

THE EXPORTER'S FIELD

UNITED STATES PAPER EXPORTS.

While Canada has greatly increased her exports of newsprint paper to the United States during the past two years, the exports of all kinds of paper from the United States during the calendar year ending this month have surpassed all previous records. It is estimated they will be valued in the neighborhood of \$40,000,000.

The largest individual items contributing to the large exports of the year and the values of their exports in comparative ten-month periods of 1915 and 1916 are: Books, maps, etc., \$8,330,000 in 1916, against \$6,600,000 in 1915; newsprint paper, \$3,430,000, against \$2,260,000; other printing paper, \$6,000,000, against \$1,610,000; wrapping paper, \$3,340,000, against \$1,360,000; writing paper \$1,890,000, against \$992,000; straw board, paper board, etc., \$1,640,000, against \$660,000; bags, \$750,000, against \$393,000; carbon paper, \$475,000, against \$340,000; boxes and cartons, \$725,000, against \$350,000; wall paper, \$400,000, against \$224,000, and playing cards, \$370,000, against \$229,000.

Nearly half of the newsprint paper exported during the ten months to October 31 went to Latin America. Of the \$3,430,000 worth sold to foreign countries in that period \$905,000 went to Argentina, \$365,000 to Cuba, \$165,000 to Mexico, and \$175,000 to Chili. Australia took \$302,000 worth, the United Kingdom \$233,000, and Canada \$36,000.

American books naturally go chiefly to English-speaking countries. Thus we sold to Canada in the period under review \$4,147,000 worth, to the United Kingdom \$955,000 and to Australia \$379,000 out of a total of \$8,330,000. Mexico took \$467,000 worth, Cuba \$262,000, the Philippine Islands, \$210,000 and Brazil \$116,000. France has not in recent years offered any considerable market for American paper. Last year the entire exports of that group of manufacturers to France were only about \$32,200 in value.

ITALY OFFERS GOOD MARKET FOR AGRICULTURAL MACHINERY.

Recent market value present from a rough estimate. In the subject the American Consul at Milan states that the reason that American manufacturers of agricultural machinery have not met with better success in that market, is that they endeavor to sell an article suitable to conditions in the United States, rather than study the needs of the consumers themselves. A few American seed drillers have been sold, but as in the case of other agricultural machinery the Continent has been Italy's principal source of supply. As this information is equally interesting to Canadian manufacturers of agricultural machinery we quote the consul's report verbatim in part: "Harvesters, binders, and mowers are almost all of American make, although a few of European make have been in use, especially in the case of mowers. On account of the cost of coal, a market is promised here for motor tractors driven by kerosene oil. Italy also presents an excellent market for hand tools for agricultural work.

"Thrashing machines are in demand, although those sold here are chiefly German or English. The American machine does not seem to clean the grain well enough or grade it as other makes do. Our machines also break the straw. The Italians put the plant in sideways, instead of head first as in the case of American machines, and bind it afterwards, thus saving the straw for other purposes.

"There should be a good demand for American milking machines. Many Italian farms stock as many as 120 cows, requiring a force of eight men to milk them by hand. Milkers constitute the class of labor that it is most difficult to procure in Italy. They are independent and have the owners at their mercy. Milking machines when used reduce the number of men, and skilled attendants are not required, thus making the cost of labor much less and the owner freer. A machine that could be attended by one man would sell here. There is no market at present for cream separators.

"Information received at the American consulate indicates that there is a large amount of business in Italy for American hardware of all kinds. Several lines of American goods have appeared here, and although costing more than Continental goods they are beginning to be appreciated, because they are of superior materials and last much longer."

LIMITED MARKET IN ARGENTINE FOR PAPER BOXES AND LABELS.

According to a report recently received from the American Consul at Rosario, there is very little demand in Rosario at present for paper boxes and labels for druggists and similar lines. Before the war the market was considerably better and boxes were imported from Germany, France, and the United Kingdom; while British, American, German, and French labels were used.

The report continues in part: "The total imports of pasteboard boxes of all kinds into Argentina in 1913 were officially valued at a little under \$100,000. Imports of paper and pasteboard labels were valued at about \$66,000. Boxes and labels are made in Argentina, which has numerous lithographic establishments. The difficulty of securing foreign merchandise promptly, as well as high freight rates, has given the Argentine industry a new advantage and its relative share of the market has been considerably increased by the war. Imports of boxes into Argentina in 1915 were valued at about \$37,000. High freight rates naturally fall more heavily on boxes, which occupy more space. Probably less than 10 per cent of imports of boxes and labels are entered at Rosario or elsewhere in this district. On the other hand a considerable proportion of the articles entered at Buenos Aires eventually find their way into the interior."

CANADA EXPORTS POTATOES TO CUBA.

Canadian shippers of potatoes are beginning to realize the importance of the Cuban potato market, and within the last year or two, have given more attention to the sorting, packing, and transportation of the stock, with the result that Canadian potatoes are now arriving in fine condition and are in demand all over the island, consumers claiming the flavour of the Canadian potato cannot be excelled. Out of weekly receipts of 25,500 sacks of potatoes in Havana, Canada has supplied over 21,000, the remainder being imported from the United States. The total value of Canadian shipments from September 1st to December 1st have reached over \$2 million dollars.

EXPORT PARAGRAPHS.

The Japanese Government has instituted a system of inspection of all exports so that Japanese goods will not disappoint foreign purchasers to whom they are consigned. The plan is to have inspectors attached to every Japanese trade guild.

On the termination of the war, many thousands of the motor tractors now being used in France and elsewhere for exclusively military purposes will become available at low prices, and there seems every probability of large numbers of them finding purchasers in South Africa. The standard types of motor tractors used in Europe are perfectly adapted to town work in the Union and Rhodesia, and there is always a great and growing demand for them.

The attacks recently made on Norwegian ships by German submarines have caused a good deal of dislocation in the British pit prop trade. Prices have been advanced enormously by shippers, and tonnage is difficult to procure. It is evident that pit props will be much dearer this winter than they were twelve months ago.

Holland may mobilize her entire mercantile fleet for bringing foodstuffs from overseas. Monthly requirements for human food and fodder amount to 200,000 tons capacity, which owing to the delay of voyages and other causes involves the regular employment of 470,000 tons of shipping. The interests of the regular passenger liners will be consulted as far as possible.

The action of the U. S. Department of Justice in excluding the public and the press from hearings and in discouraging further agitation may be regarded as an admission of failure to find cause for special action and as evidence of its belief that the agitation as conducted by the press has been harmful to legitimate interests.

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PARCEL POST ADVOCATED BETWEEN RUSSIA AND U. S.

At the request of the Retail Merchants' Association, New York, the United States Government has under negotiation with Russia a Parcel Post Convention. In case the negotiations prove successful, the Convention will be of much assistance in facilitating business between merchants of this country and Russia.

CHANGE IN POSTAGE RATES TO CHINA.

The Imperial penny postage rates no longer apply to mail destined for China ports and Hong Kong.