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No. 561

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DEPARTMENT OF OVERSEAS TRADE

# Trade and Economic Conditions in CHINA

1931-33

REPORT

BY

LOUIS BEALE, C. B. E.  
*Commercial Counsellor at Shanghai*

AND

G. CLINTON PELHAM  
*Commercial Secretary at Hongkong*

TOGETHER WITH AN

## Annex on Trading Conditions in MANCHURIA

BY

J. G. HUTCHISON, O.B.E.  
*Commercial Secretary at Harbin*

*(The previous Report was dated August, 1930)*



LONDON

PUBLISHED BY HIS MAJESTY'S STATIONERY OFFICE

To be purchased directly from H.M. STATIONERY OFFICE at the following addresses  
Adastral House, Kingsway, London, W.C.; 120, George Street, Edinburgh 2  
York Street, Manchester 2; 1, St. Andrew's Crescent, Cardiff  
15, Donegall Square West, Belfast  
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1933

Price 4s. 9d. Net

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The Department is represented in China by Mr. L.B.G.S. Beale, C.B.E., Commercial Counsellor, Commercial Counsellor's Office, British Consulate-General, Shanghai, and in Hongkong by Mr. G. C. Pelham, Commercial Secretary and Trade Commissioner, Asiatic Building, Queens Road Central, Hongkong. A Commercial Secretary is also stationed in Peiping.

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Particular attention has been given to the commercial side of consular work since the re-organisation of the service. In certain countries where no Commercial Diplomatic Officer is stationed the senior Consular Officer undertakes duties of a similar character.

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#### NOTE.

*It should be understood that the views expressed in annual reports are the views of the officers themselves, and are not necessarily in all respects those of the Department.*

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## FOREWORD

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I have to acknowledge my indebtedness to my many Chinese friends, both officials and business men, with whom I have had the pleasure of constant contact and most interesting conversations relating to co-operation between Chinese and British interests. They have materially assisted me to an understanding of China and the Chinese, which, however, considering my short sojourn in this country, is by no means complete. I hope they will continue to help me in the future as they have done during this last year.

I have further to acknowledge my indebtedness to Mr. A. H. George, and Mr. J. C. Hutchison, Commercial Secretaries to His Majesty's Legation, for information which I have received from them; to His Majesty's Consular Officers in China for information regarding conditions in various parts of the country; to the Inspectorate General of the Maritime Customs for help in the interpretation of the Customs Publications; and particularly to the British Chamber of Commerce in Shanghai and the many members of British firms in this country with whom I have had the pleasure of contact, and from whom I have received very great assistance from time to time.

The following publications have been of considerable aid to me in the compilation of this report, and generally in my work in China:—

The Statistical Publications of the Chinese Maritime Customs.

The Publications of the Bureau of Foreign Trade of the Ministry of Industry.

The China Year Book.

Many other foreign and Chinese publications, newspapers, and journals have been consulted.

LOUIS BEALE.

1st September, 1933.

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## APPENDIX I

RECEIPTS AND EXPENDITURES OF THE UNITED STATES  
GOVERNMENT.

(Values in Millions of dollars)

	Fiscal year ending June 30th		
	1932 (actual)	1933 (esti- mated)	1934 (esti- mated)
<b>RECEIPTS</b>			
Income Tax ... ..	1,057	860	1,010
Internal Revenue (miscellaneous) ...	504	900	981
Customs (excluding tonnage tax) ...	328	290	320
Proceeds of Government-owned securities—			
Principal—foreign obligations ...		73	123
Interest—foreign obligations ...		195	206
Railroad securities ... ..	2	1	1
All other ... ..	21	50	44
Panama Canal tolls, etc. ... ..	22	23	22
Miscellaneous (including tonnage tax)	72	76	85
<b>Total</b> ... ..	<b>2,006</b>	<b>2,468</b>	<b>2,792</b>
<b>EXPENDITURES</b>			
Legislative and civil debts ... ..	907	853	617
War and Navy Departments ... ..	825	782	718
Veterans' Administration ... ..	785	838	740
Shipping Board ... ..	51	32	9
Interest on Public Debt ... ..	599	695	725
Debt retirements—			
Sinking Fund ... ..	412	426	440
Foreign repayments ... ..	—	69	91
Estate Tax ... ..	—	3	3
Refunds of customs and internal revenue receipts ... ..	101	87	84
Postal Deficiency ... ..	203	134	67
Panama Canal ... ..	11	13	12
Stock of Reconstruction Finance Corp.	500	—	—
Stock of Federal Land Banks ... ..	125	—	—
Distribution of Wheat and Cotton relief	—	40	—
Agricultural Marketing Fund ... ..	136	10	—
Veterans' Service Certificates Fund ...	200	100	100
Miscellaneous ... ..	31	33	33
<b>Total</b> ... ..	<b>4,886</b>	<b>4,112</b>	<b>3,636</b>
Excess of Expenditures ... ..	2,880	1,644	844
<b>Trust Funds—</b>			
Receipts ... ..	115	156	157
Expenditures ... ..	120	156	153
<b>Total Receipts</b> ... ..	<b>2,121</b>	<b>2,624</b>	<b>2,949</b>
.. <b>Expenditures</b> ... ..	<b>5,006</b>	<b>4,268</b>	<b>3,790</b>
.. <b>Excess of Expenditures</b> ... ..	<b>2,885</b>	<b>1,644</b>	<b>841</b>
.. <b>" " " "</b> <b>(exclusive of debt retirements)</b>	<b>2,473</b>	<b>1,146</b>	<b>307</b>

## APPENDIX II

## PRINCIPAL EXPORTS FROM THE UNITED STATES.

(Values in millions and tenths of millions of dollars. Re-exports are not included).

Commodity	1929	1931	1932
Cotton, unmanufactured ... ..	770.8	325.6	345.2
Machinery* ... ..	608.9	318.3	132.2
Industrial ... ..	265.2	142.2	58.7
Agricultural and Implements ... ..	140.8	57.4	10.5
Electrical and apparatus ... ..	130.1	85.1	43.4
Petroleum and Products ... ..	561.2	270.5	208.4
Refined Oils ... ..	493.4	232.3	168.1
Crude Oil ... ..	37.8	20.8	27.1
Automobiles, parts and accessories ... ..	539.3	146.7	76.3
Passenger cars and trucks ... ..	345.7	75.1	35.3
Tobacco, unmanufactured ... ..	146.1	110.8	65.9
Fruits and nuts ... ..	137.5	109.3	77.3
Chemicals and related products ... ..	152.1	100.1	95.0
Chemicals (coal tar, industrial, medicinal) ... ..	81.9	59.0	43.6
Pigments, paints and varnishes ... ..	29.1	15.1	10.4
Packing-house products ... ..	202.8	96.2	54.7
Meat Products ... ..	78.8	35.7	19.0
Animal fats and oils, edible ... ..	124.1	60.6	35.8
Lard, including neutral lard ... ..	105.5	51.1	32.3
Wheat, including flour ... ..	192.3	84.2	51.1
Wheat, grain ... ..	111.5	49.8	32.7
Coal and Coke ... ..	106.2	64.5	44.5
Iron and Steel-mill products ... ..	200.1	63.2	28.9
Cotton manufactures, including yarns ... ..	135.1	60.1	45.5
Cloth, duck, tyre fabric ... ..	79.4	35.8	27.4
Copper, including ore and manufactures ... ..	183.4	54.7	21.2
Sawmill products ... ..	110.6	45.1	26.3
Board and Timber ... ..	109.8	44.8	26.2
Iron and Steel advanced manufactures ... ..	89.6	37.1	19.8
Rubber and manufactures... ..	77.0	36.7	16.4
Automobile casings ... ..	33.5	18.1	7.8
Leather ... ..	42.9	25.6	13.1
Paper and manufactures ... ..	37.1	22.4	15.4
Photographic and projection goods ... ..	31.6	20.1	13.5
Furs and manufactures ... ..	35.7	19.3	13.5
Wood manufactures, advanced ... ..	40.9	19.2	9.8
Books and printed matter ... ..	27.1	18.2	12.4
Naval stores, gums and resins ... ..	31.0	14.3	11.6
Vegetables and preparations ... ..	25.3	12.7	7.6
Fish ... ..	23.5	11.4	7.7
Oil cake and meal ... ..	28.4	11.2	6.7
Dairy products ... ..	17.9	11.0	6.1
Silk manufactures ... ..	20.4	9.6	4.5
Tobacco manufactures ... ..	19.5	8.7	6.9
Leather manufactures ... ..	17.7	7.0	3.2
Barley and Malt ... ..	27.5	6.0	3.1

\*Includes office appliances and printing machinery.



## APPENDIX III

## EXPORTS OF MANUFACTURED GOODS.

(Values in thousands of dollars. Re-exports are not included).

Article	1929	1931	1932
Leather Footwear ... ..	11,648	4,352	1,711
Rubber tyres and accessories ... ..	40,765	21,253	9,301
Rubber Footwear ... ..	11,889	3,152	784
Cigarettes ... ..	16,706	6,754	5,329
Cotton Cloth, duck and tyre fabric ... ..	71,490	33,572	27,357
Cotton hosiery ... ..	6,442	1,687	878
Silk hosiery ... ..	9,811	3,450	1,527
Paper and manufactures ... ..	37,086	22,420	15,408
Petroleum products :			
Gasoline, naphtha, etc. ... ..	266,904	109,301	79,081
Illuminating Oil ... ..	83,788	34,796	23,732
Lubricating Oil ... ..	102,899	62,986	48,279
Iron and Steel :			
Structural iron and steel ... ..	23,164	7,688	2,069
Steel rails ... ..	5,332	1,289	727
Tubular products ... ..	36,585	11,594	5,999
Cutlery ... ..	8,989	2,932	2,130
Tools ... ..	20,269	8,075	4,005
Hardware ... ..	9,831	4,074	1,941
Insulated copper wire and cable ... ..	6,176	2,568	1,038
Electric machinery and apparatus:			
Batteries ... ..	9,681	5,653	3,384
Electric motors and locomotives ... ..	9,552	4,726	2,169
Radio apparatus ... ..	23,122	22,635	13,312
Electric Refrigerators ... ..	9,945	8,626	4,732
Industrial Machinery :			
Locomotives ... ..	4,767	1,301	115
Internal combustion-engines ... ..	14,426	6,404	2,454
Construction and conveying machinery ... ..	26,485	12,371	3,825
Mining and quarry machinery ... ..	17,954	10,050	4,082
Oil-well machinery ... ..	25,004	10,652	4,507
Power-driven metal-working machinery ... ..	33,439	36,027	12,023
Textile machinery ... ..	13,657	6,787	4,315
Sewing machines and parts ... ..	12,188	4,929	4,523
Cigarette and cigar making and other tobacco machinery ... ..	1,296	1,704	506
Sugar-mill machinery ... ..	4,437	1,153	1,106
Refrigeration equipment ... ..	4,133	996	468
Air compressors ... ..	7,589	2,531	1,727
Office appliances :			
Accounting and calculating machines ... ..	14,120	7,064	4,153
Cash registers and parts ... ..	10,605	4,460	1,713
Typewriters and parts ... ..	24,113	10,545	7,218
Printing and book binding machinery ... ..	19,061	8,669	4,716
Agricultural machinery :			
Implements of cultivation ... ..	21,802	5,016	1,530
Harvesting machinery ... ..	27,664	9,609	1,622
Threshers... ..	2,560	218	101
Tractors and parts ... ..	75,224	37,949	5,096

## APPENDIX III (continued)

Article	1929	1931	1932
<b>Motor vehicles and parts :</b>			
Motor trucks, buses and chassis ...	111,435	25,101	11,713
Passenger automobiles and chassis ...	234,291	50,007	23,609
Automobile parts, including engines ...	183,919	68,368	39,199
Motor cycles ... ..	3,711	1,302	414
Railway cars, etc. ... ..	16,885	4,582	2,063
Medicinal and pharmaceutical prepara- tions ... ..	21,467	15,104	10,027
Paints and varnishes ... ..	14,517	6,743	10,366
Soap and toilet preparations ... ..	16,059	11,283	6,422
Photographic and projection goods ...	31,566	20,139	13,538
Musical instruments ... ..	18,931	3,433	1,393
Books and pamphlets ... ..	13,607	5,643	3,730

## APPENDIX IV

PRINCIPAL EXPORTS FROM THE UNITED STATES TO THE  
UNITED KINGDOM.

(Values in thousands of dollars).

Commodity	1931		1932	
	Quantity	Value	Quantity	Value
Bacon ... .. 1,000 lbs.	16,654	2,288	4,967	414
Hams and Shoulders ... do.	70,065	10,693	55,329	5,611
Canned Meats ... .. do.	11,938	4,024	8,944	1,805
Lard ... .. do.	250,876	22,235	236,933	13,491
Milk and Cream ... .. do.	24,269	1,974	6,243	465
Salmon, canned ... .. do.	18,498	3,363	28,938	3,229
Leather ... ..	—	9,485	—	2,808
Goat and Kid Upper ... 1,000 sq.ft.	14,402	3,596	4,477	896
Patent side Upper ... do.	13,746	2,597	6,116	894
Furs, undressed ... thousand	7,560	6,677	7,440	5,620
Barley, grain ... .. 1,000 bu.	6,912	4,844	4,481	1,907
Wheat, grain ... .. do.	13,996	8,595	5,460	3,226
Wheat, flour ... .. 1,000 bbls.	1,151	4,128	239	783
Fruits and Nuts ... ..	—	47,060	—	35,923
Oranges ... .. 1,000 boxes	1,121	2,776	407	908
Apples, fresh ... .. do.	8,414	13,817	3,182	4,322
Canned Fruit ... .. 1,000 lbs.	239,349	18,633	234,422	15,350
Sugar, refined ... .. do.	47,544	883	44,786	682
Rosin ... .. 1,000 bbls.	233	1,766	215	1,253
Turpentine ... .. 1,000 gals.	5,020	1,839	4,755	1,913
Tobacco, leaf ... .. 1,000 lbs.	157,467	59,458	121,901	31,912
Starch ... .. do.	52,863	1,508	25,734	596
Cotton ... .. 1,000 bales	899	42,391	1,487	55,819
Cotton-mill waste ... 1,000 lbs.	16,989	1,267	16,158	942
Timber, sawed ... .. 1,000 bd. ft.	46,934	1,514	(a)	(a)
Boards, planks, etc. ... do.	301,519	13,106	(a)	(a)
Gasoline and Naptha ... 1,000 bbls.	13,151	28,939	9,519	19,866
Illuminating Oil ... .. do.	2,882	5,014	2,816	4,791
Gas and Fuel Oil ... .. do.	1,397	1,536	1,195	1,167
Lubricating Oil ... .. do.	1,760	11,981	1,524	9,414
Paraffin wax ... .. 1,000 lbs.	71,362	1,729	64,274	1,515
Iron and Steel manufactures ... ..	—	5,075	—	(a)
Copper (ingots, bars, rods), 1,000 lbs....	94,249	8,956	59,950	3,596
Electrical Machinery and Apparatus ...	—	8,870	—	2,949
Industrial Machinery ... ..	—	19,912	—	(a)
Hosiery-knitting ... .. number	759	258	32	3
Sewing ... .. do.	35,214	1,564	18,091	1,128
Laundry ... .. do.	—	1,061	—	148
Office Appliances ... ..	—	7,116	—	2,006
Typewriters ... .. do.	65,148	2,913	10,028	326
Printing Machinery ... ..	—	1,902	—	749
Motor trucks and buses ... do.	1,368	660	300	111
Automobiles, passenger ... do.	1,338	1,030	1,422	828
Automobile parts (excluding engines) ...	—	5,276	—	1,554
Motion Picture Equipment ... ..	—	872	—	129
All other (including total re-exports) ...	—	98,068	—	(a)
Total ... ..		455,974		288,463

\*Less than 500.

(a) Not available.

## APPENDIX V

## IMPORTS OF LEADING COMMODITIES INTO THE UNITED STATES.

(Value in Millions of Dollars).

Commodity	1929	1931	1932
Silk, raw ... ..	427.1	191.3	113.9
Coffee ... ..	302.4	174.9	136.8
Paper and manufactures ... ..	163.2	125.6	94.1
Newsprint ... ..	144.5	112.2	84.7
Cane Sugar ... ..	209.3	112.7	96.7
Petroleum and products ... ..	143.6	92.7	60.6
Crude Oil ... ..	79.9	39.2	30.4
Advanced and refined Oils ... ..	61.0	52.1	29.2
Chemicals and related products ... ..	144.1	82.7	47.8
Chemicals (coal tar, industrial, medicinal) ... ..	59.9	32.3	26.1
Fertilizers ... ..	72.3	44.7	17.9
Paper base stocks ... ..	118.1	75.2	54.4
Wood pulp ... ..	88.6	60.9	46.8
Rubber, crude ... ..	241.0	73.8	32.5
Fruits and nuts ... ..	86.6	59.8	44.2
Furs and manufactures ... ..	125.9	55.9	28.5
Hides and skins ... ..	137.3	50.3	22.5
Copper, including ore and manufactures	153.7	48.7	23.7
Vegetable oils expressed and fats ... ..	100.7	48.0	21.6
Cotton manufactures, including yarns ... ..	69.3	40.7	27.9
Art Works ... ..	82.1	38.5	18.5
Tobacco, unmanufactured ... ..	53.8	37.1	23.0
Tin (bars, blocks, pigs) ... ..	91.8	36.7	16.5
Oilseeds ... ..	79.3	32.7	16.5
Flaxseed ... ..	46.5	14.1	5.2
Flax, hemp, ramie and manufactures ... ..	45.2	29.0	20.4
Burlaps ... ..	77.4	28.7	16.9
Cocoa, or cacao beans ... ..	49.5	23.3	19.7
Vegetables and preparations ... ..	48.1	23.0	16.7
Wool manufactures, including yarns ... ..	78.5	22.9	11.8
Wool and Mohair ... ..	87.3	22.4	6.0
Leather manufactures ... ..	41.6	22.1	9.8
Sawmill products ... ..	54.2	20.3	10.9
Boards, planks, deals ... ..	43.3	16.2	7.0
Tea ... ..	25.9	18.8	12.5
Diamonds ... ..	56.0	18.2	10.4
Meat Products ... ..	40.9	12.3	7.6
Leather ... ..	44.6	10.6	6.8
Cotton, unmanufactured ... ..	53.3	6.1	6.7

## APPENDIX VI

## PRINCIPAL IMPORTS FROM THE UNITED KINGDOM

(Values in thousands of dollars)

Commodity.	(1931)		(1932)	
	Quantity	Value	Quantity	Value
Sheep & Lamb skins ... 1,000 pieces	1,560	740		
Leather ... ..	—	2,791		
Furs, undressed ... ..	—	13,383		
Tea ... .. 1,000 lbs.	22,860	6,563		
Rubber, crude ... .. do.	55,481	3,725		
Palm-Kernel Oil ... .. do.	8,471	421		
Cotton, unmanufactured ... .. do.	1,779	238		
Cotton yarns & warps ... .. do.	1,305	1,117		
Cotton cloth ... .. 1,000 sq. yds.	10,139	2,506		
Burlaps ... .. 1,000 lbs.	19,814	1,955		
Manufactures of flax, hemp and ramie ... ..	—	12,881		
Table damask of flax... ..	—	1,834		
Handkerchiefs ... .. 1,000 doz.	2,371	1,771		
Carpet Wool ... .. 1,000 lbs.	14,256	1,791		
Combing wool ... .. do.	2,252	505		
Wool noils ... .. do.	1,772	1,177		
Wool rags ... .. do.	862	194		
Wool & mohair fabrics ... .. do.	2,090	3,543		
China Clay ... .. tons	129,595	1,008		
Earthen crockery & stone table kitchen ware ... 1,000 doz.	925	1,257		
Diamonds, uncut ... 1,000 carats	23	382		
Pearls, not strung or set	—	222		
Nickel & alloys in pigs & other forms ... .. 1,000 lbs.	106	27		
Tin in bars, blocks, etc.... do.	17,361	4,305		
Platinum ... .. oz. (troy)	43,059	1,113		
Dead or creosote oil ... 1,000 gals.	13,085	1,240		
Books, maps, music, etc. (20 years old) ... ..	—	1,441		
Works of art (100 years old) ... ..	—	10,734		
All others ... ..	—	60,193		

Not available

Not available

## APPENDIX VII

EXPORTS (DOMESTIC) OF CERTAIN COMMODITIES FROM THE  
UNITED KINGDOM TO THE UNITED STATES OF AMERICA DUR-  
ING EACH OF THE YEARS 1930, 1931, AND 1932.

	Quantities.			Value (£ sterling).		
	1930	1931	1932	1930	1931	1932
Coal ... ..	393,172	<i>tons.</i> 301,345	233,714	598,820	452,343	348,895
Sheep's & lambs' wool ... ..	76,437	<i>centals</i> of 100 lbs. 85,041	35,060	386,348	249,643	118,391
Wool noils ... ..	29,690	18,180	17,844	409,136	247,355	205,758
Hides, undressed ... ..	37,578	<i>cwts.</i> 14,096	17,905	144,964	59,057	33,380
Paper-making materials ... ..	35,146	<i>tons</i> 16,719	16,060	399,203	153,643	142,032
Pottery & other clay pro- ducts (except bricks) ... ..	228,522	<i>cwts.</i> 161,352	116,384	648,381	362,512	261,442
Fig iron ... ..	13,920	<i>tons</i> 2,824	23,304	53,377	10,172	70,230
Ferro-alloys ... ..	24,102	5,569	3,696	260,794	43,656	34,822
Iron & steel wire and manu- factures ... ..	3,190	1,411	1,078	115,515	57,609	40,952
Tin blocks, ingots, bars & slabs ... ..	10,076	4,378	4,747	1,479,066	517,160	637,463
Cutlery ... ..		<i>By value only</i>		55,916	24,427	21,101
Scientific instruments and appliances (except elec- trical) ... ..	"	"	"	106,328	74,347	64,256
Furniture & cabinet ware ... ..	"	"	"	457,476	256,380	135,536
Textile machinery ... ..	1,884	<i>tons</i> 907	796	305,564	159,454	129,835
Cotton yarns—		<i>1,000 lbs.</i>				
Grey, unbleached... ..	1,394	999	941	313,218	168,727	154,208
Bleached and dyed ... ..	203	200	188	56,925	49,953	45,076
Cotton piece goods—		<i>1,000 square yards</i>				
Grey, unbleached... ..	9,224	4,491	3,103	439,725	163,356	113,129
White bleached ... ..	4,619	2,338	3,675	315,357	151,808	198,431
Printed ... ..	2,604	2,033	1,397	250,112	151,398	77,096
Dyed in the piece ... ..	1,992	1,439	1,215	144,566	82,574	60,162
Coloured ... ..	1,233	673	1,161	94,293	38,241	38,628
Woolen tissues ... ..	4,219	2,255	1,956	1,034,598	505,997	385,798
Worsted tissues ... ..	3,140	908	666	506,084	189,049	141,059

## APPENDIX VII (continued)

	Quantities.			Value (£ sterling).		
	1930	1931	1932	1930	1931	1932
Carpets, carpeting & rugs of wool ... ..	1,000	<i>square yards</i>				
	101	47	45	88,759	34,613	28,024
Silk piece goods, dyed or not dyed ... ..	163	91	70	72,288	33,091	23,771
		<i>cwts.</i>				
Flax & hemp yarns ... ..	16,115	10,994	5,449	151,758	86,821	54,766
	1,000	<i>square yards</i>				
Linen piece goods ... ..	23,606	33,056	33,635	1,258,921	1,326,899	1,312,643
Jute piece goods ... ..	56,491	41,057	35,649	762,436	476,169	396,662
Apparel—						
Outer garments (not hosiery) —						
Overcoats, macintoshes, etc., proofed ... ..	19,485	<i>Number</i>	10,993	46,461	27,646	24,967
All other outer garments & undergarments ... ..	<i>By</i>	<i>value</i>	<i>only</i>	315,186	175,981	137,302
Boots & shoes, wholly or mainly of leather ... ..	24,823	<i>Pairs</i>	13,391	256,161	141,309	150,448
Stockings & hose of wool or of which the chief value is wool ... ..	200,234	<i>dozen pairs</i>	154,050	237,502	155,583	104,408
		<i>Cwts.</i>				
Leather ... ..	88,430	29,353	38,708	1,259,109	454,978	415,235
Stationery, other than paper	<i>By</i>	<i>value</i>	<i>only</i>	142,058	129,536	89,768

## APPENDIX VIII

## INDEX NUMBERS OF WHOLESALE PRICES.

(1926 monthly average=100).

Group.	1929	1932	December, 1932	Purchasing Power of the dollar December, 1932. (1926=\$1.000)
All commodities ... ..	95.3	64.8	62.6	1.597
Farm Products ... ..	104.9	48.2	44.1	2.268
Grains ... ..	97.4	39.4	31.7	3.155
Livestock ... ..	106.1	48.2	38.7	2.584
Foods ... ..	99.9	61.0	58.3	1.715
Hides & leather products ... ..	109.1	72.9	69.6	1.437
Textile products ... ..	90.4	54.9	53.0	1.887
Fuel and lighting ... ..	83.0	70.3	69.3	1.443
Metals & metal products ... ..	100.5	80.2	79.4	1.183
Building materials ... ..	95.4	71.4	70.8	1.412
Chemicals & drugs ... ..	94.2	73.5	72.3	1.383
House furnishing goods ... ..	94.3	75.1	73.6	1.359
Miscellaneous ... ..	82.6	64.4	63.4	1.577

Compiled by the Bureau of Labor Statistics. Includes 784 commodities or price series weighted according to the importance of each commodity.

The purchasing power of the 1926 dollar in December, 1932, in terms of these commodities grouped in classes, was:—

Raw materials ... ..	1.919
Semi-manufactured articles ... ..	1.733
Finished products ... ..	1.462
Non-agricultural commodities ... ..	1.504
All commodities other than farm products and foods ... ..	1.449



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## ANNEX

REPORT ON ECONOMIC AND TRADE CONDITIONS IN THE  
PACIFIC COAST REGION.

By Mr. C. H. Cane, M.B.E., H.M. Consul at San Francisco.

The Pacific Coast Region consists of the States of Washington, Oregon, and California, and the intermountain States of Montana, Idaho, Nevada, Utah, Arizona, Colorado, Wyoming and New Mexico. These latter States situated roughly between the ranges of mountains some 300 miles inland, and the Rocky mountains another 500-700 miles further east, are roughly speaking one economic unit, as they are considered to be tributary to the distributing centres situated on the Pacific Coast. The eleven states stretch some 1,500 miles from the Dominion of Canada in the North to the Republic of Mexico in the south, and some 1,360 miles eastward to the farthest city of importance, namely Denver, Colorado. Their total area is approximately 1,177,000 square miles or nearly twelve times that of the whole of the British Isles. It will therefore be realised that the distances to be covered, when travelling through this region, whether by train, motor car or aeroplane, are very great.

The population is sparse, about 12,000,000, and the majority is concentrated in the urban areas. For instance the following six cities combined, have a total of over 4,000,000 inhabitants, Seattle (Washington), Portland (Oregon), San Francisco and Los Angeles (California), Salt Lake City (Utah), and Denver (Colorado). The remainder is scattered amongst the smaller towns and the country districts.

The principal industries of major importance are: agriculture of all kinds, livestock, mining, lumbering, fruit growing and canning, manufacturing and fishing; the production and refining of oil, the mining of coal, growing of cotton, wool, the production of cinematograph films, assembly and manufacture of motor cars, the making of furniture and clothing, and the production of hydro-electric power, and other associated industries, in particular the manufacture of wood products such as doors and paper pulp, and oil products of all kinds.

The principal distributing centres for this region are as follows: Seattle (Washington) for the States of Washington, Northern Idaho, and Montana; Portland (Oregon) for Oregon, Southern Idaho and Wyoming; San Francisco (California) for Northern California, Nevada, Utah and Colorado; Los Angeles for Southern California, Arizona and New Mexico.

The three States on the Pacific Ocean, namely: Washington, Oregon and California are the most highly developed of all, and contain approximately two-thirds of the population. The other states, while rich in natural resources of all kinds are still largely undeveloped.

*San Francisco* (California) is situated on the Bay of the same name. It is considered to be one of the finest harbours in the world, with an area of some 450 square miles with deep water for vessels of any draft. The smaller ports of Oakland, Richmond and Port Costa and Martinez are also situated on San Francisco Bay.

In 1931, the total waterborne commerce of San Francisco Bay amounted to 23,416,727 tons, the value of which could not be ascertained. It was made up of foreign, intercoastal and inland waterway traffic.

The foreign trade figures in 1931, were as follows:—

	Value \$	Tons
Imports ... ..	85,776,000	808,727
Exports ... ..	112,257,000	1,945,003
Imports from United Kingdom ...	3,179,840	} tonnage figures not ascertainable
Exports to United Kingdom ...	28,994,158	

It will be seen that the United Kingdom took about one quarter of the exports, and received but one twenty-eighth participation in the imports.

The port of *Los Angeles* (California) is situated some 25 miles from the city itself, and has been made by means of channels and breakwaters.

The total tonnage of its waterborne commerce in 1931, was 22,811,418, the value of which was not ascertainable. It was made up of foreign, intercoastal and coastwise trade.

The foreign trade figures in 1931, were as follows:—

	Value \$	Tons
Imports ... ..	36,999,000	537,603
Exports ... ..	89,463,000	4,324,304
Imports from United Kingdom ...	1,377,513	} tonnage figures not ascertainable
Exports to United Kingdom ...	16,120,605	

The United Kingdom took a little over one-fifth of the exports while it received but one thirty-sixth participation in the imports.

Separate statistics are not available for the ports of *Seattle* and *Portland* as figures from each port in the States of Washington and Oregon are added together.

*Seattle* and *Tacoma* are the principal ports in Washington, both situated on Puget Sound. There are several smaller ports such as *Everitt* and *Bellingham*.

The total tonnage of the waterborne commerce of the State of Washington in 1931 was 10,877,528, the value of which could not be ascertained. It was made up of foreign, intercoastal, coastwise and inland waterway traffic.

The foreign trade figures in 1931, were as follows:—

	Value \$	tons
Imports ... ..	65,344,000	601,443
Exports ... ..	67,269,000	1,469,229
Imports from the United Kingdom, ...	363,862	} tonnage figures not ascertainable
Exports to the United Kingdom ...	13,823,172	

The United Kingdom took about one-fifth of the exports, and received but a one hundred and thirty-eighth part participation in the imports. It should perhaps be said here that the high value of the imports is largely due to the amount of raw silk which passes through the port of *Seattle*.

*Portland* is the principal port of Oregon situated on the *Willamette* River, a tributary of the *Columbia* River, some 110 miles from the Pacific Ocean. Vessels of 30 ft. draft can safely ascend the river. *Astoria* is another port.

The total tonnage of the waterborne commerce of the State of Oregon in 1931, was 5,366,214 the value of which could not be ascertained.

The foreign trade figures in 1931, were as follows:—

	Value \$	Tons
Imports ... ..	5,535,000	92,674
Exports ... ..	28,508,000	1,229,252
Imports from United Kingdom ...	217,805	} tonnage figures not ascertainable
Exports to United Kingdom ...	6,643,267	

The United Kingdom took a little over one quarter of the exports, and received but one twenty-eighth participation in the imports.

It will be seen from these figures that the balance of trade between the United Kingdom and this region is heavily in favour of the latter.

**Economic and Trade Conditions—as at the end of 1932 and the Outlook.**—This area has not escaped the general disturbance of conditions which has affected the whole world. It is, however, considered by conservative opinion to have suffered somewhat less than other parts of the country, due perhaps to its industries being in the main connected with the growing and marketing of agricultural and livestock products of such a diversified nature.

Re-adjustment to present conditions is still being carried out. It would seem that both large and small organisations are thoroughly overhauling their arrangements and making drastic cuts in expenditure. It is thought that when the re-adjustments are complete those firms which have been able to weather the economic depression will be in a much stronger position than before, and will be able to take advantage of the upturn in business which is already showing timid signs of life. The prices of farm products, minerals and lumber are so low that the purchasing power of the community, which is so dependent on these commodities, has decreased considerably. There is also a large number of unemployed persons which constitutes a heavy drain upon both private and public resources.

The banking situation in California was until the end of 1932, above the average for the rest of the country. In the purely agricultural and livestock and basic mineral states, the situation is not satisfactory, the states of Nevada, and Idaho, and Eastern Oregon being particularly affected.

The area is dependent to quite a considerable extent upon its exports for profits. Although the percentage of exports is comparatively small, as compared to the total output, it is of great importance; it is only of very recent years that this has been realised. Tariff restrictions, depreciated exchanges and decreased purchasing power of foreign countries have played considerable havoc with export trade. More interest seems to be taken in the equalising of trade balances, which in so many cases have been so heavily in favour of this area, and when conditions improve in the countries to which this area exports, and from which it imports, there should be a greater opportunity for an increased exchange of commodities.

**The Pacific Coast Region as a Market for British Goods.—** It is essential for anyone wishing to enter this market to remember two things. Firstly, the vast area that the region covers, and secondly, the sparseness of the population; over a million square miles, and but twelve million inhabitants, approximately 50 per cent. of whom live in the urban areas of Seattle, Portland, San Francisco and Los Angeles.

Broadly speaking only three of the eleven states can be said to afford any volume of business, namely Oregon, Washington and California. The other eight states have few towns of importance or size, and although they should not be neglected, cannot be expected to furnish a great outlet for British goods. This region may still be considered to be in a pioneer stage with vast resources as yet untapped.

In normal times the inhabitants are good spenders. This trait has been variously attributed to climate, to the influence of the Spanish occupation of the 18th and 19th century, and to the ease with which the natural resources can be obtained. It is probably a combination of all three.

As far as British goods are concerned, the majority sold in this area are designed to appeal to the person of more than the average income. The United Kingdom has always had a great reputation for quality, and for producing goods with which no other country can compete successfully, such as certain woollen goods, hosiery, etc.

The market for staple commodities, which are produced or grown both in this country and others, is almost wholly in the hands of domestic manufacturers in ordinary times; but in the present disturbed conditions of some foreign currencies, added to low labour costs, heavy inroads are reported to have been made in some lines, such as electric light bulbs and varied canned products. Whilst the depreciation of sterling has undoubtedly increased the possibility of British manufactures securing a foothold in staple products, and enquiries have been more numerous, the decreased purchasing power of the community would appear to have largely offset this advantage.

The principal openings for British goods naturally occur in lines in which manufacturers of the United Kingdom excel such as, earthenware, boots and shoes (men's and boys'), fishing tackle, linen fabrics of all kinds, mustard, garden seeds, woollen goods of all kinds, needles of all kinds, leather goods

and cotton fabrics, etc. As far as re-exports from the United Kingdom are concerned, coffee and tea, cocoa and cocoa beans are the principal.

The value of direct imports by sea in 1931 from the United Kingdom into the port of San Francisco was approximately \$3,000,000 or £617,284 at par of exchange, of which tea and coffee constituted two-thirds of the total. It is, however, impossible to estimate the value of British goods consumed in this area because large quantities enter the country through the ports of New York, Boston, etc., and are despatched by rail. The reason for this seems to be that so many of the imports consist of goods which are subject to the vagaries of fashion, and are therefore required quickly. By this method they can be secured in about half the time of a direct shipment via the Panama Canal. Further, the policy of hand to mouth buying which now prevails, and has been accentuated by the present economic conditions, tends towards small initial and constant repeat orders. The foregoing probably explains the reason for the preponderance of tea and coffee in the San Francisco import figures. These are staple commodities, not grown in the U.S.A., and for which there is a steady demand which is not subject to great fluctuation. Works of art, old books and documents figure in the direct imports to the extent of some \$100,000 or £20,000 approximately at par of exchange in 1931. Coke, burlap, manganese alloys, creosote also appear. The figures for these amounted to about \$180,000 or £36,000 approximately at par of exchange.

The principal market for British goods is unquestionably the State of California. First of all it has the largest population and the two largest cities, and is the most highly developed State. The States of Oregon and Washington follow. The other States are still in process of development, and afford small returns at great overhead expense owing to the distances between cities. However, they are not neglected by any good travelling representative.

There is one point upon which too much stress cannot be laid, namely the necessity for studying the likes and dislikes of the American public. There are numerous articles which are bought because they are British in design, finish and quality, but there are many others of which the design, finish, etc., do not appeal to the average American. Fashions change rapidly, and it would seem advisable for manufacturers to pay careful attention to the recommendations of their local agents. The American public have very definite tastes which are quite distinct from the tastes of the British public. From reports of agents of different United Kingdom firms it would seem that this is not always realised, and their advice is often ignored to the detriment of sales.

Another point of importance is the climate. In the main this area is one of much sunshine and slight rainfall. Bright colours are therefore popular in every range of merchandise. This leads to another question, namely that of packages. The desire for brightness leads the public to demand attractive and colourful containers for all types of merchandise.

In conclusion it may be said that this area offers a good, but limited market. It is one which, given the return of normal times, should increase steadily. Competition is keen, and the field as yet comparatively small, and it would therefore seem advisable for anyone desiring to enter this market, to make careful enquiries before so doing.

REPORTS by H.M. Trade Commissioners, Commercial, Diplomatic and Consular Officers on commercial and financial conditions in the following countries, issued, or in course of preparation, by the Department of Overseas Trade.

## A.—During the year 1931.

Bolivia ... ..	1s. 0d. (1s. 1d.)	Finland ... ..	2s. 0d. (2s. 2d.)
British Malaya ...	2s. 0d. (2s. 2d.)	Mexico ... ..	1s. 6d. (1s. 7d.)
Canary Islands ...	1s. 9d. (1s. 11d.)	Newfoundland ...	2s. 0d. (2s. 2d.)
Denmark ... ..	2s. 0d. (2s. 2d.)	Palestine ... ..	1s. 6d. (1s. 7d.)
Dominican Republic		Peru ... ..	2s. 6d. (2s. 8d.)
and Hayti ... ..	1s. 9d. (1s. 10d.)	South Africa ...	2s. 0d. (2s. 2d.)
Egypt ... ..	4s. 0d. (4s. 2d.)		

## B.—During the year 1932.

No. 516 Angola ...	1s. 6d. (1s. 7d.)	No. 513 Lithuania	1s. 0d. (1s. 1d.)
„ 505 Argentina	4s. 0d. (4s. 2d.)	„ 504 Morocco	2s. 0d. (2s. 2d.)
„ 509 Belgium	3s. 6d. (3s. 8d.)	„ 512 Netherlands	3s. 6d. (3s. 8d.)
„ 506 Brazil ...	2s. 6d. (2s. 8d.)	„ 501 Netherlands	
„ 526 British		E. Indies	3s. 6d. (3s. 8d.)
E. Africa	2s. 9d. (2s. 11d.)	„ 527 New	
„ 510 British W.		Zealand	3s. 0d. (3s. 2d.)
Indies	3s. 0d. (3s. 2d.)	„ 514 Norway	2s. 3d. (2s. 5d.)
„ 517 Bulgaria	2s. 6d. (2s. 8d.)	„ 511 Poland ...	2s. 0d. (2s. 1d.)
„ 508 Canada ...	4s. 6d. (4s. 10d.)	„ 528 Portugal	3s. 0d. (3s. 2d.)
„ 533 Chile ...	1s. 6d. (1s. 7d.)	„ 525 Roumania	2s. 6d. (2s. 8d.)
„ 518 Cuba ...	1s. 0d. (1s. 1d.)	„ 502 Salvador	1s. 0d. (1s. 1d.)
„ 515 Estonia	9d. (10d.)	„ 531 Southern	
„ 507 Ethiopia	1s. 0d. (1s. 1d.)	Rhodesia	1s. 6d. (1s. 7d.)
„ 500 Germany		„ 523 Sweden	2s. 0d. (2s. 1d.)
(January)	4s. 0d. (4s. 4d.)	„ 522 Switzerland	1s. 6d. (1s. 7d.)
„ 529 Germany		„ 524 Syria ...	1s. 6d. (1s. 7d.)
(Nov.)	4s. 6d. (4s. 9d.)	„ 519 Turkey ...	1s. 6d. (1s. 7d.)
„ 503 India ...	3s. 6d. (3s. 10d.)	„ 530 Venezuela	1s. 6d. (1s. 7d.)
„ 532 Italy ...	2s. 6d. (2s. 8d.)	„ 521 Yugoslavia	1s. 0d. (1s. 1d.)
„ 520 Latvia ...	1s. 0d. (1s. 1d.)		

## C.—During the year 1933.

Algeria, Tunisia and		No. 540 Hungary	2s. 0d. (2s. 1d.)
Tripolitania		„ 541 Japan	3s. 6d. (3s. 8d.)
(In preparation)		Netherlands (In preparation)	
Argentina (In preparation)		Netherlands East	
Australja (In preparation)		Indies (In preparation)	
Belgium (In preparation)		„ 536 Panama	1s. 0d. (1s. 1d.)
No. 539 Brazil ...	3s. 0d. (3s. 2d.)	„ 534 Philippines	1s. 6d. (1s. 7d.)
Czechoslovakia		„ 537 Portuguese	
(In preparation)		E. Africa	2s. 6d. (2s. 8d.)
„ 535 Ecuador	1s. 6d. (1s. 7d.)	Siam (In preparation)	
„ 538 Guatemala,		„ 542 Spain ...	2s. 0d. (2s. 1d.)
Honduras and		United	
Nicaragua	3s. 0d. (3s. 2d.)	States	(See Cover)

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Printed under the authority of HIS MAJESTY'S STATIONERY OFFICE  
By The South Essex Recorders, Limited, High Road, Ilford.

**CHECKED**  
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