

# THE EXPORTER'S FIELD

## INCREASE IN GREAT BRITAIN'S TRADE.

Trade returns for May show exports of £49,774,000 in contrast with £44,289,000 in April and £58,008,000 in May, 1916, and imports of £87,620,000 against £84,580,000 in April and £83,793,000 in May last year. The excess of imports in May was £37,846,000, against £40,276,000 in April and £25,785,000 in May, 1916.

Cotton goods exported during the month of May totalled 473,567 yards, against 504,838 yards for the same month of 1916.

The exports of cotton piece goods for the months of May, 1917, and May, 1916, are as follows (in yards):

	May, 1917.	May, 1916.
Unbleached .....	118,157	109,260
Bleached .....	163,742	184,611
Printed .....	93,524	97,114
Colored .....	98,144	113,853
Total .....	473,567	504,838

The following table gives the trade of Great Britain for the year to date, by months, compared with the corresponding months of last year and the previous year:

	IMPORTS.		
	1915.	1916.	1917.
January .....	£67,246,391	£74,948,241	£90,577,000
February .....	65,200,472	67,348,243	70,960,000
March .....	75,462,049	86,092,894	80,992,894
April .....	73,638,582	75,685,362	84,585,218
May .....	71,008,588	83,814,530	87,642,236
June .....	76,008,588	87,036,349	.....
July .....	75,723,767	76,772,371	.....
August .....	69,400,919	76,116,834	.....
September .....	70,286,237	77,488,368	.....
October .....	67,816,406	80,816,406	.....
November .....	71,622,274	98,116,406	.....
December .....	70,326,915	75,405,915	.....
Total for year.	£851,893,350	£949,152,350	.....

	EXPORTS.		
	1915.	1916.	1917.
January .....	£28,247,592	£36,757,167	£46,860,000
February .....	26,176,937	36,335,782	37,288,000
March .....	30,176,066	37,598,119	44,111,119
April .....	32,169,733	36,817,839	44,288,755
May .....	71,600,894	47,924,411	43,437,256
June .....	76,008,588	47,274,563	.....
July .....	34,721,511	46,328,057	.....
August .....	32,438,855	47,720,323	.....
September .....	32,308,432	43,477,677	.....
October .....	31,968,965	44,714,965	.....
November .....	35,639,166	51,563,965	.....
December .....	33,947,519	39,045,519	.....
Total for year.	£284,868,448	£506,545,448	.....

## U. S. IMPORTS FROM EUROPE DECREASE

The falling off in May of imports, from Europe, received at the port of New York is attributed to the submarine activity, scarcity of raw materials and shortage of labor.

The total imports last month from all the world also fell off, when compared with the preceding month, while European entries were noticeably less than those of May, 1916, despite the fact that practically every import item sold abroad at a higher price last month than in the corresponding period one year ago.

Total May imports at New York from all sections reached \$118,850,759, against \$126,801,160 in April; \$147,901,883 in March, and \$97,834,888 in February, the first month of intensified submarine warfare. In January the ports incoming trade had a value of \$128,334,239. Imports from Europe in May were entered as having a value of \$39,290,549, compared with \$40,446,800 in April, and \$46,116,034 in May, 1916.

May witnessed a big slump in French imports set down at New York, the official figures for last month showing their value to be only \$5,282,500 against \$9,239,975 in April and \$7,276,532 in May, 1916. Italy's imports fell from \$4,240,431 in April to \$2,508,853 in May while in the same month one year ago such entries had a value of \$4,387,399. Russia in Europe especially, made a poor showing in raw materials sent to this port last month, their value being put down at only \$39,172, compared with \$116,427 in April. Imports from Russia via the Asiatic route in May totalled \$149,169.

Germany's total importations at New York last month had a value of only \$10, as against a monthly average of approximately \$10,000,000 before the war. Goods from Austria-Hungary in May were appraised as \$2,432.

## CANADA'S FOREIGN TRADE.

The remarkable expansion in the exports of all kinds of domestic produce, in spite of the fact that so many of the able-bodied men of the country are at the battle front, has been on a scale that may be better understood by a comparison with the figures for the United States, shown in the following table:

Exports of domestic produce per capita, Canada and the United States, for years 1908-16 (Inclusive).

UNITED STATES (Years ending 30th June).			
Year.	Population.	Exports.	Per Capita
1908 .....	88,330,166	1,834,786,357	\$20.77
1909 .....	90,132,822	1,638,355,593	18.18
1910 .....	91,972,266	1,710,053,998	18.59
1911 .....	93,811,711	2,013,549,025	21.46
1912 .....	95,687,945	2,170,319,828	22.68
1913 .....	97,501,703	2,428,506,358	24.91
1914 .....	99,451,737	2,329,684,025	23.43
1915 .....	101,882,479	2,716,178,465	26.66
1916 .....	102,826,309	4,272,397,774	41.55

CANADA (Years ending 31st March).			
Year.	Population.	Exports.	Per Capita
1908 .....	6,491,000	\$246,960,968	\$38.04
1909 .....	6,695,000	242,603,584	36.24
1910 .....	6,917,000	279,247,551	40.37
1911 .....	7,158,000	274,316,553	38.32
1912 .....	7,467,000	290,223,857	38.87
1913 .....	7,753,000	355,754,600	45.89
1914 .....	8,075,000	431,588,439	53.45
1915 .....	8,075,000	409,418,836	50.70
1916 .....	8,075,000	741,610,638	91.84
1917* .....	8,075,000	1,117,374,693	138.37

(\*)—Twelve months ending February, 1917.  
All departments have contributed to this increase, as is shown by the following statement:

EXPORTS OF DOMESTIC PRODUCE—(Twelve months ending February).			
	1914.	1917	*P.C.
The Mine .....	\$58,687,693	\$83,641,039	42.5
The Fisheries .....	20,541,587	24,570,488	19.6
The Forest .....	42,456,502	55,540,515	30.8
Animal Produce .....	52,927,254	121,612,208	129.8
Agricultural Products .....	208,836,012	369,303,875	76.8
Manufactures .....	56,197,857	455,173,956	709.9
Miscellaneous .....	115,290	7,532,612	.....
Total .....	\$439,762,200	1,117,374,693	154.1

(\*)—Increase 1917 over 1914.  
The striking increase of 710% in the output of manufactures is due to the efforts made to furnish the Allies with an abundance of munitions, which disclosed unexpected industrial resources and capacity. Even prior to the war, however, Canadian manufacturers were obtaining a stronger hold on foreign markets, as will be seen from the fact that in the year ending March 31st, 1914, exports of manufactured goods amounted to \$57,443,452, a remarkable advance both over the figures of the previous year and over the average for the decade, 1901-1910, which was only \$22,876,000.

The above table is supplied in the monthly letter of the Canadian Bank of Commerce.

## INLAND NAVIGATION.

During the season of 1916 the total freight traffic through the canals at Sault Ste. Marie amounted to 91,888,219 tons, being 20,597,915 tons, or 29% greater than in 1915. Flour, grain iron ore, coal and salt showing the greatest increases. The movement of minerals promises this season to be larger than hitherto, as the demand for steel and metals will necessitate full advantage being taken of every available ton of shipping. The registered tonnage of the Canadian vessels passing through the canals last year was 160,721 tons. They were valued at \$15,757,700 and, in addition to 5,714,543 tons of freight, carried 33,927 passengers, or 62% of the total number.

## U. S. EXPORTS TO ALLIED COUNTRIES.

Exports of merchandise from the United States to the Allies during April were valued at \$414,428,000, compared with \$307,754,000 during April, 1916, and for the ten months ended April at \$4,011,041,000, against only \$2,541,667,000 during the corresponding period of last year. It will be noted that the value of these shipments during April was somewhat greater than the monthly average for the first ten months of the current fiscal year, in spite of the shortage of shipping and the unusual submarine activities. The gain in April, 1917, over April, 1916, however, was not quite in proportion to the gain for the ten months.

The United Kingdom continues to be the best customer of the United States, this fact being attrib-

utable to her greater requirements, her more ample supply of shipping and the circumstance that England is the distributing point for much of the war materials sent to the Allied nations. The increase in shipments to France has been greater than that which has occurred in the value of exports to the United Kingdom, this statement holding true for the ten months and for April.

Not a dollar's worth of American merchandise went to Germany or to Austria-Hungary in April, and for the ten months the only shipments listed were those that were exported in the Deutschland.

The following table shows the value of exports from the United States to the Allies, to the Teutonic countries and to the neutrals of northern Europe adjacent to Germany during April and the ten months ended April, with comparative figures for the corresponding period of last year, expressed in thousands of dollars:

EXPORTS TO THE ALLIES.				
	—April—	10 mos. end'g Apr.		
	1917.	1916.	1917.	1916.
France .....	\$95,683	\$55,822	\$27,023	\$475,944
Italy .....	29,086	19,384	285,949	219,586
Russia in Europe .....	29,316	11,346	375,316	139,981
Russia in Asia .....	5,115	26,413	124,252	84,963
U. Kingdom .....	173,361	139,771	1,707,641	1,191,311
Canada .....	75,736	48,914	602,209	368,126
Australia and New Zealand .....	6,131	6,104	68,651	61,756
Total .....	\$414,428	\$307,754	\$4,011,041	\$2,541,667

EXPORTS TO TEUTONS.			
Germany .....	\$2,196	\$283	.....
Austria-Hungary .....	.....	.....	146
Total .....	\$2,196	\$429	.....

EXPORTS TO NEUTRALS.			
Denmark .....	\$3,724	\$2,930	\$45,375
Netherlands .....	13,955	8,241	97,226
Norway .....	6,903	6,948	63,615
Sweden .....	1,268	3,238	40,061
Total .....	\$25,850	\$22,757	\$246,277

## CANADIAN CANNED GOODS IN GREAT BRITAIN.

Mr. Harrison Watson, Canadian Trade Commissioner, London, in his latest report, says:—

"It seems a favorable opportunity for again directing attention to the excellent prospects which should await the coming season's pack of Canadian canned fruits and vegetables in this market."

"While it is true that ordinary commercial transactions are substantially reduced by existing import restrictions, upon the other hand the virtual prohibition of sources of supply outside of the British Empire for at least a considerable proportion of the year, obviously gives an enormous advantage to Canadian goods, while the avowed policy of the Government departments and that important body, the Army Canteen Committee (which now purchases on behalf of some 2,000 canteens), to give all possible preference to the products of the Empire, offers opportunities of which it is hoped Canadian packers will take that full advantage of which they were so unfortunately deprived last summer owing to the indifferent yield of so many vegetables and fruits."

"As upon previous occasions, and only last year when import restrictions were first introduced, reports dealing with the various aspects of the canned goods trade in this country have been published in the Weekly Bulletin, upon the last occasion including the views of the principal London dealers, it is unnecessary to cover the ground again."

"It might be repeated, however, that a demand for Canadian tomatoes, peas and pears has resulted from the dislocation of ordinary sources of supply effected by the war, while owing largely to the presence of the Canadian Expeditionary Force and their families, a demand has been created for goods previously very little used in this country, such as baked beans and sugar corn."

"Many of the principal canned goods importers in London and elsewhere have already been in touch with some of the Canadian packers of canned fruits and vegetables, but the frequent additional inquiries that come in betoken the increased interest which is being evinced in Canada as a source of supply, and while ordinary business transactions are temporarily limited by the difficulties of transportation in addition to import restrictions, Canadian packers, with proper foresight and organization, should be able to secure, and in certain lines permanently retain, trade which was previously done with other countries."