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EXPORTER & IMPORTER



Government House, Madras.

Forest Producers' Association

2nd Line Beach, Madras

The above Association has been started with a view to have direct connections between Foreign Buyers and Sellers in India. We export the following:—

Rice	Pulses	Millet	Gram
Maize	Oilseeds	Linseed	Groundnut
Rape and Mustard	Sesamum	Cotton Seed	Castor Seed
Mowra Seed	Poppy Seed	Niger Seed	Coriander
Cummin Seed	Ajwan Seed	Kardi (Samower)-	Tea
Timber	Turmeric	Seed	Pepper
Chillies	Ginger	Raw Hemp	Betelnuts
Cinnamon	Cloves	Cardamoms	Paraffin Wax
Bristles and Fibre	Senna	Rubber	Cinchona
Borax		Nux Vomica	

Enquiries from all parts of the World are invited. On payment of a small sum the Association is prepared to supervise shipments from any part of India. We have our representatives at all Ports of Entry (Harbour). Statement of Stock is available on payment of American dollar 25 or equivalent value. Payments strictly in advance.

CABLE "TRUMP"

P. B. No. 1204

MINE OWNERS' SYNDICATE

SECOND LINE BEACH, MADRAS
Export Department for Indian Mine Owners
WE EXPORT:—

- | | |
|---------------|---------------------|
| 1. Manganese | 10. Graphite |
| 2. Asbestos | 11. Gypsum |
| 3. Mica | 12. Ribband Jasper |
| 4. Beryl | 13. Flint |
| 5. Kyanite | 14. Agate |
| 6. Haemetite | 15. Fluor Spar |
| 7. Samarskite | 16. Soap stones |
| 8. Talc | 17. Monosite sands. |
| 9. Corundum | 18. Ilminite |

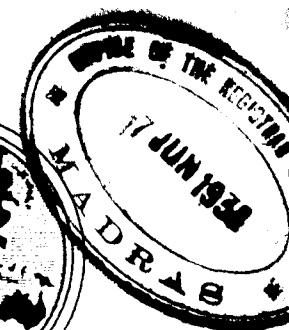
Cable Enquiries From All Parts of the World Invited

On payment of small charges we undertake to supervise mineral shipment from any port of India. We have our representatives and offices at all harbour points.

Indian Section



EXPORTER & IMPORTER



AN INTERNATIONAL GUIDE TO BUSINESSMEN

SUBSCRIPTION RATES: Indian Section Rupees Five; Foreign Section Rupees Five; Both Parts Rupees Ten
FOREIGN: Great Britain 7s. 6d., France 30 francs, U.S.A. 2 dollars for each part and double the amount for both parts.

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WANTED

Agents to represent "Exporter and
Importer" in different territories.
Liberal Commission
Allowed.

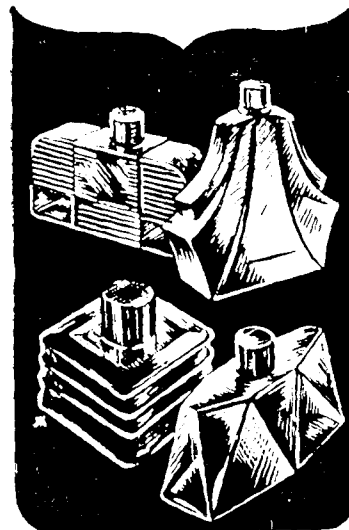
VOLUME ONE NUMBER EIGHT



Come to us for perfume bottles and other glass articles. We carry a large variety and you will find the quality you desire.

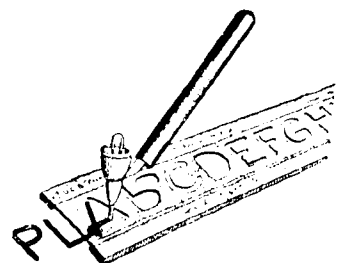
Ask for quotation and samples
GLASHUTTENWERKE

MULLER & KUHNER
PIESAU 20 Thur. Wald.



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Obtainable from the Patentees and Manufacturers and all Drawing Office Material Dealers.

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with and without table for infants and small children. Space-saving. Hygienic. Practical. Many thousands of good service. Quotation on receipt of particulars of quantities required.

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C/o P. O. 159, Madras



Flat Mechanisms for Files

Ring-hook mechanisms
Clip mechanisms for hold-fasts

Block-holders and all special products in the branch

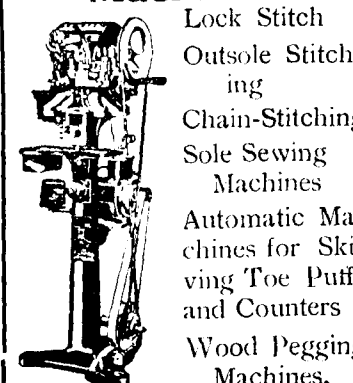
WILLI LORENZ
Scawarzenberg (Saxony)
Metal-Goods Mfr.

Window Envelope Machines



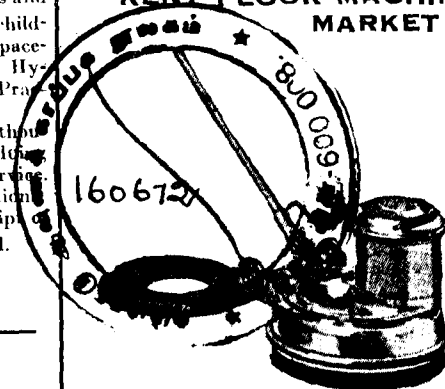
Envelope Printing auto-matic Machines
Iris Masch.-Bau-Ges, Dusseldorf
34 (Germany)

Shoe-Making Machines



Lock Stitch
Outsole Stitching
Chain-Stitching
Sole Sewing Machines
Automatic Machines for Skiing Toe Puffs and Counters
Wood Pegging Machines.
Rud-Ley
Maschinenfabrik A.
Arnstadt (Germany)

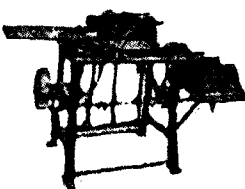
V REASONS WHY YOU CAN SELL KENT FLOOR MACHINES IN YOUR MARKET!



1. Improve Appearance—Kents maintain all floors properly.
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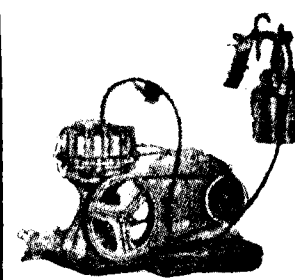
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Envelope Making-Machines

By hand and foot drive, as well as automatic machines for power driving, all adjustable. Simple management. High output. Specially suitable for export.

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Established 1873 (Germany)



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DEALERS: Write for prices, discounts, and descriptions of electric and automobile truck, and tractor power paint sprayers.

Model 860, List Price \$ 18.50. Cable address Brownspray. all codes

W. R. Brown Corp.
5780 Armstage Ave. Chicago, U.S.A.



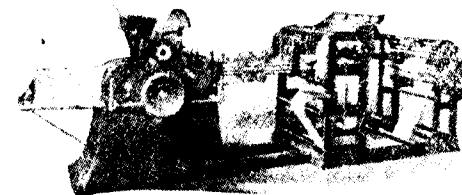
Fast Sprayers

and mounts for Scent
Sprayers without bottles
in Gold, Silver, Chrome
and Nickel.

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Dresden-A. 24/U.
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(Germany)
Scent
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Latest Flat and Side-fold Bag-making Machine "Express"

Output 1,000 Bags per minute.



Apply for detailed offers :-

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BIELEFELD, Detmolder Strasse 248 (GERMANY)

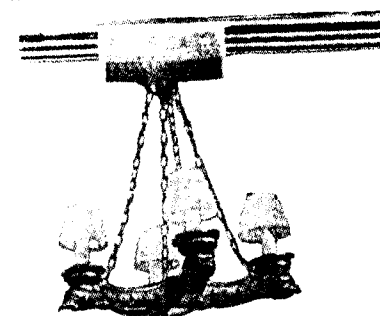


Machines for the Rubber Tyre Industry

Compl. Equipments, Apparatus, High-speed Heaters, Moulds for bicycle Tyres, Motor-Car Tyres, Aeroplane Tyres and Tubes.

LEOCH. HERBERT

[Engineering Works
Frankfurt-Main Ost, Germany.



Electric Light Brackets Hand Made and Hand Carved in Oak

THE TUDOR MANUFACTURING CO.

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8c, Newman Street, Oxford Street W. 1. Museum 4330.

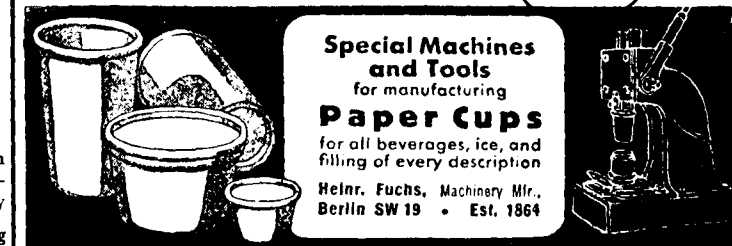


Novelty!

KUNER CLOCKS

German Patent
Sole manufacturer
Gobr. Kuner,
Clock Mfr,

Branach Schwarz, Germany.



Special Machines and Tools
for manufacturing
Paper Cups
for all beverages, ice, and filling of every description
Heinr. Fuchs, Machinery Mfr.,
Berlin SW 19 • Est. 1864

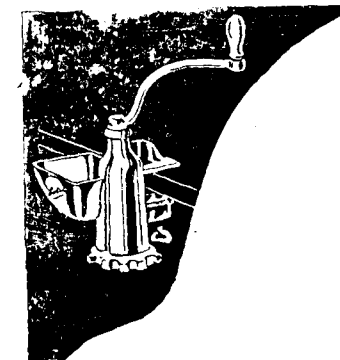


SAVE WORRY BY USING THE ELECTRIC SHAVES

The Dry Shaver with a Sales Field Including both Men and Women.

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Exporter & Import-
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Solia All-round

Kitchen Machine with Ball Bearings
Minces: Meat, vegetables, etc.

Grates: Potatoes, cheese, bread, almonds, etc.
Chips: } All kinds of fruit
Cuts: } and vegetables
Bruises: } Coffee and other
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Presses: Fruit of every description
Makes noodle and pastries

Especially suitable for vendors selling directly to the public at exhibitions, fairs or otherwise. Make a trial and write to-day for prospectus and export offer.

Reform-Maschinenfabrik Paul Palmer, Ludwigsburg Wtt. (Germany), Rosenstr. 3-5

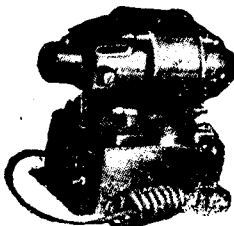
Wood Bending Machines

German Pat. No. 442216
Registrat. No. 1360699
built by the Special Makers
Holzbiege-Maschinen-Fabrik, G.m.b.H. (Germany)

Handle Moulding Machines

Trafal- aclyver Eisen & Stahlwerke A.-G., VIENNA Schottenring 15 (AUSTRIA)

Janette Rotary converters
For Changing Direct to Alternating Current



Built to Capacities of 110 to 3250 volt amperes furnished with or without all wave filter double wound type. Economical to run of the finest construction. Ruggedly built for long years of service. Recommended by practically all manufacturers of sound apparatus. Janette rotary converters have a world-wide reputation for trouble-free operation.

A fitting companion to the Janette Gas Electric Plants, Motor Generators, Power Wheels and Motorized Speed Boaters, all of which only enjoy an international reputation for quality and reliable operation.

JANETTE MFG. COMPANY
557 W. Monroe Street Chicago, U.S.A.
Cable Address: JANETTECO-CHICAGO

AMAZING MACHINE GROWS HAIR

Millions Of Bald Men And Women Whose Hair is this—Eager to Use PRACTO!

Money Opportunity for Distributors!
Amazing low price brings PRACTO within reach of almost every bald or partially bald man in your country. Splendid margin of profit for exclusive distributors to barber shops, beauty shops, health clubs, individuals, etc. Write or cable at once for full details.

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Cincinnati, Ohio, U.S.A.

Dept. F-510, 4204 Davis Lane.

Cable Address: PRACTO.



No Water Touches Your Head. Just Attach to Water Faucet

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AT LOWEST

PRICES EVER

OFFERED

Newest Balloon
Numbers for 1938

NEW LATEX NOVELTY BALLOONS

Write now for samples

and price list No. 537.

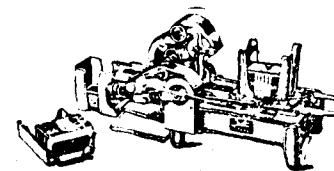
THE MOHICAN RUBBER CO.
Ashland, U. S. A. Ohio

Mohican Latex Balloons will age for many months without deteriorating—no matter what your climate is; hot, cold or humid.

Made in Beautiful Clear Colours.

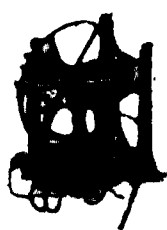
Each balloon is inflated to full capacity and carefully examined to insure perfect merchandise.

Addressing outfit



with stencils for preparation on the typewriter.

Agents wanted High discounts
RENAISSANCE-BUROMASCHINEN-FAHRIG R. M. A. N. NUNIGH

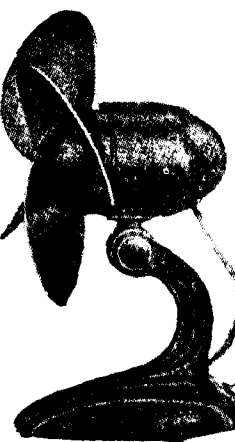


Machine Factory
J. P. ETZEL
Offenbach, Main 7
Automatic Machine for making Bottle Casings Mod. E. 28-35.

ZEUS CIGARETTE FILTER



INSERTING THE CIGARETTE FILTER
A Single filter will absorb nicotine from as many as 20 Cigarettes. **ZEUS CORP.** New York.

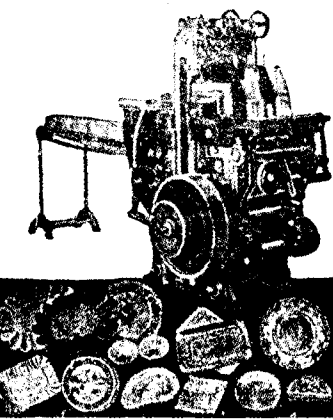


Profitable Samson Safe Flex RUBBER-BLADED FANS

New? A complete line of Safe-flex fans from 10-inch All-Purpose that Pins Up! Stands Up/clamps Onto a giant 24-inch Pedestal Air-Cooler! Safe, flexible rubber blades 400% to 1400%—quieter than ordinary fans, by scientific test! Matchless power! Desk, pedestal, stationary, and scintillating models! Modestly priced to bring you hundreds of new sales! All voltages.

Samson United Corporation
Export Depot 377 Broadway, New-York City, U. S. A.,
Cable Address: Samucor, New York

Automatic Machines For Making Paste-board Plates

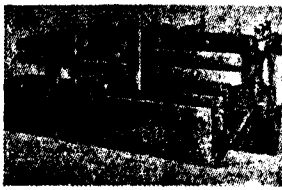


Output up to 50,000 plates. All-automatic, even for round and shaped boxes or other articles. Semi-automatic Machines or Hand-presses for smaller quantity.

Specialty:
Embossing Tools
R. Krautwald,
Engineering Works,
DRESDEN-N. 23/U,
Torgauer Str. 38.

Felt Machine

for manufacturing all kinds of felts. Specialists for over 50 years.



Model of the double working Felt Automatic Machines

The double-working belt automatic machines are supplied with plates in any desired size up to a minimum breadth of 2500 mm. and a maximum breadth of 3000 mm.

NLK. WAHL & CO.,
Felt Mfrs. Kahl am Leipsig

YARN SPECIALISTS

Woolen & worsted, spun silk, cotton, rayon staple fibre

ESTABLISHED 1907.

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Manufacturers of:

VERTICAL ALTERNATOR
TRANSFORMER
COMPRESSOR
INDUCTION MOTOR
TURBINE PUMP
STEAM LOCOMOTIVE.

Bank Refces: **YOKOHAMA SPECIE BANK,**
National City Bank of New York
TOKYO

Capital: 45,000,000,00 yens.
No. of Employees: 20,000
Area of Factories: 2,300,000 Sq. meter.

Blue Printing Machine & Accessories Thereof

MANUFACTURERS OF:—Blue Printing Machine, Coating Chemical, Positive Printing Paper, Unsensitized Japanese Blue Print Paper, Drawing Table (for standing use.)

MARUBOSHI SHOTEN (Maruboshi & Co.,)

No. 2, 7-Chrome. Tamachi-Akasaka-ku
TOKYO, JAPAN.

(Catalogue sent on application)

JANOME Sewing Machine

Highest Quality!

'JANOME Sewing Machine Successfully Survives Comparison with any other make in the world.'
Made with Central bobbin interchangeable with the Singer 15K Model.

Lowest Price!

It is offered at an exceptionally low Price due to favourable economic conditions existing at present.
Kindly send us enquiries. We are ready to send you detailed Catalogues and to consult on contract.

TE IKOKU SEWING MACHINE MFG. CO., LTD.
12, 1-Chrome Edobashi, Nihonbashi-ku **TOKYO, JAPAN.**

If it is Porcelain or Bakelite Insulators or Mouldings or ELECTRICAL WRITING DEVICES.

We are at your Service. No order too large or too small. If it is marked S. S. You can depend on it.
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Specialists : In Modern Packaging, Folding Cartons, Set up Boxes.
New Designs Cellophane Windows, Satin Finished Waxing, Fine Colour Process Printing.
Improved Display Increases Sales. Let our Artists and Box Designers Help you.

Security Gummed Envelopes

That Are ENVELOPES All Sizes and Styles. Write us for quotations.
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100% MAPLE 100% Pure SYRUP & SUGAR Pure.

3-0 Brand Maple Syrup specially prepared for Ice-Cream flavoring, etc. CABIN and ROCK
MAPLE BRANDS packed in various sizes of bottles and tins for retail trade. These brands are also
supplied in 25 and 50 gallon drums.

MAPLE SUGAR in bags and boxes for confectionery and tobacco manufacturers, and in ½
pound and 1 pound blocks wrapped in Cellophane for the retail trade.

WE CAN GIVE EXCELLENT SERVICE FOR BOTH DOMESTIC AND EXPORT TRADE.
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Alfred Borst Schoenbach nr. Eger (Czechoslovakia)

Speciality : "Albo" Master Instruments. Complete Outfits. Guitars and Mandolins of every
description. Accessories and Violin Makers' Supplies. Export to all countries of the globe, Established
1873.

It would greatly facilitate our transactions if the respective firms could furnish us with
irrevocable Letters of Credit, in which case we can offer 60 days D/A, or C.A.D. with a prompt cash
discount of 2½%. Without a Letter of Credit we only deliver against prepayment of 1/3 of the amount
of invoice and the remainder against shipping documents. Firms applying to us should state the
manner of payment desired. Our quotations are either net free here, or F.O.B, Hamburg. C.I.F.
Offers cannot be made.

Business Notices

Mr. R. N. Dhar, B.L., 1/5/1 Prem Chand Boral Street, Calcutta, informs that oil fields and oil deposits
and many other mines and minerals have been discovered in Northern India. He requires the co-operation of
big financiers. Those who are interested may kindly communicate with him directly at his above address.

Mr. Mohammed Alli Khan, who is actively engaged in the business circles of London for the last
fourteen years, is willing to represent Indian firms in London. Those who are interested may kindly communicate
with him directly at 42, Morington Crescent, London, N.W. 1.

Messrs. G. R. Singh & Co., Manufacturers' Agents and General and Commission Merchants, New
Amsterdam, Berbice, British Guiana, are interested in "textiles" of all kinds and many other sundry goods. Interested
exporters are requested to communicate with them directly.

Manufacturers of cotton drills, cotton poplins and aluminium wares interested in the Malayan markets
may kindly communicate with the Successors of Moine Conte & Co. Ltd., Singapore.

Mr. S. Madhanlal, Desai Bunglow, Agra Road, has knowledge of places where deposits of Manganese,
Iron, Bauxite, Mica, Felspar, Beryl, etc. are found in India. Interested parties may kindly communicate with him
directly.

* Exporters in all lines may communicate with Messrs. A. Wahab Mohamed, 71, Desforeges Street,
Port Louis, Mauritius.



*The following trade enquiries have been received by the Director-General of Commercial
Intelligence and Statistics, 1, Council House Street, Calcutta, who will welcome replies
to be addressed to him direct by any individual or firm interested. Firms replying to
these inquiries should furnish their bank references with their replies. Replies to enqui-
ries for more than one commodity should specify in which of them the respondent is
interested.*

Ammunition Boots and Munda Shoes

(BB-1) A local firm desires to be put in
touch with manufacturers of Ammunition Boots and
Munda Shoes in India.

Raw Materials for Hats

(BB-2) A firm in Prague (Czechoslovakia)
desires to be put in touch with exporters in India of
Raw Materials for Hats.

Coconut Charcoal.

(BB-3) A firm in Bombay desires to be put
in touch with suppliers of Coconut Charcoal in
India.

Used Hemp Ropes

(BB-4) A firm in Cawnpore desires to be
put in touch with exporters of Used Hemp Ropes in
India.

Gutta-percha.

(BB-5) A firm in Saikot City (Punjab) de-
sires to be put in touch with suppliers in India of
Gutta-percha.

Blankets of Cotton.

(BB-6) A firm in Winnipeg (Canada) desires
to be put in touch with manufacturers in India of
Cotton Blankets with printed designs.

Coloured Cotton Yarn Waste.

(BB-7) A local firm desires to be put in
touch with purchasers of Coloured Cotton Yarn
Waste in India.

Desiccated Eggs.

(BB-8) A correspondent in Ujjain (Central
India) desires to be put in touch with firms in India
dealing in Desiccated Eggs.

Oleomargarine made from Coconut.

(BB-9) A correspondent in Ujjain (Central
India) desires to be put in touch with firms in India
dealing in Oleomargarine made from Coconut.

Seeds of Sago Palm

(BB-10) A correspondent in Thiruveila (Tra-
vancore) enquires for purchasers of Seeds of Sago
Palm in India.

Sugar of milk

(BB-11) A correspondent from Bombay de-
sires to be put in touch with manufacturers of Baby
and Infant foods who may be interested in the pur-
chase of Sugar of Milk.

Polish Firm desiring Agency for Indian Firms.

(BB-12) A firm of Commission Agents in
Poland desires to be put in touch with firms in
India who wish to develop their export trade by
appointing agents in Poland.

Cotton Yarn Waste

(BB-13) A correspondent in Dacca (Bengal)
enquires for purchasers of Cotton Yarn Waste in
India.

Kuth (Costus Root).

(BB-14) A firm in Lahore desires to be put
in touch with purchasers of Kuth or Costus Root in
India.

Red Oxide and Manganese Dioxide.

(BB—15) A Government Department in Baroda desires to be put in touch with manufacturers of Red Oxide and Manganese Dioxide in India for use in the manufacture of matches.

Silver Foil Paper, Tissue Paper, Oil Paper and Other Types of Packing Paper.

(BB—16) A firm in Hyderabad (Sind) desires to be put in touch with suppliers of Silver Foil Paper, Tissue Paper, Oil Paper and other types of Packing Paper in India.

Palmyra Mats.

(BB—17) A firm in Copenhagen (Denmark) desires to be put in touch with exporters of Palmyra Mats in India.

Canes and Rattans

(BB—18) A local firm desires to be put in touch with suppliers of Canes and Rattans in mofussil stations in Bengal and Assam.

Dried Areca Palm Leaves

(BB—19) A firm in Toronto (Canada) desires to be put in touch with exporters in India of Dried Areca Palm Leaves.

Tea

(BB—20) A firm in Montreal (Canada) desires to be put in touch with firms in India who might act as their agents for purchasing Tea in the Calcutta auction.

Hydrogen Gas

(BB—21) A Government Department in Simla desires to be put in touch with suppliers of Hydrogen Gas in India.

Hemp Seed

(BB—21) A firm in Vienna (Austria) enquires for names of exporters of Hemp Seed in India.

The following trade enquiries have been received by the Secretary of the Indian Merchants Chamber, Bombay.

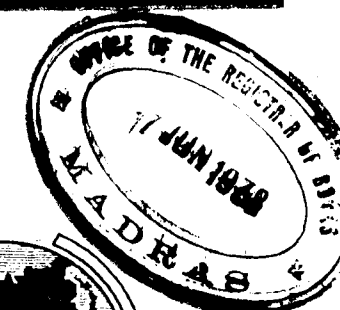
When asking for further particulars correspondents are requested to quote reference numbers. They should clearly understand that the Chamber can take no responsibility whatever as to the financial standing or bona fides of the firm making these enquiries.

Reference No.	Subject of Enquiry.	Place.
22	Dealers of Woollen cloth ...	Amritsar
23	Importers of Carborandum Grains	Okasa
24	Hardware and Colour Merchants	Vasad (B. B. & C. L. Ry.)
25	Manufacturers of Cotton Pants and Vests	Travancore
26	Purchasers of Coffee for shipment to Persian Gulf Ports	Sourabaya
27	Importers of Paper and Box Manufacturers	Gothenburg
28	Manufacturers of Vermilion or Art-Cinnabar	Bombay
29	Turmeric Merchants ...	"
30	Buyers of Mica Powder ...	Cuttack
31	Dealers in Garlic ...	Bombay
32	Importers of Horn Combs ...	France
33	Exporters of Groundnuts ...	Amsterdam
34	Manufacturers of Dental Equipment ...	Bombay
35	Exporters of Indian Rosewood...	Germany
36	Dealers in Agricultural Machinery	"
37	Importers of Skins, Coffee, Bese-wax, Gum Kasciabi and Sesamum Seeds	Italy

Indian Section



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&
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AN INTERNATIONAL GUIDE TO BUSINESSMEN

SUBSCRIPTION RATES: Indian Section Rupees Five; Foreign Section Rupees Five; Both Parts Rupees Ten.
FOREIGN: Great Britain 7s. 6d., France 30 francs, U.S.A. 2 dollars for each part and double the amount for both parts.

The German Glass Industry

Fire Proof, Non-breakable and Flexible Glass

We who live in the present machine age so sceptical of miracles, suddenly discover in glass, the venerable construction material, new, astonishing qualities which the tellers of marvellous fables of past times would not have permitted themselves to dream of. Thanks to the latest achievements of science and technology, and not least to the activity of German research workers and engineers, glass can to-day be given characteristics which at once open up for it unsuspected fields of utilization. This development is taking place at this moment, before our eyes. The new possibilities of glass deserve attention not alone because of Germany's construction material problems, but also because glass has itself very considerable advantages, such as clearness and insensitivity to water and chemical substances. It has valuable optical and electrical qualities, and is splendidly adapted to artistic uses. Constantly increasing fields of technology, art and everyday life are now being opened up for all these advantages of glass. Only a few years ago the house-wife would not have dared to fry eggs over an open gas flame in a glass frying pan. Indeed, she would never have thought of such an extraordinary thing. Since the days of our earliest ancestors, every child had known that glass breaks at once when brought in contact with fire! Now, however, we have fire-proof glass, given to us by the university city of Jena, which has been famous for centuries as a centre of the art of glass making, and it is a delightful sight for the family and the guests when the housewife brings savory dishes to the table in the appetizing glass pans in which they were baked or

fried! The resistance of glass to high degrees of heat which our technology has achieved, is recently also being utilized by the German glass industry in the construction of hot water geysers for the bath, the kitchen, and other purposes. In restaurants, glass pipes are being preferred more and more for drinking systems and coiled cooling pipes, because they are clean and do not chemically affect the liquids. Glass as a construction material is also finding constantly increasing use in the construction of houses. In addition to its traditional use for windows and for parts of walls and floors, it is largely utilized in place of wood or metal for other individual parts, such as door handles. In construction, intermediary layers of glass wool are highly satisfactory as insulation against sound, heat and cold. They are also advantageously used in industry to insulate steam pipes and for similar purposes. For the moment this is the field of glass wools, as there are still certain difficulties which prevent their mass production for clothing materials. However, the above named uses of glass wools are already extraordinarily valuable. Glass wools, which consist of glass threads only 2/1000 to 1/000 of a millimetre in diameter—a technical achievement pre-eminently due to German industry,—have the valuable characteristics of incombustibility and insensitivity to chemical actions, and in addition have a beautiful, silky sheen. As in metal products, the characteristics of the different kinds of glass are based on their composition, on the mixture of different types of substances. Silica acids, alkalis and most of the metallic oxides are the principal constituents of most kinds of glass. In all, 20 of the 92 known elements may be

constituents of glass. The "Technical Glass Societies" have set as their task the investigation of their possibilities. Only two of these important societies for the encouragement of research exist in the world, one being German—the other English. But specialists in other countries also cooperate zealously with both societies. The kingdom of glass is still much less known than that of metals.

The most recent period has brought amazing results in this research work, a large part of which has been carried on in Germany. Types of glass are now produced in all colours and shades. There are types of glass which ultra-violet or infra-red rays can penetrate, and others which absorb these rays. We have special kinds of glass for electric bulbs of every kind, for illumination tubes, radio sending and receiving set valves and television, tubes for X-ray apparatuses and protection against X-rays, metallic vapour lamps, rectifiers and many other purposes. A single German enterprise delivers about one hundred kinds of glass for the most varied uses! The fact that to-day the colouring of glass is practically unrestricted in its possibilities, of course, makes possible splendid artistic effects. The ancient German artistic glass handicraft, which is at home especially in Thuringia and the Bavarian Forst, constantly amazes us with charming novelties, in which it makes effective use of the latest progress of the glass industry. In creative work in glass especially, handicraft and industry are inseparably related to each other. It is not accidental that Thuringia, for example, is not only the home of world renowned Christmas tree decorations, glass necklaces and glass pearls, shapely glass vessels and attractive little glass figures, but also has produced an optical industry of international importance. Its planetariums, telecameras, microscopes, lenses and other products are seldom equalled else-

where and never surpassed. Because it is so unique, we may mention here a product of the Thuringian optical industry which has been manufactured for a number of years but it is still relatively little known: the so-called "non-slip" glasses for short-sighted and far-sighted people. These are small, optically ground, half round glasses, which are placed directly on the eye and invisibly correct sight defects. This is an important advantage for many occupations. Its proverbial tendency to break is also to-day no longer a necessary evil of glass. Glass pans which have been solidified in different layers can be very considerably bent. Safety glass exists which is six times as flexible as ordinary window glass. If such safety glass should in an exceptional case be subject to too great a pressure, it crumbles at once into completely harmless particles. Almost unbreakable and extremely flexible pans are also manufactured from transparent artificial resin. They are considerably lighter than actual, "silica glass," and therefore especially suitable for use in the construction of aircraft. The technique of glass working has not only developed the traditional process of blowing, grinding and etching to the highest point of perfection but also our present-day "hard metals" permit us also to turn, bore, plane and mill glass. Bodies of all kinds generated by rotation, stoppers, and threads are, one may say, "turned" with the greatest accuracy. Using special tools, similar to a dentist's grinding wheel, W. V. Eiff-Stuttgart and his pupils work glass panes in the manner of wood-carvers, and achieve splendid artistic effects. The melting of glass with porcelain, long a difficult problem, to-day also presents no difficulties, thanks to a German invention. Thus in our day we are experiencing a tremendous new advance of glass, the old construction material, towards new goals and into new fields.

Artificial Wool

Artificial Fibre Exhibits at the Leipzig Fair

The unusually complete survey which this year's Leipzig Fair presented of the field of new artificial fibres, shows that development has proceeded at an amazing speed. After the completion of its new plant at Wolfen, the I. G. Dyes Industry will become this spring the largest producer of artificial wool in the world. The wide experience which the I. G. has acquired in its pioneer work in this field, permits it to constantly place on the market new fibres with new characteristics. Types of artificial wool with a per-

manent curl—for example, Vistra XT, which was a sensation only a short-time ago—have already become almost a matter of course. Thereby the wool industry is provided with a material with the same elasticity and insulating power as wool. Furthermore, for a year Vistra XT has also been made with a shingle structure on the upper surface, which makes it even more similar to wool. Recently, however, it has become possible to dye artificial wool produced by the Viscose treatment (Vistralan) with wool colours, and thus give it when mixed the same shades of colouring as wool. Even after boiling and dyeing,

Vistra XT is impervious to water. Among the Aceta fibres, which in wool mixtures have better wearing qualities than wool and do not irritate sensitive skins, a new fibre with a core has made its appearance. This fibre is especially light, with very greatly increased insulation qualities. Aceta is being used more and more in the manufacture of clothing goods. Aceta artificial silk is to-day already so similar to natural silk in sheen and quality, that even specialists are not able to distinguish between the two types of fabrics. The proportion of Aceta in world production of artificial silk is already 10%. In the U. S. A. it is 24%. In addition, the observer is amazed to note the great advance in the use of artificial fibres not only in the fields of cloth and hosiery but also in the manufacture of technical articles. Driving belts, hoses used in fighting fibres, filter clothes, and material for knapsacks and tents are to-day already made entirely of artificial fibres in some cases. This is also true of carpet yarns. Vistra hemp and Vistra flax

mixed yarns are likewise becoming more important. In its exhibit at the Leipzig Fair, the I. G. Dyes has also endeavoured to combat certain false beliefs concerning artificial wool.—for example, the impression that it is easily affected by water. There were on exhibit articles which would naturally be washed with great frequency, such as articles of underwear which would have been washed as many as one hundred times and boiled as many as fifty times. It is seen that these have not lost their sheen and that their useful days are far from being at an end. Materials for women's costumes and men's suits may be seen, which compare very favourably with all other materials in appearance and wearing qualities. In conclusion, it may be maintained that the quality and cheapness of the new artificial wool products would have resulted in their general use even if the foreign exchange situation of Germany had not made it desirable to give preference to domestic raw materials.

An Indian Leipzig Fair

BY M. K. VENKATRAMAN

The year 1937 has indeed witnessed a flattering number of exhibitions held all over India. There were no less than sixteen between the months of August and December of which nearly ten were supposed to be of an All-India character with more than five of the whole number held in the city of Bombay itself. The response to many of these exhibitions is reported to be good enough, although not so very encouraging. The commercial and industrial communities seem to have patronized these shows liberally, although many of them were organised by private individuals without the backing of official prestige and influence. While it is a matter for congratulation that India has grown "exhibition-conscious," it is to be regretted that too many of these exhibitions have overlapped one another owing to the absence of central policy and plan. It is time measures were taken to canalise this interest in exhibitions in some pivotal scheme as in the case of the Leipzig Fair on the continent of Europe and the Chicago Fair in America.

There are strong reasons for evolving a central policy in this direction. For instance, the Lucknow Arts and Industries Exhibition, 1936, on account of its poor organisation has left an unfavourable impression among exhibitors as to the organising talents of government departments. This has been responsible, in part, for the poor response from

Bombay to some of the exhibitions organised by provincial governments in 1937. It is to be recognised that this is a branch of activity calling for special talents. The success in exhibitions achieved by Western countries is due to the co-operation of experts having considerable experience. In the case of many Indian exhibitions this cannot be said to be true.

Another striking fact emerges from a review of these exhibitions: many of them are deemed not as a means of promoting the industries but as commercial propositions for earning a dividend. This profit-motive which is present in many of the privately organised exhibitions and also in those organised by the State to a certain degree is glaring in the eyes of many exhibitors. Apart from the ethics of this question, this motive does not make for a wholesome effort to promote industrialisation. For insistence upon the profit-motive has tended to limit the activities of many of these exhibitions to a mere sample show, involving minimum expense and effort. The costlier efforts needed to explore new industrial enterprises, arrange for demonstrations, import heavy machinery and apparatus for demonstration even at great cost to the exhibition have been lacking. Each one of the exhibitions has come and gone, without adding a single new industry to the country or inspiring a single new venture in industry in some hitherto unexplored direction. Judged by this test, almost all

Trade Between India & Turkey

By the Turkish Commercial Attache in Bombay (Specially written for Exporter and Importer)

Imports of Indian goods in the general imports of Turkey had always a rather big percentage till recent years. Turkey used to buy jute manufactures, tea, cotton yarn, spices, coir yarn, hides, rice, and many other articles regularly from India, and the total value of her imports of Indian goods reached up to 3 crores of rupees. To explain the importance of this figure we can say that at present there are only a few countries importing so much from India.

After the Great War, the very well known changes in the world economy and also her own struggle of freedom, (socially & economically) forced Turkey to take up some measures to safeguard the interest of the national economy and to restrict the imports in general. As a result, her imports from India also decreased to 18 lakhs in 1935-36. But Turkey's intention was not, and is not to decrease her foreign trade, on the contrary to give every facility to have a bigger trade with every country, provided that they too show the same facilities and possibilities to buy Turkish products.

The new Prime Minister of Turkey who was the Minister of Economy before, always repeats his above mentioned economic policy with the following words : "We shall buy the products of those countries, which buy Turkish products."

Notwithstanding Turkey's continuous imports from India, India did not buy anything from Turkey till the last two or three years. But the measures that had been taken by the Turkish Government forced the Turkish merchants to find the ways of exporting Turkish products and manufactures. In fact it did not become very difficult to find market for Turkish commodities in India. Because most of them were already world famous, and businessmen of India had a special sympathy for Turkish products when their prices were competitive.

The following figures will easily show the quick result of this mutual endeavour :

	Exports from India to Turkey. Rs.	Imports from Turkey to India. Rs.
1935-36	1,789,598	203,513
1936-37	3,489,962	949,507
1937-38 (11 months)	7,462,201	not yet fixed

The important increase (from 17 to 74 lakhs) in the exports from India show that Turkey is ready and

perhaps eager to buy from India but always provided that India too buys from Turkey.

The Turkofis (Turkey's Foreign Trade Department) Bombay Branch, which was established one year ago mainly to develop the trade between the two countries has found out that there are very many products and manufactures that India can import from Turkey. Some of these articles are :

Almonds, pistache, hazelnuts, chestnuts, walnuts, figs, apricots, raisins, olives, dried vegetables, (as beans, chick peas, peas) potato, caviar, conserved fish and vegetables, sponges, milk powder, wool, mohair, carpets, silk cocoons, fur skins, Turkish delight (lokum), liquors, wines, olive oil, soap, toilet requisites, gum traganth, gall nut, saffron, and other tanning and dyeing articles, tobacco, cigarettes, essence of rose, hemp, flax, silver, salt, copper (sheets), arsenic, coal.

One understands easily that under the above mentioned conditions it is more to the advantage of India if India prefers to buy Turkish products to the products of other countries, because then India will be able to sell more of her own articles. Those who are interested assure us that in most cases the Turkish products are better and if not, they are cheaper.

The concerning departments are proud to say that the Turkish merchant is one of the most (if not the most) honest in the world. Because taking inspiration from their Ataturk (the president of the Turkish Republic) they believe that they are the guardians of the National Economy. The following words of the Turkish Prime Minister are worth to be taken as an example in India as well as in other countries : "A national merchant is one who considers it his duty to keep the national production, his source, always in abundance and to consider before every thing its development from the point of market, quality and quantity. By national merchant is meant a man who has played an important part in the great movement towards the recovery of the country. By national merchant is meant a man who possesses the upright morals and clean working methods of this nation, and its paragon faithfulness in keeping his promises and honouring his signatures. Nobody is in a position to be a better or worse means of propaganda for, or to create a more positive or negative idea about his country than a merchant.

these exhibitions are to be considered failures.

An attempt, the first of its kind in India, was made in the recent Lahore Industrial Exhibition to interest machinery merchants. But owing to the short notice given to the firms and perhaps owing to the heavy freight from Bombay to Lahore, many Bombay firms refused to co-operate. Even this haphazard experiment failed owing to the absence of co-operation from the Railway authorities in lessening freight and owing to the limited time at the disposal of the firms to arrange for despatch. This points to the necessity of a long range planning under a centralised policy and plan whereby a concentrated attempt could be made to introduce new industries into India. This will become increasingly evident and is urgently needed as other provincial governments might try to emulate Lucknow and Lahore and fritter away energy and enthusiasm

A brief review of the Leipzig Fair may illustrate the point better :

For 700 years the Leipzig fair has been a centre of international trade. Situated at a junction of the most important trade routes, Leipzig was predestined to become the seat of the largest International fair.

8,000 exhibitors including 500 from other countries, display their manufactures regularly at the Fair. This fact in itself suggests that they must feel sure of meeting here large circles of international buyers of good standing.

More than 200,000 buyers come together at the Leipzig Spring Fairs. The Spring Fair, 1937, was

visited by 31,684 non-German buyers from 72 different countries. The journey to Leipzig is well worth the trouble to every engineer and businessmen. Everybody who wishes to keep abreast with the times, must be well posted on the course of progress in engineering practice and the Leipzig Fair offers the very best opportunities for personal observations of practical demonstrations. The responsible engineers and commercial representatives of the manufacturers personally visit the Fair, so that all technical and commercial details can be arranged on the spot.

In the respective countries of the visitors all necessary information is willingly furnished by the Honorary Secretaries and Branch Offices of the Leipzig Messam. The Leipzig Messam is represented in not less than 225 towns outside the German Reich.

The Samples Fair which is held in 23 exhibition buildings in the inner city, includes finished goods of every description from glass, porcelain, earthenware to textiles, foodstuffs, pharmaceuticals, in nearly forty sections.

The Autumn Fair is wholly devoted to Engineering and Machinery exhibits, so that these two fairs at Leipzig held at intervals of six months provide a permanent focal point for industrialists or traders with an eye on openings.

Will Bombay become the Leipzig of India, as indeed this city has many advantages over other Indian cities owing to its central situation ?

— Journal of the Indian Merchants' Chamber, Bombay.

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NOTICE

All payments and business correspondence should be addressed to the Managing Editor "Exporter & Importer," while all editorial communications should be addressed to the Deputy Managing Editor.

THE IZMIR FAIR

The International Fair of Izmir is Awaiting You - - -

The agricultural, industrial and artistic products of Kemalist Turkey and many other countries will be exhibited and sold at the international fair of Izmir.

The fair is held at Izmir, one of the most beautiful and important ports of the Mediterranean. It will last from August 20 to September 20.

The international fair of Izmir is placed under the high patronage of the Turkish Government. The exhibitors and visitors have the benefit of a lot of facilities and exemptions.

Important reductions are made, on this occasion on the goods and passenger tariffs of Turkish and foreign shipping and railway companies.

All goods to be exhibited at the international fair of Izmir will have the benefit of special licences as regards quota and exchange restrictions. The site of the fair is assimilated to a transit store. Imported goods are introduced free of customs duty which is only payable for goods sold. Unsold goods are stored in the transit store for two months after the closing of the fair.

Exhibitors, owners of theatres, cinemas, bars, dancing halls, casinos and other places of amusement as well as sold goods, artists, employees and the workmen within the fair grounds and all newspaper advertisements, hand bills, literature within and outside the fair grounds are free of state and municipal taxes.

Free Turkish Consular visa is given to foreign visitors and exhibitors. Those who take part in the fair will have the opportunity of bringing their products to the notice of one million visitors who come to the fair every year from the four corners of the world and acquiring new customers.

Pavilions, empty sites and places in the exhibition palace are put at the disposal of exhibitors and entertainment concerns at the following prices: Ready pavilions of 180 square feet about Rs. 100, pavilions of 100 square feet Rs. 80, sites Rs. 1 to 3 per 10 square feet and places in the exhibition palace Rs. 16 per 10 square feet per month.

Izmir possesses hotels and restaurants for all tastes and means. Palaces, hotels, boarding houses, restaurants, casinos, dancing halls, theatres, pictures and means of conveyance are under the permanent control of the municipality, both as regards sanitary conditions, and tariffs.

Izmir possesses pictures, bars, dancing halls, beaches, hot baths, entertainment and resting places and, within the exhibition grounds, jazz bands and variety shows, composed of artists of international repute, theatrical and musical comedy companies, sport grounds and games of all sorts.

One of the particular attractions of the fair is that it is held on a place orned with flowers and trees situated in the cultural park which extends over 36,00,000 square feet. Exhibitors have thus the advantage of working in green surroundings.

Hundreds of thousands will acquaint themselves with your products. You will find all sorts of goods at the fair, you will have a lot of facilities and bargain. You will secure economic advantages. You will see the most recent novelties and amusements. The fair constitutes a real bargain for you. You will see the natural beauties of Izmir. Life is very cheap at Izmir. The sources and forests are a real paradise. You will rest from the weariness of a whole year. You will taste at Izmir, the choisest fruits in the world. Izmir beaches and hot baths are famous.

Do not miss the opportunity of visiting Izmir. For more particulars apply to the following addresses:

Izmir Panayir Komitasi — Izmir, Turkey.

Turkofis Bombay — Queen's Court, Queen's Road, Fort, Bombay.

Thomas Cook & Sons. — Hornby Road, Bombay (for the actual travelling expenses)

Indo-Malayan Trade

At the recent annual meeting of the Indian Chamber of Commerce, Singapore Mr. G. Maganlal, Chairman, in course of his speech gave some interesting facts and figures concerning Malaya's trade with India. He said:

The Indo-Malayan trade official figures for 1936 show a total trade of 83,100,596 dollars showing an increase of a million dollars over the year 1935. Exports from Malaya to India amounted to 21,312,780 dollars showing an increase of about 2½ million dollars over 1935, while imports from India into Malaya amounted to 11,787,816 dollars showing a decrease of 1½ million dollars over 1935.

It will be seen from these figures that India bought goods worth nearly ten million dollars more than she sold to Malaya.

The distribution of aluminium-ware of India manufacture was developed appreciably during 1937 showing an increase in imports of six tons over 1936. Quantity imported from India was 16 tons valued at 8,829 dollars while Malaya imported a total of 296 tons from the world.

The piecegoods market has done very well in the first half of last year. Prices kept at quite a high level for the first seven months and with the starting of the Sino-Japanese hostilities the prices went further

up. Then came the boycott of Japanese goods, which is steadily becoming stronger and firmer.

This resulted in heavy dropping in prices of Japanese goods owing to fat decreasing demands and large stocks. With the setting in of this year the prices have dropped further although in Japan prices are at a high level.

The textile quota system is steadily fulfilling its purposes, resulting in increased importation of British Empire textiles. The institution of quotas on partly made up and made up textile-goods is welcome, as it is sure to benefit further the British Empire trade, though the effect will not be felt until at a later period as in the case of piece-goods, owing to large stocks held in the Colony at the outset of this year.

It is noteworthy that Malayan imports of cotton textiles from British India made a great advance last year importing 22,789,049 yards in 1937 as compared with 12,505,653 yards in 1936, while imports into Malaya from the world totalled 142,911,586 yards.

The imports from the United Kingdom show a good advance over 1936 importations.

Prices of Indian textiles remained at a very steady level throughout. United Kingdom prices were high at the beginning, declining a little towards the latter part of last year. The prices however have not reached the low level of 1936.

Trade of Ceylon in 1937

Import Distribution

Imports from Empire countries reached Rs. 160.8 million or 66.3 per cent. of the total imports registering an increase of 14.2 per cent (Rs. 20 million) over the preceding year, but 49.5 per cent. below the figures recorded for 1929.

The principal countries which participated in this expansion as compared with the previous year were the United Kingdom (Rs. 8.6 million), India (Rs. 7.3 million) while Australia (Rs. 1.0 million) and Strait Settlements (Rs. 1.0 million) also combined to swell the imports into Ceylon. The chief decrease registered was in imports from the Union of South Africa which fell by Rs. 2.0 million.

The expansion in foreign imports rising to Rs. 81.8 million indicated an excess of 11.2 per cent. (Rs.

8.2 million) over the preceding year but still represented a short fall of 31.0 per cent. below the 1929 level. The increase as compared with 1936, was spread chiefly amongst the following countries in order of importance, Sumatra (Rs. 4.1 million), Japan (Rs. 2.7 million), Java (Rs. 1.7 million) Belgium (Rs. 1.6 million), United States of America (Rs. 1.4 million) and Germany (Rs. 1.2 million). This increase was counterbalanced to some extent by decreases principally in imports from Siam (Rs. 5.1 million), and Iran (Rs. 2.3 million).

It will be observed that the United Kingdom (22.18 per cent.) headed the list of all supplying countries while British India (22.01 per cent.) was a close second. Burma who supplied almost wholly the annual requirements of rice came in as a good third and accounted for 13.88 per cent. of the total imports. Japan (6.78 per cent.) was fourth in the list but took top place amongst foreign exports. Chief among others who shared the market were United States of America (2.57 per cent.) Iran (3.43 per cent.), Java (3.12 per cent.), Australia (2.59 per cent.), and Sumatra (4.51 per cent.).

Export Distribution

Exports to British countries reached Rs. 209.0 million or 67.5 per cent of the total exports from Ceylon registering a noteworthy increase of 19.3 per cent. (Rs. 33.7 million) over the year 1936 and attained pre-depression levels, but still fell short of the level of 1929 by 6.7 per cent. This gain as compared with the previous year was due chiefly to increases in exports to the United Kingdom which went up by Rs. 23.5 million. Less significant contributions came in from

Canada (Rs. 6.3 million) Australia (Rs. 1.6 million) and Union of South Africa (Rs. 1.3 million). The only outstanding contraction was observed against India (Rs. 0.7 million).

The increase in exports to foreign countries rising to Rs. 99.9 million showed an enhancement of 45.6 per cent. (Rs. 31.3 million) over the year 1936 but the total value realized was 35.1 per cent. still lower than in 1929. The expansion as compared with the preceding year was reflected mainly in larger exports to the United States of America (Rs. 10.8 million) followed by Germany (Rs. 4.6 million). A sharp rise was registered in imports of Ceylon products into Italy (Rs. 4.1 million). Less significant increases were contributed by the Argentine Republic (Rs. 1.5 million), Belgium (Rs. 1.8 million), France (Rs. 1.5 million), and "other foreign countries" (Rs. 1.5 million). Mexico was the only country which showed a small reduction.

United Kingdom ranked first in the list of our customers and accounted for 46.42 per cent. of the total exports from Ceylon. In fact, exports formed 68.6 per cent. of the total purchases made by Empire countries. The United States of America was poor second with 15.69 per cent. to her credit. The next best customer was Canada (5.27 per cent.) closely followed by India (4.77 per cent.) and Australia (4.12 per cent.) Chief among other buyers who shared the exports market in order of importance were the Union of South Africa (3.0 per cent.), Germany (3.0 per cent.), New Zealand (2.46 per cent.), and France (1.90 per cent.).



Indian Export trade with U. K. in 1937

Decline in long staple cotton and wool

The total imports of rice into the United Kingdom in 1937 rose from 1,116,200 cwts. in 1936 to 1,155,300 cwts. in 1937. The contribution of India (including Burma) during the year increased from 761,000 cwts. to 808,800 cwts. There were no imports from Spain, but imports from other competing countries, such as the U. S. A. also increased. The steady increase in the exports of rice other British countries to the United Kingdom is most noticeable. These have risen from 123,600 cwts. in 1935 to 171,800 cwts. in 1936 and to 191,500 cwts. in 1937.

Tea

The total quantity of tea imported into the United

Kingdom in 1937 (487.8 million lbs.) exceeded the previous year's figure by 6.2 million lbs. The increased supplies came principally from India, Japan and China. India's share rose from 268.7 million lbs. in 1936 to 275.5 million in 1937. It may also be of interest to point out that in 1937 the average price of all kinds of tea in the United Kingdom market was 1s. 2½d. per lb. or 1½d. per lb. more than in each of the previous three years.

Tobacco

The total imports of unmanufactured tobacco into the United Kingdom amounted to 268.9 million lbs. and were slightly higher than in 1936. The dec-

line in imports from the United States was almost counterbalanced by the increased supplies from British countries, principally from India, whose exports to the United Kingdom amounted to 19.1 million lbs. as against 13.5 million lbs. in 1936 and 11.5 million lbs. in 1935.

Seeds

In 1937 the total imports of linseed into the United Kingdom amounted to 286,000 tons. India exported 192,500 tons as against 221,500 tons in 1936, while the imports from the Argentine rose from 46,600 tons in 1936 to 91,000 tons in 1937.

The total imports of groundnuts decorticated rose from 175,300 tons in 1936 to 247,900 tons in 1937. These were the highest imports of this commodity into the United Kingdom ever reached. India's contribution also rose accordingly and amounted to 183,000 tons as against 109,800 tons in 1936. British West Africa exported 96,300 tons to the United Kingdom during the same period as against 48,000 tons in 1936 and 43,200 tons in 1935. British West Africa has now become a considerable supplier of groundnuts.

The total imports of castor seed into the United Kingdom amounted to 32,400 tons as against 29,900 tons in 1936 and 36,200 tons in 1935. India's contribution was, however, smaller than had been the case in the two preceding years, being only 20,300 tons as against 21,300 tons in 1936 and 28,900 tons in 1935.

Fibres: Jute

In 1937 the total imports of raw jute amounted to 192,500 tons as against 181,700 tons in 1936 and 172,800 tons in 1935. The 1937 imports in the United Kingdom were the highest since 1929. During the same period India exported to the United Kingdom 177.1 million square yards of jute piecegoods and 1,017,100 cwts. of jute sacks and bags as against 141.8 million square yards of piecegoods and 1,070,300 cwts. of sacks and bags in 1936.

Cotton

The total imports of long staple cotton during 1937 rose to 12,999,300 centals of 100 lbs. as against 11,748,300 centals in 1936. The imports from the United States and Egypt were higher than those of the two preceding years, while those from India declined from 1,096,700 centals in 1936 to 932,300 centals in 1937.

The total imports of short staple cotton also rose from 1,416,400 centals in 1936 to 1,571,900 centals in 1937, India's contribution having risen from 1,230,100 centals in 1936 to 1,376,500 centals in 1937. In 1935 it had amounted to 825,400 centals and in 1934 to 608,800.

Wool

The total imports of wool into the United Kingdom declined from 913.8 million lbs. in 1936 to 783.8 million lbs. in 1937. The decrease affected all classes of wool and all the principal sources of supply; the largest decline was in merino wool and the countries mainly concerned were Australia and New Zealand. Imports from India during the same period declined slightly from 44.5 million lbs. to 43.0 million lbs. and relatively the decline in her exports to the United Kingdom was much less than that of other countries.

Metals and Ores

In 1937 the total imports of tin ores and concentrates in the United Kingdom were 1,500 tons less than in 1936, being 50,400 tons. Imports of pig lead, however, rose from 355,700 tons in 1936 to 372,700 tons in 1937, being the highest ever recorded. India's share was, however, slightly smaller than in the preceding year, being 49,700 tons only. There was, however, a tremendous rise in the imports of pig-iron into the United Kingdom. They amounted to 644,600 tons as against 247,200 tons in 1936 and 84,200 tons in 1935. India's exports to the United Kingdom of pig-iron also rose considerably and amounted to 214,900 tons as against 144,400 tons and 67,300 tons in 1936 and 1935, respectively.

Hides and Skins

India supplies the bulk of hides and skins imported into the United Kingdom. During 1937 her share in goat skins, dry and dry salted, amounted to 7,611,400 out of a total of 10,788,700. Indian exports to the United Kingdom showed an increase of 738,900 over the figure of the previous year. Her share of the hides and undressed leather trade amounted to 373,000 cwts. out of a total of 422,900 cwts. The total imports of wet and dry hides into the United Kingdom were the highest ever recorded. They were 45,200 cwts. more than last year. The exports of sheep skins remained almost the same, being 61,300 cwts. as against 61,800 cwts. in 1936, while those of goat-skins (leather undressed) declined from 72,200 cwts. in 1936 to 63,000 cwts. in 1937.



India's Trade with Southern Europe

Quarterly Report the Indian Trade Commissioner at Milan

TRADE OF ITALY

A summary view of the results of Italy's trade to and from India for the successive quarters of 1937 is given in the following table :

Trade of Italy with India (including Burma).
In millions of Lire.

	Imports into Italy.	Exports from Italy.
Monthly averages—		
12 months, 1935	19.2 (32.5)	7.7 (11.1)
12 months, 1936	11.4 (17.3)	4.1 (6.2)
1st quarter, 1937	28.5	7.0
2nd quarter, 1937	45.6	10.1
3rd quarter, 1937	47.6	16.7
4th quarter, 1937	39.4	14.1

N. B.—Figures in brackets represent values recalculated on the basis of the par value of the lira since the devaluation of October, 1936.

Appendix B to this report sets out some details of the imports of Italy from India, including Burma, during the three years ending 1937. The principal imports for the two years, 1936 and 1937, are classified below :—

Imports into Italy from India and Burma.

(In millions of Lire)

	1936-	1937.
Oilseeds	35.0	269.5
Jute, raw	57.3	84.3
Cotton, raw	24.3	82.8
Hides, raw	4.6	3.7
Metals	1.9	6.0
Rubber, raw	0.6	8.4
Other articles	14.8	28.7
Total, all articles	138.5	483.4

It will be seen that imports were mostly confined in these two years to oilseeds, raw cotton and raw jute.

Oilseeds.—Imports of oilseeds into Italy from India during 1937 amounted to 192,000 metric tons, valued at 269 million lire, as against 31,000 metric tons valued at 35 million lire in the preceding year.

Taking the imports of the whole year 1937, about 90 per cent of the indents relating to oilseeds

from India consisted of groundnuts. The total imports of groundnuts from all sources into Italy during 1937 amounted to 226,900 metric tons as against 37,500 tons in the preceding year. India's share in the total imports of groundnuts in 1937 amounted to 171,300 tons or 75 per cent of the total as against 27,100 tons or 72 per cent in 1936. The only other competitor, individually of any importance in this line of trade, was British Equatorial Africa, which had only about 19 per cent of the trade. Imports of linseed from India fell off from 2,800 tons in 1936 to 1,100 tons in 1937. The predominance of Argentina in this line of trade became further accentuated, her share of the total imports rising from 79 per cent in 1936 to 94 per cent.

Raw Cotton.—Imports of cotton from all sources into Italy increased from 101,400 metric tons valued at 450 million lire in 1936 to 165,400 metric tons valued at 1,050 million lire in 1937. India's share in these imports amounted to 10.6 per cent in 1937 as compared with 6.8 per cent in the year preceding. Imports of cotton, classified as to the main countries of consignment, are shown below separately for each quarter of 1937 :

Imports of Raw Cotton into Italy.

(In Metric Tons.)

	From India.	From Egypt.	From Ame- rica.	Total All Sources.
Monthly averages—				
12 months, 1935	2205	2425	7241	12395
12 months, 1936	573	1152	6109	8415
1st quarter 1937	1386	2690	8608	14600
2nd quarter 1937	1630	3020	7636	13200
3rd quarter 1937	1438	1626	6975	12400
4th quarter 1937	1389	2533	9368	14800

Imports of raw cotton in 1937 from sources other than those referred to in the table above included 6,840 tons from Brazil, 2,000 tons from Argentina, 4,400 tons from Paraguay and 2,660 tons from Turkey as compared with 3,000 tons, 870 tons, 20 tons and 370 tons, respectively, in the preceding year. Imports from Brazil were of any importance only in the first and third quarters of 1937. It will have been noticed from the table above that imports from India declined between the two last quarters of 1937, while imports from other sources taken together showed a considerable increase.

Raw Jute.—Measured in quantity, the annual imports of raw jute into Italy remained unchanged over the two years 1936 and 1937 at 43,200 tons, but there was a considerable gain in value from 57 million lire in the former year to 84 million lire in the latter. Of the total imports of 1937, as much as

20,400 metric tons represented temporary importation for purposes of "improvement" as against 10,600 tons in the preceding year.

The indices of production, both in the spinning and weaving sections of the jute industry, were the highest on record for three years beginning from 1935, but the advantage due to this was being set off by a steady increase in the proportion of fibres other than jute employed in the production of jute manufactures. Thus the proportion of jute fibre employed by spinners in October and November, 1937, mounted up to an average of 31 per cent as against 5 per cent in the first three months of the year.

Trade of Greece with India

The following table illustrates the movement of trade between Greece and India over certain recent periods.

Imports and Exports of Greece from and to India (including Burma.)

(In thousands of Drachmae)

	Imports	Exports
Monthly averages—		
12 months, 1935	24488	230
12 months, 1936	22905	190
1st quarter, 1937	24514	182
2nd quarter 1937	29521	105
3rd quarter, 1937	31623	393
Actuals—October, 1937	29300	200

Imports of certain principal articles from India, including Burma, into Greece during the ten months ending October, 1937, and the same period of the preceding year are shown in the table below :—

Imports into Greece from India (including Burma).

	Quantity, In Metric Tons In million Drachmae		Value. In million Drachmae	
	1936.	1937.	1936.	1937.
Hides, raw	1300	2100	41	93
Cotton, raw	1700	1000	51	32
Jute, raw	1700	2100	20	26
Hemp, raw	2070	1715	23	17
Jute bags	1500	1800	19	22
Linseed	2600	4300	17	35
Copra	870	1390	8	16
Rice	2200	8300	13	21

Under raw cotton, India's share in the imports declined from 1,700 metric tons or 46 per cent in the first ten months of 1936 to 1,000 metric tons or 41 per cent in the same period of 1937 concurrently with a rise in the share of Egypt from 24 to 47 per cent. Imports from Egypt advanced from 880 tons to 1,170 tons in the ten months of 1937. Receipts from the United States fell off from 811 tons to 136 tons over the same two periods. Imports of raw hides from India rose from 30 per cent of the total quantity received from all sources in the first ten months of 1936 to 47 per cent. In hemp India's contribution

amounted to 80 per cent in the first ten months 1937 as against 90 per cent in the comparable period of 1936, the recession being mostly due to resumption of importation on any considerable scale from Italy, which supplied 360 tons against only 1 ton in 1936. A considerable advance was recorded in the purchases of jute bags from India, her share rising from 44 per cent to 58 per cent between the two periods taken under comparison, mainly at the expense of the trade from the United Kingdom. Imports from Hungary and Czechoslovakia also showed appreciable increases, although their respective contributions were still only about 4 and 7 per cent of the total imports. In linseed India claimed 98 per cent of the trade as against 99 per cent in the preceding year, while under copra, imports from India showed an increase from 270 tons or 36 per cent to 430 tons or 54 per cent. The intake of rice into Greece from all sources increased from 23,800 tons to 25,400 tons. The major share went to Egypt, which supplied 15,800 tons (62 per cent) as against 15,000 tons (63 per cent) in the corresponding period of 1936. Supplies from India showed an increase from 2,200 tons of a little below 10 per cent of the total in the period under consideration of 193 to 3,300 tons or 13 per cent. Imports from Holland declined by 300 tons to 2,900 tons, while the share of the United States of America went down from 3,300 tons to 1,800 tons. Italy, which had held aloof from this market in 1936, reappeared with a contribution of 1,400 tons. Imports of wool and animal hair from India showed a decline from 113 tons in the ten months of 1936 to 57 tons, while there were considerable increases in imports from Belgium and the United Kingdom.

Trade of Hungary with India

A comparative view of the trade of Hungary with India is given below :

Imports and Exports of Hungary from and to India, including Burma.

(In thousands of Pengo).

	Imports	Exports.
Monthly averages—		
12 months 1935	489	575
12 months 1936	659	223
1st quarter 1937	696	175
2nd quarter 1937	1040	255
3rd quarter 1937	778	288
4th quarter 1937	379	240

The principal imports from India during 1937 were as follows :—

	Metric Tons.
Cotton, raw	359
Jute, raw	453
Hides, raw	142
	19

Imports of raw cotton from India in 1936 had amounted to 4,284 metric tons as against 15,130 tons from the United States of America and 4,260 tons from Egypt. Imports of raw jute in the same year had amounted to 11,300 metric tons, while purchases of raw hides from India were believed to have been of relatively minor importance.

Trade of Portugal with India.

The following table gives a rough idea of the variations in the trade between India and Portugal from 1935 :—

Imports and Exports of Portugal from and to India, Including Bombay.

(In thousands of Escudos.)

Monthly averages —		
	Imports.	Exports.
12 months, 1935	3,631	144
12 months, 1936	2,779	128
1st quarter, 1937	1,765	113
2nd quarter, 1937	12,369	386
3rd quarter, 1937	2,607	325
Oct.-Nov., 1937	1,199	268

Imports, as will be seen from the above table, had peaked up in the second quarter of 1937. The increase was due mainly to a sudden jump in the shipments of oilseeds and cotton, which, however, assumed normal proportions from the succeeding quarter. The principal articles imported from India during the eleven months ending November of each of the last two years ago are shown in the table which follows :—

Imports into Portugal from India and other principal competing countries,

(Quantities—in Metric Tons.)

Eleven months ending November.		
	1936.	1937.
Cotton, raw—		
From India	79	163
.. Brazil	168	526
.. U. S. A.	817	598
.. Egypt	98	152
.. Portuguese Colonies	390	655
Total, All Sources	1670	2164

Imports into Portugal from India and other principal competing countries—contd.

(Quantities—in Metric Tons)

Eleven months ending November.		
	1936.	1937.
Mendobi seeds		
From India	654	1469
.. Portuguese Guinea	1001	1441
Total All Sources	1804	3745

Other oilseeds, excluding mendobi—		
From India	51	311
.. Nigeria	398	(a)
.. Portuguese Colonies	2498	2671
Total All Sources	3130	3424

(a) Not separately shown.

Imports of rice from India, which had amounted to 1,570 tons in the first eleven months of 1936, fell off to negligible proportions during the following year, apparently owing to the return of normal crop conditions in Portugal after the disastrous wheat harvest of 1936.

Enquiries

The following paragraphs contain a brief review of a few outstanding types of enquiries received or dealt with during the three months ending December, 1937 :—

Non-ferrous Scrap Metal.—A firm in Calcutta was desirous of getting into touch with importers of non-ferrous scrap metal in South Europe. The enquiry was brought to the notice of certain firms likely to be interested in it and names of those which responded favourably were passed on to the enquiring firm.

Dry Fish.—An enquiry was made by the Director-General of Commercial Intelligence and Statistics in India in the interest of a firm in Bombay, which had asked for assistance in developing markets for dry fish from India. Necessary investigations were made and names of certain firms in Greece, Portugal, Cyprus and Malta, which had expressed interest, were forwarded to the Director-General. In regard to Italy, it was found that the kinds of fish likely to figure in the export trade of India were unknown to this country and that there could be no possibility of creating any market for new lines in view of the existing restrictions on importation of fish from abroad.

Leaf tobacco.—A firm in Northern India had applied to the Indian Trade Commissioner, London, for assistance in connection with the marketing of Indian leaf tobacco in Europe. A copy of the application was forwarded to this office for action in regard to it in the countries of Southern Europe. It became apparent that the prospects of trade in this part of Europe were limited in view of the existence of state monopolies for tobacco and tobacco products in Italy, France and Hungary, which necessitated the prohibition of importation of tobacco on private account. Names of certain importers in Portugal, Cyprus and Malta were, however, obtained, but the parties which expressed interest were eventually not found to be suitable for overseas introduction.

Bleached castor oil.—A firm in Bombay expressed interest in the exportation of bleached castor oil to Italy and other parts of the Continent. Names of a few firms in Italy which had previously approached for introduction to exporters of castor oil were supplied and further enquiries were taken in hand regarding markets in other parts of Southern Europe. A copy of the application was also forwarded to the Indian Government Trade Commissioner at Hamburg for action in regard to the countries of Northern Europe.

Cashew nuts.—Enquiries were received separately from three firms in Southern India, interested in the exportation of cashew nuts. In two of these cases, the enquiry referred to imports of cashew nuts at Marseilles. Names of certain agents known to be interested in this and similar products at Marseilles were offered in each case. In the other case, the enquirers were interested in trade with the Italian ports and they were supplied with a few suitable names in due course.

Monazite sand.—A party in Budapest was interested in the importation of monazite sand from India. A list of exporters, prepared from information available on the records of this office, was forwarded to the enquirer and the case referred to the Director-General of Commercial Intelligence and Statistics in India for further specific enquiries from exporters likely to be interested in the enquiry.

Thorium nitrate.—The same party was also interested in the importation of thorium nitrate from India. No information relating to exporters of this product in India was available on the records of this Office and the enquiry had, therefore, to be referred to the Director-General of Commercial Intelligence and Statistics for his report.

Paraffin wax.—A firm in Genoa having approached for introduction to exporters of paraffin wax in India, a provisional list of exporters was forwarded and the enquiry brought to the notice of the Director-General of Commercial Intelligence and Statistics in India for circulation in India.

Cotton and cotton yarn.—An application was received from a firm of exporters of raw cotton in Bombay, who were looking out for suitable agents for the sale of the raw cotton on their behalf in the different countries of Southern Europe. Necessary enquiries were made and such firms as were considered suitable for introduction in the respective countries were brought into touch with the enquiring firm. Another firm in Bombay was similarly interest-

ed to appoint agents for the business they had in view in raw cotton and cotton yarn with some countries of Southern Europe and was also given necessary assistance in due course.

Black tamarind.—A firm in South India had approached the Director-General of Commercial Intelligence and Statistics in India for names of importers of black tamarind at Genoa and Venice. Necessary enquiries were made by this Office on receipt of a reference from the Director-General. It eventually transpired that there were difficulties in bringing over black tamarind into the country on account of the existing import restrictions. However, names of certain firms in Italy, which were interested in getting into touch with the enquirers for eventual negotiation, were forwarded to the Director-General.

Umbrellas.—A firm in Marseilles was interested in purchasing cheap umbrellas in India, apparently for exportation to the Colonies in West Africa. The party was supplied with a few names and the enquiry referred to the Director-General of Commercial Intelligence and statistics for circulation in India.

A few enquiries relating to importation into India may be briefly mentioned to complete the record set forth above:—

Machinery.—A firm in Northern India contemplating the erection of an up-to-date flour mill in India applied for introduction to manufacturers of machinery suitable to their purpose. The enquiry was brought to the notice of certain manufacturers of milling machinery in Hungary, some of whom, it was understood, eventually opened communication with the Indian firm direct. In regard to Italy, it appeared that there was no possibility of obtaining machinery of the required type at competitive prices direct from this country.

Paper.—A well-known firm of manufacturers of sports articles in India desired to be placed in contact with manufacturers of kraft packing paper and tissue paper in required sizes from Europe. The enquiry was brought to the notice of a large number of manufacturers in Italy and Hungary and names of suitable parties were forwarded to the enquirers through the Director-General of Commercial Intelligence and Statistics.

Surgical instruments and laboratory glassware.—A firm in Calcutta was placed in touch with manufacturers of surgical instruments and laboratory glassware and medicinal specialities.



Indian Tea Exports

A Survey of Foreign Markets

The second half-yearly meeting for the year 1937-38 of the Indian tea market expansion Board was held last month, Mr. J. S. Graham, the chairman, presiding. Mr. J. A. Milligan, the Board's Technical Member on the International Tea Market Expansion Board, was also present, and addressed the meeting.

In the course of his speech Mr. Graham, the President, emphasized the need of the industry to do its utmost in the direction of expanding its markets, both domestic and foreign. The speaker then indicated that there might arise a necessity for the board to approach the industry for more funds. Mr. Graham stated:

"It was not altogether appreciated by producers of tea until the existing scheme was in its second year that it was essential to carry out propaganda vigorously in face of the challenge on behalf of other beverages by rivals who were prepared to spend enormous sums in pushing their products. The International Tea Market expansion Board eventually came into being in the third year of control, which left only two full campaign years before the first period ended. Much has been done in this short period by the International Board and the three participant countries in their domestic campaigns and particularly in bringing into being efficient and smooth working organisations whereby propaganda will be vigorously, and it is hoped, successfully prosecuted during the second control period. It, however, needs sufficient funds to achieve results and in my opinion it will be necessary for the three countries who are parties to the International Agreement to contribute in a larger way than at present during the coming five years in order that campaigns may be carried out to the fullest extent. It will be possible at no distant date to expend effectively larger sums in India, but it must be remembered that the Indian market absorbs mainly low-priced teas, and it is unlikely the position will alter in this respect within the next five years. We must, therefore, also provide adequate sums to push propaganda in the more remunerative markets abroad, for it is to those markets we look at present for the absorption of teas which show some profit to producers."

Indian Conditions

While Mr. Graham referred to Indian conditions, Mr. Milligan dealt with the work in the international sphere. He surveyed the position of the international organisation since its inception, and paid a much deserved tribute to Sir Alfred Fickford, the Chairman. "To him," stated Mr. Milligan, "more than to any

other individual, is due the credit for the consolidation of the International Tea Market Expansion Board's position and prestige."

Continuing, he reviewed the position at the end of the first quinquennium:

"United Kingdom.—We are not quite holding our own, but confidently expect to do so in the near future.

"Continent of Europe.—The results are discouraging, and the continuance of efforts there in the face of prohibitive duties and unfavourable conditions is considered by many to be inadvisable.

"Canada.—Results to date are encouraging.

"Egypt and South Africa.—In both fields the last 2 years have shown record figures. Africa is a continent, where we can achieve substantial success.

"Australia.—We are holding our own.

"India.—The outstanding success amongst all the campaigns.

"Ceylon.—A small market at the best.

"Java.—Progress is being made but not rapidly.

"U.S.A.—The import figures of 1937 show a remarkable increase over those of 1936. In the case of black tea the amount imported in 1937 was a record. The present trade depression in the U.S.A. is unprecedented and 1938 may, on this account, be a disappointing year.

"The position of our campaign in the U. S. A. is now very much more satisfactory than it has ever been. We have in our employment a group of men of the highest calibre in their respective spheres, and it is significant that the attitude of the tea trade there has changed from aloofness tinged with contempt to one of wholehearted and enthusiastic co-operation. They believe in our campaign now and are backing it to win. Though no one would be so foolish as to claim for our campaign the credit for the improved tea import of 1937, there is sound evidence that our campaign usefully contributed to it and that the effect of our work is becoming manifest in a steadily increasing tea-mindedness in that country."

Differing Campaigns

Besides reviewing the position as above the Technical Member also explained how all the campaigns being carried on cannot be appraised and criticised by the same set of criteria, as they differ both in objectives and methods of work. This is a point of which it is hoped that those persons who complain against the effectiveness of international campaign in and out of season will take particular note.—*Commerce.*

Fair and Festivals

The Canadian National Exhibition, Toronto

The Canadian National Exhibition will be held at Toronto from the 26th August to the 10th September, 1938. This is a popular exhibition and is attended in large numbers by the public as well as the trade from all over Canada. Visitors from the United States of America, particularly New York, also go to this exhibition in fairly large numbers. Thus it affords a good opportunity for Indian firms to introduce their products on the Canadian market and, to a certain extent, on the market of the United States of America. The Indian Trade Commissioner in London has decided to participate in this exhibition and is arranging for the display of Indian products on a separate Indian stand. Firms intending to participate should communicate their decision so as to reach the Indian Trade Publicity Officer, Indian House, Aldwych, London, W. C. 2, by the 15th June, 1938, at the latest. Exhibits of brassware, carved and inlaid woodware, carpets and rugs, hides, skins and leather are not required as the Indian Trade Publicity Officer has already on hand sufficient exhibits of these lines. New exhibits suitable for the American or Canadian markets are welcome. Exhibits will be received on the following conditions:—

(1) All exhibits should be supplied on loan, i. e., if they are of any value they will be returned at the end of the exhibition or disposed of as provided in clause (4) below.

(2) Freight, clearing and delivery charge up to the Indian stand at the exhibition should be paid by the exhibitor. Thereafter, all expenditure in connection with the exhibition, such as stall construction, attendance and supervision will be borne by the Offices of the Indian Trade Commissioner, London.

(3) Exhibits should consist of *single samples* of each of the lines, sizes and varieties of exhibitors, and they should not form a complete consignment of goods consisting of several pieces of the same kind. *There is no space for large quantities.*

(4) No retail sales will be undertaken but trade enquiries will be communicated to the exhibitor.

(5) If so desired, and if possible, wholesale orders will be recorded and forwarded to the exhibi-

tors without undertaking any responsibility whatsoever, provided that full particulars regarding prices and terms of business are supplied.

(6) If possible, and if so desired, the exhibits will be disposed of to trade buyers at the end of the exhibition. If they cannot be so disposed of, they will be returned at the cost of the exhibitors after the end of the exhibition.

(7) The decision to participate in this exhibition should reach the Indian Trade Publicity Officer, Indian House, Aldwych, London, W. C. 2, by the 15th June, 1938, at the latest, and the goods should be shipped to Toronto so that they arrive there *not later than the 10th August, 1938. This date must be very strictly adhered to, for otherwise difficulties might arise in connection with the receipt and installation of the exhibits.*

(8) The exhibits should be consigned to:—

Messrs. Thomas Cook & Son, Limited,
68, King Street W., Toronto, Canada.

and marked " for the Indian Government stand at the Canadian National Exhibition, Toronto." Shipping documents together with invoices and certificates of origin, on the forms prescribed by the Canadian authorities (*viz.* Canadian Invoice form M. B.) should be forwarded to Messrs. Thomas Cook & Son, Toronto, copies of the invoices being sent to the Indian Trade Publicity Officer *immediately* at India House, London. The correct forms—invoices and certificates of origin—can be had in India. In case of any difficulty in the matter, the assistance of the Canadian Government Trade Commissioner at Calcutta may be obtained.

The name of the purchaser should be shown in every case as The Indian Trade Publicity Officer, C/o Canadian National Exhibition and not to an individual nor to Thomas Cook & Son. The certificates must be signed by the shipper in ink on three copies, two of which should be sent direct to Messrs. Thomas Cook & Son, Toronto, and one to the Indian Trade Publicity Officer at India House, London.

The case or package numbers must be shown on the Customs invoice so that the contents of that case can be separated from those of each other case if there is more than one in the shipment.

Foreign Trade of British India in March, 1938

FROM 1st April, 1937, the statistics of the foreign sea-borne trade of British India include the trade of British India with Burma and exclude the direct trade of Burma with other foreign countries. The figures recorded in the Indian trade returns for March, 1938, are not, therefore, comparable with those recorded for the corresponding month of the preceding year.

Merchandise.—The trade returns for March, 1938, are summarised below:—

	Month of February, 1938	Month of March 1938	Increase (+) or Decrease (—) in March as compared with February	
	Rs. (lakhs)	Rs. (lakhs)	Rs. (lakhs)	Per cent
Exports	...	...	...	...
Re-exports	12.09	13.64	+1.55	+12.8
	71	1.15	+44	+62.0
Total exports	12.80	14.79	+1.99	+15.5
Imports	12.56	15.36	+2.80	+22.3
Excess of total exports over imports	+24	—57	—	—

Treasure.—Imports of treasure private were valued at Rs. 17 lakhs and exports on private account amounted to Rs. 85 lakhs in March, 1938, as compared with Rs. 6 lakhs and Rs. 2.09 lakhs, respectively, in the preceding month.

Imports.—As compared with February, 1938, the value of food, drink and tobacco in March, 1938, rose by Rs. 89 lakhs to Rs. 2.31 lakhs. Raw materials and articles, mainly unmanufactured, decreased by Rs. 5 lakhs to Rs. 3.81 lakhs. Articles, wholly or mainly manufactured, increased by Rs. 1.94 lakhs to Rs. 9.06 lakhs. Living animals rose by Rs. 1 lakh to Rs. 1½ lakhs and Postal articles by Rs. 1 lakh to Rs. 16 lakhs.

Comparing the values of the imports in March, 1938, with those in February, 1938 the chief increases and decreases are as follows:—

Increases		Rs.	Increases—contd.		Rs.
Rice, not in the husk	..	69,30,977	Electrical machinery	...	7,45,730
Cotton piecegoods, grey	...	9,58,220	Cotton machinery	...	13,71,653
" white	...	13,30,295	Betelnuts	...	5,10,928
" coloured, printed or dyed	...	18,13,575			
Sheets and plates (Iron or Steel)	...	7,41,689			
Motor cars	...	9,63,061	Wheat	...	4,32,082
Teak wood	...	7,01,645	Coal	...	2,67,689
Instruments, electrical	...	11,24,093	Cotton, raw	...	19,19,950
Prime movers, other than electrical (machinery, etc)	...	6,39,292			

As compared with February, 1938, the following are the principal instances of an increase in quantity combined with a decrease in value in March, 1938, and *vice versa*:—

	Quantity	Value Rs.		Quantity	Value Rs.
Petroleum dangerous, etc.	—1,120,797 gals.	+7,43,914	Bacon and hams	—133 cwts.	+17,854
Kerosene	+840,829 "	—3,44,592	Wines	+1,669 gals.	—13,577
Ingots, blooms, etc. (Steel)	—692 tons.	+80,974	Dates	+254 tons.	—18,239

Exports.—As compared with February, 1938, the exports of food, drink and tobacco in March, 1938, rose by Rs. 31 lakhs to Rs. 2.15 lakhs. Raw materials and produce increased by Rs. 80 lakhs to Rs. 7.17 lakhs. Articles wholly or mainly manufactured also rose by Rs. 37 lakhs to Rs. 4.03 lakhs. Living animals recorded an improvement of Rs. 66,00 and were valued at Rs. 1,39,000 and Postal articles rose by Rs. 6 lakhs to Rs. 27 lakhs.

Comparing the values of the exports of Indian merchandise in March, 1938, with those in February, 1938, the chief increases and decreases are as follows:—

Increases		Rs.	Decreases		Rs.
Groundnuts	..	2153012	Tea, black	...	987894
Jute, raw	...	2077184	Paraffin wax	...	297046
Cotton piecegoods	...	1573366	Linseed cake	...	166749
Manganese ore	...	1362601	Mica (a)	...	157618
Jute, gunny cloth	...	1095221	Pig iron	...	144291
Rice	...	995095			

(a) quantity increased

As compared with February, 1938, the following are the principal instances of an increase in quantity combined with a decrease in value in March, 1938, and *vice versa*:

Quantity	Value Rs.	Quantity	Value Rs.
Cotton, raw ... —144 tons.	+1,75,226	Mica ... + 695 cwts.	—1,57,618
Jute bags ... +1,062,433 nos.	—1,63,813	Goat skins, tanned ... —46 tons.	+1,22,674

Balance of Trade.—India's visible balance of trade in merchandise and treasure during the twelve months, April to March, 1935-36, 1936-37 and 1937-38, is shown in the following table. The figures are arrived at by combining the balances of transactions in (1) private merchandise and (2) treasure (private account). The balance of remittances of funds is also shown with details at the end of this table. In these balances the sign *plus* (+) indicates net export and *minus* (—) net import.

	TWELVE MONTHS, APRIL TO MARCH		
	1935-36	1936-37	1937-38
	Rs. (lakhs)	Rs. (lakhs)	Rs. (lakhs)
Exports of Indian merchandise (private)	+1,60.52	+1,96.12	+1,80.92
Re-exports of foreign	+3.77	+6.24	+8.28
Imports of foreign	—1,33,74(a)	+1,24,60(a)	—1,72,99(a)
BALANCE OF TRADE IN MERCHANDISE (private)	+30.55	+77.76	+16.21
Gold (private)*	+37.35	+27.85	+16.34
Silver (private)*	—1.27	—13.59	—2.26
Currency notes (private)*	+29	+24	+28
BALANCE OF TRANSACTIONS IN TREASURE (private)*	+36.37	+14.50	+14.38
TOTAL VISIBLE BALANCE OF TRADE	+66.92	+92.26	+30.57
Purchases of Sterling by the Reserve Bank of India	—45.58	—70.87	—29.51
Sales of Sterling by the Reserve Bank of India	..	..	...
Transfers of Government securities	—56	—18	—11
Interest drafts on India in respect of Government of India securities	—31	—29	—28
BALANCE OF REMITTANCES OF FUNDS	—46.45	—71.34	—29.90

Shipping.—In the month of March, 1938, there were 309† arrivals and 400† sailings with cargoes in and from India, as compared with 254 and 366, respectively, in the preceding month.

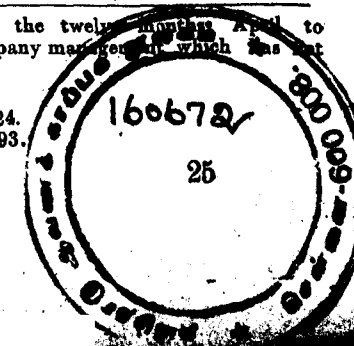
The tonnage (net register tonnage) of vessels entered with cargoes at ports in British India from foreign countries and British Possessions during the month of March, 1938, amounted to 824,082 and the tonnage (net register tonnage) cleared to 831,447, as compared with 740,469 and 771,930, respectively in the preceding month.

(a) Exclusive of the value of Railway materials (Rs. 68 lakhs, Rs. 64 lakhs and Rs. 46 lakhs in the twelve months April to March, 1935-36, 1936-37, and 1937-38, respectively) imported direct by State Railway working under Company management which was not paid for in the ordinary way and not, therefore, taken into account in arriving at the balance of trade.

* These exclude transactions which do not enter into the balance of trade.

† The provincial details are as follows:—Bengal 62, Orissa 2, Bombay 73, Sind 48 and Madras 124.

‡ The provincial details are as follows:—Bengal 94, Orissa 2, Bombay 55, Sind 56 and Madras 193.

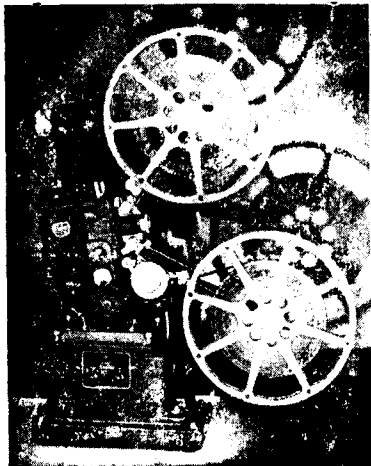


New Products

Ampro Announces a New 16 m/m Projector To Dealers

Ampro now extends its line with a New, POWERFUL, A. C. OPERATED SOUNDON FILM motion picture projector with a 750 Watt lamp projection.

Priced at 395 dollars, this powerful new MODEL "U" AMPROSOUND incorporates all the projector and sound head features that have won for Ampro its exceptional reputation for quality.



With unusual power, having an amplifier output of 15 watts UNDISTORTED (30 watts maximum) together with a 12 inch permanent magnet field speaker and 750 Watt lamp projection, Ampro offers an OUTSTANDING SOUND PROJECTOR VALUE!

The Model "U" is designed for A. C. Current (where D. C. is not required) and is ideal for classroom instruction, auditoriums, industrial sales work,

and home entertainment where maximum illumination and performance are required. It is light, compact, portable and is housed in two easy carrying cases — projector with amplifier in one case, the speaker in the other.

Embodied in this new Model "U" are several new innovations such as a SPEAKER-HISS ELIMINATOR which enables the operator to obtain full volume without hiss even at low voltage; and an AMPLIFIER SIGNAL LIGHT which indicates when amplifier is on and also designates location of volume and tone control knobs on the amplifier when rooms are darkened.

The Model "U" does not replace any present Ampro model. It fills the need for a powerful A. C. operated projector where D. C. is not required. It does, however, add substantially to the profit possibilities of every Ampro dealer.

The low price on the Model "U": does not mean that the rate of discount has been lowered. The Ampro discount on the "U" is the same percentage as on the other models, and the same proportionate profit remains. Deliveries are now ready and an active response to this new model is being received from dealers all over the country.

A sound-proof BLIMP CASE is 20 dollars extra. For standard case designated as Model "U" — with Sound-Proof Blimp Case designate as Model "U."

For complete specifications and features, write for Ampro's New 1938 textbook brochure which pictures Ampro's entire line of silent and sound 16 m/m motion picture projectors.

—Makers, The Ampro Corporation, 2839, North Western Avenue, Chicago, Illinois.

Barrett Figuring-Listing Machine

Latest contribution to the office equipment field to be made by the Barrett Adding Machine Division of the Lanston Monotype Machine Co., Philadelphia Pa., is a new improved figuring - listing machine.

Features of the equipment include automatic clear signal, automatic total, sub-total key, non-print lever, non-add key, keyboard clear key, subtract key, multiply and divide key, positive one-place back spacer, visible adding dials, column indicator, decimal pointer, non-protruding paper roll, automatic ribbon reverse, dust proof ribbon container, automatic straight feed paper adjustment, and paper reverse lever.

The high speed adding mechanism of the machine, it is said, will operate at the rate of 200 strokes per minute. Since the machine prints multiplication or division answers automatically on the tape it also serves as a rapid calculator.

The size of the machine is only half that of the usual business letterhead, and its weight is 10 pounds.

—American Exporter.



NEW BARRETT OFFICE MACHINE

It prints multiplication and division answers directly on the tape

Reader Service Department

A firm in Madras desired to be put in touch with importers of pickles, chutneys etc. in South and East Africa and was supplied with the following names.

A list of Importers of Pickles, Chutneys etc

South Africa

CAPE TOWN

A. W. Jones, Walker & Carst (Pty.) Ltd., P. O. Box 2495
Fig Bros. & Sacks, P. O. Box 1352.
Gardener Williams & Co., 75 Hout Street.
Gracey Bros. (S.A.) Ltd., P. O. Box 852.
Overseas Sales (S.A.) (Pty.) Ltd., P.O. Box 1400.

DURBAN

S. Butcher & Sons Ltd., P. O. Box 1004.
W. G. Brown & Co. Ltd., P. O. Box 986.
Lochat Bros. & Co. Ltd, P. O. Box 1183.
Randles Bros. & Hudson Ltd., P. O. Box 1046.

PORT ELIZABETH

Dunell Ebdon & Co. (Pty) Ltd., P. O. Box 92.
Mackie Dunn & Co., P. O. Box 79.
Meyer & Caulfield Ltd., P.O. Box 468.
H. J. Richardson, 58 Cape Road.
I. Walt & Co., P. O. Box 574.

JOHANNESBURG

A. Atkins & Co., P. O. Box 3555.
Charlestown District Co-operative Society Ltd., Box 7244.
L. Fatti & Co. Ltd., P. O. Box 1139.
Ginsberg (S.A.) Ltd., P. O. Box 894.
Harwin & Paterson Ltd., P. O. Box 65.
Marcus Bros., P. O. Box 4848.
Kosy Products (Pty.) Ltd., P. O. Box 1292.

East Africa

PROVISIONS

Beliram Parimal & Co., P. O. Box 47, Mombasa (Kenya).
Karman Mepa & Co., P.O. 147 Rodgers Road, Mombasa (Kenya).
G. T. Modi & Co., Marie Louise Road, P.B. 513, Mombasa (Kenya).
Raychand Devraj & Co., P.O. Box 142, Mombasa (Kenya).
Velji Meghji & Co., P.B. 465, Mombasa (Kenya).

CONDIMENTS

Moti D. Hira, P.B. Box 383, Mombasa (Kenya)

A firm in Madras desired to be put in touch with exporters of cashew nuts in South Africa and was supplied with the following names.

A list of Fruit-Growers and Exporters in South Africa

Crawford T, 51, 53, Castle, Cape Town.
Hudson G. E. & Son, Balfour ho., St., George's; Box 1318, Cape Town.
Sellar Bros., Ltd, 85, African Life Bldgs, Cape Town.
South African Fruit Exporting Co., Ltd, Fletcher's., chmbrs, Box 656, Cape Town.
Goodwin (S.A.) Ltd, J & H. 122, St. George's; Box 1928, Cape Town.
Poupart T. J. (S.A.) Ltd, 123, Long Market. Box 1593, Cape Town.
Quick & Louw, 28, St. George's, Cape Town.
United Fruit Co., (S. A.) Ltd, Boston ho. Strand, Box 2411, Cape Town.
Wellington Fruit Growers Limited, Long market, Box 2946, Cape Town.

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A firm in Jubbulpore desired to be put in touch with Art and Curio dealers and Taxidermists in the United States and was supplied with the following names:

ART (Pictures):

U. S. Printing & Litho. Co., 52-UE. 19th Street, New York City, New York.
Process Color Printing Co., 183 St. Paul Street, Rochester, New York.
Hoover & Joseph & Son Co., 49th and Market, Philadelphia, Pennsylvania.

ART (Novelties).

Work Rite Products Co., 3040 Andrita Street, Los Angeles, California.
J.B. Carroll Co., Albany at Carroll Ave., Chicago, Illinois.
Bastion Bros. Co., 233 Broadway, New York City, New York.

CURIOS:

Art Metal Works, Inc., Aronson Square, Newark, New Jersey.
Inter Tribal Indian Ceremonial Association, Gallup, New Mexico.
Kirk Bros., Gallup, New Mexico.

Classified Trades

May 1938

Advertising Agents & Contractors

A. C. A. Publicity Service,
95, Bath Street,
Glasgow, England.
* * * * *
Baird & Dawson,
Old Colony ho, South King Street.
Manchester, London.
* * * * *
Co-operative Productive Federation Limited,
Alliance Chambers,
Horse-fair Street, Leicester, London
* * * * *
Stanley Publicity Limited,
37, 38, 39 & 44, Foster Bldgs,
22, High Street, Sheffield 1, England.
* * * * *
Airwork Ltd, Heston Airport,
Heston, Hounslow, England.
* * * * *
Bulton Paul Air Craft Ltd,
Riverside, Norwich, England.
* * * * *

Allied Publicity Services, Manchester) Ltd,
1, Cooper Street, Manchester, London.
* * * * *
Clark E. Chirney,
183 & 185 Oxford Rd., Chorlton-on
Modlock, Manchester, London.
* * * * *
Marks Ernest Publicity Ltd,
Hamilton Road, Manchester, 13. London.
* * * * *
Nixon Ltd,
25 & 27, Elder St. Edinburgh, England.
* * * * *
Hvid Sylvester, Ereaberggade,
21, Copenhagen, Denmark.
* * * * *
Wolff Aug J & Co., Ostergade,
57, Copenhagen, Denmark.
* * * * *
Monterossi Bureau, Amagertoy,
5, Copenhagen, Denmark.
* * * * *

[Continued from previous page]

TAXIDERMISTS:

General Biological Supply House, Inc., 761-763E,
69th Pl., Chicago, Illinois.
G. Schoepfer, 136 W. 32nd Street, New York
City, New York.
Clearfield Texidermy Co., Clearfield, Pennsylvania.
x x x x

A firm in Bombay desired to be put in touch
with manufacturers of biscuits in the U.S.A. and was
supplied with the following names.

Biscuit Manufacturers in the U. S. A.

American Biscuit Co., 815, Battery, San Francis-
co.
American Crocker Co., 1461. Elliottar W. Seattle,
Washington.
Bennet Biscuit Co., 139, Avauue, D. New York
City.
Quality Biscuit Co., 1512 W. Pierce, Milwaukee,
Wisconsin
White House Biscuit Co., Louisville.

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May 1938

EXPORTER & IMPORTER

Classified Trades: General Exporters

Loewenthal W,
1. r. Neuve 64, Antwerp BELGIUM.

Maes R. rue de Juses,
16, Antwerp BELGIUM.

Pinkas L, 1. r. d' Argile,
150, Antwerp BELGIUM.

Exportation & Industrie Soc. An. anct. Hdvenith
Evrard & Co., 1. rue Neuve,
39, Antwerp BELGIUM.

Mintiens Ch. L. at Bouchout,
Antwerp BELGIUM.

Transo Trading Co., St., Kongenagade,
27, Copenhagen, DENMARK.

Vestindisk Handelskompagni, (The West Indian
Trading Co.) Hammerensgade
4, Copenhagen, DENMARK.

Scandinavian American Export & Import
(C. W. Urban), Købmagergade,
48, Copenhagen, DENMARK.

Comtoir d'Exportation de Produits
Metallurgiques, av. Victor Emmanuel III,
61, Paris, FRANCE.

Israel freres, rue de Mulhouse,
11. Paris, FRANCE.

Kiefe et Cie. ree St. Georges, 22-24, Paris,
France Lagranche, r. des Tournelles,
60, Paris FRANCE.

Hasbun Hermanosy Cie rue Meslay,
47, Paris, FRANCE.

Hollingsworth et Betty, rue Auber,
4, Paris, FRANCE.

Jaccard J. E. & Co. rue du Mont-Thabor,
36, Paris, FRANCE.

Labordette R, J. r. Jean Goujon,
8, Paris, FRANCE.

Landa & Cie, rue d' Uzes,
2, Paris, FRANCE.

Berend & Co. w., 8, Kanonierstr.
40. Berlin, GERMANY.

Bing-Emaillierwerke G. m. b. h., w 50 Neue
Ansbacherstr. 7, Berlin, GERMANY.

Berliner Gipswerke, L. Mundt Vorm, H. Kuhne,
w. 57. verl. Crossgorschenstr 11, 114,
Berlin, GERMANY.

Bolle wilheim, s 42, Prinzessinnenstr.
26, Berlin, GERMANY,

Haigis Martin, P.
25, Malzweg. 32, Hamburg, GERMANY.

Hamann & Pontz. P.
6, Bartelsstr. 65, Hamburg, GERMANY.

Hansen Jon. & Sohne, P,
8, Kl. Reichenstr. 1-3 Hamburg, GERMANY.

Halbrock Ed., neue Groningerstr,
11, Hamburg GERMANY.

Hanne George, P. I, Lange Muhren,
9, Hamburg, GERMANY.

Hansing & Co., P. 1, Schauenburgerstr,
44, Hamburg, GERMANY.

Timber Exporters

Judeikin M. UnsSadama II, Tallinn ESTONIA.
Raaschou Jorgen & Ko., A/S. Vabaduse, Pl.
5, Tallinn, ESTONIA.

Kopelovsky J Valli,
10, Tallinn, ESTONIA.

Minkov B & Pojad Karu,
39, Tallinn, ESTONIA.

Uss Balti Metsatoostus., A/S. Hollandi Poik
10, 16, Tallinn, ESTONIA.

Kangas-Keskus. O.- Finnish Woodexport Ltd,
Jakobstad, FINLAND.

Classified Trades :

Finska Travaru Agenturen,
Jokobstad, FINLAND.

Metssnomistajain Metsakeskus O-Y,
Jakobstad, FINLAND.

O—Y, Vuolenkoski A—B, Hagasundsgatan,
1, Jakobstad, FINLAND.

Suomen Puuhiton Myynti Oy.
Jakobstad, FINLAND.

A B Schrodgers Wood Export Ltd..
O.-Y. Jakobstad, FINLAND.

Hamfeldt Rudolf A/B,
O/Y, Jakobstad, FINLAND.

Leidenius T,
Jakobstad, FINLAND.

O.-Y., Silvana,
A.-B, Jakobstad, FINLAND.

Repossaren Hoyrysaha,
O.-Y., Jakobstad, FINLAND.

Sornas Aktiebolag,
Jakobstad, FINLAND.

Reindeer
Skin Exporters

Alinko Randels,
A.-B., Jakobsted, FINLAND.

Fig & Olive Oil Exporters

Buldji Menelas,
Stad ou. 37 A,
Athens, GREECE.

Vezyris D,
Stadiou 47,
Athens, GREECE. 'Fig'

Office pour la Protection des Figues,
Helleniques, Panepistiminu,
53, Athens, GREECE.

Huilerie de Grece S. A.,
fud Pesm.azoglou i,
Athens, GREECE. 'Olive Oil'

Marinoglou & Cie.,
Sophocleous 34,
Athens, GREECE. 'Olive Oil'

Panaghiotouros St,
Sophocleous 33,
Athens, GREECE. 'Olive Oil'

Karagouni Th. freres,
Menandrou 5,
Athens, GREECE. 'Olive Oil'

Monahos P,
Agiou Meletiou 45,
Athens, GREECE. 'Olive Oil'

Vassilopoulos freres,
Sophocleous, 26,
Athens, GREECE. 'Olive Oil'

General Importers

The words within quotations indicate that the
firms do business in that particular line, while others
do general business.

Auxillary Trading Co., Boul. Bauduin,
11 Brussels, BELGIUM.

Bavo Agence, Av. Ed. Lacomble,
23, Brusells, BELGIUM.

Belgo-Katanga 'La.' Chaussee, d'Ixelles,
126, Brussels, BELGIUM.

Besso Freres, rue de la Chancellerie,
19, Brussels, BELGIUM.

Billiard & Co., rue Raphael,
33-a, Brussels, BELGIUM.

Bagniet Georges, rue des Cultes,
13, Brussels, BELGIUM.

Beauran freres S.A., rue RoyaleSte. Mrie,
113 Brussels, BELGIUM.

Classified Trades :

Bernard A. 'Maison' Sdc., An. r. Gabrielle,
112 'at Uccle', Brussels, BELGIUM.

Behell Bros., rue Caserne,
90, Brussels BELGIUM.

Bestandji freres & Co., quai de Commerce,
40, Brussels, BELGIUM.

Bukvic Ot. & Co., XIII Barthanova,
3-8 Praha, CZECHOSLOVAKIA.

Fischel Gust II. Jungmannovo Nam,
23, Praha, CZECHOSLOVAKIA.

Hrabanek V. XII. Ripska,
28, Praha, CZECHOSLOVAKIA.

Kleinhampel Vacl., I. Narodni,
25, Praha, CZECHOSLOVAKIA.

Lippert Jos., Prikopy,
14, Praha, CZECHOSLOVAKIA'

Dreva A II. Vodickova,
21, Praha. CZECHOSLOVAKIA.

Foresto Angelo, IV., Badeniho,
291, Praha, CZECHOSLOVAKIA.

Kambersky A. II. Vaclavake U.
43, Praha, CZECHOSLOVAKIA.

Kauber Otto. I. Iynska,
8, Praha. CZECHOSLOVAKIA.

Cigar, Cigarette & Tobacco
Importers

American Tobacco Co., Arts, Sundholmsvej
65, Copenhagen, DENMARK.

Mischou A & Co., Peder Skramsgade,
8, Copenhagen, DENMARK.

Augustinue Chr.. Gullandsgade,
7, Copenhagen DENMARK.

Moller & Co., C.B., Christian D IX's Gade,
5, Copenhagen, DENMARK.

Metal Importers

Bloch's F. Eftf. Vester Voldgade,
17, Copenhagen, DENMARK.

Gad Alfred St. Annae Plads,
3, 'Agent' Copenhagen, DENMARK.

Jensen A. Heuning, Islands, Brygge,
11, Copehagen, DENMARK.

Ludvigsen M. V., Hauesrplads
32, Copenhagen, DENMARK.

Oehlenchlaeger Axel, St., Pederstraede,
3, Copenhagen, DENMARK.

Aring Ed,P Estonia Pst.
19, Tallinna, ESTONIA.

Popov v/d, Lai
3, Tallinn, ESTONIA.

Ehrhardt P. E., Studiestr,
5, 7, Copenhagen, DENMARK.

Halberstadt's Eft. Gust, Frederikholms, Kanal,
4, Copenhagen, DENMARK.

Karlson A., Bredgade,
Copenhagen DENMARK.

Meyer Isidor, St., Kongensgade,
67, Copenhagen, DENMARK.

Petersen J Chr & Son, Studies traede,
19, Copenhagen, DENMARK.

Oil Cake Importers

Paulsen & Co., L Laksegade,
2 - 4, Wiff Elkan, Borsen, Copenhagen,
DENMARK.

Genkel Ernst & Co., Frederiasholme Kanal,
2, Copenhagen, DENMARK.

Krahe Joh, Narvamnt.
4, Tallinn, ESTONIA.

Decamps, Vincentelli & Cie. rue Lafayette,
94, Paris, FRANCE.

Duhart freres & Cie. rue de la Grange Bateliere
10. Paris, FRANCE.

Etabts. Arditi, rue d' Hauteville,
33, Paris, FRANCE.

Classified Trades : General Importers

G dwohl & fils, r. d'Enghien,
21, Paris, FRANCE.

De Muyser, r. Pierre Bullet
6, Paris, FRANCE.

Dondain Ch. r. du Pont aux Choux,
16 Paris, FRANCE.

Dulin, rue Jacques Coeur,
4, Paris, FRANCE.

Frank L. rue de l'Echiquier,
41, Paris, FRANCE.

Gol schmidt J. A. et Cie. rue J. J. Rousseau,
27. Paris, FRANCE.

Anders Franck G. m. b. H., W,
30, Victoria Louise Platz, 6, Berlin,
GERMANY.

Bordeux-Imxport Ges. p. H., n w
40, Lehrterster 41, Berlin, GERMANY.

Burchard Ludwing & Co., N W,
7. Neue wilhelmstr,12, Berlin, GERMANY.

Bohne Ernst R.,
Berlin Charlottenburg, Lietzenseeuf, 7,
Berlin, GERMANY.

Buchon & Schnabel g.m.b.h., c
2. Neue Friderichstr 79 A, Berlin,
GERMANY.

Held A., Altenwall.
24, Bremen, GERMANY.

Melchers C. & Co., Knochenhauerstr.
45, Bremen, GERMANY.

Melchers C. & Co., (China, Knochenhauerst.
45. Bremen, GERMANY.

Assa S, Ferdinandstr.
5, Hamburg, GERMANY.

Behr, Schultz & Co., P. !, Monckebergstr.
31, Hamburg, GERMANY.

De Boer W. & Co., P. 5, gr. Allee
9, Hamburg, GERMANY.

Bay Albert G., P. 1, Alsterdamm,
16-17, Hamburg, GERMANY.

Benjamin Walther, P.
1, Fruch thof, Hamburg, GERMANY,

Beveren & Co., A. V., Nic Witsenkade,
20, Amster-dam, HOLLAND.

Bienfait & Son Louis, Kalkmarkt,
7, Amsterdam, HOLLAND.

Bloeman & Martens, Prinsengracht,
845, Amsterdam, HOLLAND.

Boering J. C. N.. Brouwersgracht,
45, Amsterdam, HOLLAND.

Biegel & Bollentin, Langestr.
61, Amsterdam, HOLLAND.

Bloch Inc., M., N. 2. Voorburgwal,
154, Amsterdam, HOLLAND.

Boas M. H., Kloveniersburgwal,
61, Amsterdam, HOLLAND.

Borg & Co., H. J., Vd. Singel.
98, Amsterdam, HOLLAND.

Cattaneo Nino, V. Teodosio
69, Milan, ITALY.

Cova Klein & Co, V. S. Agnese,
5, Milan, ITALY.

Devletian Freres, C. Vittoria,
48, Milan. ITALY.

Chelala G. B., V. Lanzone,
4. Milan, ITALY.

Cramer E & C., vle. Elvezia,
4, Milan, ITALY.

Fasola Paolo, V. S., Orsola,
10 (agt.) Milan, ITALY.

Compagnia Continentale, S. A. P. della Rosa,
1, Milan, ITALY.

De Stefano Raffaele, v. Santa Marta,
19, Milan, ITALY.

Classified Trades : General Importers

Ferritti Antonio, v. Ugo Foscolo,
1, Milan, ITALY.

Metal Importers.

Franchi F. Ili & C., v. Sicilia,
190, Rome, ITALY.

Soc, Ferramenta C., Cantini & Co., v. Arenolla,
20- 20 B, Rome, ITALY.

Giampieri F., v. Vffiei del Vicario,
14, Rome, ITALY.

Soc. Metallurgica Italiana, v. Regina Elena
86, Rome, ITALY.

Exporters & Importers.

"Auseklis" Ltd., Kungu,
22, Riga, LATVIA.

Hosiasson Brali A/S, Keninuiela
32, Riga, LATVIA.

Letz Edgar, Strelnieku iela
1, Riga, LATVIA.

Bernstein S., Jauniela,
24, Riga, LATVIA.

"Konzums" C/S, Dzirnavu iela
68, Riga, LATVIA.

Maklen Ltd., 1. Jaunavv iela
3, Riga, LATVIA.

Bigge Chr., Architektu fela,
1, Riga, LATVIA.

Lateesim A/S, Marstalu iela
19. Riga, LATVIA.

General Importers.

Ekonomine Kariu B-ve, Laisves Aleja,
23, Kovno, LITHUANIA.

Rautenberg Ch., Dauk os.
8, Kovno, LITHUANIA.

Elijaschewitz E., Ozeskieuo g-ve,
13, Kovno, LITHUANIA.

Segalis, M. J. Jped., Vilniaus g-ve,
33, Kovno, LITHUANIA.

"Parama," Karmelilu g-ve
22, Kovno, LITHAUANIA,

Honey Merchants.

Lefebvre "Ste. Nouv. des Ets.", Rue de la
Verrerie,
99, Paris, FRANCE.

Ronsseray "Etabts.", rue de la Verrerie,
77, Paris, FRANCE.

Menetrel & Cie. r. Turbigo,
34, Paris, FRANCE.

Raffenoux, r. Beaubourg
23, Paris, FRANCE.

Union des Apiculteurs, rue Vignon,
24, Paris, FRANCE.

Rag Merchants.

Corgie A., rue dss Rasselins,
13, Paris, FRANCE.

Durand Etienne, rue Polliveau,
11, Paris, FRANCE.

Etabts. P. Herson, rue de la Coutted' Or.
24, Anbervilliers, Paris, FRANCE.

Delille "Maison", av- Simon Bolivar,
117, Paris, FRANCE.

Espinasse J., rue Albert.
56 Paris, FRANCE.



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**EXPORTER & IMPORTER,
P. B. 159, MADRAS.**

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The Service Department of EXPORTER & IMPORTER is maintained to give free service to and for the benefit of its Subscribers and Advertisers. On account of the great volume of letters being received IT WILL BE UNABLE TO REPLY TO DIRECT INQUIRIES BY NON-SUBSCRIBERS.

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1. Export Department

Our EXPORT SERVICE DEPARTMENT, immediately on receipt of any enquiry, will do their best to procure the information needed. We are experienced technical experts, who know our ground perfectly well and irrespective of the nature of the information required, we will try our utmost to furnish the correct and exact information. **We always give such information absolutely free and disinterested.** All that we require is the **most exact and specific** description of the article required, for then only we can supply **accurate** information speedily and easily also. The more accurate the details given to us, the quicker and better can we supply the required information.

2. Agency Department

We always have a list of efficient factories in nearly all branches which desire to dispose of their agency and also list of individuals and firms who desire to take up agencies. We always direct the one to the other. We inform the firms of the names of those who wish to take up agencies or we communicate the address of the manufacturers to the agents. People desiring to take up agencies must give exact details as to the articles in which they are prepared to take up agencies, in which line they have a good connection, whether they have expert knowledge of any line, if so of which and in which languages they would be able to correspond. They must also give us their references [See Information Department.]

3. Trust Department

Clients may deposit with us amounts which are destined for the payment of small and large consignments. We pass these on to the seller in accordance with instructions.

Clients who feel uneasy about the punctual delivery of an order or who receive no answer from firms of whom they have made enquiries can write to us about it. In most cases we shall be in a position to help them and clear up existing misunderstandings. We are also prepared to institute, conduct and defend suits on behalf of our clients so as to spare them unnecessary worry and vexation as also to collect debts.

4. Correspondence Department

In the event of any one needing a quotation urgently or particularly specified, our Correspondence Department gets in touch directly with the source of supply and hastens the despatch of the quotation. Very accurate details, as mentioned under 1, are particularly necessary in this case in order to avoid waste of time by counter queries. We undertake the procuring of valuable samples upon previous remittance of the amount to us. We forward letters to firms whose exact address is not known to our customers.

5. Information Department

In order to facilitate us to give the manufacturers to whom we recommend our clients some reliable information about them, it is necessary for them to give us their references—in addition to their bank, also firms with whom they have had business connections for some time. **The opening up of new business connections is thus considerably facilitated and they have the advantage of always being able to quote the EXPORTER & IMPORTER Information Department as a reference in the future.**

6. Travel and Guides Department

When you are visiting India, Burma, Ceylon, we place at your disposal efficient Guides and give you any information desired. When you come to Madras we can refer you to interpreters and can place at your disposal stenographers, meeting rooms etc. We procure you prospectus of every company and map out travel routes for you through the most important industrial centres. We are willing to act as wards for pupils in whom our clients are interested, to receive amounts on their behalf and to disburse the same.

7. Advertisement and Publicity Department

This department is in charge of the 'EXPORTER & IMPORTER' museum and will furnish all information regarding the demand for commodities in Indian Markets etc. (vide advertisement elsewhere). We also undertake to work as advertising consultants and publicity agents.

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