

## CANADA'S EXPORTS TO NEW ZEALAND.

The approximate total of Canada's exports to New Zealand for the fiscal year amounts to \$800,000, according to the statement of Mr. W. A. Beddoe, New Zealand's Trade Commissioner. New Zealand's total imports for the year amount to \$3,829,465. For purposes of comparison, New Zealand's Canadian imports from 1910 are appended:

Fiscal year ended	
March 31, 1910 .. . . .	£200,818 = \$1,004,090
March 31, 1911 .. . . .	281,725 1,408,625
March 31, 1912 .. . . .	301,338 1,506,690
March 31, 1913 .. . . .	416,861 2,084,305
March 31, 1914 .. . . .	465,116 2,325,580
March 31, 1915 .. . . .	585,874 2,929,370
March 31, 1916 .. . . .	714,891 3,574,455
March 31, 1917 .. . . .	765,893 3,829,465

It would be of great assistance, says Mr. W. A. Beddoe, to this office (office of the Trade Commissioner, Auckland, N.Z.) if Canadian firms doing business with New Zealand would notify the Trade Commissioner at Auckland, N.Z., as to whether they are represented in New Zealand or not. If they are, give the name of their agent and say whether their business is being pushed to their satisfaction. In case no agent has been appointed, would they kindly indicate whether they desire to make such appointment, in which case desirable names will be submitted.

## SHORTAGE OF SYRUP IN ENGLAND.

Mr. J. E. Ray, Canadian Trade Commissioner, Birmingham, England, writing on May 3 regarding the shortage of syrup in England, says:

## SHORTAGE OF SYRUP.

Owing to the scarcity of sugar, for many weeks there has been a shortage of syrup. The retailers have found it impossible to meet the demands of their customers, and there is no sign that larger supplies will be forthcoming during the continuance of the war.

Maple syrup is not well known in this district, and present conditions appear to offer a favorable opportunity to introduce it on a larger scale. Two-pound tins of syrup, which sold at 14 cents before the war are now selling at 30 cents, when they can be obtained.

## CANADIAN EXPORTS IN FRANCE.

The following statements are taken from a letter just received from Mr. Philippe Roy, Canadian Commissioner General, Paris:

"Since the beginning of the war, the methods employed by Canadian firms to get French business have not been successful in the great majority of cases, any more than the efforts of American firms have been successful, when they have failed to realize the one possible basis upon which business can be made successful.

"There are a few American firms doing a large business in France, which spent more than a year and a half on the spot to find out how to do business, and these people have put into play an organization under which they are able to quote French customers c.i.f. prices and deliver the goods they sell on their own ships, which they control. This is, in my opinion, the only way under present conditions in which business can be carried on here successfully on any kind of scale, outside of the large railways and the Government and a few big industrial corporations, and even in the case of the latter, at least during hostilities, the question of transportation and exchange must be considered and solved by the exporters if they wish to have some share of success in competition with the United States. I am convinced that it is because the Hudson Bay Company has been able to give satisfaction to the French Government on these two points that it was able to place important orders in Canada.

"The French business man wants to pay for what he buys in France and in francs. The Americans were keen to realize this and the establishment of American banking interests over here to meet this situation has been one of the strongest factors in developing United States business.

"There is a big field here for the establishment of Canadian banking interests and this, in my opinion, would be a strong move towards the development of Canadian business, but as long as the present transportation situation exists, Canadian exporters will not develop continuous business with France until they get together and mobilize their industrial, financial and transportation facilities, so that they may sell on a c.i.f. basis and accept in payment for what they sell in France francs at the current rate of ex-

## CANADIAN DRY GOODS WANTED IN TRINIDAD.

Mr. E. H. S. Flood, Canadian Trade Commissioner, Barbadoes, in a recent report makes the following statements regarding the export possibility of Canadian dry goods to Trinidad:

In looking over the shelves in the dry goods stores of Port-of-Spain, Trinidad, I do not find as many lines of Canadian goods as I should wish. There are, however, a few lines that seem to suit the market and to have a considerable sale. Among these are ladies' corsets, parasols and umbrellas, which have been in the market for some time and appear to be favorably considered by the trade. There are also seen knitted coats in silk and wool for ladies' wear, which appear attractive and are no doubt saleable. There is also a Canadian line of ladies' white underwear, and men's open-mesh undershirts and drawers, together with braces and other small articles of this class. Canadian sewing silk is also seen. Though the Canadian shoe trade does not show to advantage, there is nevertheless an import of rubber shoes and waterproof coats that are Canadian. In Port-of-Spain and generally throughout Trinidad there is a considerable market for any Canadian firm manufacturing lines of dry goods for export, as there is now much difficulty in obtaining supplies from Europe, and the increases with the United States are largely due to the fact that no other market is at present open.

change.

"To ask a Frenchman to buy and pay for his goods in America or Canada in dollars is like squeezing the blood from his very heart. Up to now I must state that I did not notice on the part of our Canadian exporters the least effort made in this direction.

"On an equal basis Canadians would have a great chance to develop business in France if they would understand how to go about it. The feeling in this country towards Canada is excellent. The French market should readily absorb some of our products, such as agricultural machinery, wood-pulp and our forest products.

"Up to the present time our Canadian exporters have not been in a position to fulfil the conditions above mentioned in placing these products in accordance with the demand on the French market."

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