

# 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.

858. MINING SUPPLIES.—A Johannesburg firm of engineers now representing a large Canadian firm, are prepared to take up Canadian agencies in mine supplies, such as light and heavy rails, machinery, ore cars, pumps, drill hose, rubber, leather and Balata beltings.

859. RAILWAY SUPPLIES. — A Johannesburg firm of engineers in close connection with the South African railway's requirements, are prepared to take up agencies for heavy rails, coaches, steel cars, wheels and all railway supplies, except locomotives.

860. LEATHER BELTING.—A South African firm, with headquarters in Johannesburg, are seeking agency for a waterproof leather belting.

861. BALATA BELTING.—An agency for Canadian-made Balata belting can be placed with an engineering firm in Johannesburg.

862. MINING SUPPLIES.—A Johannesburg firm dealing in mining supplies are prepared to handle such lines as cast-steel hammers, 4 pounds, mining buckets, piping and mining machinery of all kinds.

863. HARDWARE.—A South African firm of manufacturers' agents, with permanent offices in Cape Town and Johannesburg, covering all centres of South Africa, including Rhodesia, is prepared to take up agency in Canadian hardware of all kinds. Catalogues with f.o.b. prices Montreal or St. John requested.

864. CONFECTIONERY.—A Cape Town firm of manufacturers' agents covering all the centres of South Africa, seeks agency for Canadian confectionery. Catalogues and f.o.b. prices required.

865. PROVISIONS.—A South African firm of commission agents with offices in Cape Town and Johannesburg, are prepared to take up agencies for Canadian lines of flour, cereals, canned goods and groceries.

866. STEEL CARS.—A Johannesburg firm with engineering department, old connection with the mines, are prepared to take up agency in any mining or electrical machinery or supplies, such as rock drill hose, belting, shovels and picks. At the present moment they are particularly interested in steel mine cars and dump cars. Blue prints and particulars for steel cars may be inspected at the Department of Trade and Commerce, Ottawa.

867. STEAM HEATING APPLIANCES AND HOT WATER BOILERS, G.M. VALVES WHICH ARE USED ON HYDRAULIC RAMS, ETC.—An Aberdeen firm will be pleased to receive catalogues and prices c.i.f. Glasgow.

868. \*PLUMBERS' SUPPLIES.—An Aberdeen firm is prepared to receive quotations for plumbers' supplies, tubes, etc.

869. FORMALDEHYDE, CASEIN AND DYES.—An Aberdeen firm will be glad to hear from Canadian houses having above to offer.

870. \*VEGETABLE PARCHMENT PAPER.—An Aberdeen firm, having a license to import paper, wishes to receive quotations for the above.

871. WOOLEN YARNS FOR WEAVING.—White, mixtures and solid colors; 16's warp twist on large cop; 18's weft twist on shuttle cop. Also yarns with proportion of wool and cotton, say: 70 per cent wool, 30 per cent cotton; 50 per cent wool, 50 per cent cotton. A Glasgow firm will be glad to hear from Canadian exporters.

872. STEEL TIRES.—A leading manufacturers' agent in Newfoundland asks for the names of Canadian manufacturers of locomotive steel tires.

873. FELSPAR.—Inquiries as to the possibility of obtaining Canadian felspar suitable for china makers are made by several United Kingdom users of the material.

874. BERYL.—A London company of chemical manufacturers asks to be placed in touch with Canadian producers of beryl, of which they seek supplies.

875. MAGNESITE.—A manufacturing company in the West of England invites offers of magnesite (Mg. Co3) from Canadian producers.

876. APPLES.—A Leeds fruit importer is in the market for 2,000 to 3,000 barrels of Ontario apples, and one car of western box apples.

877. APPLES.—A Leeds fruit merchant desires quotations on Ontario and Nova Scotia apples up to 2,000 barrels for the season. He particularly wishes to hear from Nova Scotia shippers of early varieties. Also interested in quotations on British Columbia box apples.

878. APPLES.—One of the largest firms of fruit wholesalers in London, having established Nova Scotia connections, offers to sell Ontario and British Columbia apples on commission.

879. APPLES.—A Glasgow fruit broker, selling apples at auction, offers to handle Canadian apples, barrels and boxes, on commission.

880. APPLES.—A Bristol importer will purchase western box apples or handle on commission. Also wishes an Ontario barrel apple connection.

881. APPLES.—A firm of Bristol fruit brokers would like to form connections in Ontario for the sale of apples on commission.

882. APPLES.—A Glasgow firm of brokers selling on the auction wishes to hear from Nova Scotia or Ontario shippers, who will ship on consignment.

883. APPLES.—A London importer, at present handling box apples mainly, wishes to develop barrel apple connections in Nova Scotia and Ontario.

884. ELECTRICAL SUPPLIES.—A Leeds firm of manufacturing electricians. 75 per cent of whose requirements were supplied by Germany previous to the war, inquires as to Canadian manufacturers of electric cables, switch-gear, insulators and general electrical supplies. The importation of many of these is now prohibited, but the inquiry is made in view of future business.

885. APPLES.—A London firm of fruit brokers, who already have Nova Scotia connections, offer to sell Ontario and British Columbia apples on commission.

886. APPLES.—A London firm of fruit brokers (selling at auction) with established Nova Scotia connections, solicits consignments of Ontario and British Columbia apples.

887. APPLES.—A Liverpool firm of apple importers offers to sell Canadian apples on consignment. Are also open to purchase.

888. APPLES.—A Liverpool firm of apple importers, selling all apples privately, are open to receive consignments from Ontario, Nova Scotia and British Columbia.

889. APPLES.—A London apple broker offers to sell British Columbia apples on commission.

890. APPLES.—A Halifax fruit wholesaler desires quotations on 500 barrels or more of Ontario or Nova Scotia and one or two cars of British Columbia apples.

891. APPLES.—A London firm of fruit brokers, selling at auction on commission, solicits business from Canadian apple shippers.

892. APPLES.—A London firm of fruit brokers, selling at auction on commission, solicits business from Canadian apple shippers.

893. APPLES.—A Liverpool firm, with established connections in Ontario, solicits consignments from British Columbia.

894. APPLES.—A Liverpool firm wishes to extend their connections in Ontario and Nova Scotia. They usually sell on shippers' account, but under certain circumstances are open to purchase.

895. APPLES.—A Glasgow broker, selling at auction, solicits business from all fruit-producing provinces. Also willing to act as intermediary on a commission basis, between f.o.b. sellers and importers.

896. STEEL JOISTS, CHANNELS, ANGLES, TEES, ETC.—A Leeds firm of iron and steel merchants wishes quotations, stating time of delivery, on several hundred tons of channels, joists, angles, tees and rounds. Detail specifications may be obtained on application to the Department of Trade and Commerce, Ottawa.

897. STEEL BILLETS.—A Leeds firm of steel and iron manufacturers are in the market for 1,000 tons of steel billets, 3 inches to 7 inches square and from 56 pounds to 1,000 pounds.

898. APPLES.—A Liverpool firm of apple importers, handling mainly on commission, but also open to purchase, are interested in extending their connection with Canadian box and barrel apple shippers.

899. APPLES.—A Liverpool firm of apple importers solicits consignments from British Columbia.

900. APPLES.—A London firm solicits consignments of Nova Scotia apples for sale on shippers' account.

901. APPLES.—A Glasgow firm, who specialize in eastern boxed apples, offer to sell Ontario, Nova Scotia and British Columbia boxed apples on commission.

902. APPLES.—A Firm of Glasgow fruit brokers selling by private treaty offers to handle Canadian boxed and barrelled apples on commission.

903. APPLES.—A firm of Liverpool fruit importers, selling privately, offers to sell Canadian boxed and barrelled apples on commission.

904. LEATHER.—A Leeds firm of leather importers are interested in hearing from Canadian exporters.

905. LEATHER.—A Leeds firm of leather importers inquires for Canadian exporters of waxed split upper leather, in light, medium and stout substances.

\*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.

## FREE ADMISSION OF CERTAIN MACHINERY AND MATERIALS.

In order to encourage new forms of industrial activity, the Italian Government, by a decree of February 17, 1916, authorized the exemption from import duties and octroi charges of machinery and materials for construction to be used in new industrial enterprises, such free admission to be allowed for a period of 5 years. According to the decree, the exemption is to apply to supplies for establishments manufacturing articles not already produced in the country, those manufacturing by new processes articles formerly produced in Italy and those producing supplementary articles in the nature of by-products.

## SHIPPING GOODS TO ARGENTINA.

The cardinal rule in exporting goods to Argentina, says the U. S. Consul at Buenos Ayres, is that they must be shipped exactly as ordered; no substitution is tolerated.

## TEMPORARY EXEMPTION OF GRAIN AND FLOUR.

The period during which grain, flour, and semolina may be admitted free of duty into Italy has been extended to December 31, 1916, by a royal decree dated June 1, 1916.

## GREEK TARIFF INCREASE.

There has been put into effect an increase of 10 per cent in the duties on practically all products imported into Greece, except those admitted at conventional rates under the terms of commercial treaties between Greece and other countries. The only additional articles not subject to the increase are wheat, flour, barley, and other cereals and products of which the State has a monopoly.

## MAXIMUM LEATHER PRICES IN RUSSIA.

The Russian Minister of Trade and Industry has issued an obligatory regulation fixing the following prices on leather, with a penalty of imprisonment up to one year and four months, without fine, for selling at higher prices:

(1) Kid, patent leather, chrome, boxcalf, (black or colored), whether of foreign or Russian production, per square foot, 1.50 rubles (about \$0.47 at the current exchange rate of \$0.31 to the ruble); (2) chevrette, chrome horsehide, ring-box (black or colored), whether of foreign or Russian production per square foot, 1 ruble (about \$0.31).