

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.

1010. SPOOLS AND BOBBINS.—The managing agents of nine jute mills in Calcutta, India, writes to ask if there is any possibility of their being able to obtain their requirements from Canada. They state they will be willing to send samples of the various articles to any firms interested.

1011. SCHOOL FURNITURE.—Canadian manufacturers of school furniture are asked to communicate with a Newfoundland inquirer.

1012. BEER.—Canadian manufacturers of beer containing less than two per cent. alcohol are asked to correspond with a Newfoundland commission agent.

1013. SALMON AND LOBSTER.—A responsible British firm of manufacturers' representatives in Buenos Aires having a large connection with wholesale grocers and importers of foodstuffs, is open to handle Canadian salmon or lobster on a consignment or agency basis.

1014. MINING EQUIPMENT.—A firm of importers of mining equipment in Cape Town, South Africa, having close connections with many of the South African mining companies ask tenders from Canadian manufacturers for the following supplies: (a) For a gold mining company, machine cut gears, cast steel, spur and pinion; quote weights and prices. (b) For a coal company, 300 steel trucks and 325 sets of wheels; one hundred tons 16-pound section rail with three-inch centre holes for fish plates for 150 tons of rails and sufficient bolts for 200 tons; two tons of dog spikes for fastening rails to wooden sleepers. (c) A mine roller 20 inches by 5 inches; the number of rollers and bearings required, 300. Blue prints have been forwarded to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. If satisfactory deliveries are made at reasonable prices big orders will follow in the future.

1015. MILK.—A Newfoundland wholesale commission merchant will be pleased to hear from Canadian manufacturers of condensed milk.

1016. OATMEAL.—Canadian manufacturers of oat meal and rolled oats are asked to communicate with a Newfoundland dealer.

1017. PICKLES.—Canadian manufacturers interested in this inquiry are asked to communicate with a Newfoundland wholesale dealer.

1018. PAPER.—Canadian manufacturers of asbestos, wrapping, sheathing, plain and tarred paper are invited to communicate with a Newfoundland wholesale dealer.

1019.—PORK.—A Newfoundland wholesale commission agent desires business connection with Canadian exporters of pork in hardwood barrels.

1020. ROOFING MATERIALS.—A Newfoundland importer asks for quotations on roofing-pitch and tar.

1021. TOBACCO.—A customs broker and commission merchant in Newfoundland is desirous of obtaining an agency for a Canadian manufacturer of tobacco.

1022. VEGETABLES.—Canadian manufacturers of tinned onions, squash, cucumber, etc., are asked to communicate with a Newfoundland inquirer.

1023. POULTRY.—A Newfoundland inquirer desires to be put in touch with Canadian exporters.

1024. APPLES.—A commission merchant in Newfoundland desires communication with Canadian shippers of fall and winter apples, and fruits generally.

1025. DRIED APPLES.—A Newfoundland wholesale commission merchant makes inquiry for Canadian dealers of dried and evaporated apples.

1026. AGENCY FOR NEW ZEALAND.—An experienced Englishman at present in Canada, who is leaving shortly to open offices in Auckland, New Zealand, desires agencies on commission for Canadian

manufacturers of dry goods, hosiery, underwear, fancy goods, toys, and household requisites.

1027. EVAPORATED APPLES AND DRIED FRUITS.—Russian grocery stores desire to obtain Canadian evaporated apples in quarters and rings, dried pears, prunes or other dried fruits, also canned fruit pulp for confectioners' use. Quotations f.o.b. New York and Vancouver.

1028. GROCERIES.—A commission merchant in St. Kitts inquires for Canadian groceries, such as butter, cheese, cereals and biscuits.

1029. FISH.—A commission merchant in St. Kitts would like to be put in touch with Canadian exporters of dried and pickled fish.

1030. FLOUR.—Canadian milling firms are asked to communicate with a well-known merchant in St. Kitts.

1031. CANNED MEATS.—A dealer in St. Kitts would like to get in touch with canners.

1032. SCHOOL REQUISITES.—A large importing firm in New foundland desires to be put in touch with Canadian manufacturers of school writing slates in the standard sizes, ink in two-ounce bottles, and exercise books and scribbles.

1033. *SHOVEL HANDLES.—A Sheffield firm desires to hear from manufacturers of ash handles of which they use, annually, 8,000 dozens, now obtained from the United States. Specification may be obtained from the Department of Trade and Commerce, Ottawa.

1034. SIEMEN'S STEEL BILLETS.—A Sheffield firm who are regular buyers of Siemen's steel billets, wishes to hear from Canadian exporters. Full specifications may be obtained from the Department of Trade and Commerce, Ottawa.

1035. STEEL SLABS AND BILLETS.—A Sheffield firm, buying from time to time, up to 500 tons of the above, wishes to hear from Canadian exporters.

1036. OLD RAILWAY, RAILS, ETC.—A Sheffield firm wishes to buy from 1 to 500 tons of old railway rails and plain section loco and wagon tires suitable for breaking and rolling into common sheets.

1037. BASIC STEEL BILLETS, DEAD SOFT, AND BASIC STEEL BARS.—A Sheffield tool and steel manufacturer, who purchase in 50 to 100-ton lots, wishes quotations on the above. Full specifications may be obtained from the Department of Trade and Commerce, Ottawa.

1038. *SCOUT FLAG-POLES AND HANDSTAFFS.—A firm of Leeds flag-makers wishes to hear from exporters of scout flag-poles and handstuffs. Specifications may be obtained from the Department of Trade and Commerce, Ottawa.

1039. APPLES.—A Glasgow fruit importer, selling by private treaty, solicits consignments of Ontario and British Columbia box apples for sale on shippers' account.

*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.

Newfoundland Inquiries.

In connection with the Newfoundland inquiries for oatmeal, pickles, apples and tobacco published in the Weekly Bulletin recently, Mr. J. B. Nicholson, Canadian Trade Commissioner in St. John's Newfoundland, furnishes the following information:

1015. Imports of milk in the condensed form increased from \$14,627 in 1914 to \$30,448 in 1915, of which Canada supplied \$17,246 compared with \$4,444 in the year preceding, being an increase of over 288 per cent. That there is an increasing demand for the Canadian article in this market is evidenced both by the increase in imports and the continued inquiries by dealers.

1016. The value of oatmeal and rolled oats brought into Newfoundland during 1915 was \$32,809, a slight increase over the previous year. Imports from Canada increased from \$22,916 to \$24,359, being the only country showing an increase in this line.

1017. Pickles are grouped in the trade returns with various other articles under the heading "Groceries," the total value of which in 1915 was \$125,410 compared with \$196,287 in 1914, the returns showing a general falling off in imports from all countries. Imports from the United Kingdom fell from \$73,047 to \$40,956, from Canada \$57,356 to \$33,525, and the United States from \$58,269 to \$47,285.

1021. During the years 1904 to 1908 inclusive, Canada's exports of tobacco, exclusive of cigars and cigarettes, to Newfoundland averaged nearly \$20,000

a year—imports from Canada in 1908 amounting to \$22,242. Since 1908, this trade has gradually dwindled during the succeeding seven years to an average of less than \$2,000. While the Canadian article is freely admitted to be superior in quality, the difference in price of twenty cents a pound in favour of American tobacco resulted in lessening imports from the Dominion, but the lost ground could easily be recovered if Canadian manufacturers were to produce an article that would equal in price the produce of other countries.

1024. The quantity and value of apples imported in 1915 was 20,765 barrels, valued at \$41,481, compared with 19,123 barrels in 1914, the value of which was \$58,656, being an increase in quantity of 1,642 barrels, and a decrease in value amounting to \$17,175, the figures showing that while the Canadian product brought an average price of \$2.82 a barrel in 1914, the average price realized in 1915 was a trifle less than \$1.90 compared with about \$4.16 and \$3.46 for the American article in the same period, the difference in price being accounted for by the fact that California apples are much earlier on the market, the imports of California apples amounting to only 1,735 barrels, compared with nearly 19,000 barrels from Canada.

1025. The trade in dried apples decreased from \$14,238 in 1914 to \$8,885 in 1915, Canada's share being less by our \$5,000 than in the former year. Notwithstanding this decrease the preference is for the Canadian article when it can be obtained.

ARGENTINA TARIFF PROSPECTS.

The tariff laws of the Argentina Republic, which in the past have been of such an arbitrary nature, are now about to be changed to same extent under the new government. The Republic has just gone through the strain of a presidential election. On June 12th last, Dr. Bernado Irigoyen, a radical, pledged to tariff reform, was elected President of the Argentina Republic. He will be installed in office on October 12th, and it is understood that he will take up at once a revision of the Argentina tariff.

LUMBER SHIPMENTS FROM ST. JOHN.

The following is a comparative statement of lumber shipments from St. John, N. B. to United Kingdom, Continent and South Africa during the six months, January 1st to July 1st, 1915 and 1916:

	1915.	1916.
Spruce, sup. ft.....	63,611,539	74,827,393
Hardwood, sup. ft.....	805,218	741,484
Birch timber, tons	206	nil.

The Spanish Government has issued a royal order abolishing until further notice the import duty on wood pulp and logs for paper making.

LONDON'S SALES TO THE UNITED STATES.

The declared value of the exports from London to the United States during the seven months ended July 31st, 1916, totaled \$100,792,854, as compared with \$81,634,919 during the like period in 1915, he principal articles contributing to these figures were:

Articles—	1915.	1916.
Rubber	\$37,459,674	\$25,863,034
Precious stones	4,176,028	11,873,076
Tin.....	5,966,729	6,697,977
Art works.....	2,008,867	3,925,033
Furs	1,420,149	3,924,416
Hides.....	3,510,649	3,863,377
Tea.....	1,921,855	3,080,489
Indigo	240,085	2,295,448
Creosote oil	1,615,844	1,718,464
Platinum.....	224,525	1,362,368
Wool.....	5,383,570	1,234,050
Copper	195,112	652,397

For the month of July alone the value was \$11,018,895 in 1915 and \$10,475,053 in 1916.

MOTOR EXPORTS.

During twelve months ended June 30th, 77,496 motor vehicles valued at \$97,464,381 were exported from United States. This compares with 37,876 valued at \$60,254,635 in 1915 and 20,090 valued at \$26,574,574 in 1914.