

# THE EXPORTER'S FIELD

## Trade Inquiries

The following inquiries relating to Canadian trade have been received by the Department of Trade and Commerce during the past week and appear in the current issue of the Weekly Bulletin. The names of the firms making these inquiries, with their addresses, can be obtained by those especially interested in the respective commodities upon application to: "The Inquiries Branch, The Department of Trade and Commerce, Ottawa," or to the Editor of the Journal of Commerce.

Please Quote the Reference Number When requesting Addresses.

779. APPLES.—A Birmingham firm is ready to buy direct up to 2,000 bbls. Already has Ontario connections. Especially interested in hearing from Nova Scotia. Wishes to buy three or more cars British Columbia boxes.

780. APPLES.—A wholesale firm in Birmingham desires to buy 1,500 to 2,000 barrels of Nova Scotia or Ontario and four or five cars British Columbia boxes. Also willing to sell on commission.

781. APPLES.—A Birmingham wholesaler desires to buy 5,000 to 6,000 barrels Ontario or Nova Scotia and three or more cars British Columbia boxes.

782. APPLES.—A Birmingham wholesaler desires to buy 500 barrels Nova Scotia apples and one or two cars British Columbia boxes. Already has Ontario direct connections.

783. APPLES.—A Birmingham firm of fruit wholesalers desires to buy 1,500 to 2,000 barrels Canadian apples and two or three cars British Columbia boxes.

784. APPLES.—An Aberdeen wholesaler desires to buy 2,000 barrels and three cars British Columbia boxes.

785. APPLES.—An Aberdeen wholesaler desires to buy 2,000 barrels and two or three cars of British Columbia boxes.

786. APPLES.—A Scotch firm of fruit wholesalers desires to buy 1,000 to 2,000 barrels and two or three cars of British Columbia boxes.

787. APPLES.—An Aberdeen fruit wholesaler desires to buy 2,000 barrels and two or three cars of British Columbia boxes.

788. APPLES.—An Aberdeen wholesaler desires to buy 2,000 barrels and two or three cars of British Columbia boxes.

789. APPLES.—An Aberdeen fruit wholesaler desires to buy 2,000 barrels and two or three cars of British Columbia boxes.

790. APPLES.—A firm of Aberdeen wholesalers wishes to buy 3,000 or more barrels and three or four cars British Columbia apples.

791. APPLES.—A Leith fruit broker desires to purchase 5,000 to 6,000 barrels, and three or four cars of British Columbia box apples.

792. APPLES.—An Edinburgh wholesaler wishes to buy 3,000 to 4,000 barrels, and two or three cars British Columbia box apples.

793. APPLES.—A firm of wholesalers in Edinburgh desires to purchase one or two cars British Columbia box apples.

794. APPLES.—A Leeds firm of fruit wholesalers offers to handle about 1,000 barrels Ontario apples and two or three cars British Columbia boxes, on commission.

795. APPLES.—A firm of Manchester wholesalers believes that they can only buy safely after experience of the shipper. Offer to sell on commission as a preliminary to later cash dealings.

796. APPLES.—A Manchester wholesaler has barrel connections formed, but would like to be placed in touch with British Columbia shippers for purchase of two or three cars.

797. APPLES.—A fruit wholesaler in Manchester will buy or advance on consigned goods 3,000 to 4,000 barrels and two or three cars British Columbia boxes.

798. APPLES.—A Manchester firm of wholesalers already has barrel connections and desires to buy two or three cars of British Columbia box apples.

799. APPLES.—A Manchester wholesaler desires to buy 2,000 to 3,000 barrels and one or two cars of British Columbia boxes of apples.

800. APPLES.—A Bradford wholesaler wishes to purchase one or two British Columbia box apples. Prefers to buy barrel apples at auction.

801. APPLES.—A Leeds firm of wholesalers wishes to buy from 1,000 to 2,000 barrels and one or two cars British Columbia boxes. They are also interested in consignments.

802. APPLES.—A firm of Leeds wholesalers desires to buy up to 1,000 barrels and two or three cars British Columbia boxes.

803. APPLES.—A firm of Hull fruit brokers wish commission business, but are prepared to consider selling offers of boxes and barrels. They also do business in continental re-export.

804. APPLES.—A Hull fruit importer wishes to buy up to 800 barrels and one or two cars of British Columbia boxes of apples.

805. APPLES.—Fruit wholesalers in Hull desire to buy 1,500 to 2,000 barrels of apples, and three cars of British Columbia boxes.

806. APPLES.—A Dundee firm of fruit wholesalers desires to buy 2,000 to 3,000 barrels apples. Would like Nova Scotia connection. Limited trade in boxes, but would like quotations on one or two cars of British Columbia boxes.

807. APPLES.—A Perth wholesaler wishes to buy 500 to 1,000 barrels. He has no trade for boxed apples.

808. APPLES.—A Dundee wholesaler wishes to buy up to 2,000 barrels Ontario apples. Has little trade for boxes.

809. APPLES.—A Dundee wholesaler wishes to buy 1,500 to 2,000 barrels. Has little trade for boxes.

810. APPLES.—Dundee wholesalers desire to purchase 2,000 barrels of apples. Little trade for boxes.

811. APPLES.—A Dundee firm of fruit merchants wishes to purchase 200 to 500 barrels of apples.

812. TRADE WITH SOUTH AFRICA.—The assistant general manager of one of the most important business houses in South Africa is about to visit Canada with a view to securing Canadian lines of manufacture for sale in South Africa.

813. SALMON AND HALIBUT.—An English firm would be glad to hear from firms connected with the salmon and halibut trade, and is prepared to buy for cash against documents in Canada; or to sell at the best possible price in England and to cable half the value of each shipment immediately on receipt.

814. AGENCY.—A commission agent in Homel, Russia, desires to place his services before Canadian firms interested in exporting and importing goods from and to Russia.

815. CANNED FRUITS, JAMS, HONEY, CONFECTIONERY, ETC.—A London merchant firm is desirous of getting into touch with Canadian manufacturers of canned or bottled fruits, jams, honey, confectionery, canned fish, canned meat and other foodstuffs.

816. BARYTES, ZINC, OXIDE, COBALT, ETC.—A London firm is in the market for supplies of Canadian barytes, zinc, oxide, cobalt and other minerals.

817. BARYTES.—A Liverpool firm is in the market for barytes and asks for names of Canadian producers.

818. PERMANGANATE OF POTASH.—Inquiry is made by a Birmingham firm for the names of Canadian manufacturers of permanganate of potash (B. P. standard).

819. GRAIN AND PRODUCE.—A London firm wishes to get into touch with Canadian manufacturers and grain and produce exporters wishing to develop business in Belgium after the war.

820. STEEL PIPES, MACHINERY AND MACHINE TOOLS, ETC.—A London firm is desirous of obtaining the representation of Canadian manufacturers of steel pipes, machinery and machine tools, and similar lines.

821. RADIATOR.—A French correspondent now residing in London wishes to make arrangements for the manufacture in the province of Quebec of a new system of radiator.

## NEW PATENT LAW IN SOUTH AFRICA.

South Africa recently replaced the old trade mark and patent laws which existed in varying forms in the different provinces by a law which is uniform for the whole Union. Satisfactory arrangements have been made to respect the validity of former patents taken out according to provincial law. The British Copyright Act is adopted with slight modifications.

## Canada's Trade with Australia

Canada's trade with Australia, far from suffering from the war, has been improved by it. Imports from Australia, it is true, have been more than halved during 1915, owing to lack of tonnage in Australia, but exports increased greatly, with the result that trade for the year was a record one. The official report gives exports from Australia as \$5,552,686, and imports \$385,471. The figures are in favorable contrast with statistics for 1914 — exports \$4,705,822; imports, \$862,185.

Among imports, the only substantial increase is in hides which in 1915 were worth \$141,935 as compared to the \$66,768 worth in 1914. Such important import as provisions and wood declined badly.

The exports for the year, however, more than counterbalance the falling off in imports. Of the former list, the chief features are the rises in the exports of iron, steel, and paper. The list also includes a great many other rises of lesser importance. Several decreases of varying degrees are also to be noticed. A considerable falling off is in one of the main items of the list—namely, agricultural implements.

The following are the figures for 1913, 1914 and 1915, of the items mentioned above:

Imports.			
Articles.	1913.	1914.	1915.
Hides, etc. . . . .	\$79,589	\$66,768	\$141,935
Provisions . . . . .	205,072	502,695	102,246
Wood . . . . .	14,796	32,066	9,229
Exports.			
Articles.	1913.	1914.	1915.
Iron and steel and mfrs. of . . .	\$1,070,713	\$1,666,675	\$2,217,399
Paper . . . . .	505,699	495,920	869,335
Agricul. implements	792,775	1,127,467	839,615

## CANADA'S PAPER EXPORTS.

Canada's exports of paper have grown remarkably in the last twenty-five years. In 1892 Canada's total exports of paper were \$91. Ten years later they stood at \$24,780. In 1912, after the lapse of another decade, paper exports were \$3,881,063. The next year found them almost doubled—\$6,327,774. These figures were again doubled in 1914, making the total \$12,686,896. Eighty per cent of this amount went to the United States. The year 1915 also showed another great increase, but not on the same scale as that of the preceding year, exports reaching \$15,509,582. During this year another great increase is assured, as paper mills, especially those manufacturing news-print, are working to capacity to meet the many orders coming from the United States.

## DEMAND FOR RAILROAD TIES IN FRANCE.

The French Government is reported to be quietly buying enormous quantities of railroad ties in the Southern States for use in rebuilding the railroads of France when the war is ended. This is a step toward a reconstructed nation like that taken by the same Government in holding an exposition in Paris for the display of methods of rebuilding cities, farms and roads destroyed by shell fire. The tie purchases thus far made are said to total half a million, at prices ranging from 34 to 55 cents each.

## SHIPMENTS TO ARCHANGEL.

The British Board of Trade Journal announces that exporters intending to ship to the port of Archangel, Russia, are requested to inform the Secretary of the Commission International de Ravitaillement, India House, Kingsway, London, W.C., of the nature of goods, quantity; approximate weight and measurements; names of consigners and consignees; approximate value; and month or months of shipment. This has been made advisable by the recent prohibition into all White Sea-ports of the entry of all cargoes not destined for national defense.