

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.

627. **Wood-pulp.**—A Glasgow firm, having a permit for importation, would like quotations from Canadian firms, c.i.f.

628. **Textiles, underclothing, hosiery.**—A firm in Glasgow would like agencies of Canadian manufacturers. Good connection, best references.

629. **Cotton duck.**—A Glasgow firm would like to receive quotations from Canadian manufacturers.

630. **Paper agency.**—A firm in Glasgow with good connections desires to secure agencies of Canadian paper manufacturers.

631. **Wood-pulp.**—A firm of paper manufacturers near Halifax, England, wishes to correspond with Canadian exporters as to wood-pulp supplies.

632. **Wood-pulp.**—A Newcastle paper mill company, using 350 to 450 tons of easy bleaching soda pulp and 150 to 200 tons easy bleaching sulphite pulp per annum, desires to hear from Canadian producers. Samples of each quality should be sent with quotations.

633. **Wrapping paper, etc.**—An English firm who import large quantities of all classes of paper with the exception of writing and paper for newspaper printing, specializing on all classes of wrappings, wish to receive quotations with samples.

634. **Beeswax.**—A correspondent in London, England, requests that samples of beeswax with quotations for several tons delivery f.o.b., at the most favourable port be furnished by Canadian firms interested.

635. **Box shooks.**—A Cape Province firm, shippers of green and manufacturers of preserved fruit, ask for quotations on two sizes of boxes. Require 100,000 boxes a year. Sizes and other particulars may be obtained on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

636. **Agent.**—A correspondent in Marseilles, France, is about to open an office to look after imports, exports, brokerage, commission sales and agencies, and desires to hear from Canadian firms interested.

637. **Flour mill equipment.**—A machinery agent of Shanghai, China, wants complete equipment for a modern flour mill.

638. **Paper.**—An inquiry has been received from Barcelona, Spain, for paper of which samples may be obtained on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. (Refer file 16281.)

639. **Cerastine and beeswax.**—Canadian exporters of cerastine and beeswax are requested to make immediate offers to a firm in Switzerland.

640. **Ceilings.**—A general commission merchant, residing in St. John's, desire to be placed in communication with manufacturers in Canada of metal ceilings, wall coverings, lathing and corner beads.

641. **Steel beams.**—A Newfoundland dealer in building supplies desires business relations with Canadian manufacturers of steel I-beams and connections, and steel reinforcing bars, all sizes.

642. **Drain pipes.**—A Newfoundland dealer asks for names and addresses of Canadian manufacturers of earthen drain pipes, 11 sizes.

643. **Chimney tops, etc.**—Canadian manufacturers of chimney tops, bricks, lime, cement and plaster are asked to communicate with a Newfoundland inquirer.

644. **Shingles.**—A Newfoundland firm asks for names and addresses of Canadian manufacturers of metal, composition and asbestos shingles.

645. **Tiles.**—A Newfoundland firm asks for communication with Canadian manufacturers of glazed and unglazed floor and wall tiles.

646. **Flooring.**—Names of Canadian manufacturers of parquet flooring (special waterproofed), wood mosaic flooring, metal doors and windows, hard and soft wood doors, are asked for by a Newfoundland dealer.

647. **Elevators, etc.**—Canadian manufacturers of hand and power elevators, and dumb waiters are asked to correspond with a Newfoundland dealer with a view to establish business relations.

648. **Representation in Jamaica.**—A correspondent in Jamaica states that the present is an opportune time for Canadian firms to open up connections in that island, and is anxious to act as representative for firms interested.

649. **Boxes, Wire and Sheets.**—A firm in Lausanne Switzerland, desires addresses of Canadian manufacturers of hard brass wire and phosphorous bronze brass wire for the manufacture of springs, and also of hard brass sheets for the manufacture of mouth organs, of which they seek supplies. Full specification is obtainable from the Department (refer File A-2008).

650. **Engineering stores.**—A Newcastle firm specializing in engineering manufactures and stores, is desirous of obtaining the district representation of Canadian manufacturers.

651. **Jute bags and cloth.**—A London company desires the addresses of Canadian sellers of new or second-hand empty jute bags and cloth.

642. **Wood-pulp.**—A Yorkshire firm of paper manufacturers, using 30 tons of wood-pulp per month, is interested in hearing from Canadian producers.

653. **Wood-pulp.**—An English firm of wood-pulp importers with large connections among British paper mills desires to hear from Canadian shippers who wish their goods introduced on this market. Are open to purchase.

654. **Canned fruits.**—A firm of wholesale grocers in Leeds wishes to be placed in touch with Canadian shippers of canned peaches, pears and tomatoes.

655. **Canned fruits.**—A Hull importer wishes to hear from Canadian shippers of canned peaches and pears.

656. **Cap covers.**—A Newfoundland merchant asks for names of Canadian makers of waterproof covers for military caps.

657. **Mirrors.**—Canadian makers of soldiers' steel mirrors are asked to communicate with a Newfoundland merchant.

658. **Military badges.**—A Newfoundland dealer inquires for names of Canadian manufacturers of woven Crown badges.

659. **Pulp.**—Two Argentine paper mills are in the market for Canadian ground wood and chemical sulphite pulp. Particulars of requirement may be obtained on application to the Department of Trade and Commerce, Ottawa (File A-773). Cash in New York will be paid.

660. **Spikes, bolts and nuts.**—A South African agent, covering all centres of South Africa, is in a position to take up Canadian agencies for spikes for railway use, and bolts and nuts for carriages and carts. Full particulars requested in first letters.

661. **Agencies.**—A South African firm with headquarters in Johannesburg representing shippers from Europe, America, Australia and India, is prepared to take up representation of Canadian firms shipping to South Africa.

662. **Axes.**—An important business concern in Newfoundland desires to get in touch with Canadian manufacturers of ladies' hosiery in the various colours.

664. **Footwear.**—A Newfoundland concern enjoying a large business connection around the island is open for business connections with Canadian manufacturers of boots, shoes, rubbers and fishermen's rubber boots.

665. **Brushes.**—Canadian manufacturers of paint brushes, all sizes, are asked to communicate with a Newfoundland firm with a view to establishing relations.

666. **Pickles.**—A Newfoundland firm is open to received quotations for sour pickles and chow-chow.

667. **Blankets.**—Canadian manufacturers of woolen and cotton blankets, low and medium prices, are asked to furnish samples and prices to a Newfoundland inquirer having a large city and outport trade.

BARBADOS' IMPORTS OF FLOUR

Since the outbreak of the war less flour has been imported into Barbados than formerly, according to the Weekly Bulletin, of the Department of Trade and Commerce. This is due probably to the advanced price, and also the fact that more attention has been given in the last two years to raising ground provisions on the estates. Last year imports from Canada fell off over 6,000 barrels, and over 10,000 barrels from the United States. The import, though considerably smaller in quantity, showed a larger value. The following statement will give the details:

Country of Origin	1914.		1915.	
	Quantity. Bags.	Value. £	Quantity. Bags.	Value. £
Canada.	48,110	48,110	41,655½	56,236
United States.	35,960	35,960	24,678	33,315
Great Britain.	116	116	—
Others.	1	1	12½	17
	84,187	84,187	66,347	89,568

AGRICULTURAL IMPLEMENTS FOR FRANCE.

The monthly trade report of the Chambre de Commerce draws attention to a new market open to manufacturers of the allied nations. After the war, thousands of agricultural implements will be needed by France, and as her needs will no longer be supplied as formerly by Germany, it will remain for manufacturers of other nations to compete for the market.

The implements needed will include sowing-machines and drills, ploughs, harrows with flexible teeth, threshing machines, sodder presses, steam-boilers for stewing vegetables, and cream skimmers.

Possible Markets

Honduras.

Considering the fact that Honduras is one of the smallest and least developed of Latin American countries, its economic and commercial condition is remarkable. The country suffered from drought and a grasshopper plague in the early part of last year, and the Government was obliged to allow the free importation of foodstuffs in order to alleviate conditions. The silver peso or "sol" decreased in value and was worth less than at any other time in the last 15 years. Notwithstanding these apparent drawbacks, however, the country exported products valued at \$437,000 more than for any previous year.

The resources of the country are but little known. The coastal region of varying width extending back in an almost level expanse for miles to the mountains is suitable for cocoanuts, bananas, sugar cane, corn, rice, and other crops requiring good soil, plenty of water, or a warm climate. Vegetation grows throughout the year, and there is no cessation to the harvest time. There is still much mahogany and cedar to be cut within reasonable distance of tidewater. There is logwood in the interior, and in places not easily accessible. There is gold in many of the alluvial gravels; and in short, there are many undeveloped resources which, in some cases, must await the construction of railroads as well as the investment of capital. Live stock does well, and the possibilities of the country, which in general has a good climate, are attractive.

Many of the merchants of Honduras are both wholesale and retail dealers and order through local commission houses having agents elsewhere, or commission houses in other countries. They seldom deal direct with the exporter, as their purchases are made up of different kinds of goods purchased from numerous concerns, and they must have an agent to look after the packing and commercial papers and to make their smaller purchases into one large shipment.

On the north coast of Honduras American business methods are followed, and representatives of American business houses visit the district regularly, so that accounts are usually promptly met. However, credit terms are not alike in the northern and southern parts of Honduras. In the Tegucigalpa district

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