instruments... ..	1,744 No.
	O.		
		<b>Increase in quantity.</b>	<b>Decrease in value.</b>
			<b>£</b>
II.	H.	Palm oil, unrefined ... ..	7,121
III.	O.	Books, printed ... ..	16,653

**IV.—TRADE DURING THE TEN MONTHS, JANUARY-  
OCTOBER.**

The following table shows the value of the Imports of foreign and colonial merchandise during the ten months ended October, 1915, as compared with the corresponding period of 1914 and 1913:—

## Foreign Trade of the United Kingdom in October, 1915.

## Imports (Value C.I.F.\*)—Ten months, January-October.

	Ten months, January-October.			Increase (+) or Decrease (-) in 1915 as compared with 1914.	Increase (+) or Decrease (-) in 1915 as compared with 1913.
	1913.	1914.	1915.		
<b>I.—Food, Drink, and Tobacco—</b>					
A. Grain and flour ... ..	£ 72,841,880	£ 63,861,585	£ 91,915,426	+ 28,053,841	+ 19,070,546
B. Meat, including animals for food ...	47,379,262	51,167,271	74,389,969	+ 23,222,689	+ 27,010,698
C. Other food and drink—					
1. Non-dutiable ... ..	65,692,752	64,259,116	74,875,991	+ 10,616,875	+ 9,183,239
2. Dutiable ... ..	49,299,554	46,904,504	67,941,477	+ 21,036,973	+ 21,641,923
D. Tobacco ... ..	6,012,455	5,867,115	7,172,329	+ 1,305,214	+ 1,159,874
<b>Total, Class I. ... ..</b>	<b>£ 238,228,903</b>	<b>£ 232,059,591</b>	<b>£ 316,295,183</b>	<b>+ 84,235,592</b>	<b>+ 78,066,280</b>
<b>II.—Raw Materials and Articles Mainly Unmanufactured—</b>					
A. Coal, coke and manufactured fuel ...	27,121	38,336	7,394	— 30,942	— 19,727
B. Iron ore, scrap iron and steel... ..	6,371,864	4,841,306	6,349,047	+ 1,207,741	+ 322,817
C. Other metallic ores ... ..	8,529,692	8,510,211	9,240,009	+ 729,98	+ 710,317
D. Wood and timber ... ..	29,274,728	21,218,892	26,630,572	+ 5,508,680	+ 2,644,156
E. Cotton ... ..	47,354,606	46,354,938	53,473,784	+ 7,118,846	+ 6,119,178
F. Wool ... ..	32,592,593	24,469,413	41,123,939	+ 11,654,526	+ 8,571,436
G. Other textile materials... ..	15,330,760	12,829,865	17,497,263	+ 4,267,398	+ 1,766,503
H. Oil-seeds, nuts, oils, fats, and gums	35,241,843	34,923,740	41,961,913	+ 7,038,173	+ 6,720,070
I. Hides and undressed skins ... ..	12,891,289	11,145,178	12,501,660	+ 1,356,482	+ 299,625
J. Paper making materials ... ..	4,659,652	5,004,520	5,102,067	+ 97,487	+ 442,355
K. Miscellaneous ... ..	33,946,251	25,886,618	29,319,557	+ 3,432,939	+ 4,626,994
<b>Total, Class II. ... ..</b>	<b>£ 226,090,305</b>	<b>£ 200,126,017</b>	<b>£ 240,507,145</b>	<b>+ 42,381,128</b>	<b>+ 16,416,840</b>
<b>III.—Articles Wholly or Mainly Manufactured—</b>					
A. Iron and steel and manufactures thereof ... ..	12,558,339	9,917,456	8,853,825	— 1,063,631	— 3,704,514
B. Other metals and manufactures thereof ... ..	27,154,415	25,163,335	35,333,848	+ 10,170,513	+ 8,179,433
C. Cutlery, hardware, implements (except machine tools) and instru- ments ... ..	6,015,626	4,775,438	4,102,623	— 672,815	— 1,913,003
D. Electrical goods and apparatus (other than machinery and uninsu- lated wire) ... ..	1,277,781	1,089,192	832,897	— 236,295	— 424,884
E. Machinery ... ..	6,101,750	5,742,789	7,894,372	+ 1,651,583	+ 1,293,222
F. Ships (new) ... ..	29,101	31,010	84,253	+ 3,243	+ 5,152
G. Manufactures of wood and timber (including furniture) ... ..	2,953,010	2,124,812	1,870,826	— 253,986	— 1,082,184
H. Yarns and textile fabrics—					
1. Cotton ... ..	10,365,439	8,474,360	6,032,469	— 2,441,891	— 4,332,970
2. Wool ... ..	9,014,237	7,350,873	1,511,247	— 5,839,626	— 7,499,990
3. Silk ... ..	12,753,107	11,770,891	12,499,598	+ 729,207	+ 253,509
4. Other materials ... ..	7,727,488	6,567,221	7,471,854	+ 904,633	+ 255,634
I. Apparel ... ..	5,237,408	3,684,972	2,570,708	— 1,114,264	— 2,666,704
J. Chemicals, drugs, dyes and colours	10,721,576	10,076,568	15,449,223	+ 5,372,665	+ 4,727,647
K. Leather and manufactures thereof (including gloves, but excluding boots and shoes) ... ..	11,343,188	8,849,983	14,743,717	+ 4,893,734	+ 3,400,529
L. Earthenware and glass... ..	3,725,935	2,819,332	1,664,490	— 1,154,842	— 2,061,445
M. Paper ... ..	6,411,728	5,873,314	5,311,211	— 548,103	— 1,100,517
N. Railway carriages and trucks (not of iron), motor cars, cycles, carts, &c.	6,965,645	6,416,916	7,458,394	+ 1,041,478	+ 492,749
O. Miscellaneous ... ..	22,263,121	17,567,248	17,030,104	— 537,144	— 5,235,017
<b>Total, Class III. ... ..</b>	<b>£ 162,617,294</b>	<b>£ 130,279,200</b>	<b>£ 150,185,659</b>	<b>+ 10,906,459</b>	<b>+ 12,431,635</b>
<b>IV.—Miscellaneous and Unclassified<sup>1</sup> (including Parcel Post) ... ..</b>	<b>£ 2,539,743</b>	<b>£ 2,326,849</b>	<b>£ 2,646,552</b>	<b>+ 319,703</b>	<b>+ 106,809</b>
<b>Total value ... ..</b>	<b>£ 629,476,245</b>	<b>£ 573,791,657</b>	<b>£ 711,634,539</b>	<b>+ 137,842,882</b>	<b>+ 82,158,294</b>

\* 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 value of the Exports of home produce, and of foreign and colonial produce, during the ten months ended October, 1915, as compared with the corresponding period of 1914 and 1913, is as shown in the following table:—

## Foreign Trade of the United Kingdom in January-October, 1915.

Exports of Produce and Manufactures of the United Kingdom  
(Value F.O.B.\*)—Ten Months, January-October.

	Ten months, January-October.			Increase (+) or Decrease (-) in 1915 as compared with 1914.	Increase (+) or Decrease (-) in 1915 as compared with 1913.
	1913.	1914.	1915.		
<b>I.—Food, Drink, and Tobacco—</b>					
A. Grain and flour ... ..	£ 3,024,649	£ 2,485,238	£ 3,311,038	+ 825,800	+ 286,389
B. Meat, including animals for food ...	1,017,844	9,038,383	1,119,760	+ 179,377	+ 101,916
C. Other food and drink ... ..	18,799,124	16,376,028	13,069,103	- 3,306,925	- 5,730,021
D. Tobacco ... ..	2,712,978	3,211,345	2,962,351	+ 248,994	+ 249,373
<b>Total, Class I.</b> ... ..	<b>£ 25,554,595</b>	<b>23,012,994</b>	<b>20,462,252</b>	<b>- 2,550,742</b>	<b>- 5,092,343</b>
<b>II.—Raw Materials and Articles Mainly Unmanufactured—</b>					
A. Coal, coke, and manufactured fuel ...	44,708,995	37,321,222	32,569,271	- 4,751,851	- 12,139,724
B. Iron ore, scrap iron and steel ...	315,545	281,532	154,961	- 126,571	- 190,584
C. Other metallic ores ... ..	111,163	108,334	26,622	- 81,412	- 81,541
D. Wood and timber ... ..	292,125	250,913	158,042	- 92,871	- 134,083
E. Cotton ... ..	—	—	—	—	—
F. Wool ... ..	3,730,642	4,370,266	2,713,816	- 1,656,950	- 1,017,326
G. Other textile materials ... ..	361,540	3-1,074	378,329	+ 17,255	+ 16,789
H. Oil-seeds, nuts, oils, fats and gums	3,678,958	3,312,290	4,605,807	+ 1,293,517	+ 926,849
I. Hides and undressed skins ... ..	1,529,522	1,354,626	706,641	- 647,985	- 822,881
J. Paper making materials ... ..	779,998	735,383	539,629	- 195,754	- 240,369
K. Miscellaneous ... ..	2,378,526	2,326,487	1,473,588	- 852,899	- 904,938
<b>Total, Class II.</b> ... ..	<b>£ 57,917,014</b>	<b>50,421,827</b>	<b>43,326,206</b>	<b>- 7,095,621</b>	<b>- 14,590,806</b>
<b>III.—Articles Wholly or Mainly Manufactured—</b>					
A. Iron and steel and manufactures thereof ... ..	45,634,880	36,787,046	32,736,119	- 4,050,927	- 12,898,761
B. Other metals and manufactures thereof ... ..	11,128,323	8,867,726	7,936,022	- 931,704	- 3,192,301
C. Outlery, hardware, implements (ex- cept machine tools) and instru- ments ... ..	6,665,114	5,785,417	4,113,521	- 1,671,896	- 2,551,593
D. Electrical goods and apparatus (other than machinery and un- insulated wire) ... ..	4,121,152	2,597,387	2,516,107	- 81,280	- 1,605,045
E. Machinery ... ..	30,760,860	23,139,304	16,115,534	- 12,023,370	- 14,645,526
F. Ships (new) ... ..	10,142,785	6,160,527	1,509,226	- 4,651,301	- 8,033,559
G. Manufactures of wood and timber (including furniture) ... ..	1,674,576	1,389,954	852,215	- 537,709	- 822,331
H. Yarns and textile fabrics—					
1. Cotton ... ..	106,805,930	92,650,718	72,174,687	- 20,476,031	- 34,631,243
2. Wool ... ..	31,912,96	28,493,608	26,505,304	- 1,988,304	- 5,437,657
3. Silk ... ..	1,794,809	1,619,487	1,371,245	- 278,242	- 423,564
4. Other materials ... ..	12,301,980	11,200,248	9,564,495	- 1,631,755	- 2,733,485
I. Apparel ... ..	13,930,110	12,299,756	9,533,145	- 2,766,611	- 4,396,965
J. Chemicals, drugs, dyes and colours ..	18,580,938	16,636,615	18,280,501	+ 1,643,886	- 300,437
K. Leather and manufactures thereof (including gloves, but excluding boots and shoes) ... ..	4,654,629	4,273,009	3,021,626	- 1,251,383	- 1,633,003
L. Earthenware and glass ... ..	4,384,068	3,607,872	2,774,336	- 833,536	- 1,609,732
M. Paper ... ..	3,099,250	2,743,494	2,453,874	- 289,620	- 645,376
N. Railway carriages and trucks (not of iron), motor cars, cycles, carts, &c. ... ..	9,227,458	9,444,511	5,335,949	- 4,108,562	- 3,891,509
O. Miscellaneous ... ..	28,487,759	26,007,016	23,499,403	- 2,507,613	- 4,998,356
<b>Total, Class III.</b> ... ..	<b>£ 345,837,582</b>	<b>298,733,695</b>	<b>240,297,139</b>	<b>- 58,436,556</b>	<b>- 105,040,443</b>
<b>IV.—Miscellaneous and Unclassified (including Parcel Post) ... ..</b>	<b>£ 8,569,117</b>	<b>7,181,662</b>	<b>10,975,054</b>	<b>+ 3,793,392</b>	<b>+ 2,405,937</b>
<b>Total value ... ..</b>	<b>£ 437,378,308</b>	<b>379,350,178</b>	<b>315,060,651</b>	<b>- 64,289,927</b>	<b>- 122,317,657</b>

Exports of Foreign and Colonial Merchandise\*—Ten Months,  
January-October.

	£	£	£	£	£
Total value ... ..	91,926,576	83,976,063	82,782,519	- 1,193,844	- 9,144,057

\* The value 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.

*Foreign Trade (Shipping) of the United Kingdom in October, 1915,  
and in January-October, 1915.*

**V.—SHIPPING IN OCTOBER.**

The tonnage of vessels entered at ports in the United Kingdom from foreign countries and British possessions *with cargoes* during October, 1915, amounted to 2,827,344 tons, and the tonnage cleared to 3,315,040 tons, as against 3,125,990 tons entered, and 3,802,613 tons cleared, during October, 1914. With regard to the coasting trade, the tonnage arrived *with cargoes* during October, 1915, amounted to 2,159,302 tons, and the tonnage departed to 2,135,462 tons, as against 2,893,163 tons arrived, and 2,859,274 tons departed, in October, 1914.

**VI—TEN MONTHS' SHIPPING, JANUARY-OCTOBER.**

The tonnage of vessels entered at ports in the United Kingdom from foreign countries and British possessions, *with cargoes*, during the ten months, January-October, 1915, amounted to 28,160,166 tons, and the tonnage cleared to 33,445,269 tons, as against 37,084,578 tons entered, and 49,417,429 tons cleared, during the ten months, January-October, 1914. With regard to the coasting trade, the tonnage arrived *with cargoes* during the ten months, January-October, 1915, amounted to 23,538,263 tons, and the tonnage departed to 23,379,755 tons, as against 31,269,906 tons arrived, and 31,065,256 tons departed, during the corresponding period of 1914.

**EFFORTS TO STIMULATE THE TOY INDUSTRY IN  
SWITZERLAND.**

H.M. Vice-Consul at Zürich (Mr. J. C. Milligan) has forwarded an extract from the "Nene Zürcher Zeitung" of 15th October containing interesting particulars regarding the efforts to stimulate the toy industry of Switzerland. It appears that the Union of Swiss Manufacturers has organised a competition, and prizes to a total value of 1,500 francs (£60) have been awarded, for the best toys made, the toys being judged from the point of view of the artistic merits of the models and the skill shown in the execution of the work. The likelihood of the toy appealing to a child's fancy was also taken into account. Out of 153 exhibits the best 80 have been chosen to form an exhibition to be held at Zürich from 1st December, 1915, to 10th January, 1916, which it is hoped will put the manufacturers into touch with likely buyers in both the home and foreign markets. The exhibition will afterwards be taken to certain other Swiss towns.

A large number of manufacturers were invited to a meeting for the distribution of the prizes and various questions were discussed, such as the formation of a central organisation, the preparation of catalogues, and the possibility of inviting the aid of Swiss Consuls in foreign countries to take samples of Swiss toys. It is understood that there is already a certain demand for Swiss toys in the United States owing to the stoppage of the usual Christmas supplies from Germany.

(C.I.B. 50,268.)



## AGRICULTURAL RETURNS OF ENGLAND &amp; WALES, 1915.

## Produce of Crops.

The following preliminary statement showing the **estimated total produce and yield per acre of the Corn, Pulse, and Hay Crops in England and Wales** in the year 1915, with comparisons for 1914, has been issued by the Board of Agriculture and Fisheries:—

CROPS.	Estimated Total Produce.		Acreage.		Average Estimated Yield per Acre.	
	1914.	1915.	1914.	1915.	1914.	1915.
WHEAT	England ...	7,175,950	1,770,470	2,121,519	32·43	31·37
	Wales ...	131,086	37,028	48,651	28·32	28·19
	England and Wales	7,307,036	8,490,692	1,807,498	2,170,170	32·34
BARLEY	England ...	5,841,499	1,420,346	1,151,536	32·90	29·58
	Wales ...	332,449	84,425	80,178	31·50	29·98
	England and Wales	6,173,948	4,558,069	1,504,771	1,231,714	32·82
OATS ...	England ...	8,653,284	1,730,082	1,888,530	40·01	40·52
	Wales ...	900,443	199,535	199,479	36·10	35·54
	England and Wales	9,553,727	10,452,128	1,929,617	2,088,009	39·61
BEANS ..	England ...	1,079,369	283,194	256,635	30·49	27·78
	Wales ...	4,333	1,177	1,020	29·45	27·46
	England and Wales	1,083,702	894,599	284,371	257,655	30·49
PEAS ...	England ...	371,183	129,116	97,929	23·00	24·37
	Wales ...	1,204	412	336	23·38	22·86
	England and Wales	372,387	129,528	98,265	23·00	24·36
SEEDS HAY.*	England ...	1,906,381	1,390,898	1,372,922	27·41	30·30
	Wales ...	210,756	164,009	165,145	25·70	25·13
	England and Wales	2,117,137	1,554,907	1,538,067	27·23	29·75
MEADOW HAY.†	England ...	4,603,527	4,239,074	4,118,843	21·72	18·49
	Wales ...	544,714	546,377	532,766	19·94	18·47
	England and Wales	5,148,241	4,785,451	4,651,609	21·52	18·49

\* Hay from clover, sainfoin, and grasses under rotation.

† Hay from permanent grass.

## TRADE OF SIERRA LEONE IN 1914.

An extraordinary issue of the Sierra Leone "Royal Gazette" for July publishes the Report for 1914 of the Comptroller of Customs at Freetown on the trade of Sierra Leone in that year, from which it appears that the value of the imports and exports (exclusive of specie and Government stores) from and to the principal countries during 1914 was as follows; the figures for 1913 are given for purposes of comparison:—

From and to	Imports into Sierra Leone.		Exports from Sierra Leone.	
	1913.	1914.	1913.	1914.
	£	£	£	£
United Kingdom ... ..	906,683	712,765	219,578	331,161
British West African Possessions ...	14,116	10,645	107,578	82,862
France ... ..	18,139	17,607	200	1,695
Germany ... ..	167,276	92,535	822,155	313,152
Netherlands ... ..	89,585	47,533	—	—
United States of America ... ..	54,055	62,766	—	—
Foreign West African Possessions ...	16,630	11,305	240,271	219,730
Other countries ... ..	25,498	14,475	113	839
Destination unspecified... ..	—	—	100,393	92,468
Total ... ..	1,291,982	969,631	1,490,288	1,041,907

The following table shows the quantities and values of the principal items of the import and export trade (exclusive of specie and Government imports) of the Colony during 1914, as compared with 1913:—

	1913.		1914.	
	Quantity.	Value.	Quantity.	Value.
<b>Principal Imports—</b>		£		£
Coal and patent fuel ... .. Tons	38,511	48,854	40,355	68,075
Cotton piece-goods ... .. Yds.	16,074,461	267,089	11,455,058	185,072
Flour ... .. Lbs.	3,394,476	23,411	3,378,941	23,296
Hats and caps ... ..	—	20,213	—	14,250
Provisions ... ..	—	33,363	—	23,154
Spirits ... .. Galls	641,626	92,026	314,554	45,872
Tobacco, unmanufactured ... Lbs.	2,317,212	63,081	2,019,641	56,825
<b>Principal Exports—</b>				
Kola nuts ... .. Tons	1,865	328,003	1,925	279,199
Palm kernels ... .. "	49,201	920,943	35,915	559,313
Palm oil ... .. Galls.	617,089	56,659	436,144	38,637
Piassava ... .. Tons	839	12,280	983	19,492
Ginger ... .. "	2,048	35,468	1,213	15,639

The above-mentioned issue of the "Gazette" may be consulted by United Kingdom firms interested at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

## TRADE EXPANSION IN CHINA.

**A Comparison of British and German Methods.**

The following memorandum on trade expansion in China, comparing the methods of business adopted by British and German firms, has been prepared by the Assistant British Commercial Attaché in China (Mr. C. A. W. Rose) as an endeavour to face the facts of German competition and to discover what immediate practical steps are possible for the improvement of British trade:—

Much has been said and written on the capture of German trade in China and, although much has been learned that is useful, there exists on the subject a good deal of confusion of thought. It may help to prevent such misunderstandings if the China trade is divided into four classes: (1) the great financial groups representing most of the treaty powers, which combine extensive banking operations with their businesses and which obtain political support in various spheres in China for the exploitation of railway, mining, and similar enterprises; (2) the manufacturing firms who are able to finance their own businesses, and to establish a virtual monopoly for their products wherever they choose to compete with the large selling organisations which have established foreign agencies in the interior, with an elaborate machinery for the distribution throughout the length and breadth of China of kerosene oil, cigarettes, dyes, soda, alkalis, sugar and similar articles; (3) the piece goods auctions, with a turnover of some £50,000 weekly, selling the products of Lancashire by auction without reserve to a ring of dealers from all over the country; and (4) the merchant houses—the firms large and small, which import piece-goods, metals and sundries and export China produce, and which are ready to handle any business promising fair profits and quick returns. There is necessarily a slight overlapping in these four divisions, but, broadly speaking, they represent distinct lines of activity. The first three are full of life, and British interests are holding their own under each of these heads. This memorandum is therefore devoted to an examination of the British position under the fourth head, seeking to discover if foreign competitors have any real advantages, if their methods are different, and if they have any special secret of success.

In the German firms large salaries are not paid, but every head of a department has a generous share of the profits which he brings to the firm; this has been a very real asset to German firms. Similar treatment has been accorded to the chief Chinese staffs, their energies having been stimulated by profit sharing. The heads of departments keep closely in touch with the Chinese; they spare no trouble to cultivate personal relations with them; they entertain them, they learn their customs, their habits of thought and often their language. It is impossible to lay too much stress on the last point; a man who knows even a little Chinese is in a very favourable position. He will probably conduct his actual business through an interpreter, but he has a very shrewd idea of what is going on, and the very act of learning the language gives an insight into Chinese methods of thought which is of incalculable value. Several of the most successful British firms are encouraging the study of the language in every possible way, and they find that it pays them to do so.

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Again, the German firms have realised the value of the great hinterland which lies beyond the coast ports. When a prospect of a contract arises they go to the headquarters of industrial activity and suggest business to the men whom they already know; this is one of the factors making for success in opening up a conservative country such as China is. It is useless to wait for demand to stimulate supply; in most cases the demand must be created, especially in such matters as installations of machinery and industrial undertakings. Within the last few years the Chinese have been taught to need kerosene oil, lamps, cigarettes, cotton thread, needles, matches, sugar, electric light and power stations, waterworks, flour and oil mills, pumps, and steamboats. Chinese business men have learned a great deal by visits to Shanghai, Tientsin, Hankow, and Canton, and when they have gone back with vague knowledge and ill-defined wants, they are followed up, and the uses and financial advantages of the goods are explained and demonstrated to them in their own homes, and in this way business is obtained.

There has been a tendency of late years for British manufacturers to combine to capture the machinery market of China, and large quantities of British machinery have been introduced. It is realised with disappointment, however, that this machinery is largely sold by German firms, and British firms naturally ask the reason. The reply is simple: German firms obtain the orders. The German firms have created a demand, the British firms have often waited for the demand to come to them. It may be known in Shanghai that a cotton mill is likely to be erected in the interior. The German firms send up a representative (in the case of textile machinery usually a British representative) with pictures, sometimes with a magic-lantern, and a Chinese lecturer, who gives a real idea of the costs and the profits of such things to untrained but practical minds. This is done in no idealistic and speculative way, but quickly, cheaply, and with determination to cover at least the expenses of the journey. There is no hard and fast commission to be made under orders from home, and the main contract will be closed if a profit of any sort is in sight. The profits of a first contract will often be small, the contract will be regarded merely as an advertisement, a footing on the road to greater things. China is not yet sufficiently specialised to encourage or demand the services of consulting engineers and, consequently, it is seldom that the initial contract for any article or installation is inclusive or complete. Whilst the main contract is in progress, the business man knows very well that many subsidiary demands will necessarily arise, and on these incidental purchases he is certain of a good profit which will ensure a sound margin for the contract as a whole. His expenses once secured in this way, and his footing once established in the district, he will have time and opportunity to seek for further profitable enterprises.

Business in China must be very elastic. The country is too undeveloped for any great specialisation at present, and, for many years to come, it will not pay merchants to depend on large contracts. The small lines are the bread and butter of the Chinese trade; industrial enterprises and Government contracts are the plums—but they

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are within the reach of every enterprising firm with a reasonable capital and a determination to enter the field. The men who are doing the pioneering work for German firms are seldom specialists, for specialisation in men is as premature as it is in machinery in this great undeveloped area. The men who are succeeding are those with sound business instincts, with energy, with an all-round knowledge of their particular departments, and with a sense of responsibility. The manufacturers are able and willing to supply technical and highly specialised information if they are writing to a man who has sufficient knowledge to understand it, but anyone with experience of the Chinese will know that an agreement is generally concluded at the most unexpected moment. There will be long discussions and elaborate arguments: then suddenly the revelation of some new and unexpected element and the necessity for quick decision. That is the deciding factor. There is no time for reference to headquarters; the man on the spot must close at once.

It is generally claimed that piece-goods are things apart; that the Shanghai dealers have formed so strong a ring that no house is strong enough to go behind them; and that even the oldest of British merchant firms was compelled to abandon a piece-goods auction in Hankow under a threat of boycott from the Shanghai dealers. There is no doubt that the dealers and the guilds are strong, but their opposition was gradually broken down by real enterprise and determination when kerosene oil and cigarettes and alkalis and sugar were taken to the interior. And now German firms have got behind the first line of defence with piece-goods too. Agents are travelling in every Province of the interior, carrying samples, and booking orders by telegraph. Where German firms have succeeded surely British firms can also succeed. It is said that the British piece-goods trade has reached its limit of expansion and the Chinese can absorb no more. Under the present conditions that may be true, but it implies a false foundation. China's credit is good, her economic and industrial development is proceeding on steady lines, and her producing and absorbing capacities grow greater each year. If British cottons have reached a temporary limit, piece-goods in general have certainly not done so. Japan is producing and distributing with ever-increasing efficiency, and is breaking new ground every year; Russia has opened up new markets and created a new trade with printed cottons; the Shanghai mills are turning out cotton yarn and cotton cloth with all the advantages of cheap labour. The real commercial struggle is only just beginning, and, although British firms still hold the first line, foreign competitors are getting behind it, penetrating to the very centres of supply and demand.

Before leaving the question of imports there is one other method of business which has been used by German firms with success, namely their technical bureaux. These are groups of non-competitive manufacturers in Germany, who are unwilling to incur the expense of individual representation in China, but who are determined to find an opening in the market. They send out a joint representative, with expert knowledge of their products, to join an established and well-connected merchant firm in China. That firm supplies the

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representative with special knowledge of the Chinese and their ways of business, and he does the work of advising and suggesting. When orders are forthcoming, they go direct to the manufacturers of the group. These bureaux are useful in establishing connections, but they are very elastic and are run on economical lines. If a member of the group receives no orders he drops out; if, on the other hand he establishes a connection, he is able to stand alone. In this way many German manufacturers have been enabled to secure openings at a minimum of expense. Several British organisations have attempted to follow on these lines, but they have generally failed through their schemes being too ambitious, not realising that business is very close-cut and that practical knowledge of the market is indispensable to success.

A word about exports may be useful. German firms have practically created the business in Chinese export produce during the last ten years. They have established an elaborate machinery in the interior with foreign buying agents, and appliances for storing, cleaning and packing their cargo. They have also created a demand in Germany for Chinese produce, for seeds and beans and hides and ores. Such business requires special knowledge, special machinery and considerable capital. It is said to have paid the Germans well, and it might equally pay British firms well, but it cannot be lightly undertaken as part of a general business. It has the great advantage of maintaining men in central positions all over the interior, and it is one of the factors which have helped to open the interior of China to foreign trade.

In the discussion of German trade methods it is often asserted that they obtain their advantage by allowing long credits and large commissions which are repugnant to British ideas of legitimate trade. The writer has had unusual opportunities of watching German firms at work with their normal trade, and he is convinced that the more successful do not encourage long credits, that their business is generally conducted on sound lines, and their success largely due to the fact that they do not lose money by giving credit without suitable security. They certainly cut rates and profits, and offer exceptional facilities to customers when they are breaking new ground or trying to capture a market, but that is no novelty in commercial campaigns. They also pay commissions on machinery and Government contracts.

There remains the question of Government support. It is frequently said that the German firms are State-aided and without such aid they could not carry on business. The writer understands that in exceptional cases facilities for financing are given by German industrial banks, but only after the most careful scrutiny of contracts by Consular officials. Experience of a large number of German business men in different parts of China has not proved them to be more anxious to enlist the sympathy or to court the interference of their officials than are British firms. There is just as much comment among Germans as among Britons as to the support afforded to its nationals by the Government of their rivals.

(C.I.B. 42,152.)

## TRADE OF BRITISH GUIANA IN 1914.

According to the Report for 1914 of the Comptroller of Customs at Georgetown, the **import trade** of British Guiana (exclusive of transhipments) in that year amounted in value to 7,665,530 dols., as against 7,734,862 dols., in the previous year. Of this total the United Kingdom contributed goods to the value of 3,993,382 dols., British Colonies 1,334,296 dols., and the United States 1,817,558 dols. The principal items comprising the import trade in 1914 were as follows, the corresponding figures for 1913 being added for purposes of comparison:—

	1913.	1914.
	Dols.	Dols.
Textiles, manufactured ... ..	1,351,512	1,058,139
Grain and flour, and preparations thereof ... ..	966,427	1,069,910
Manures ... ..	631,746	590,402
Meat ... ..	384,524	302,540
Oils ... ..	294,153	313,292
Fish, smoked or dried ... ..	246,046	256,890
Coal, coke, &c. ... ..	174,512	224,744
Machinery (excluding sewing machines) ... ..	324,373	210,788
Bags and sacks (empty) not of paper, canvas or cotton ... ..	154,279	206,686
Butter and butter substitutes ... ..	156,877	167,856

The **export trade** of the Colony (excluding transhipments) amounted in value to 11,778,987 dols., as compared with 10,129,896 dols., in 1913. The export of sugar amounted to 107,138 tons, an increase of 19,724 tons on the 1913 figures, being the largest output for any year since 1909-10, the year before the drought visitation; the increase in value was 2,266,336 dols. Coffee and cocoa exports were also very satisfactory, but the exports of raw gold, balata and timber showed serious decreases.

The Report may be consulted by United Kingdom firms interested at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

Dollar = 4s. 2d.

## THE RUSSIAN INDUSTRIAL TAX AND ITS APPLICATION TO FOREIGN FIRMS.

The Board of Trade are in receipt, through the Foreign Office, of reports from H.M. Commercial Attaché in Russia (Mr. Henry Cooke) respecting the intention of the Russian Government to assess the State Industrial Tax upon foreign firms which sell their goods in Russia through commission houses and other intermediary establishments. New legislation is not contemplated, but the competent authorities have received circular instructions from the Ministry of Finance to assess the tax on foreign firms on the basis of the existing law.

*The Russian Industrial Tax and its Application to Foreign Firms.*

The avowed aim is to tax the foreign manufacturers' profits from the sale of goods in Russia. From explanations issued subsequent to the circular instructions above referred to, it appears that the tax is to be levied only in respect of intermediary firms or offices in Russia, stocking and selling goods of foreign manufacturers regularly and constantly on a commission or similar basis, or branch agencies of the same nature established in Russia by foreign firms; and not in respect of foreign goods sold in shops and similar retail establishments, nor to goods sold through commission houses which do not stock the articles.

Mr. Cooke explains that the Industrial Tax is levied annually, and includes the fixed or fundamental tax (the industrial certificate or licence), and an "apportioned" tax on profits, which, under the system in force, is fixed annually at a gross total amount for a given locality and for a given category of industry or trade, and is then apportioned among the undertakings of that category. The taxed establishment must either pay this "apportioned" tax or submit its books to the authorities as proof that its profits do not correspond with the amount apportioned. If the foreign manufacturer or firm declines to pay the tax, the intermediary establishment in Russia (which is already liable to the impost in respect of its own intermediary business and profits) must take out and pay for the industrial licence, and pay the tax on the foreign firm's profits from the sale of goods in Russia.

Mr. Cooke reports that the question came under discussion early in October, at a meeting of the Council of Representatives of Trade and Agriculture, at which a representative of the Ministry of Finance was present. From statements made by the latter, it appears that the tax is already being assessed in accordance with the intention of the Russian Government. The general sense of the meeting was that this new application of the tax is not at variance with the law or with international obligations.

According to a notice in the official "Torg. Prom. Gazeta" of Petrograd of 4th/17th October, the above-mentioned Council has submitted to the Ministers of Commerce and Finance detailed representations on the subject, in the sense that the present method of application of the law to foreign firms should be replaced by a *special* industrial tax on commission offices, according to their turnover in foreign goods, whether such goods be kept in stock or not. This should be carried into effect by a legislative measure modifying and supplementing the existing Industrial Tax Law.

Mr. Cooke has forwarded a translation of a Memorandum by the Russo-British Chamber of Commerce, Petrograd, which gives some information as to the nature and dimensions of the industrial tax. This Memorandum may be consulted by British firms interested, on application at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

(C. 36,028.)



## PROPOSED TARIFF CHANGES.

### ARGENTINE REPUBLIC.

The Board of Trade are in receipt, through the Foreign Office, of information to the effect that a Government Bill has been submitted to the Argentine Congress which proposes that materials imported from abroad for use in the construction of not more than one thousand houses for workmen and clerks shall, during a period of three years from the promulgation of the measure as law, be admitted into the Republic free of Customs duty. The Bill provides that this exemption shall only be accorded on certain specified conditions, *e.g.*, that the materials are such as cannot be produced or manufactured in the Republic, that the materials shall form an integral part of the dwellings, and that the total exemption from duty in respect of any one house shall be limited to 250 pesos (gold). (C. 35,812.)

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## TARIFF CHANGES AND CUSTOMS REGULATIONS.

### COMMONWEALTH OF AUSTRALIA.

Copy of a Customs By-Law (No. 323), dated 2nd September, 1915, has been received giving a Customs decision respecting the rates of duty leviable on certain machine tools on importation into the Commonwealth, *viz.* :—

**Customs Decision  
respecting certain  
Machine Tools.**

As machine tools and parts thereof (but not the motive power, engine combination or power connections, if any, when not integral parts of the machine) :—

*For metal working ;*

Flanging machine, hydraulic keel plate.

[*Note.*—The above decision is given under item 166 of the Customs Tariff 1908-1911, which provides for the free importation of "machine tools." The duties for machine tools under the above item have, however, since been amended by the Customs Tariff Resolutions which became operative on the 3rd December, 1914, and are now as follows :—

Machine tools :

Under the British Preferential Tariff—Free.

Under the General Tariff—10 per cent. *ad valorem.*]

(C. 36,033.)

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### NEW SOUTH WALES.

The "Supplement to the Government Gazette" of the State of New South Wales for the 26th August last contains certain Notices of that date defining, under the provisions of section 6 of the "Explosives Act, 1905," the undermentioned explosives, and, at

**Importation of  
certain Explosives  
Authorised, &c.**

*Tariff Changes and Customs Regulations.*

**NEW SOUTH WALES**—*continued.*

the same time, authorising the same for manufacture in, and importation into, the State of New South Wales:—

Class.	Explosive.
Class II.—Nitrate mixture ... ..	Hereules powder.
Class III.—Division 1.—Nitro-compound ... ..	Red II. dynamite.

(C. 36,005.)

**NYASALAND PROTECTORATE.**

Adverting to the Notices which have appeared in previous issues of the "Board of Trade Journal" respecting the prohibition of the exportation of various articles from Nyasaland Protectorate under various Proclamations, the Board of Trade have now received copy of a further Proclamation (No. 15 of 1915), dated 31st August, which amends the previous Proclamations and, at the same time, prohibits the exportation of the various additional articles to certain destinations from the Protectorate, as follows:—

To all destinations, except to ports in the United Kingdom of Great Britain and Ireland or in any British Possession or Protectorate, without special permit of the Governor signified under the hand of the Chief Secretary:—

**Prohibited  
Exports:  
Amended List.**

- Bone ash;
- Capsicum and oleo-resin of capsicum;
- Caffeine and its salts;
- Cotton yarn and thread;
- Gums, resins, balsams and resinous substances of all kinds;
- [The item "rosin" is deleted.]
- Guanos;
- Hair, animal, of all kinds; and tops, noils and yarns of animal hair.
- Maps and plans of any place within the territory of any belligerent, or within the area of the military operations, on a scale *four miles to one inch* or on any larger scale, or reproductions on any scale by photography or otherwise of such maps or plans;
- [The italicised words are in lieu of the words "four inches to the mile.]
- Paraldehyde;
- Phosphates of metals, manufactured;
- Phosphides;
- Phosphate rock, viz.:
  - Apatites;
  - Phosphates of lime and alumina;
- Phosphoric acids and oxides;
- Rubber (including raw, waste, and reclaimed rubber and also including *latata and guttapercha and the following varieties of rubber, viz., Borneo, Guayule, Jelutong, Palembang, Pontianac and all other substances containing caoutchouc*) and goods made wholly or partly of rubber; including tyres for motor vehicles and for cycles, together with articles or materials especially adapted for use in the manufacture or repair of tyres;
- [The italicised words only are new.]
- Steel containing tungsten or molybdenum or both, and any tools or other articles made from such steel.
- Terneplates.
- Theobromine-sodium salicylate.

(C. 36,147.)

*Tariff Changes and Customs Regulations.*

**BARBADOS.**

Adverting to the Notices which have appeared in previous issues of the "Board of Trade Journal" respecting the prohibition of the exportation of various articles from Barbados under certain Proclamations, the Board of Trade have now received copy of a further Proclamation, dated 23rd September, 1915, which amends the previous Proclamations by prohibiting the exportation of various additional articles from the Colony, as follows:—

**(A) To all destinations, other than the United Kingdom of Great Britain and Ireland and British Possessions and Protectorates:—**

Chemicals, drugs, &c. :  
 Caustic soda ;  
 Copper, nitrate of ;  
 Mercury, compounds and preparations of (other than nitrate of mercury) ;  
 [The item "Mercury" is deleted.]  
 Sodium.

**(B) To all foreign ports in Europe and on the Mediterranean and Black Seas, other than those of France, Russia (except Baltic ports), Italy, Spain and Portugal:—**

[The original heading has been amended by the substitution of the word "Italy" for "Belgium."]

Chemicals, drugs, &c. :  
 Acetic acid ;  
 Antimony, compounds of, except sulphides and oxides of antimony (the exportation of which is prohibited under Group "A.");  
 Copper, compounds of, except copper nitrate, copper iodide, copper sulphate, and suboxide of copper (the exportation of which is prohibited under Group "A");  
 Sodium cyanide ;  
 Sodium sulphide.

(C. 36,109.)

**ST. VINCENT.**

The Board of Trade have received from their Trade Correspondent at St. Vincent copy of an Order-in-Council which was approved by the Legislative Council on the 26th August, 1915, and which revises the duty leviable under the "Customs Duties Act, 1913," on bay rum imported into the Colony from 10 per cent. *ad valorem* to 2s. 1d. per liquid gallon under both the British Preferential and General Tariffs.

(C. 36,032.)

**ST. LUCIA.**

The Board of Trade are in receipt of copy of an Ordinance (No. 10 of 1915), dated 1st October, which amends the "Customs Tariff Ordinance, 1912," by providing for the free importation into St. Lucia of the following articles:—

**Free Importation of Articles  
 for use of certain Towns,  
 Villages, and Public  
 Libraries.**

*Tariff Changes and Customs Regulations.*

**ST. LUCIA**—*continued.*

Articles for the use of the Towns of Soufrière and Vieux-Fort, and the Villages of Gros-Islet, Anse-la-Raye, Canaries, Choiseul, Laborie, Micoud and Dennery, on the certificate of their respective Wardens.

Articles for the use of St. Lucia Public Library, the Soufrière Public Library and any other Public Library as may be approved by the Governor in Council. (C. 36,004.)

**BRITISH HONDURAS.**

The Board of Trade have received, through the Colonial Office, copy of a Proclamation, dated 30th September, 1915, which revokes previous Proclamations\* regarding prohibited exports, and which, at the same time, consolidates and amends the lists of articles which are prohibited to be exported to certain destinations from British Honduras.

The articles included in the lists of prohibited exports in the present Proclamation, and the extent to which their exportation is prohibited, are, for the most part, the same as those previously specified in the revoked Proclamations.

The principal amendments in the lists of the articles which are now prohibited from exportation from the Colony, are as follows:—

(A) To all destinations (whether by land or sea) or carriage coastwise within the Colony, except in the case of goods (other than beans, corn, rice, and sugar, and provisions imported from the United Kingdom) exported by direct boat to the United Kingdom, or any British Possession or Protectorate, and except the case of beans, corn, rice, and sugar and provisions imported from the United Kingdom carried coastwise within the Colony, unless a licence has been obtained in accordance with certain specified conditions:—

- Alunite ;
- Beans ;
- Bone ash ;
- Capsicum and oleo-resin of capsicum ;
- Caustic soda ;
- Celluloid ;
- Chemicals, &c.—
  - Anthracene oil and green oil ;
  - Benzol ;
  - Caffeine and its salts ;
  - Calcium carbide ;
  - Carbon disulphide ;
  - Carbon tetrachloride ;
  - Chlorates, perchlorates, and nitrates, all metallic ;
  - [Various metallic chlorates, &c. were previously separately specified.]
  - Chlorine (including liquefied chlorine) ;
  - Hydrochloric acid ;
  - Manganese, peroxide of ;
  - Magnesium chloride and sulphate ;

\* Viz., the Proclamations of the 23rd March, the 4th May, the 13th July, and the 31st July, 1915, for which see the "Board of Trade Journal" for the 6th May (pp. 388-9), the 1st July (pp. 50-1), the 12th August (p. 452), and the 23rd September, 1915 (p. 906), respectively.

*Tariff Changes and Customs Regulations.***BRITISH HONDURAS**—*continued.***(A)**—*continued.*Chemicals, &c.—*continued.*

Mercury, compounds and preparations of (other than nitrate of mercury) ;  
 ["Salts and preparations of mercury" previously specified under  
 Group "B."]

Oxalic acid ;

Oxides and salts (other than chlorates, perchlorates, and nitrates) of the  
 following metals—

Aluminium ;

Cobalt ;

Nickel ;

Tungsten ;

Paraldehyde ;

Phosphorus and its compounds ;

Pyridine ;

Prussiate of soda ;

Salicylic and *methyl salicylate*, sodium salicylate and *thobromine-sodium  
 salicylate* ;

[The italicised words only are new.]

Sodium hyposulphite (thiosulphate) ;

Sulphur and *spent oxide of sulphur* ;  
 [The italicised words only are new.]

Sulphur, dioxide, liquefied ;

Thorium, oxides and salts of ;

[In lieu of "thorium nitrate."]

Toluol and mixtures containing toluol ;

Zinc *chloride and sulphate* ;

[The italicised words only are new.]

Coal (including anthracite and steam gas, household, and all other kinds of coal),  
 and coke ;

Coal tar, crude ;

Corn, creole, and American ;

Deer skins, dressed and undressed ;

Diamonds, rough, suitable for industrial purposes ;

Electros for printing purposes, composed of lead, antimony, and copper ;

Goat skins, dressed and undressed ;

["Goat skins, undressed," previously included under group "B."]

Guanos ;

Iron pyrites ;

[Previously included under Group "B."]

Jute piece-goods, and bags and sacks made of jute ;

[In lieu of "jute piece-goods," previously included under Group "B."]

Jute raw and carded ;

[The italicised words only are new.]

Maps and plans of any place within the territory of any belligerent, or within  
 the area of military operations, on a scale of four miles to one inch or any  
 larger scale, and reproductions on any scale by photography or otherwise of  
 such maps or plans.

Metals and ores, namely—

Manufactures of aluminium ;

Antimony and alloys of antimony, *including anti-friction metal.*

[The italicised words only are new.]

Copper unwrought and part wrought, all kinds, including alloys of copper  
 (such as brass, gun metal, naval brass, and delta metal, phosphor copper,  
 phosphor bronze, and solder containing copper), copper and brass  
 circles, slabs, bars, ingots, scrap, rods, and plates, *and also wrought  
 copper of the following varieties*:—Copper and brass pipes, sheets, solid  
 drawn tubes, condenser plates, copper wire, brass wire, bronze wire,  
*perforated brass sheets, perforated brass linings, and copper foil* ;

[The italicised words only are new.]

Steel containing tungsten or molybdenum or both, and any tools or other  
 articles made from such steel ;

Wulfenite ;

[The item "zinc (including zinc ashes, spelter, spelter dross, and  
 zinc sheets)" has been deleted.]

*Tariff Changes and Customs Regulations.*

**BRITISH HONDURAS**—*continued.*

**(A)**—*continued.*

- Oats ;  
 Oils and fats, all animal, including fatty acids ;  
     [The item "Oleo oil, Premier jus and animal tallow" has been deleted.]  
 Paraffin wax, *wax candles and waxed paper* ;  
     [The italicised words only are new.]  
 Phosphate rock, viz. ;  
     Apatites ;  
     Phosphates of lime and alumina ;  
 Provisions of all kinds, when imported from the United Kingdom ;  
 Rice ;  
 Rubber (including raw, waste and reclaimed rubber, *solutions containing rubber, jellies containing rubber, or any other preparations containing rubber, and also including balata, gutta percha, and the following varieties of rubber, viz., Borneo, Gueyule, Jelutong, Palembang, Pontianac, and all other substances containing caoutchouc*) and goods made wholly or partly of rubber; including tyres for motor vehicles and for cycles, together with articles or materials especially adapted for use in the manufacture or repair of tyres ;  
     [The italicised words are new.]  
 Sheepgut ;  
 Sheepskins, whether woolled or not ;  
     [In lieu of "sheepskins, woolled, i.e., with the wool left on."]   
 Signalling lamps of all kinds capable of being used for signalling Morse or other code *and component parts of such lamps* ;  
     [The italicised words only are new.]  
 Sodium ;  
 Spirits, methylated ;  
 Sugar ;  
 Tarpaulin and wagon covers ;  
 Tungsten filaments for electric lamps ;  
 Wax, mineral and vegetable, except Carnauba wax ;  
 Wheat, wheat flour and wheat meal ;  
 Wood tar and wood tar oil.

**(B) To all foreign countries in Europe and on the Mediterranean and Black Seas, other than France, Russia (except Baltic ports), Italy, Spain and Portugal :—**

- Acetic acid ;  
 Anchors and chain cables ;  
 Antimony, compounds of, except sulphides and oxides of antimony (which are enumerated under Group "A") ;  
 Bags and sacks of all kinds (*except bags and sacks made of jute and paper bags*) ;  
     [The italicised words only are new.]  
 Binder twine ;  
 Carnauba wax ;  
 Charcoal and peat ;  
 Chemicals, drugs &c. ;  
     Arsenic and its compounds ;  
     Bichromate of soda ;  
     Bismuth and its salts (*except bismuth nitrate*) ;  
     [The italicised words only are new.]  
     Copper, compounds of, except copper nitrate, copper iodide, copper sulphate, and sub-oxide of copper (which are enumerated under Group "A.") ;  
     Tin, compounds of, other than chloride of tin and tin ore ;  
 Cotton raw ;  
 Cotton yarn and thread ;  
 Foodstuffs and feeding stuffs, and the raw materials thereof, including *fresh vegetables and green forage* and all vegetable oils (other than linseed oil, boiled and unboiled, unmixed with other oil, and not including essential oils), and the following oleaginous nuts, seeds, and products, viz., castor beans, coconuts, copra, cotton seed, ground nuts, earth nuts, or pea nuts (arachides), *hemp seed*, linseed, *palm nuts*, and palm kernels, *poppy seeds*, rape or colza seed, sesame seed, soya beans, sunflower seed ;  
     [The italicised words only are new.]

*Tariff Changes and Customs Regulations.***BRITISH HONDURAS**—*continued.***(B)**—*continued.*

- Grindstones, carborundum wheels, and emery wheels ;  
 Gums, resins, balsams and resinous substances, except such as contain caoutchouc ;  
 [The item "Rosin" is deleted.]  
 Hair, animal of all kinds ; and tops, noils, and yarns of animal hair ;  
 Lacs of all kinds, including shellac, gum lac, seed lac, stick lac, and other forms  
 of lac, but not including lac dye ;  
 Lignum vitæ ;  
 Machinery, metal working ;  
 Monazite sand ;  
 Rattans ;  
 Sodium cyanide ;  
 Sodium sulphide ;  
 Terne plates ;  
 Tin plates, including tin boxes and tin canisters for food packing.  
 ["Tin-plates, &c." were prohibited previously only to Denmark, the  
 Netherlands and Sweden.] (C. 35,748.)

**CEYLON.**

With reference to the Notice which appeared on pp. 46-52 of the Supplement to the "Board of Trade Journal" for the 14th October last giving a complete list of the articles which were prohibited from exportation from Ceylon under various Proclamations,\* copy of a further Proclamation, dated 24th September, 1915, has been received which consolidates and amends the previous Proclamations respecting the prohibition of the exportation of various articles to certain destinations from the Colony.

The articles included in the lists in the present Proclamation, and the extent to which their exportation from the Colony is prohibited, are identical with those given in the above-mentioned Supplement to the "Board of Trade Journal," except that a few additional articles have been included in the lists and certain amendments made to the headings of Groups "B" and "C," viz. :—

**(A) To all destinations, other than the United Kingdom, British Possessions and Protectorates :—**

- Chemicals, &c.—  
 Mercury, compounds and preparations of (other than nitrate of mercury) ;  
 Soda, caustic ;  
 Sodium ;  
 Diamonds, rough, suitable for industrial purposes.

**(B) To all Foreign Countries in Europe and on the Mediterranean and Black Seas, other than France, Russia (except through Baltic Ports), Italy, Spain and Portugal :—**

- [The word "Belgium" has been deleted before the word "Italy."]
 Charcoal and peat ;  
 Chemicals, drugs, &c.—  
 Acetic acid ;  
 Antimony, compounds of, except sulphides and oxides of antimony ;  
 Copper, compounds of (except copper nitrate and copper iodide, copper sulphate, and suboxide of copper) ;  
 Sodium cyanide ;  
 Sodium sulphide ;  
 Cocoa, raw, of all kinds and all preparations of cocoa, including cocoa husks, cocoa shells and chocolate ;  
 Coffee.

\* Viz., Proclamations dated 9th April, 21st June, 29th July, 18th August, and 8th September, 1915.

### Tariff Changes and Customs Regulations.

#### CEYLON—continued.

(C) No change in this Group.

(D) To all Foreign Countries in Europe and on the Mediterranean and Black Seas other than France, Russia (except through Baltic Ports), Italy and Portugal:

[The word "Belgium" has been deleted before the word "Italy."]

All vegetable oils and all oleaginous nuts, seeds and products, including castor beans, coconuts, copra, cotton seed, ground nuts (arachides), linseed, palm kernels, rape seed, sesame seed, and soya beans.

[These articles were previously included under this Group—the only change being in the heading, as above indicated.]

(C. 36,149.)

#### STRAITS SETTLEMENTS.

The Straits Settlements "Government Gazette Extraordinary" for the 25th September last contains the text of a Proclamation, dated 24th September, 1915, which revokes previous Proclamations\* regarding prohibited exports, and, which, at the same time, consolidates and amends the lists of articles which are prohibited to be exported to certain destinations from the Straits Settlements, for a period of six months.

The articles included in the present Proclamation, and the extent to which their exportation from the Colony is prohibited, are, for the most part, similar to those specified in the revoked Proclamations.

There are, however, certain amendments and additions made to the lists of articles in the present Proclamation regarding the prohibition of their exportation from the Colony—the principal of which are as follows:—

(A) To all destinations, other than United Kingdom, British Possessions and Protectorates:—

Camp equipment, articles of, including tents and their component parts, *wooden huts*, ovens, camp kettles, buckets, lanterns, and horse rugs;  
[The italicised words only are new.]

Celluloid;

Chemicals, &c.—

Anthracene oil and green oil;

Belladonna, its alkaloids and preparations, *including belladonna plaster*;  
[The italicised words only are new.]

Calcium carbide;

Carbon bisulphide;

„ tetrachloride;

Caustic soda;

Chlorates, perchlorates, and nitrate, all metallic;

[Previously, various metallic chlorates, &c. were separately enumerated.]

Chlorine (including liquefied chlorine);

Magnesium chloride *and sulphate*;

[The italicised words only are new.]

Mercury, compounds and preparations of;

[The item "fulminate of mercury" has been deleted from this group, and the item "mercury and salts and preparations of" from Group "B."]

Oxides and salts of aluminium;

[In lieu of "alumina and salts of aluminium."]

\* Viz., the Proclamations of the 7th April, 3rd May, 1st and 5th June, 1st, 10th, 20th and 24th July, and the 5th and 14th August, 1915. For a consolidated list of the export prohibitions contained in these Proclamations, see pp. 53-9 of the Supplement to the "Board of Trade Journal" for the 14th October, 1915.



*Tariff Changes and Customs Regulations.***STRAITS SETTLEMENTS—continued.****(A)—continued.**Chemicals, &c.—*continued.*

Phosphorus and its compounds ;

[In lieu of "phosphates of metals, manufactured," "phosphides," "phosphate acids and oxides" and "phosphorus."] ]

Potash salts, all ;

[Previously only certain potash salts were specified.] ]

Pyridine ;

Sodium hyposulphite (thiosulphate) ;

Sulphur *and spent oxide of sulphur* ;

[The italicised words are new.] ]

Sulphur dioxide, liquefied ;

Tartaric acid, *cream of tartar* and alkaline tartrates ;

[The italicised words only are new.] ]

Thorium, oxide, and salts of ;

[The item "thorium oxide, thorium nitrate and other salts of thorium" is deleted.] ]

Zinc *chloride and sulphate* ;

[The italicised words only are new.] ]

Diamonds, rough, suitable for industrial purposes ;

Electros for printing purposes, composed of lead, antimony and copper ;

Grindery :

Lasting tacks or rivets, *including iron shoe rivets*, for use by hand or machine ;

[The italicised words only are new.] ]

Harness and saddlery which can be used for military purposes, *including metal fittings for such harness or saddlery* ;

[The italicised words only are new.] ]

Iron pyrites ;

[Transferred from Group "B."] ]

Jute, raw *and carded* ;

[The italicised words only are new.] ]

Metals, &amp;c. :

Antimony and alloys of antimony, *including antifriction metal*.

[The italicised words only are new.] ]

Copper, unwrought and part wrought, all kinds, including alloys of copper, (such as brass, gun metal, naval brass and delta metal, phosphor copper, phosphor bronze, and solder containing copper) copper and brass circles, slabs, bars, ingots, scrap, rods, and plates *and also wrought copper of the following descriptions*:—copper and brass pipes, sheets, solid drawn tubes, condenser plates, copper wire, bronze wire, *perforated brass sheets, perforated brass linings, and copper foil* ;

[The italicised words only are new.] ]

Sodium ;

Paraffin wax, *wax candles and waxed paper* ;

[The italicised words only are new.] ]

Signalling lamps of all kinds, capable of being used for signalling Morse or other codes, *and component parts of such lamps* ;

[The italicised words only are new.] ]

Skins of (*valves, sheep*) goats and deer, dressed and undressed ;

[The italicised words have been deleted.] ]

Spirits, methylated ;

Tarpaulins and waggon covers ;

Wax, mineral and vegetable, *except Carnauba wax* ;

[The italicised words are new.] ]

Wood tar, and wood tar oil ;

[Note—The items "india rubber, sheet, vulcanised," "Meat, viz., beef and mutton, fresh or refrigerated," "Neats' foot oil," and "all animal oils and fats" have been deleted from this Group.] ]

**(B) To all Foreign Countries in Europe and on the Mediterranean and Black Seas, other than France, Russia (except through Baltic ports), Italy, Spain and Portugal :**

[The word "Belgium," which was previously inserted before "Italy," has been deleted from the heading.] ]

Anchors and chain cables ;

Carnauba wax ;

Charcoal and peat ;

### *Tariff Changes and Customs Regulations.*

#### STRAITS SETTLEMENTS—*continued.*

**(B)—*continued.***

Chemicals, drugs, &c. ;

Acetic acid ;

Antimony, compounds of, except sulphides and oxides of antimony ;

Bichromate of soda ;

Bismuth and its salts (*except bismuth nitrate*) ;

[The italicised words are new].

Copper, compounds of, except copper nitrate, copper iodide, copper sulphate and suboxide of copper ;

Sodium cyanide ;

Sodium sulphide ;

Tin, compounds of, other than chloride of tin and tin ore ;

[The items "mercury, salts and preparations of" is deleted].

Foodstuffs and feeding stuffs, and the raw materials thereof, including all animal oils and fats (*not including essential oils*) ;

[The italicised words have been deleted. The items "Cassava powder and tapioca," "mandioca or tapioca flour," "rice and rice flour," and "sago and sago meal and flour," which were previously enumerated separately, are now deleted].

Grindstones, carborundum wheels and emery wheels ;

Monazite sand ;

Terneplates

[Previously, the export of "terne plates" was prohibited only to Denmark, the Netherlands and Sweden].

**(C) To all Foreign Countries in Europe and on the Mediterranean and Black Seas, other than France, Russia (except through Baltic Ports) Italy and Portugal :**

[The word "Belgium," which was previously inserted before "Italy," has been deleted from the heading.]

Oils and fats, all vegetable (*not including essential oils*) ;

[In lieu of "vegetable oils" ].

Oleaginous nuts, seeds, kernels, and products, *all*, including castor beans, coconuts, copra, cotton seed, groundnuts, earth nuts or peanuts (*arachides*), hempseed, linseed, palm nuts and palm kernels, poppy seed, rape or colza seed, sesame seed, soya beans, sunflower seed ;

[The italicised words are new].

The previous provisions respecting the prohibition of the exportation of all articles to Bulgaria are now deleted.

[In this connection reference should be made to the Royal Proclamation of the 16th October last (*see* p. 169 of the "Board of Trade Journal" of 21st October) "extending to the war with Bulgaria the Proclamations and Orders in Council now in force relating to the War."

(C. 35,875.)

#### FEDERATED MALAY STATES: PAHANG.

Copy of a Notification (No. 2725 of 1915) has been received which

**Export Duty on Timber in Pahang Cancelled.**

cancels, from 1st October, 1915, the duty of 10 per cent. *ad valorem* imposed on timber exported from Pahang by Notification No.

582 of 1913.

(C. 36,089.)

Copy of a further Notification (No. 2464 of 1915) has also been

**Regulations regarding Non-dutiable Goods deposited in Kuantan Customs House.**

received which prescribes under the Pahang "Customs Regulations Enactment, 1907," certain regulations regarding the warehouse rent payable on all non-dutiable articles deposited in the Kuantan Customs House.

Certain regulations are also prescribed regarding the withdrawal of articles so deposited.

(C. 36,071.)

*Tariff Changes and Customs Regulations.*

**FEDERATED MALAY STATES.**

(PERAK, SELANGOR, NEGRI SEMBILAN AND PAHANG.)

The Board of Trade have received from the Malay States High Commissioner copy of a Notification (No. 2724 of 1915) which cancels the export duty on tin ore leviable in the Federated Malay States under Notifications Nos. 581 and 582 of 1913, and imposes, in lieu thereof, the following export duty on tin ore in each of the Federated Malay States of Perak, Selangor, Negri Sembilan and Pahang, with effect from 1st October, 1915:—

Tin ore	...	...	70 per cent. of the duty on tin, with, in the case of tin ore exported otherwise than under such guarantees as the Resident may require that it shall be melted in the Straits Settlements, <i>Australia</i> , or the United Kingdom, an additional duty of 30 dols. per pikul.
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[*Note.*—The italicised word only is new.]

(C. 36,089.)

**RUSSIA.**

The Board of Trade are in receipt, through the Foreign Office, of information to the effect that the exportation of timber direct to Allied countries from Archangel *in neutral ships* will in future be allowed on condition of the delivery of guarantees by the Consul at Archangel of the neutral country under whose flag the vessel sails. The consignor of the goods and the shipmaster will also be required to furnish to the Customs authorities an undertaking, in writing, that the ship will in fact proceed to the port in the Allied country named in the ship's papers as her destination, and that, upon arrival there, a certificate notifying her arrival will be obtained from the port authority or the local Russian Consul, which certificate will be duly forwarded to the Archangel Customs authorities.

[*Note.*—The exportation of timber from Russia is, in principle, prohibited, but under the regulations previously in force timber exported in neutral vessels direct to Allied countries was allowed to proceed under special guarantees, which had to be obtained in the case of each consignment from the Legation in Petrograd of the neutral country concerned (in agreement with the Legation or Embassy of the country of destination), that the goods were proceeding to the Allied country named and would not be re-exported to an enemy country. It is anticipated that the effect of the new arrangement outlined in the notice printed above will be to facilitate and expedite the shipment of timber from Archangel to Allied countries in neutral ships.

Timber exported from Russia direct to Allied countries *in Russian or Allied vessels* will, as heretofore, be allowed to proceed without special permission to export having to be obtained in the case of each consignment.]

(C. 35,802.)

### *Tariff Changes and Customs Regulations.*

#### RUSSIAN FAR EAST.

The Board of Trade are in receipt, through the Foreign Office, of telegraphic information from H.M. Ambassador at Petrograd, to the effect that a Decree (issued under clause 87 of the Fundamental Laws) was published on the 4th November, increasing the duties leviable on goods imported into the Russian Far East, and imposing Customs duties on certain classes of goods which have hitherto been free of duty.

H.M. Ambassador is forwarding a translation of the Decree by post, and details will be published in the "Board of Trade Journal" as soon as a copy of this translation is received. (C. 36,365.)

#### SWEDEN.

The Board of Trade are in receipt, through the Foreign Office, of telegraphic information from H.M. Minister at Stockholm to the effect that the exportation of the undermentioned articles from Sweden has been prohibited since the 6th November, viz. :—

- American bacon and pork ;
  - Bronze powder or bronze tinsel (brocade bronze) ;
  - Copper (unmanufactured) refined from raw materials (not from scrap) at Swedish refineries ;
  - Ferrosilicon and ferro-silico-manganese ;
  - Fir and pine lumber, unworked (including pitprops) ;
  - Nickel scrap ; cast anodes of nickel, even if provided with ears, with or without holes ;
  - Nickel goods, viz. :—sheets and hoops ; spikes and rivets ; bolts ; pipes and tubes : wire and wire-cloth (gauze, &c.).
- (C. 36,388.)

#### NETHERLANDS.

The Board of Trade are in receipt, through the Foreign Office, of information from H.M. Minister at The Hague to the effect that the following measures have recently been taken in regard to the exportation of certain articles from the Netherlands.

The exportation of the following articles from the Netherlands has been prohibited by a series of Royal Decrees—the date of the Decree imposing the prohibition being noted after each article :—

Aluminium and aluminium alloys, whether raw or manufactured (unless used as part of a manufactured article of which aluminium does not form the main constituent) [November 1st].

Antimony regulus [November 1st] ;

[Note.—The exportation of antimony regulus from the Netherlands was prohibited by a Decree of the 7th August, 1914, but the prohibition was temporarily suspended on the 23rd August, 1914.]

Chloride of lime [November 1st] ;

*Tariff Changes and Customs Regulations.***NETHERLANDS**—*continued.*

Coffee, roasted [*November 4th*];

[*Note.*—The exportation of coffee from the Netherlands was originally prohibited by a Decree of the 7th August, 1914, but the prohibition was temporarily abrogated by a Decree of the 13th August, 1914];

Eggs, yolks and whites of eggs, fresh or dried, and products thereof [*1st November*].

[*Note.*—The exportation of *eggs* from the Netherland was prohibited by a Royal Decree of the 8th October, 1915];  
Fodder beets and mangold wurzels [*4th November*].

*Note.*—The exportation of these articles from the Netherlands was prohibited by a Royal Decree of the 24th February, 1915, but the prohibition was temporarily withdrawn by a Royal Decree of the 19th May, 1915];

Onion seed and leek seed [*1st November*];

Soap in any form [*4th November*];

[*Note.*—The prohibition of export previously in force applied to *Soaps not in the form of powder, bar, or cakes*];

Sodium salts [*1st November*];

Tin and alloys of tin unmanufactured, and manufactures (except tinfoil and capsules) of tin and tin alloys (unless used as part of a manufactured article of which tin or tin alloy does not form the main constituent) [*1st November*];

[*Note.*—The exportation of "*tin*" from the Netherlands was prohibited by a Royal Decree of the 15th October, 1915].

The prohibition of the exportation of *silver onions* from the Netherlands is temporarily withdrawn by a Decree of the 4th November (the exportation of all onions having been prohibited by a Royal Decree of the 6th October last).

The "Nederlandsche Staatscourant" for the 29th October contains a Decree of the Ministry of Agriculture, Industry and Commerce, dated the 28th October, which provides that, as from the 4th November, *beef* and *mutton* may only be exported from the Netherlands in virtue of permits issued from the "Rijdscommissie van Toezicht op de Varkensvleeschvereeniging." The Decree lays down regulations respecting the issue of such permits, and revokes the notice of the 10th August regarding beef (noted at p. 625 of the "Board of Trade Journal" for the 26th August) and the Order of the 29th September regarding mutton (noted at page 125 of the "Board of Trade Journal" for the 14th October).

**FRANCE.**

The Board of Trade are in receipt, through the Foreign Office, of a copy of a French Ministerial Decree, dated the 23rd October, and published in the French "Journal Officiel" for the 24th October, which abrogates the provision

**Exportation of Kidskins prohibited, except by special Permission.**

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*Tariff Changes and Customs Regulations.*

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**FRANCE**—*continued.*

of the Decree of the 16th April, 1915, in virtue of which *raw and dressed kidskins* were allowed to be exported from France, without special authorisation, when consigned to the United Kingdom, the British Dominions, Colonies and Protectorates, Belgium, Japan, Montenegro, Russia, Serbia, and American countries. (C. 35,809.)

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**SWITZERLAND.**

The Board of Trade are in receipt, through the Foreign Office, of telegraphic information from H.M. Minister at Berne to the effect that the exportation from Switzerland of the articles mentioned below has been prohibited by a Federal Decree of the 5th November:—

- Chemicals of various kinds for use in the manufacture of dyestuffs, pharmaceutical products, &c. ;
- Embroidering machines and parts thereof ;
- Iron wares, semi-manufactured (in so far as their export has not already been prohibited) ;
- Ligneous cement and other tar products ;
- Nickel oxide ;
- Platinum and silver, unwrought, coined, and rolled ;
- Platinum, gold, and silver, in the form of wire ; tissues made of such wire ; gold and silver leaf ;
- Articles made of gold or silver, except clocks and watches ;
- Gold and platinum salts ;
- Varnishes, lacs, and siccatives :
- Wine, natural, of more than 15 degrees alcoholic strength, in casks. (C. 36,503.)

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**SPAIN.**

The "Gaceta de Madrid" for the 29th October contains a Royal Order, dated the 28th October, which provides that cargoes of wheat and of wheat flour arriving in Spain on and after the 30th October shall, until further notice, be liable to Customs duty at the rate of 2 and 5 pesetas, respectively, per 100 kilogrammes. These rates were also to be applied to wheat and wheat flour which were stored in warehouse and were declared for consumption within five days from the date of publication of the Order. (C. 36,031.)

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## SHIPPING AND TRANSPORT.

### UNITED KINGDOM.

Information regarding the present steamship services for cargo between the United Kingdom and the Continent of Europe may be obtained on application to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

**Steamship Services to the Continent.** Firms making written application for this information are requested to indicate between what ports in the United Kingdom and what ports on the Continent they desire to obtain details as to sailings.

- British Shipping: New Orders-in-Council.** See pages 373-375.
- Committee on Congestion at British Ports.** See notice on p. 377.
- Cargo ex German S.s. "Setos," at Honolulu.** See notice on p. 378.
- Detention of Cargoes and Vessels by H.M. Armed Forces.** See notice on p. 378.

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### AUSTRALIA.

The following notice, which appeared in a recent issue of the Journal of the Sydney Chamber of Commerce, may be of interest to British shippers:—

Consignees of cargo on board the enemy vessels "Stolberg" and "Lübeck" at Java have been advised by the Sydney Chamber of Commerce that the work of transshipping Australian cargo on board the S.s. "Overstraten" is proceeding very satisfactorily. With respect to the insurance, consignees who have not furnished the Chamber with their underwriters' cover notes endorsed to the Bank of New South Wales are informed that the insurance is being effected by the Chamber in the name of that Bank at 10s. per cent. per month for the voyage, with a charge of 5s. per cent. per month during the period of transshipment, while on board the lighters, or while in store. The value insured is the c.i.f. value plus 20 per cent., the addition being made to cover the 9 per cent. which consignees have already paid and another 11 per cent. for freight and other charges.

An important communication has been received by the Chamber from the Comptroller-General of Customs as follows:

"It is noted that steps are being taken to arrange for Australian cargo in various German boats now sheltering in neutral ports to be brought on to Australia."

"I desire to draw attention to the fact that such cargo will be liable to detention on arrival in the Commonwealth if evidence is not satisfactory in each case that the goods were not the property of an enemy subject at the time of declaration of war."

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*Shipping and Transport.*

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**AUSTRALIA**—*continued.*

The Chamber also states that matters in regard to the Australian cargo on the "Roon" are progressing, the signatures to the indemnity are being received and the 4 per cent. deposits (in lieu of general average) lodged.

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**UNITED STATES OF AMERICA (HAWAII).**

The Acting British Consul at Honolulu (Mr. G. H. Phipps) reports that a Honolulu company, which practically holds a monopoly of the coaling business done at that port, has recently made a contract with a New York firm for the construction of a new coal-handling plant on the western side of the harbour adjoining the course of the proposed Kalihi Channel. The storage capacity of this new plant is to be some 60,000 tons at the outset, and it is contemplated to increase it ultimately to 200,000 tons. The present plant, which has a capacity of only 30,000 tons, has become wholly inadequate to cope with the large increase of steamers calling for bunkers, consequent on the opening of the Panama Canal.

The coal supplied comes exclusively from Australia and Japan.

The new plant is to be up-to-date in every respect, the trestles being of steel and the walls of re-inforced concrete, while the entire system is to be electrically operated. Work has already been begun and it is hoped to have the plant in operation by the beginning of July, 1916.

A statement giving further details may be *consulted* by United Kingdom shippers interested at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

(C.I.B. 51,566.)

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**ARGENTINA.**

The "Boletin Oficial" (Buenos Aires) of 30th September publishes the text of Regulations made by the Argentine Prefect-General of Ports specifying the requirements to which vessels intended for the transport and distribution of petroleum in the ports and jurisdictional waters of the Republic must conform. The maximum quantity of oil allowed to be carried in such vessels is 500 tons. The hull and the other parts of the boat must be of iron or steel and its construction must conform to the regulations of Lloyd's Register or the Bureau Veritas.

The full text of the Regulations referred to (in Spanish) may be consulted by United Kingdom shipowners and shipbuilders interested at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

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## MINERALS, METALS AND MACHINERY.

### RUSSIA.

The "Torg. Prom. Gazeta" (Petrograd) of 13th/26th October publishes the subjoined table, containing detailed information regarding the quantity of orders received by the Russian "Prodameta" Iron and Steel Selling Syndicate during the first nine months of the present year, the corresponding figures for 1913 and 1914 being given for purposes of comparison:—

Material.	Jan.-Sept., 1913.	Jan.-Sept., 1914.	Jan.-Sept., 1915.
	Pounds.	Pounds.	Pounds.
Sheet iron ... ..	17,116,497	12,722,290	11,160,034
Girders ... ..	5,997,370	7,871,375	6,830,273
Sleepers... ..	2,036,012	2,961,308	2,737,341
Hoop iron ... ..	4,828,600	4,379,846	3,948,567
Band iron ... ..	2,440,673	2,626,761	2,421,043
Angle and section iron ... ..	34,548,271	31,183,890	37,156,029
Rails, light ... ..	1,717,513	1,677,724	1,100,635
Tyres and rims ... ..	2,837,339	1,265,656	2,310,134
Axles ... ..	1,307,004	547,720	891,109
Rails, heavy ... ..	34,935,447	11,653,794	25,741,255
	107,764,696	79,890,364	94,326,420

1,000 pounds = 16 tons (about).

### ARGENTINA.

H.M. Minister at Buenos Aires reports, under date 4th October, that a rich deposit of petroleum has been discovered in the Territory of Neuquen, Argentina. The Governor of the Territory has informed the Minister of Agriculture that borings have reached a depth of 30 metres (about 100 feet) and that everything tends to show that a discovery of commercial value has been made.

The well being bored at present is situated close to the Southern Railway extension between Zapala and Neuquen. At a depth of 30 metres the petroleum is found mixed with earth. Samples are being transmitted to Buenos Aires for analysis, and the Ministry of Agriculture is sending to the spot an expert to make investigations.

(C. 36,281.)

## TEXTILES AND TEXTILE MATERIALS.

### UNITED KINGDOM.

The number of bales of cotton imported into the United Kingdom during the week ended 4th November, 1915, was **Cotton Statistics.** 106,603 (including 711 bales British West African), and the number imported during the forty-four weeks ended 4th November, 1915, was 4,466,938 (including 4,620 bales British West Indian, 5,533 bales British West African, 21,915 bales British East African, and 1,201 bales foreign East African). The number of bales exported during the week ended 4th November, 1915, was 3,325, and during the forty-four weeks 542,691. For further details see p. 425.

A return showing the number of bales of cotton imported and exported, forwarded from ports to inland towns, and returned to ports, during the month and ten months ended October, 1915, will be found on p. 424.

### CHINA.

H.M. Commercial Attaché at Peking (Mr. W. P. Ker. C.M.G.) reports that the total value of silk exported from China fell from £11,347,000 in 1913 to £3,586,000 in 1914, and the total value of silk piece-goods from £2,848,000 to £2,124,000, making a total decrease in the exports of silk and silk products in 1914 of nearly £3,500,000, as compared with the previous year.

The following table shows the quantity of silk exported from China during the year 1914, the figures for 1912 and 1913 being added for purposes of comparison:—

Articles.	1912.	1913.	1914.
Raw silk—	Piculs.	Piculs.	Piculs.
White—			
Not re-reeled and not steam filature ...	20,876	11,617	6,491
Re-reeled ... ..	22,429	20,553	9,583
Steam filature ... ..	56,678	68,342	54,016
Yellow—			
Not re-reeled and not steam filature ...	19,414	17,633	14,659
Re-reeled ... ..	1	—	18
Steam filature ... ..	2,479	1,199	2,750
Wild—			
Not filature ... ..	21,299	29,053	20,969
Filature ... ..	14,862	609	103
Cocoons ... ..	22,897	25,469	23,679
Waste ... ..	103,635	116,860	81,304
Cocoons refuse ... ..	36,226	26,049	12,621
Total ... ..			
	} Piculs	320,796	317,384
	} Cwts.	381,900	377,838
			226,193
			269,277

Picul = 133½ lbs.

(A.R. 124.)

## AGRICULTURAL & FOREST PRODUCTS.

### UNITED KINGDOM.

The prices of British corn per quarter of 8 bushels, as received from the Inspectors of Corn Returns in the week ended 6th November, 1915, were as follows:—

#### Corn Prices.

Wheat	...	...	...	...	51s.	6d.
Barley	...	...	...	...	47s.	3d.
Oats	...	...	...	...	30s.	4d.

For further particulars see p. 425.

A statement is published on p. 426 showing the quantities of the various descriptions of agricultural produce imported into the United Kingdom during the week ended 6th November, 1915, as compared with the imports during the corresponding weeks of 1913 and 1914.

#### Imports of Agricultural Produce.

various descriptions of agricultural produce imported into the United Kingdom during the week ended 6th November, 1915, as compared with the imports during the corresponding weeks of 1913 and 1914.

For notices relative to raw materials for textiles *see* under Textiles and Textile Materials.

**Agricultural Returns of England and Wales:** See notice on p. 389.  
**Produce of Crops.**

### CANADA.

The Imperial Trade Correspondent at Toronto (Mr. F. W. Field) has forwarded the following information relative to the potato crop in Ontario:—

**Short Potato Crop in Ontario.** Early potato crops were severely damaged by excessive rainfall and a great part of the crops which were left in the ground after heavy rains rotted there. In some cases entire fields were lost. Late crops suffered in the same way owing to heavy rain storms later in the year.

The unusual shortage has already affected prices, which at the beginning of October were from 70 cents to 80 cents per bag of 90 lbs., and at the time of writing (15th October) were quoted at 1 dol. 35 cents per bag, with prospects of a further rise to 2 dols. per bag.

100 cents = 1 dol. = 4s. 1½d. at par. (C.I.B. 52,050.)

### SOUTH AFRICA.

According to information received at the office of H.M. Trade Commissioner in South Africa, from the Commissioner of Customs and Excise at Pretoria, it

**Beef Exports.** appears that between 6,000 and 7,000 head of cattle have been shipped in the form of beef to the London market from South Africa during the current year. Much attention is now being paid to the improvement of herds in South Africa for this purpose. (C.I.B. 52,066.)

*Agricultural and Forest Products.***FEDERATED MALAY STATES.**

The following figures of the exports of cultivated rubber from the Federated Malay States during the month and ten months ended 31st October, 1915, are from telegraphic information received by the Malay States Information Agency in London, the corresponding figures for 1914 being added for purposes of comparison:—

	1914.	1915.
	Tons.	Tons.
October ... ..	2,897	4,120
January-October ... ..	24,447	34,127

**RUSSIA (FINLAND).**

The "Torg. Prom. Gazeta" (Petrograd) of 10th/23rd October publishes the following table to indicate the state of this year's principal crops in Finland so far as details are at present available. The figures used in this table denote the condition of each crop:—7 denotes good, 6 above the average, and 5 average:—

	August.	September.
Wheat ... ..	5·9	5·8
Rye ... ..	6·1	5·8
Barley .. ..	6·0	5·9
Oats ... ..	6·2	6·1
Potatoes ... ..	6·0	5·8

It is seen from the above data that notwithstanding the previous low estimate of the condition of the crops, which was based on the somewhat heavy rainfall at the end of August and the beginning of September, the general state of the crops is better than the average.

**PORTUGAL.**

The "Diario do Governo" (Lisbon) of 31st October publishes a statement, issued by the Statistical Department of the Portuguese Ministry of Finances, from which it appears that the total production of wheat in the Republic in the crop year 1914-15 amounted to 2,315,625 hectolitres. Stocks of wheat on 20th September amounted to 1,983,455 hectolitres and stocks of flour to 8,179,262 kilogs.

The "Diario," containing detailed statistics of the production and stocks in each of the wheat-growing districts of the Republic, may be consulted by United Kingdom firms interested at the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

Hectolitre = 2·75 bushels. Kilog = 2·2046 lbs.

*Agricultural and Forest Products.***BRAZIL. PERU. BOLIVIA.**

The British Vice-Consul at Pará (Mr. J. Bremner) reports that the quantity of rubber exported from Pará, Manáos, Iquitos, and Itacoatiara, *viá* Pará, during the month of September, 1915, was as follows, the corresponding figures for 1914 being added for purposes of comparison:—

—	Fine.	Medium.	Coarse.	Caucho.	Total.
September, 1914—	Kilogs.	Kilogs.	Kilogs.	Kilogs.	Kilogs.
To United States ...	564,209	97,993	318,720	205,893	1,186,815
To Europe ...	424,669	43,372	47,022	73,213	588,276
Total ...	988,878	141,365	365,742	279,106	1,775,091
September, 1915—					
To United States ...	1,142,143	196,629	470,929	305,910	2,115,611
To Europe ...	459,916	28,969	32,879	20,838	542,602
Total ...	1,602,059	225,598	503,808	326,748	2,658,213

Kilog. = 2·2046 lbs.

(C.I.B. 52,300.)

**MISCELLANEOUS.****CANADA.**

The Imperial Trade Correspondent at Toronto (Mr. F. W. Field) has forwarded an extract from the local Press relative to commercial research work in the Dominion.

**Commercial Research Work.** The article points out that Canada has now reached a stage in its development when the need of more initiative and of more organisation in dealing with its opportunities has become clear. With rapid commercial development there should be continuous investigations among the raw products of the country, not merely to obtain new material of value to manufacturers, but also to find new and better methods of treatment and new combinations which can economically adapt to manufacturers' purposes raw material already familiar to them.

Judging by the part hitherto taken by the country in its exports to British and foreign markets, Canada appears to the outside world chiefly as an agricultural country. Viewed, however, in the home markets, agriculture is now largely overshadowed by manufactures.

The war has been the manufacturers' opportunity for entering the field of foreign trade on a considerable scale. This means more, as well as enlarged, industrial establishments, especially in those sections of the country where cheap water power and favourable water transportation to the seaboard are available.

Few of the manufacturing establishments have the laboratories and special experts needed for research work. It is, therefore, satisfactory to know that three important universities—Toronto, McGill and

*Miscellaneous.***CANADA**—*continued.*

Queen's—whose chemical and physics laboratories are extensive and well equipped for, at least, commencing the work, have agreed to co-operate with the Dominion Government in research work for the benefit of the manufacturing, mining, agricultural and forestry interests of the Dominion.

The names and addresses of certain Professors of Canadian Universities, to whom communications from United Kingdom firms interested in the supply of chemical apparatus, &c. might be addressed, may be obtained by United Kingdom manufacturers on application to the Commercial Intelligence Branch of the Board of Trade, 73, Basinghall Street, London, E.C.

(C.I.B. 51,409; 49,996.)

**CHINA.**

With reference to the article on p. 21 of the "Board of Trade Journal" of 3rd October, 1912, relative to the rebuilding of the native city of Hankow (which was destroyed as a result of the Revolution of 1911), the Commissioner of Maritime Customs at Hankow states, in his Trade Report for 1914, that it is estimated that fully 80 per cent. of the burnt area had been reconstructed by the end of that year. This reconstruction, however, has been carried out on the old lines, all the laudable plans for modernising the city having fallen through, owing to the difficulties of obtaining the necessary funds.

Another scheme for the development of a Greater Hankow has been started, and as it has the support of the Government and has been placed by Presidential Decree under the supervision of the Superintendent of Hankow Customs, there is a good chance of its being carried to a successful conclusion. The first step of this new scheme will be to develop the land between the five foreign concessions and the Ching-Han Railway embankment. A boulevard is planned to start from the Yangtze bank, north of the Japanese concession, and run west to the railway embankment, and will then follow the embankment to the Hankow Waterworks Tower, so as to connect with the existing road there. Ultimately an attempt will be made to extend it from the water-tower, through the city to the Yangtze. This area will be intersected by streets, and properly laid out for building purposes, with a complete drainage system.

The second part of the scheme will be to develop the land on the west side of the Ching-Han Railway embankment from the vicinity of the foreign race-course up to Kiaokow, and the third step will be the development of the remaining land up to the dyke. A railway along the dyke, connecting with the Ching-Han line, will be constructed and circular passenger trains started. Plenty of room will thus be provided for cheaply-built houses to accommodate workmen and the poorer Chinese classes. At present, owing to the rapid expansion of Hankow, the housing problem is a serious one, and rents have increased two and three-fold since the Revolution of 1911.

The Commissioner adds that the scheme is an ambitious one, but if successfully carried out it will prove of immense benefit to Hankow and give ample room for expansion.

*Miscellaneous.***JAPAN.**

**H. M. Commercial Attaché at Yokohama (Mr. E. F. Crowe, C.M.G.)**  
**Establishment of Company for the Manufacture of Dyes.**

has forwarded an extract from the local press relative to the dyestuffs situation in Japan (see p. 788 of the "Board of Trade Journal" of 9th September), in which it is stated that as a result of a conference between the Home Department and private merchants and manufacturers, the Department of Agriculture and Commerce, according to vernacular papers, has decided to establish a company for the manufacture of dyestuffs on the following lines:—

The capital of the company is about 10,000,000 yen. If it is impossible to secure this amount at the launching of the project, the capital shall be fixed at 5,000,000 yen at first, but increased to 10,000,000 yen in the year following that in which the company is established. Factories will be built in Tokio, Osaka, and Fukuoka. Shareholders must be officials of gas companies or of companies engaged in the manufacture of chemicals, medicines, and perfumery, and other private business men.

The Department of Agriculture and Commerce will place 2,400 tons of benzol produced by the Government Steel Works at the disposal of the company for the regulation of the price of materials for the manufacture of dyestuffs, and will guarantee a profit of 8 per cent. per annum for ten years from the date of the establishment of the company. The methods of calculating the profit, and the amount of subsidy to be given by the Government, are to be determined by regulations to be issued in the form of an Imperial Ordinance.

Yen = 2s. 0½d.

(C.I.B. 52,246.)

**H.M. Commercial Attaché at Yokohama** also reports that, according to the local press, artificial manure manufacturers have requested the Japanese Government that the guano deposits on the island of Angaull might be worked again with a view to relieving the difficulties of artificial manure manufacturers who are suffering from lack of supplies of guano from abroad.

The island of Angaull was owned by the German Government and leased to a German company which had arranged for shipping the phosphate to a British firm in Japan. As a result of the war the island was taken over by the Japanese and, pending the settlement of certain legal questions, business in this Angaull phosphate has been stopped.

Supplies of phosphate from Africa and North America have been far less than usual; the output from Rasa Island has reached its limit, and the Japanese are now making investigations as to whether they can obtain phosphate in Japan itself.

The question of freight has largely increased prices of guano.

(C.I.B. 50,352.)

## GOVERNMENT PUBLICATIONS.\*

### TRADE RETURNS OF THE UNITED KINGDOM.

The Monthly Accounts relating to the Trade and Navigation of the United Kingdom for the month of October, 1915, have been published. The accounts, which are issued on the 7th or 8th of each month, may be purchased\* at a cost, in the present instance, of 1s. 6d. per copy (post free 1s. 11d.).

Attention is further called to the fact that two volumes of the "Annual Statement of the Trade of the United Kingdom with Foreign Countries and British Possessions" for the year 1914 have been issued, and may be purchased\* at a cost of 5s. 9d. (post free 6s. 3d.) for the first volume and 4s. 2d. (post free 4s. 8d.) for the second. This publication, which contains much more detailed and exhaustive information than can be given in the Monthly Accounts, gives in the first volume abstract tables for the years 1909-1913, and detailed statements of imports and exports of each article consigned from and to each country; and in the second volume details as to Customs revenue, transshipments and articles in bond, with particulars of the trade of the United Kingdom with each foreign country and British Possession, and of the trade at each port of the United Kingdom. The third volume (supplement) will contain a classification on the basis followed in Volumes I. and II. of the "Annual Statement" for 1908 and earlier years.

It may be noted that beginning with the issues for 1909 the figures of Volumes I. and II. relate to the countries of *consignment* for imports, and countries of final destination, so far as known, for exports. A supplementary volume will continue to be issued, in which particulars will be given, as mentioned above, on the same basis as those published (up to the year 1908) in the first two volumes. By this means it will be possible to trace the details of the differences resulting from the change of system for a further limited period.

### BOARD OF TRADE LABOUR GAZETTE.

The "Board of Trade Labour Gazette"\* is published (price 1d.) by the Board of Trade about the 16th of each month. The following are among the more important contents of the October issue:—State of the Labour Market in the United Kingdom for September; Employment in Germany in August; Retail Food Prices in the United Kingdom, Berlin, and Italy; Labour Disputes in 1914; Wages during the War; Minimum Wages for Female Workers in France; Labour in the Dominions; Recent Conciliation and Arbitration Cases.

### COLONIAL OFFICE REPORTS.

The following reports have been issued by the Colonial Office since the last number of the "Board of Trade Journal":—

No. 864. Ashanti, 1914. Price 3d.

No. 865. Cyprus, 1914-15. Price 3d.

No. 866. Swaziland, 1914-15. Price 3d.

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\* Copies of Government publications may be purchased, either directly or through any bookseller, from Wyman and Sons, Ltd., 29, Bream's Buildings, Fetter Lane, London, E.C.; and 54, St Mary Street, Cardiff; or H.M. Stationery Office (Scottish Branch), 23, Forth Street, Edinburgh; or E. Ponsonby, Ltd., 116, Grafton Street, Dublin; or from the Agencies in the British Colonies and Dependencies, the United States of America, and other foreign countries of T. Fisher Unwin, Ltd., London, W.C.



*Government Publications.***OTHER GOVERNMENT PUBLICATIONS.**

*Trade of Australia. Report to the Board of Trade on the Trade of Australia for the year 1914, by His Majesty's Trade Commissioner for the Commonwealth of Australia (Mr. G. T. Milne). [Cd. 8,090.] Price 4d.*

This Report deals with trade conditions and methods in Australia, the effect of the war, the Inter-State Tariff Commission, agricultural and mining, &c. industries. A statement of the work of H.M. Trade Commissioner's Office during 1914 is included, as well as reports by the Imperial Trade Correspondents at Adelaide, Brisbane, Hobart, and Perth. An appendix to the Report shows the value of the principal articles imported into the Commonwealth during the year. [An article based on this Report appeared on pp. 183-5 of the "Board of Trade Journal" of 21st October.]

*Rocket Life-Saving Apparatus. Report by the Board of Trade on the Life-Saving Apparatus on the Coasts of the United Kingdom for the year ended 30th June, 1915. [Cd. 8,088.] Price 3½d.*

*Congested Districts Board for Ireland. Twenty-third Report of the Congested Districts Board for Ireland of Proceedings under the Congested Districts (Ireland) Acts, 1891-1909, for the period, 1st April, 1914, to 31st March, 1915. [Cd. 8,076.] Price 5½d.*

This report contains information regarding the proceedings of the Congested Districts Board relative, *inter alia*, to sea fisheries, industries, &c.

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**TRADE ENQUIRY OFFICES IN LONDON OF THE  
SELF-GOVERNING DOMINIONS.**

Trade Enquiry Offices are maintained in London at the following addresses by the Governments indicated, viz. :-

Dominion of Canada	...	...	19, Victoria Street, S.W.; also Portland House, Basinghall Street, E.C. (Office of the Canadian Government Trade Commissioner)
Commonwealth of Australia.	...	...	72, Victoria Street, S.W.
New South Wales	...	...	123-5, Cannon Street, E.C.
Victoria	...	...	Melbourne Place, Strand, W.C.
Queensland	...	...	409, West Strand, W.C.
South Australia	...	...	85, Gracechurch Street, E.C.
Western Australia	...	...	Savoy House, 115-6, Strand, W.C.
Tasmania	...	...	56, Victoria Street, S.W.
Dominion of New Zealand	...	...	13, Victoria Street, S.W.
Union of South Africa	...	...	Trades Commissioner, 90, Cannon Street, E.C.

Trade enquiries in regard to Rhodesia may be made at the office of the British South Africa Co., 2, London Wall Buildings, E.C.

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## FOREIGN & COLONIAL PUBLICATIONS.

The following is a list of the more important Articles on trade subjects contained in the Foreign and Colonial Publications recently received and filed for reference at the Commercial Intelligence Branch of the Board of Trade, and which are open to inspection in the Reading Room of the Branch at 73, Basinghall Street, London, E.C. :—

### NEWSPAPERS AND PERIODICALS.

#### Agricultural, Dairy and Forest Products.

- Cotton Trade in Russia.  
*Commerce Reports* (Washington), 11th Oct.
- Cotton Crop Prospects in Central Asia  
" *Torgovo - Promyshlennaya Gazeta* " (Petrograd), 6th, 19th Oct.
- Vintage in 1915 in Portugal.  
*Commerce Reports* (Washington), 11th Oct.
- Coffee Market in Hamburg.  
" *Börsen-Zeitung* " (Berlin), 26th Oct.
- Forestry in the Philippines.  
" *North China Herald* " (Shanghai), 9th Oct.
- Rice-Growing; Irrigation.  
" *Farmers' Bulletin* " (Washington), 23rd June.
- Paraguayan Woods containing Tannin.  
*Commerce Reports* (Washington), 16th Oct.
- Tea Cultivation in Africa.  
" *Capital* " (Calcutta), 14th Oct.
- Indigo Crop Forecast.  
" *Indian Trade Journal* " (Calcutta), 15th Oct.
- Hop Crop of 1915 in Germany.  
*Commerce Reports* (Washington), 20th Oct.

#### Metals, Mining and Minerals.

- Quicksilver and Vermilion Trade in Hong Kong.  
*Commerce Reports* (Washington), 13th Oct.
- Steel Combines in the United States of America.  
" *Journal of Commerce* " (New York), 20th Oct.
- Phosphorus Limit in Malleable Castings.  
" *Iron Age* " (New York), 21st Oct.
- Waste Products from Mills: Methods of Handling.  
" *Mining and Engineering Review* " (Melbourne), 6th Sept.
- Scrap Iron Market in Germany.  
" *Börsen-Zeitung* " (Berlin), 20th Oct.
- Iron and Steel: Influence of Nitrogen on.  
" *Iron Age* " (New York), 21st Oct.
- Natural Gas as Fuel in Crucible Ovens.  
" *Stahl und Eisen* " (Düsseldorf), 30th Sept.
- Metal Production and Marketing in Australia.  
" *Mining and Engineering Review* " (Melbourne), 6th Sept.

#### Metals, Mining and Minerals—cont.

- Zinc Market in Upper Silesia.  
" *Börsen-Zeitung* " (Berlin), 18th Oct
- Petroleum Output in Romania.  
" *L'Economiste Européen* " (Paris), 29th Oct.
- Calamine Mines of Sardinia.  
" *Engineering and Mining Journal* " (New York), 16th Oct.
- Iron Sales in Austria.  
" *Neue Freie Presse* " (Vienna), 19th Oct.
- Mineral Resources of Newfoundland.  
" *Engineering and Mining Journal* " (New York), 23rd Oct.

#### Railways, Shipping and Transport.

- Subsidies to Merchant Navy in Japan.  
" *Journal of Commerce* " (New York), 18th Oct.
- Activity in Japanese Shipping Circles.  
" *Japan Mail* " (Tokio), 29th Sept.
- Potassium Industry of the World.  
" *Engineering and Mining Journal* " (New York), 23rd Oct.
- Indian Railway Projects.  
" *Capital* " (Calcutta), 14th Oct.
- Indian Triple Canal Scheme.  
" *Pioneer Mail* " (Allahabad), 16th Oct.

#### Textiles and Textile Materials.

- Silk Market in Germany.  
" *Börsen-Zeitung* " (Berlin), 25th Oct.
- Silkworm Breeding in Italy.  
" *Bulletin des Hautes* " (Paris), 30th Oct.
- Sericulture in India.  
" *Capital* " (Calcutta), 14th Oct.
- Melbourne Wool Sales.  
" *The Age* " (Melbourne), 22nd Sept.

#### Commercial, Financial and Economic.

- United States: Taxation of Banks.  
" *Commercial Chronicle* " (New York), 23rd Oct.
- Japan: Economic Conditions.  
" *Chamber of Commerce Journal* " (Yokohama), Sept.
- South China: Effect of War on Trade.  
*Commerce Reports* (Washington), 16th Oct.

*Foreign and Colonial Publications.*NEWSPAPERS AND PERIODICALS—*continued.*

<b>Commercial, Financial and Economic—cont.</b>	<b>Miscellaneous.</b>
South African Products: Market Report. <i>Commerce Reports</i> (Washington), 20th Oct.	Construction Work Abroad. <i>Commerce Reports</i> (Washington), 19th Oct.
Germany: Economic Conditions. <i>Supplement to Commerce Reports</i> (Washington), 15th Oct.	Frozen Meat Importation into France. "Bulletin des Halles" (Paris), 29th Oct.
European Countries: Dearness of Living. "Bulletin des Halles" (Paris), 29th Oct.	Capture of German Foreign Trade. "Wealth of India" (Madras), Sept.
Ecuador: Economic Conditions. <i>Supplement to Commerce Reports</i> (Washington), 12th Oct.	Excise Administration in Bengal. "Indian Trade Journal" (Calcutta), 15th Oct.

## OTHER PUBLICATIONS RECEIVED.

United Kingdom.—Incorporated Accountants' Year Book, 1915-16.

## Australia—

## COMMONWEALTH:

Directory of Buyers and Sellers of Australia and New Zealand, 1914-15.

Population and Vital Statistics, Commonwealth Demography, 1914.

Act relating to the Imposition, Assessment and Collection of a Tax on Income.

VICTORIA—Report for 1914 of the Secretary of Mines.

WESTERN AUSTRALIA—Statistical Register, 1913: Part III., Accumulation.

British Guiana.—Customs Duties Ordinance (No. 14 of 1915).

British India.—Report for 1914 of Chief Inspector of Mines in India.

Ceylon.—Administration Reports, 1914 (Immigration and Quarantine).

Papua.—Customs Tariff Ordinance (No. 6 of 1915).

United States of America.—Farmers' Bulletins: No. 673, Irrigation Practice in Rice-growing; No. 674, Control of the Citrus Thrips in California and Arizona; No. 675, The Roundheaded Apple-tree Borer; No. 676, Hard Clover Seed and its Treatment in Nulling; No. 677, Growing Hay in the South for Market; No. 679, House Flies; No. 681, The Silverfish; No. 682, A Simple Trap Nest for Poultry.

## H.M. TRADE COMMISSIONERS IN THE SELF-GOVERNING DOMINIONS.

Canada and Newfoundland...	H.M. Trade Commissioner, 3, Beaver Hall Square, Montreal. Telegraphic Address, "Britcom."
Commonwealth of Australia..	H.M. Trade Commissioner, Commerce House, Melbourne. Telegraphic Address, "Combrit"; and 81, Pitt Street, Sydney. Telegraphic Address, "Combritto."
New Zealand... ..	H.M. Trade Commissioner, P.O. Box 369, Wellington. Telegraphic Address, "Advantage."
South Africa ... ..	H.M. Trade Commissioner, P.O. Box 1346. Cape Town. Telegraphic Address, "Austere."

## STATISTICAL TABLES.

### Cotton Returns.

**Return of the Number of Bales of Cotton Imported and Exported, Forwarded from Ports to Inland Towns, and Returned to Ports during the Month and Ten Months ended October, 1915, compared with the corresponding periods of the Year 1914.**

	MONTH OF OCTOBER.		TEN MONTHS ENDED OCTOBER.	
	1914.	1915.	1914.	1915.
<b>IMPORTS.</b>				
American ... ..	100,966	244,281	1,923,839	3,516,369
Brazilian ... ..	2,020	1,047	208,175	21,469
East Indian ... ..	3,624	5,898	235,480	198,816
Egyptian ... ..	6,947	32,240	354,421	496,991
Miscellaneous... ..	27,032	29,455*	230,855	144,713†
<b>Total ... ..</b>	<b>140,589</b>	<b>312,921</b>	<b>2,952,770</b>	<b>4,378,358</b>
<b>EXPORTS.</b>				
American ... ..	13,858	9,987	134,794	273,519
Brazilian ... ..	100	—	15,864	915
East Indian ... ..	1,593	2,258	54,628	59,005
Egyptian ... ..	5,541	4,172	116,979	204,989
Miscellaneous... ..	569	357	11,412	1,928
<b>Total ... ..</b>	<b>21,464</b>	<b>16,769</b>	<b>323,677</b>	<b>540,356</b>
<b>FORWARDED from PORTS to INLAND TOWNS.</b>				
American ... ..	137,011	233,038	1,880,854	2,578,630
Brazilian ... ..	8,686	7,555	138,268	60,843
East Indian ... ..	2,599	3,102	67,322	68,419
Egyptian ... ..	4,842	14,239	223,250	228,344
Miscellaneous... ..	7,456	14,599	100,993	103,208
<b>Total ... ..</b>	<b>160,594</b>	<b>272,533</b>	<b>2,410,687</b>	<b>3,039,444</b>
<b>FORWARDED from INLAND TOWNS to PORTS.</b>				
American ... ..	109	88	1,966	1,799
Brazilian ... ..	—	—	17	12
East Indian ... ..	—	—	64	27
Egyptian ... ..	167	32	607	100
Miscellaneous... ..	7	187	39	2,040
<b>Total ... ..</b>	<b>283</b>	<b>607</b>	<b>2,693</b>	<b>3,978</b>

\* Including 173 bales British West Indian, 1,393 bales British West African, 4,534 bales British East African and 222 bales of foreign East African.

† Including 4,620 bales British West Indian, 5,533 bales British West African, 21,915 bales British East African, and 1,201 bales foreign East African.

Cotton Returns—*continued.*

Return of the Number of Bales of Cotton Imported and Exported at the Various Ports of the United Kingdom during the week and 44 weeks ended 4th November, 1915 :—

—	Week ended 4th Nov., 1915.	44 Weeks ended 4th Nov., 1915.	Week ended 4th Nov., 1915.	44 Weeks ended 4th Nov., 1915.
	IMPORTS.		EXPORTS.	
	Bales.	Bales.	Bales.	Bales.
American ... ..	90,429	3,591,334	367	273,819
Brazilian ... ..	—	21,469	—	915
East Indian ... ..	—	198,816	833	59,255
Egyptian ... ..	13,520	510,441	2,045	206,734
Miscellaneous ... ..	2,654*	144,878†	80	1,968
Total ... ..	106,603	4,466,938	3,325	542,691

\* Including 711 bales British West African.

† Including 4,620 bales British West Indian, 5,533 bales British West African, 21,915 bales British East African, and 1,201 bales foreign East African.

## 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, 1915, and corresponding weeks of the seven previous years, pursuant to the Corn Returns Act, 1882.

—	Average Price.		
	Wheat.	Barley.	Oats.
	<i>s. d.</i>	<i>s. d.</i>	<i>s. d.</i>
Week ended 6th November, 1915 ... ..	51 6	47 3	30
Corresponding Week in—			
1908 ... ..	31 2	27 4	17 0
1909 ... ..	32 5	27 7	17 1
1910 ... ..	29 11	25 4	15 11
1911 ... ..	33 4	32 7	20 11
1912 ... ..	33 1	31 11	19 11
1913 ... ..	30 0	28 1	17 9
1914 ... ..	38 8	28 6	23 7

\* 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.

### Imports of Agricultural Produce into the United Kingdom.

Account showing the Quantities of certain kinds of **Agricultural Produce** imported into the **United Kingdom** in the week ended 6th November, 1915, together with the quantities imported in the corresponding weeks of the two previous years.

		Week ended—		
		8th Nov., 1913.	7th Nov., 1914.	6th Nov., 1915.
Animals, living :—				
Oxen, bulls, cows, and calves ...	Number	244	11	51
Sheep and lambs ... ..	"	—	—	—
Swine ... ..	"	—	—	—
Horses ... ..	"	259	40	—
Fresh meat :—				
Beef (including refrigerated and frozen) ... ..	Cwts.	160,184	138,556	141,255*
Mutton " " "	"	72,961	62,189	90,760
Pork " " "	"	13,819	22,249	4,071
Meat, unenumerated, fresh (including refrigerated and frozen) ...	"	12,071	12,839	16,916
Salted or preserved meat :—				
Bacon ... ..	Cwts.	88,620	79,795	71,789
Beef ... ..	"	1,555	380	1,319
Hams ... ..	"	12,613	13,432	12,112
Pork ... ..	"	2,892	3,499	1,474
Meat, unenumerated, salted ...	"	2,112	1,694	687
Meat, preserved, otherwise than by salting (including tinned and canned) ... ..	"	18,184	23,283	18,083
Dairy produce and substitutes :—				
Butter ... ..	Cwts.	66,767	51,864	62,978
Margarine ... ..	"	33,165	32,249	43,740
Cheese ... ..	"	51,566	33,997	17,847
Milk, fresh, in cans or drums ...	"	—	—	—
" cream ... ..	"	187	113	—
" condensed ... ..	"	20,326	23,663	29,999
" preserved, other kinds... ..	"	10	—	12
Eggs ... ..	Grt. Hundr.	521,452	161,808	146,741
Poultry ... ..	Value £	4,156	338	1,808
Game ... ..	"	2,351	747	110
Rabbits, dead (fresh and frozen) ...	Cwts.	14,030	3,386	18,203
Lard ... ..	"	28,673	35,598	16,425
Corn, grain, meal and flour :—				
Wheat ... ..	Cwts.	2,165,500	1,718,100	1,306,500
Wheat-meal and flour... ..	"	204,200	281,800	203,900
Barley ... ..	"	896,400	423,800	307,200
Oats ... ..	"	244,300	46,500	139,600
Peas ... ..	"	23,775	15,010	9,175
Beans ... ..	"	84,440	134,730	5,300
Maize or Indian corn ... ..	"	1,047,800	1,008,900	1,361,500
Fruit, raw :—				
Apples ... ..	Cwts.	91,785	141,240	107,271
Apricots and peaches ... ..	"	27	—	—
Bananas ... ..	Bunches	150,672	237,867	109,950
Cherries ... ..	Cwts.	—	—	—
Currants ... ..	"	—	—	—
Gooseberries ... ..	"	—	—	—
Grapes ... ..	"	43,799	44,096	54,851
Lemons ... ..	"	11,796	8,258	12,607
Oranges... ..	"	30,449	22,647	10,878
Pears ... ..	"	24,612	18,338	6,976
Plums ... ..	"	—	—	—
Strawberries ... ..	"	—	—	—
Unenumerated ... ..	"	3,055	4,458	3,913
Hay ... ..	Tons	451	—	26
Straw ... ..	"	78	—	—
Moss Litter ... ..	"	1,849	947	151
Hops ... ..	Cwts.	28,624	2,049	3,003
Locust beans ... ..	"	6,164	4,293	37,720
Vegetables, raw :—				
Onions ... ..	Bushels.	298,726	233,882	170,589
Potatoes... ..	Cwts.	40,010	225	979
Tomatoes ... ..	"	39,503	15,405	8,370
Unenumerated ... ..	Value £	6,061	2,667	1,642
Vegetables, dried... ..	Cwts.	5,671	2,951	3,984
" preserved by canning ... ..	"	14,352	14,252	14,894

\* Including certain importations made in previous weeks particulars of which could not be given at the time.

**COMMERCIAL INTELLIGENCE BRANCH of the BOARD OF TRADE.**

The Intelligence Branch of the Commercial Department of the Board of Trade (73, Basinghall Street, London, E.C.) is a centre at which information on all subjects of commercial interest is collected and classified in a form convenient for reference, and at which, so far as the interests of British trade permit, replies are given to enquiries by traders on commercial matters. As far as is possible, the Branch supplies, on personal or written application, information with regard to the following subjects: Foreign and Colonial Contracts open to Tender and other openings for British trade; Lists of manufacturers at home and lists of firms abroad engaged in particular lines of business in different localities; Foreign and Colonial Tariffs and Customs Regulations; Commercial Statistics; Forms of Certificates of Origin; Regulations concerning Commercial Travellers; Sources of Supply, Prices, &c. of Trade Products; Shipping and Transport; &c., &c.

Samples of foreign competitive goods and commercial products which are received from abroad from time to time are exhibited at the offices of the Branch.

The samples collected since the war began, of goods of German and Austrian manufacture which are sold in British markets abroad and in certain foreign markets, have been temporarily withdrawn from exhibition at the Commercial Intelligence Branch (Foreign Samples Section), 32, Cheapside, E.C., and are now being exhibited at Leeds. They will, later, be exhibited at Glasgow. *See notice on p. 372.*

In view of the representations made by the exhibitors and buyers at the British Industries Fair, organised by the Commercial Intelligence Branch, and held at the Royal Agricultural Hall (see "Board of Trade Journal" of 3rd June last, p. 658), the Board of Trade have decided to hold another Fair early next year. Further particulars will be announced in due course.

The "Board of Trade Journal" is published weekly and is the principal medium through which intelligence collected by the Commercial Intelligence Branch and intended for general information, is conveyed to the public. The "Journal" may be obtained, either directly or through any bookseller, from Messrs. Wyman & Sons, Ltd., 29, Bream's Buildings, Fetter Lane, London, E.C., and 54, St. Mary Street, Cardiff; from H.M. Stationery Office (Scottish Branch), 23, Forth Street, Edinburgh; from Messrs. E. Ponsonby, Ltd., 116, Grafton Street, Dublin; or from the Agencies in the British Colonies and Dependencies, the United States of America, the Continent of Europe and Abroad of T. Fisher Unwin, Ltd., 1, Adelphi Terrace, London, W.C. The price is 3d. per copy or 15s. 2d. per annum, post free in the United Kingdom, the rate for places abroad, inclusive of postage, being 19s. 6d. All applications regarding advertisement rates, &c., should be sent direct to the sole contractors for advertisements, Messrs. Laughton & Co., Ltd., 3, Wellington Street, Strand, London, W.C.

Particulars relating to the supply of confidential information to firms in the United Kingdom are given on p. 371.

All communications intended for the Commercial Intelligence Branch of the Board of Trade should be addressed to: **The Director, Commercial Intelligence Branch, Board of Trade, 73, Basinghall Street, London, E.C.;** or **32, Cheapside, E.C.,** if the communication relates to matters connected with the British Industries Fair or the Samples of German and Austrian goods referred to above.

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## NATIONAL INSURANCE ACTS, 1911 TO 1915.

### Part II.—Unemployment.

#### Application to the Umpire.

In pursuance of Regulations made by the Board of Trade and dated 26th day of March, 1912, Notice is hereby given that the Umpire (Unemployment Insurance) has received application for a decision as to whether contributions are payable or not in respect of the following classes of persons:—

#### 349. Workmen engaged in the repair of Swing Bridges.

Any representations with reference to the above application may be made in writing to the Umpire by, or on behalf of, any workman or employer appearing to him to be interested, or on behalf of the Board of Trade, and forwarded to the Registrar, Office of the Umpire, 47, Victoria Street, London, S.W., on or before 25th November, 1915.

Notice is further given that the Umpire proposes to give his decision on the above application on or after 29th November, 1915.

#### EXTRACT FROM REGULATIONS.

3. If before the date specified in the notice any representations with reference to the application are made in writing to the Umpire by or on behalf of any workman or employer appearing to him to be interested, or the Board of Trade, the Umpire shall take those representations into his consideration, and the Umpire may at any time before the said date require any persons to supply to him such information in writing as he thinks necessary for the purpose of enabling him to give a decision.

All such representations and information shall be open to inspection by any employer or workman appearing to the Umpire to be interested or any persons authorised in that behalf by any such employer or workman or the Board of Trade.

4. Any persons claiming to be interested may apply to the Umpire to be heard by him orally in reference to any application under these Regulations, and the Umpire may, in any case in which he thinks it desirable, require the attendance of any person before him to give oral information on the subject of any application.

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*The decisions of the Umpire upon the foregoing will be announced in the "Board of Trade Journal" in due course.*

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#### Decisions by the Umpire.

Pursuant to paragraph (5) of the Unemployment Insurance (Umpire) Regulations, the Board of Trade hereby give Notice of the following decision by the Umpire on questions whether contributions are payable:—

#### A. The Umpire has decided that contributions ARE PAYABLE in respect of:—

1525. Workmen engaged in fixing or polishing on the site artificial marble or in making or preparing such marble in a workshop to specification for a particular building.

*Note.*—Where no reference is given to an Application, the question has been decided by the Umpire without notice, as a matter not admitting of reasonable doubt, in accordance with paragraph (2) of the Unemployment Insurance (Umpire) Regulations.

Decisions relating to individual workmen which raise no question of general interest, or which merely apply a principle laid down in a previous decision, are not published.

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