

One pleasing feature of the trade relations between the two countries is that there is more evidence of good will and better understanding in Canada towards New Zealand products than in previous years. It is yet possible that New Zealand foodstuffs, frozen or canned, may command interest, though present tariff duties in some instances render it difficult. The duty of 3 cents per pound on frozen lamb is a particular case in point, and with its removal there should be a valuable seasonable trade in this commodity. Particular attention should be paid to the judicious advertising and attractive labelling of our speciality canned foodstuffs if they are to find a place in leading Canadian stores.

TRADE WITH THE UNITED STATES OF AMERICA.

Total trade for 1936 as disclosed by the figures appearing hereunder show increases over the calendar year 1935 in both imports from and exports to the United States of America amounting to £990,371 and £409,686 respectively. The United States of America provides our second-best market, taking in 1936 5·07 per cent. of our total exports, as against 5·30 per cent. in 1935. In respect of imports, the United States of America supplied in 1936 12·52 per cent. of our total requirements, as compared with 12·50 per cent. in 1935, and, after the United Kingdom, ranks as the most important source of our imports.

It is interesting to note that of the total imports into the United States of America New Zealand supplies 0·48 per cent., while, expressed as a percentage of the total exports of the United States of America, we take 0·79 per cent.

Total Trade with United States of America.

Year ended 31st December,				Exports to the United States.	Imports from the United States.	Excess of Imports over Exports.
				£(N.Z.)	£(N.Z.)	£(N.Z.)
1930	..	..	..	2,116,752	7,893,114	5,676,362
1931	..	..	..	920,931	4,227,550	3,306,639
1932	..	..	..	690,015	3,565,846	2,875,831
1933	..	..	..	1,188,972	2,952,009	1,763,037
1934	..	..	..	1,250,364	3,749,559	2,499,195
1935	..	..	..	2,468,066	4,534,086	2,066,994
1936	..	..	..	2,877,752	5,525,431	2,647,679

The continued growth of our direct trade with the United States of America is very much in evidence, and while it has not yet reached the proportions obtaining in 1929 the figures show that the disparity between imports and exports has improved very materially.

The principal exports from New Zealand to the United States of America are given in the table below. It may be seen that sheep-skins without wool, rabbit-skins, and wool continue to be the most important items.

Principal Exports.

Commodity.				1933.	1934.	1935.	1936.
				£(N.Z.)	£(N.Z.)	£(N.Z.)	£(N.Z.)
Wool	..	..	..	88,923	104,005	302,476	660,777
Tallow	..	..	..	1,327	39,907	339,858	77,993
Calf-skins	..	..	..	82,537	43,684	56,931	86,240
Cattle-hides	..	..	..	30,869	17,360	32,766	30,567
Rabbit-skins	..	..	..	155,852	187,287	348,784	642,932
Sheep-skins, with wool	..	..	..	64,035	43,862	41,414	114,883
Sheep-skins, without wool	..	..	..	380,197	372,824	528,778	814,588
Sausage-casings	..	..	..	170,019	312,626	345,279	178,906
Grass and clover seeds	..	..	..	22,066	33,066	44,377	61,056
Butter	..	..	..	2,904	4,693	226,020	102,353

The marked increase in the value of wool exported is particularly pleasing, and as a matter of interest I quote hereunder figures showing the United States of America classifications of the wool imported from New Zealand and indicating the quantities which are dutiable and which are free.