

Canadian Legislation Said Restricting British Trade

By FORBES RHEUDE
TORONTO (CP)—A variety of Canadian legislation operates to restrict British trade in Canada beyond the protection given by tariffs. A J. Coventry, president of the British Canadian Trade Association said here.

Addressing the association's annual meeting, Mr. Coventry numbered among such restrictions "the Canadian conception of fair market value," artificial tariffs; and "wild-goose-chase" wording.

Conditions domestically may well allow him to make a wider margin of profit.

In regard to "wild-goose-chase" wording, Mr. Coventry said: "All too often a British firm will be encouraged to quote on a given contract, spending time and money doing so and providing the prospective customer with valuable technical assistance, only to find, when the time has come to place the order, that on instructions it is being given to a domestic competitor quoting a price some times more than 10 per cent higher than the British one, and occasionally incorporating some of the technical information imparted by the British firm."

"Frustration is a very inadequate word to describe the feelings thus engendered and naturally the same occurrences are fully reported in Britain.

The Canadian government and Canadian industry, he stated, apparently have two interpretations of fair market value, depending upon whether it is applied to imports or exports.

"According to the present interpretation the Canadian regulations say in effect that if an imported product is sold here at a price inferior to that prevailing in the country of origin, then that product is marketed at an unfair level and those responsible for its sale are to be penalized."

"On the other hand the Canadian exporter is sometimes encouraged to quote in overseas markets, including Britain, at prices inferior to the level quoted in Canada, and those that encourage or condone this practice do not appear to think there is inconsistency in their judgment."

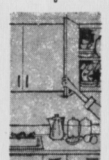
In Britain, Mr. Coventry said, every case of suspected dumping is investigated on its own merits and legislation is not automatic.

"It need not be an abuse," he added, "for a producer to export his goods at a price lower than that which he can obtain in the home market."

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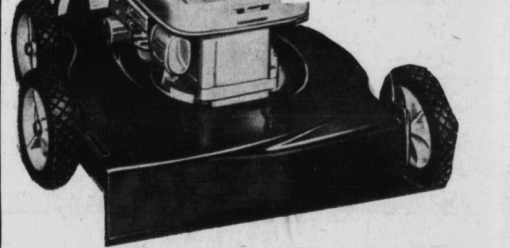
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