

Platinum Corporation of America

630.580 Fifth Avenue

New York City

CABLE ADDRESS  
PLACORAM

TELEPHONE  
LONGACRE 5-1869

Commercial Attache,  
The Consul General of Germany,  
Montreal, Canada.

February 28, 1939  
Offic. Rouj. Montreal  
Circ.: - 1. MRZ. 1939  
Pageb. No. *W*  
211

*Miss [unclear]*  
*W*

Dear Sir:

My client has a large outlet in Western Canada for staple hardware, particularly barbed wire, both two point and four point. Wire nails from 1 1/4 to 6 inch and fence staples 1 1/4 and 1 1/2 inches. The barbed wire should be in spools of 80 rods and both wire and nails should compare in manufacture and quality to Canadian products.

The same organization have buying facilities for Western Canadian surplus agricultural products such as: hides, tallow, lard, butter, cheese, etc. The reason for proposing the export and import is obviously with a view to increasing the export of farm products, even at the expense of the Canadian steel industry.

The importation into Canada will have to be made at a price not below the price in Germany for consumption, otherwise burdensome dump duties will be imposed. It will therefore be necessary to obtain comparatively high prices for the farm products to be exported in order to compensate for any loss which may be sustained due to the high cost of the imported commodities.

My client visualizes the possibility of making an importation of five thousand tons so that a steamer could make delivery to the port of Churchill, Manitoba on the Hudson Bay. The same steamer could take back a Canadian product, completing cargo with wheat. This method would provide economy in both import and export and in our opinion make possible the transaction.

*Howells and Jennings Ltd (Spec)*



It is well to observe at the outset that the transaction as outlined above would have to prove to be on a profitable basis for my client, since the import tonnage involved is substantial for Western Canada and will have to be carried for some time. In addition there is to be considered the matter of withstanding the opposition and resistance which will be offered by the steel industry in Canada and other prejudices to a transaction of this nature which definitely exist.

If you believe that such a transaction would be deemed practical by commercial interests in your country and if you think that it could be consummated without undue delay and without political or extreme elements, we shall be prepared to communicate with the commercial interests in your country whom you may designate. However, please be good enough to make it plain at the outset that this is to be purely a commercial proposition.

Yours truly,

*G. G. Serkau*

GGS\*M

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G. G. Serkau  
President.