

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.

906. MATCHES.—We are in receipt of an inquiry from Russia for safety matches, required size and packing like Swedish box containing sixty to seventy matches. Cable price f.o.b. New York immediate delivery.

907. COD LIVER OIL.—A number of United Kingdom firms interested in cod liver oil would be glad to hear from Canadian exporters who are requested to forward samples accompanied by their lowest quotations, c.i.f.

908. AGENTS FOR RUSSIA.—An Englishman at present residing in Canada who has had considerable experience in Russia and speaks the language, contemplates making an extended trip to Russia if he can make satisfactory arrangements with some Canadian manufacturers for representation.

909. TITANIC IRON ORE.—Canadian producers in a position to export the above are requested to communicate with a number of United Kingdom importers.

910. BUGGIES, TRAPS AND CARRIAGES.—A firm in Natal, South Africa, going in largely for the above, desires to correspond with Canadian firms interested in export.

911. DOLLS' PARTS AND ACCESSORIES.—A firm in England advises us of their ability to supply the following materials to Canadian firms seeking supplies: Dolls' hair and wigs, stuffing for dolls, dolls' bodies, curly mohair, straight mohair, crepe hair, wool fillings, dressed and undressed dolls.

912. PETROL ENGINE.—An Aberdeen firm wishes direct quotations from manufacturers of a complete substantial, satisfactory working petrol engine 1½ to 2½ horse-power, price delivered Liverpool or London. If satisfactory further business will result.

913. BINDER TWINE.—An Aberdeen firm would like to receive quotations from manufacturers of good quality binder twine—30 to 40 tons.

914. SEPARATOR.—An Aberdeen firm is prepared to consider quotations for a satisfactory machine produced in Canada at a reasonable price.

915. MALLEABLE CASTINGS.—An Aberdeen firm will be glad to enter into correspondence with Canadian concerns prepared to quote for malleable castings cast to pattern.

916. TREACLE.—An Aberdeen firm, using on an average 3,000 barrels of treacle yearly, will be glad to receive prices from Canadian manufacturers, c.i.f. Glasgow.

917. OYSTER SHELLS.—An Aberdeen firm formerly supplied from Baltimore, would like to receive quotations for 100 tons of the above.

918. DYE.—A prominent firm in Newfoundland desires to be put into communication with a Canadian manufacturer of dyes.

919. CANNED TOMATOES.—A firm in the South of Ireland wishing to import best quality canned tomatoes, invites offers from Canadian packers in a position to fill orders.

920. LEATHER.—An important London firm of leather importers would be glad to hear from Canadian manufacturers of upper leather for boots, of which they purchase large supplies, more particularly box calf and glaze kid.

921. *MAPLE SKEWERS.—A Manchester firm

desires the addresses of Canadian manufacturers of maple butchers' skewers.

922. KEROSENE OR PETROL ENGINES.—A London firm of engineers wishes to purchase a number of kerosene or petrol engines according to details obtainable from the Department, and invites offers, accompanied by full particulars from Canadian manufacturers.

The following is the specification given in their letter:—

"The series of engines are required for electrical, agricultural and similar purposes, and should be of medium speed not more than 1,400 to 1,500 in the small powers, and not lower than 600 in the larger sizes. The powers being from 1 horse-power up to 60 or 70, or even higher. Kerosene carburettors, etc., must be able to be fitted when required, otherwise petrol will be used, but should any engine answer to the above specification and yet be adapted only for petrol, we should still be pleased to have particulars. A separate price is required for bedplates, and blue-prints showing over-all dimensions should be submitted together with delivery and prices."

923. POTASH FELSPAR.—A flint glass manufacturing company in Yorkshire invites offers of supplies from actual Canadian producers of suitable potash felspar.

924. PRIMARY DRY CELLS.—A Manchester importing firm wishes to be placed in touch with Canadian manufacturers of primary dry cells for telephone and bell work.

925. LEATHEROID.—A Manchester importing firm wishes to be placed in touch with Canadian manufacturers of leatheroid for electrical insulation, in thickness from 5 English mils. up to 4.0 mm (Sample at Department of Trade and Commerce, Ottawa), A-796.

926. HORN FIBRE.—A Manchester importing firm wishes to be placed in touch with Canadian manufacturers of horn fibre for electrical insulation from 5 to 25 mm thick. (Sample at Department of Trade and Commerce, Ottawa), A-796.

927. *YELLOW OILED CLOTH.—A Manchester importing firm wishes to be placed in touch with Canadian manufacturers of yellow oiled cloth for electrical insulation from 3 to 15 mils. thick. (Sample at Department of Trade and Commerce, Ottawa), A-796.

928. CANNED LOBSTERS AND FRUITS. DRIED PEAS, FISH OILS.—A firm of produce importers and agents in Liverpool would like to hear from Canadian packers of canned lobsters and of fruits, and they are also prepared to handle dried peas, and cod liver oil and other fish oils, for which they maintain a special department.

929. SPECULAR MICACEOUS HEMATITE.—A Birmingham firm is desirous of obtaining specular micaceous hematite from Canada. It is stated that the article is required in the production of paint for coating iron and steel to prevent rust.

930. CANNED SALMON.—A firm in the North of England asks to be placed in correspondence with Canadian packers of canned salmon in 1-pound and ½-pound tins.

*Included in the list of articles the importation of which into the United Kingdom is prohibited except under license from the Board of Trade, London. For further information apply to the Department of Trade and Commerce, Ottawa.

ARGENTINE MARKET FOR POTATOES.

The Canadian Trade and Commerce Bulletin reports a good market for potatoes in Argentina. Argentina's annual consumption of potatoes is about 55,000, while her production is only about 50,000. Potatoes for seeding also come from abroad, and bear no duty. As the crops of the two last years have been poor in Argentina, a good market should be obtainable. Potatoes should be packed in light 30 and 50 kilos capacity, and in barrels of 76 kilos. Early Rose potatoes are preferred for seeding purposes.

LICENSES FOR EXPORT.

The controller of the British Department of import restriction has notified the Trade and Commerce Department that he is prepared to consider favorably applications for licenses for the export to England from Canada of goods on the prohibited list. The condition attached, however, is that the goods in question were ordered before the date of the prohibition and are landed in the United Kingdom on or before September 15.

The list of prohibited goods is long and consists of goods whose importation is wholly restricted and others for which licenses must be obtained. The dates of prohibition vary from March 1 last to recent periods. Ivory, leather, paper, cardboard, sewing machines, furniture and many other such commodities are on the lists in question.

Canadian exporters of such goods as pulp and paper, cardboard furniture, etc., whose importation is allowed by license only, and is as a general rule, restricted to two-thirds the normal consumption, are being favored as far as possible by the British authorities in the granting of these licenses, it is learned. It is a species of preference within the Empire.

BICYCLES IN INDIA.

The U. S. Consul at Madras reports a district for bicycles. In 1914 some 4,763 bicycles, valued at \$94,340 were imported into the Madras Presidency. 312 motor-cycles were also imported in that year. He says that distances between residences are great and roads are good. Nearly all the cycles come from the United Kingdom, but in 1914-15 year, during the period prior to the war, 75 bicycles were received from Germany. It has become increasingly difficult to obtain a sufficient number to supply the demand. Prices for a standard make which a few months ago sold at \$39 have now gone up to \$47, and dealers have all consignments sold out before the goods arrive in port.

ALTERING FASHIONS IN RUSSIA OPEN NEW MARKETS.

United States Commerce Reports state that owing to the new wide skirt fashion for women which is enjoying much popularity in Russia, that that country is using about two and a half time more cotton materials in skirts than formerly. Russian textile mills are unable at present to cope with the large demands, so American cotton will no doubt find a better market henceforth.

Bright colored shawls are also enjoying considerable vogue, owing to the quickly changing climate. The shawls could be cheaply supplied from abroad. The demand is brisk and promises to be lasting.

CANADIAN TRADE WITH NEW ZEALAND.

Writing from Auckland, New Zealand, under date of June 12, last, Canadian Trade Commissioner W. A. Beddoe discusses the opening there for Canadian Trade. New Zealanders, he says, have decided to deal within the Empire and the Canadian firms alive enough to make their arrangements now, will control a substantial business after war. The way to do is to send out representatives from Canada, to report at once at this office, and be placed in immediate touch with the commercial situation.

The giving of sole agencies without a sufficient knowledge of the conditions, is bad business, and only leads to dilemmas. Firms will find that the same person represents many others in the same line. They must necessarily neglect the one and work for the other, and those not worked for are tied up.

There is a disposition here to do business with Canada, and now is the time to arrange it.

PERSONAL.

Edwin Gould has been elected president of the St. Louis Southwestern Railroad to succeed the late F. H. Briton, who died a few days ago. Mr. Gould, who has been the executive head of the company for many years, will continue to serve as chairman of the board.