Problems, Opportunities For Pacific Areas Trade

By FORBES RHUDE
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Countries of Australasia and the Far East currently offer many difficulties for Canadians wishing to sell there but there are opportunities too.

This seems to be the gist o comment by C. F. Terrell of Toronto assistant export manager of Coleman Lamp and Stove Co. Ltd. following a visit to those areas.

Here are highlights from his remarks, as given to a Toronto meeting of the Canadian Exporters' Association:

Australia—Current policy is to increase exports, produce everything possible required for Australian consumption and reduce imports to the lowest possible level. To trade, one must have something very essential such as capital equipment and raw materials. Those who wish to participate in the Australian market should either be prepared to establish branch plants or become associated with established Australian firms.

New Zealand—New Zealanders will do everything in their power to assist the United Kingdom. Recent advices indicate that import licences for dollar goods for 1957 have been cut by some 50 per cent at U.K. request How ever, there is a market for Canadian goods but you must go looking for it.

Fiji—Fiji is a very large dollar earner with which few Canadian exporters seem to have business relations. They have import restrictions but have been very fair to Canada.

Hong Kong—It creates much of present competition in southeast Asia—along with Japan, Germany and China. Conditions (such as labor and factory conditions and costs) add up to low-cost production and, amazingly enough, quality is satisfactory.

China — The United States has tried to cut off supplies to the mainland, but China is able to buy almost what she wants. But what does she want? Certainly not consumer goods. China encourages visitors issues visas without difficulty arranges transportation hotels and guides and is again looking for export markets.

Thailand — This is a wonderful country and an excellent market if you are competitive.

Philippines — Main problem is competing with Americans, who receive preferential tariff treatment.

Singapore and Malaya — Import restrictions continue, but if you are competitive there is always the opportunity of shipping via Hong Kong.

Western Samoa, Cook Islands, New Guinea, Papua, Society Islands (Tahiti), New Caledonia, New Hebrides, American Samoa, Carolines, Hawaii and many other islands:

Don't overlook them. With proper representation business is available.

Mr. Terrell advised exporters to seek more efficient production methods; analyse material costs and try to find lower-priced substituts; take every advantage of duties and sales-tax drawbacks; make sure commodity descriptions are correct and that lowest possible inland and ocean freight rates are applied; and appeal to the steamship conferences when ocean freight rates put prices out of line.

Prince Charles Breaks With Tradition, Starts To School

LONDON (CP)—Prince Charles set a royal precedent Monday by enrolling in private school — a school where youngsters are taught to "give way if it is in the interests of the team."

A Buckingham Palace spokesman said it was the first time that an heir apparent to the throne has taken his place in a regular classroom along with other boys under 10 years of age.

The eight-year-old prince was excited and happy on his first day at school on his own.

Charles already has learned the fundamentals of reading, writing and arithmetic under a private tutor.

Monday the royal scholar joined in a rough-and-ready game of soccer with the sons of doctors, dentists and journalists.

NOT A STRANGER

He had lunch with his new classmates in their dining room.

The small school, in the exclusive London district of Knightsbridge, is run by a 47-year-old former clergyman who once represented England in international track meets.

There is no corporal punishment, which is still enforced by many of the most fashionable schools in England.

"Discipline is enforced by stopping the boy from doing something he likes to do most," the headmaster explained. "In our case, usually playing football."

Wrestling is another one of the sports taught, but not boxing.

Most of Prince Charles' 110 schoolmates will go on to private preparatory schools, then at 12 or 13 enter public schools such as Eton or Harrow.

The prince is no stranger to his classmates. Since last year, he has been going regularly to the school to join in games like soccer.

DUKE IN FAVOR

His enrolment is believed to have been strongly urged by his father, the Duke of Edinburgh, now on a round-the-world tour. The duke has been reported waging a campaign to get his son away from the predominantly female instruction of the nannies and governesses at Buckingham Palace.

Queen Elizabeth is believed to have had a slight preference for private tutoring.

Newspapers here are carefully avoiding naming the school or its teachers so that Charles can continue his daily education without hindrance from crowds of sightseers.

His courses will include reading, writing and arithmetic as well as geography painting, and scripture.

He also will study French, Latin, elementary science, and some elementary anatomy for the headmaster believes children should learn how their bodies work.

FROZEN NORTH

The ice-fields of the Arctic cover about 5,500,0000 square miles.

Charges Que. Couple Neglected Children

MARIA, Que. (CP) — Lumberjack Leslie Lebrecque, 52, and his wife, 32, appeared in court Monday charged with failure to support their four young children.

They were held by provincial police Saturday in this town on the north shore of the Baie des Chaleurs following complaints by villagers at nearby St. Jules that the children were not receiving proper care.

The children, Marie-Alexina, 2, Yves, 4, Wilfrid, 5, and Lydia, 8, were brought to hospital here by provincial police. Authorities said there is a possibility the feet of the youngest child have been so badly frozen they may be amputated.

Police said the house was so cold when they arrived water in some pots in the kitchen ha frozen and the children wer clothed in rags.

CRIMINALS RECAPTURED

VIENNA (Reuters) — Hunga ian police combing Budapest in a extensive two - day raid arreste 469 persons, Nepakarat, the Hu garian trade union newspaper, r ported in its issue reaching her Saturday. The paper claime those arrested were "criminal who escaped from prison" durin the October Hungarian uprising.

OLD ORIGIN

Fathom, as a marine measur of six feet, stems from an Angl Saxon word meaning an armful rope.

TIMELY NOTES ON FUR TOPICS

EMBA's Board of Directors and Marketing Board recently passed a resolution to the affect that no member 'shall advertise or promote his pelts to the consumer and or no member shall advertise or promote his pelts to the trade, in any manner whatsoever except by the exclusive use of EMBA marks and descriptive names. The EMBA board feel that the practice of individual rancher marks would tend to confuse the public and prove injurious to EMBA and its advertising program."

And here's good news from the New York Auction Company's sale last week. A well attended room at the New York Auction Company was in a bullish mood as Lutetias and Jasmine mink pelts registered equally good price advances for the season and other types were firm to last December. The turnover was healthy during the Jasmine and Lutetia presentations, each moving at a 97 per cent clip. The official report compares Jasmine prices with those of December, 1955, with males running very firm and females showing an advance of 7½ per cent. Other color phases were all compared with the results of New York's first dress sale of the current season of December, 1956.

SUDDEN STRENGTH

In other items Stewart Autumn Haze reported 90 per cent sold with prices very firm. Top males went for $41.50, females $23.50. Desert Gold was 82 per cent sold at very firm prices. Top males sold for $47, females $22.50. In Lutetias top for males was $65 males drew a high of $64 with two lots of females bringing $39.-50. Barney Wollman took the males and Revlon Freres and Johnny Martin of Chicago took the females. Around the sales room everybody was asking "what happened"? There were many explanations for the sudden strength but perhaps the best answer was that many buyers had been taking a wait and see attitude since the season opened at adjusted price levels. Now they are ready to buy and the strong action of the sale convinced a lot of those who are sitting on the fence that the market was going to hold.

There wa considerable interest shown in two outstanding strings, one in gunmetal and the other in white. They were really standouts. The above factors combined for a full house-and one of the largest attendances for a Jasmine sale ever recorded. It was also a record attendance for whites. Some observers during the sale of whites claimed that the outstanding quality of the Schroeder string had served as the prime temptation. Others that no collection of whites during the remainder of the season would excell those shown in overall quality. The consistent strength of that string is shown by the fact that the top six male lots brought $62 to $64 and the next nine $54 to $55. In females the top six lots brought $39 to $39.50, the next nine $33.50 to $34.

In the same issue of Women's Wear Daily from which we obtained the report of the above sale we notice a number of mink ranchers advertising their pelts, which were to have been sold at the Hudson's Bay Company auction last Wednesday. Among them are Kruppenbacher, Sauk Trail Minkery, Zimmerman Mink Ranch, Florenz Baugniet, R. H. Hansen, Steinhardt Bros. Fur Farm, Louis Horstman, Neil B. Hansen, all of Wisconsin, and several others.

FIRST SILVERS

Wisconsin has always been a great fur farming state and it was there that the Fromm Bros. first discovered the wild silver fox which they later crossed with Prince Edward Island strains and went on to become the largest breeders of silver fox in the world, over 50,000 pelts annually. The foxes were mated and the young whelped in ranches very much like our own. Then about the middle 'o' June or later they were taken to a well-wooded ranch and let looose. At one end was a feeding place and every evening they came there and when pelting time came along gates that let them into the feeding place were lowered and the foxes were killed and taken away to be pelted.

There was only a limited attendance at the Dominion Fur Auction Sales, Ltd., Winnipeg, last week. As a result the percentage of mink sold was small. Ceruleans were figured at 10 to 15 per cent off last Dominion sale. A few good lots were bringing $25 to $27. Argentas were 7 to 10 per cent off with males at $17 to $21. The above shows quite a difference from the results of the New York sale as shown above.

HBC

Hudson's Bay Company's sale in New York which opened Monday and continued until Thursday had consignments of 20,000 ranch mink from individual shippers and 55,000 from Great Lakes Mink Producers Association, also 50,000 UMPA ranch mink and 478,-000 Afghan persian lamb. What a marvellous organization the Hudson's Bay Company is. Founded during the reign of Charles 2nd in 1670 it has been going strong ever since.

Strong European participation highlighted the first day of the Hudson's Bay Company's two-day general auction held in Montreal. Salesmen opinion estimated silverblus about 60 per cent sold at unchanged to slightly easier prices. Top price for Autumn Haze (27,-426 skins) was $28.50 for Stewart males. Regular males were from $13.50 while females ranged from $7.25 to $14.25. Highest in EMBA Argenta was $26.50 for Stewart males and $13.75 for females. Independent silverblu pelts went as high as $20 for Breath of Spring males and $18. for Stewarts. Cerulean sold for $34.50 for regular males and $18.50 for females. Independent Sapphires were $27.50 for Breath of Spring and $23 for Stewarts.

The fur processing plant of Mouton Processors (Canada) Ltd. on Mullins Street, Montreal, was put out of action on January 10th by an explosion which blew out part of one wall. Part of the stock was destroyed. Mr. Morris, the manager, stated he could not estimate when the plant would be operating again. He thought the accident might be due to a dust explosion.

Thinks Minister Should Resign

CAMPBELLVILLE, Ont. (CP) —Rev. John Murdock, moderator of Guelph presbytery, suggested Sunday that the resignation of Rev. G. S. Baulch of St. David's Presbyterian Church might be the "best solution to a ridiculous situation"—the episode of the turkey dinners.

Mr. Murdock said the minister had neither been asked nor advised to resign.

Mr. Baulch said that despite the presbytery's suggestion he had "no immediate plans to resign."

The "ridiculous situation" developed recently when Mr. Baulch asked five ordained elders to resign because they disagreed with him over his ideas about the "commercialism" in the ladies aid which put a $1.25 price tag on their church suppers. Mr. Baulch said the church should accept what people felt they could afford to pay.

Canada Supplies 51 P.C. Crude Oil

CALGARY (CP)—About 51 per cent of Canada's crude oil requirements in January will be supplied from Canadian sources, the Canadian Petroleum Association said Monday.

The country's oil needs during the month are estimated at 19,-331,775 barrels of which 9,784,775 are expected to come from domestic fields and 9,537,000 from foreign sources.

In December, when refinery requirements totalled 20,245,506 barrels, about 57 per cent came from Canadian oil wells.

The association says foreign deliveries during January are estimated at 7,360,000 barrels from Venezuela, 1,602,000 from the Near and Middle East, 110,00p from Trinidad and 465,000 from the U.S.

Crude oil from non - Canadian sources goes to refineries in the Maritimes and Montreal, not yet supplied by Canadian pipelines.

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