

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.

668. **Box shooks.**—A firm in Calcutta, India, desires quotations c.i.f. Calcutta, as soon as freight rates allow competition on the following box shooks in lots of 1,000 or 10,000 boxes. The boxes may be made from spruce or pine, smooth sawn, free from loose knots:—

No. 1—
T. and B.—17½ in. x 9 in. x ½ in. 2 pieces.
Sides—18 in. x 7½ in. x ½ in. 1 piece.
Ends—16½ in. x 7½ in. x ¾ in. 1 "

No. 2—
T. and B.—17½ in. x 13¼ in. x ½ in. 1 "
Sides—17½ in. x 9¼ in. x ½ in. 1 "
Ends—12¼ in. x 9¼ in. x ¾ in. 1 "

669. **Motor cars.**—A leading established firm in Australia with branches throughout the country desires the sole agency for Australia of a medium-priced Canadian motor car, together with an agency for a commercial chassis. They request to be supplied as soon as possible with the lowest aboard prices, agreement, proposals, and catalogues. They also recommend that manufacturers should send sample cars with right-hand drive on, consignment to Melbourne. In the event of loss on realization should the cars prove not satisfactory for the Australian market the firm in question will share equally with the manufacturers. (Refer File A-640).

670. **Box shooks.**—A London firm wishes to obtain from Canadian manufacturers offers of 10,000 sets of shooks for lobster cases for export to South Africa, in one shipment. Quotations c.i.f. Cape Town. The specification is as follows:

Inside Measurements.	Thickness of Wood—
Length, 22½ in.	Ends, ¾ in.
Width, 14½ in.	Sides, ½ in.
Depth, 8 in.	Tops and bottoms, ¾ in.

In one or two pieces.

Firms submitting quotations are requested to state how long it will take to execute an order from date of receipt of same.

671. **Dried codfish.**—A London firm who have received inquiries from principals in Spain for dried codfish invites offers from Canadian producers.

672. **Wood flour or ground wood.**—A Glasgow firm wishes to receive quotations from Canadian exporters, c.i.f.

673. **Oak.**—For the manufacture of wooden shives. A Glasgow firm wishes to purchase above.

674. **Canvas, flax, cotton and jute.**—A Glasgow firm is desirous of receiving quotations for the above.

675. **Toys.**—A London firm of importers and merchants asks to be placed in touch with Canadian manufacturers of toys seeking export trade.

676. **Peanut roasters, popcorn stands, brooms.**—A correspondent in England desires catalogues of peanut roasters and popcorn stands. He also states he would like to know prices for gross or half gross, duties and freight.

677. **Representation in Russia.**—A gentleman who is going to Russia would be prepared to accept the representation of a limited number of Canadian firms who will guarantee a proportionate share of his expenses in introducing their goods to Russia.

678. **Milk.**—An old-established manufacturers' agency in Newfoundland asks for names of Canadian manufacturers of sweetened and unsweetened condensed milk.

679. **Burlap and jute rope.**—Exporters of sponges in the Bahamas require burlap rope for baling purposes and would be glad to hear from Canadian exporters.

680. **Ales, wines and liquors.**—A large importer of ales, wines and liquors in the Bahamas is anxious to get in touch with manufacturers and shippers of these articles in Canada. Samples and prices f.o.b. New York are requested.

681. **Agency.**—A Genoa agent wishes to represent Canadian houses for dyes, vegetable ivory, gum arabic, bone grease, old and new metals, es-

pecially old iron.

682. **Wood-paving blocks.**—Venice Chamber of Commerce inquires for wood-paving blocks.

683. **Boot laces.**—A Genoa house inquires for Canadian firms manufacturing boot laces.

684. **Hollow-ware goods, gas and coal ranges, toys, etc.**—A firm in Genoa inquires for bright hollow-ware goods, gas and coal ranges, enamelled utensils, suitable for troops, toys, soapmaking materials, electric light and gas fittings, paints and varnishes.

685. **Oil, soapmaking materials, canned goods.**—A Genoa agent would like to represent Canadian houses for edible cotton-seed oil, palm oil, soapmaking materials, and canned goods.

686. **Woolens, velveteens, pins.**—Merchants in Turin are buyers of serges, woolens, covert coats, velveteens, cotton velvets, and steel pins.

687. **Cloths, woolens, linens, etc.**—A Genoa firm inquires for cloth for gentlemen's clothes, knitted woolens, woolens, linens, perfumery, etc.

688. **Tin.**—A house in Florence is open to buy pure raw tin.

689. **Chemical and pharmaceutical products, rubber goods, etc.**—A firm at Turin inquires for chemical and pharmaceutical products, rubber goods, antiseptics, and disinfectants, vaseline, etc. Representation or sole buying agency for Italy.

690. **Paper.**—A buyer in Italy wishes to hear from Canadian makers of heliograph and cyanograph papers, and tracing papers.

691. **Machinery.**—An Italian house requires confectioner's machinery.

692. **Agent.**—An agent established in Genoa seeks agencies for cocoa, pepper, spices, tea, oil-making seeds, industrial oils, etc.

693. **Agent.**—A Genoa agent is willing to represent Canadian houses for metals, raw rubber, surgical and dental instruments and machinery.

694. **Steel, iron, etc.**—Turin agents require steel in bars, metal pipes, steel plates, etc., pig-iron, coal.

695. **Representation.**—An agent at Genoa would represent Canadian firms for printing ink, phosphate of ammonia, chemical products, metal, leather polishes etc.

696. **Tanning and dyeing products, metals, coal, etc.**—A Genoa house would like to represent Canadian firms for chemical products, tanning and dyeing products, metals, coal, etc.

697. **Agencies.**—A merchant at Genoa representing several Canadian wine and liqueur firms would like to take up agencies for biscuits, cocoa, tea, canned goods, chemicals, and pharmaceutical products.

698. **Essences and extracts.**—A Genoa firm who formerly purchased from Germany wishes to get into touch with Canadian makers of essences and extracts for perfumes and liqueurs.

699. **Cheap silver and fancy goods.**—An agent at Genoa would represent Canadian houses for cheap silver and fancy goods.

700. **Sausage casings.**—A house near Venice inquires for sausage casings.

701. **Cranes, drills, tools, etc.**—A firm at Genoa wishes to hear from Canadian firms dealing in cranes, tools in general, and for road construction, drills, nuts and bolts; heavy oils; fretwork and wood-work saws, and blades; mining machinery; machine hammers, files etc.

702. **Antique silver goods, artistic furniture and china, etc.**—An Italian firm inquires for makers of antique silver goods, artistic furniture, and china, etc.

703. **Soaps, oils, etc.**—A Zinola firm wishes to get into touch with Canadian sellers of washing and toilet soaps; silicate of soda; caustic soda; oils and fats for soapmaking, etc.

704. **Emery wheels and grindstones.**—A merchant at Spezia is buyer of emery wheels and grindstones.

705. **Piece-goods and small motor cars.**—A Turin house is interested in piece-goods, also small motor cars.

A WARNING TO EXPORTERS.

The United States Consul at Palermo, Sicily, writes under a recent date, issuing a warning to exporters against the evil and loss attendant upon bad packing. He says that he witnessed not long ago the unpacking of ten cases of leather goods from an American firm. Owing to a partial breaking of the boxes incurred in transit, thieves had been able to get at the contents of the cases and to extract therefrom goods valued at \$435. This sort of careless packing, he says, not only means the loss of a customer to the exporter, but also tends to discourage the customer from trade with all other American firms.

EXPORT ASS'N ACTIVE.

The Export Association of Canada, which was organized a few months ago for the purpose of securing orders for Canada from the other portions of the British empire and the allied countries, has booked actual orders with Canadian firms within the past few weeks aggregating more than half a million dollars. This amount could have been increased many-fold but for the scarcity of ocean transportation. That the association has been so successful in spite of the scarcity of space and the abnormally high prevailing freight rate should encourage Canadian manufacturers to prepare for export business.

The association is sending a special representative to Siberia this month. He will go via Vancouver, and will open offices in Vladivostok, continuing his investigation and sales as far west as Omsk on the trans-Siberian railway.

SMALL AGRICULTURAL MACHINES IN FRANCE.

There is at present an opportunity for the sale in the Bordeaux (France) district of small motor or horsepower agricultural machines that could be used in vineyards or on small farms. Such machines are of particular interest to vineyard owners. As the vines are placed about 4 feet apart, or just enough space to allow a horse to pass through, the machines would have to be made accordingly. Several experiments under the direction of the Government are now being made with these machines. An opportune time for their introduction would be at the commercial fair to be held in Bordeaux next September, when international demonstrations and exhibitions of all kinds will be made.

"SOUTH AMERICAN" BRANCHES.

A United States Commerce Report from Venezuela emphasizes the undesirability of American firms trading in Venezuela through "South American" branches located in Buenos Aires. "The only advantage," says the report "that American exporters normally have over European competitors in this market is that of nearness and accessibility, and to attempt to do business with Venezuela through Buenos Aires is to throw away a great advantage and assume an impossible handicap." The countries bordering on the Caribbean should always be excluded from the field of such a branch or agency, but even when they are not it is urged that American firms never inform Venezuelan merchants that their inquiries have been referred to Buenos Aires. Such letters not only invariably end all prospects for business but are not infrequently exhibited as illustrating the absurd business methods of American business men in general. This may also apply to Canadian exporters.

TRADE IN SIBERIA.

The United States Department of Commerce has received word from the Chamber of Commerce of Tchita, in the Province of Transbaikalia, Siberia, stating that the business men of that district wish to negotiate with American firms towards the purchase of steel pipes (black and tinned), ranging from ½ to 2½ and 3 inches in width; tools for gold mining, carpenters, etc.; materials for soap manufacture, chemical goods, pharmaceutical preparations, shoe polishes, and stationery.

The Tchita Chamber of Commerce desires catalogues and price lists from American manufacturers, with prices c.i.f. Vladivostok, and information regarding terms of sale. It is also prepared to suggest names of suitable agents for American goods in that community, and maintains a collection of samples for the benefit of local business men.

The consumption of cotton by United States mills during May, exclusive of linters, amounted to 574,867 running bales, compared with 493,798 bales in May, 1915. The exports last month, including linters, were 507,222 running bales, contrasted with 615,290 bales in May, 1915. The imports in May were 32,602 equivalent 500-pound bales, against 46,173 bales in May, 1915. The number of cotton spindles active in May was 32,205,162, against 31,107,221 in May last year.