

TRADE WITH JAPAN.

Table XXVI hereunder shows the figures for the past seven years for trade between this country and Japan :—

Table XXVI.—Total Trade with Japan.

Year ended 31st December,					Total Trade.	Exports to Japan.	Imports from Japan.	Excess of Imports over Exports.
					£(N.Z.)	£(N.Z.)	£(N.Z.)	£(N.Z.)
1932	..	..	..	..	714,799	236,799	478,000	241,201
1933	..	..	..	..	1,031,463	354,462	677,000	322,538
1934	..	..	..	..	1,692,014	856,014	836,000	20,014*
1935	..	..	..	..	1,532,150	432,000	1,100,150	668,150
1936	..	..	..	..	2,883,036	1,554,837	1,328,199	226,638*
1937	..	..	..	..	4,761,177	3,131,986	1,629,191	1,502,795*
1938	..	..	..	..	1,800,899	592,714	1,208,185	615,471

* Excess of exports over imports.

Imports from Japan consist of silk and artificial piece-goods, £308,220 (£431,618) ; cotton, linen, and canvas piece-goods, £206,335 (£250,126) ; fancy goods, £57,012 (£62,900) ; articles made from textiles, £57,592 (£54,771) ; and sulphur, £49,542 (£131,522).

Table XXVII below sets out the principal exports to Japan, and shows the large fall in value of every item listed, the fall for wool alone being £2,227,794.

Table XXVII.—Principal Exports to Japan.

Commodity.					1935.	1936.	1937.	1938.
					£(N.Z.)	£(N.Z.)	£(N.Z.)	£(N.Z.)
Wool	..	..	..	..	241,697	1,265,836	2,705,946	478,152
Casein	..	..	..	..	128,667	142,381	173,257	56,254
Tallow	..	..	..	..	8,536	49,865	62,082	4,405
Butter	..	..	..	..	446	469	24,928	11
Hides, pelts, and skins	..	..	..	..	27,016	48,376	54,318	24,210
Scrap metal	..	..	..	..	18,990	24,870	56,727	..
Frozen meat	..	..	..	..	377	10,131	8,323	1,674

TRADE TREATIES.

The only trade arrangement concluded by the Government during the year was that with Switzerland, which by the Trade Arrangement (New Zealand and Switzerland) Order 1938 came into force on the 5th May, 1938. This arrangement was to the effect that the duties provided for by the Trade Arrangement (New Zealand and Belgium) Ratification Act, 1933 (as modified by an Order in Council made on the 28th August, 1936), in respect of goods being the produce or manufacture of the economic union of Belgium and Luxemburg, and the duties provided for by the Trade Agreement (New Zealand and Germany) Ratification Act, 1937, in respect of goods the produce or manufacture of Germany, were applied to similar goods the produce or manufacture of Switzerland.

In return for the concessions granted by New Zealand, the Swiss Government guaranteed a quota for the importation of New Zealand apples and pears into Switzerland to the extent of 1,500 metric tons per annum. In addition, the Government of Switzerland undertook, in matters of granting import permits and the fees therefor for New Zealand products, treatment not less favourable than that accorded to similar products of the most-favoured foreign country.

OVERSEAS TRADE REPRESENTATION.

The Government of New Zealand is represented in overseas countries by the High Commissioner for New Zealand in London, and by New Zealand Trade and Tourist Commissioners in Canada, Australia, and Europe.

In addition, there are a number of honorary representatives of the New Zealand Government resident in overseas countries who perform very many useful services on behalf of the Government and in the direction of developing New Zealand's export trade. The Trade Commissioners provide information to New Zealand exporters on the present and potential demand for various types of goods, competition in their respective markets, duties and Customs regulations, quotas, exchange requirements, &c., selling methods, finance arrangements, the standing of importers, and general information about trade opportunities. In the past, many New Zealand firms have developed very profitable trade as a result of the work done by the Trade Commissioners and honorary representatives.