

## CANADA TO SELL TO SOUTH AMERICA

Department of Trade and Commerce Points the Way to  
Exporters—Home Purchases Can Be Increased

"A decided check has been given to German trade with South American countries. A rearrangement of commercial relations must, therefore, ensue whereby other countries, including Canada, will find an opportunity. The country, moreover, that is the first to fully realize the significance of this opportunity will have a decided advantage over others in their efforts to capture a share of the South American trade, lost for a time to Germany and other warring nations of Europe," states a bulletin of Canada's trade and commerce department. It is pointed out that the United States is fully alive to the importance of this trade as evidenced by the establishment of a South American bureau.

The first South American country dealt with is the Argentine Republic, which imports from Germany goods to the value of about \$62,000,000, as compared with but \$2,200,000 from Canada at present. The imports are largely of finished manufactured goods, and Germany has principally supplied pig and sheet iron, steel rails, wire, machinery, electrical supplies, automobiles, hardware, cutlery, tools, clocks, jewellery, silk, woollen and cotton goods, hosiery, drugs, dyes and chemicals, paper and wood pulp, pianos, canned and fancy foodstuffs. It is thought Canadian manufacturers' opportunities will lie principally in the supply of canned goods, fish, paper and wood pulp, metallic goods and hardware.

## Fifty-three Millions of Business.

Brazil is another South American market in which an exceptional opportunity is created by the war for Canadian producers to gain a foothold from which permanent trade should inevitably follow. Germany supplied \$53,018,079 worth of exports to Brazil in 1912, as compared with but \$1,165,869 from Canada. The imports from Germany include arms and ammunition, cement, earthenware, industrial machinery, motor cars, locomotives, phonographs, paints, scientific instruments, stationery, toys, pig and sheet iron, steel rails, wire, machinery, electrical supplies, automobiles, hardware, cutlery, textiles, paper and foodstuffs of a fancy character.

## How Home Employment Can be Augmented.

The Department of Trade and Commerce has also issued a table under the caption, "Home patronage means home employment," showing the value of importations into Canada of articles in common use and the number of factories and employees engaged in making each line of goods in Canada.

"Every dollar's worth of goods formerly imported and which could be got in Canada adds so much to the employment and comfort of our own working people," it states. In the line of cotton goods, for instance, it is pointed out that during the last fiscal year goods valued at \$27,345,112 were imported, whereas in Canada there are 26 factories employing 13,041 people and paying \$4,828,527 in salaries which turn out these manufactures.

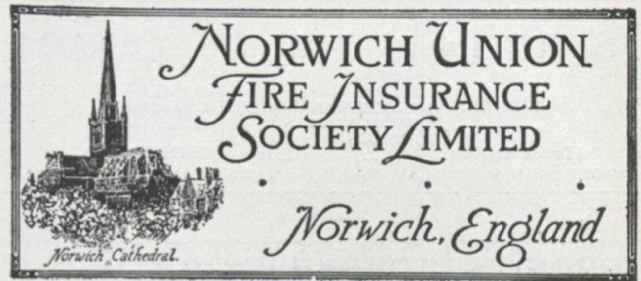
## TRADE OPENINGS IN RUSSIA

Mr. Sergius Sazonoff, the Russian foreign minister, has issued the following statement:—

"I quite realize that accounts of victories and routs, acts of heroism and magnificent assaults may sell newspapers, but above and beyond all this there now exists a situation and an opportunity in trade and commerce with Russia which, to Britain and America, may mean more in the decades to come than it is easy to realize.

"Russia opens opportunities for an industrial outlet such as can hardly be overestimated. We have an empire of 170,000,000 souls, and the \$300,000,000 we have been paying Germany yearly is but the beginning of a demand that will soon make Russia among the most desirable and valuable markets in the world."

The London Stock Exchange committee has announced that it will shortly fix a date after which American stocks in the name of enemies will cease to be good for delivery. The members of the exchange holding such certificates are advised to take steps for their registration.



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