

August 23, 1939

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I would suggest that you give them your order No. 2382
 at the same time, so that there will be no unnecessary delay.
 You might ask to confer with other reliable Hamburg import-
 ers with regard to this transaction if they should not be
 Dear Mr. Felton,
 in a position to import the eels themselves.

In reply to your letter of August 22nd, I wish
 to say that the quickest possible way for you to proceed
 in the proposed business as outlined in your letter would
 be to submit the proposition to an importer of Canadian
 products in Germany, who has connections with the Import
 Control Authorities and who is also engaged in the export
 business to Canada. Such an importer, whom you would
 approach, would be in a position to find out whether the
 price of the offered eels are acceptable to the authorities,
 and if he is an exporter at the same time, he could make
 the offer for German merchandise (Rhine wines). Eels are
 among the commodities which Germany must take from Canada
 under the German-Canadian Payments Agreement.

As a very reliable firm in Germany, engaged in
 importations from Canada and exportations to Canada, I
 would name the firm of Henry N.C. Joosten, Hamburg 8, Bei
 den Muehren 46/48. Their cable address is "Joostenius",
 Hamburg.

If you should write to them, perhaps by air mail,

I

A.J. Felton, Esq.,
 Vice-President, Alexander Hamilton
 Institute Ltd. of Canada,
 C.P.R. Building,
 Toronto, Ont.

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August 23, 1939

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I would suggest that you give them your credentials at the same time, so that there will be no unnecessary delay. You might ask them to confer with other reliable Hamburg importers with regard to this transaction if they should not be in a position to import the goods themselves.

Yours very truly,

(Dr. Anton Wagner)
Commercial Attaché

Handwritten notes:
Dr. Anton Wagner
Commercial Attaché

I wish to say that the quickest possible way for you to proceed in the proposed business as outlined in your letter would be to establish a connection with an importer of Canadian products in Germany, who has connections with the Import Control Authorities and who is also engaged in the export business to Canada. Such an importer, whom you would approach, would be in a position to find out whether the price of the offered goods are acceptable to the authorities, and if he is an exporter at the same time, he could make the offer for German merchandise (Rhine wines). Sales are among the commodities which Germany must take from Canada under the German-Canadian Payments Agreement.

As a very reliable firm in Germany, engaged in importations from Canada and exportations to Canada, I would name the firm of Henry N.C. Joosten, Hamburg 8, Bei den Muehlen 46/48. Their cable address is "Joosten".

Hamburg.

If you should write to them, perhaps by air mail,

I

A.J. Felton, Rep.
Vice-President, Alexander Hamilton
Institute Ltd. of Canada,
C.P.R. Building,
Toronto, Ont.

Alexander Hamilton Institute Limited of Canada

AFFILIATED WITH THE ALEXANDER

HAMILTON INSTITUTE OF NEW YORK

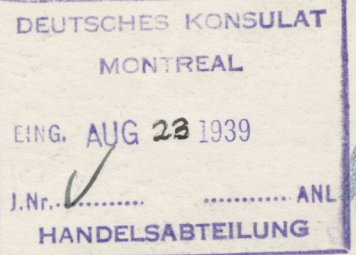
A. J. FELTON
VICE-PRESIDENT



C. P. R. BUILDING
TORONTO, CANADA

August 22, 1939.

Dr. H. Wagner,
Commercial Attache,
The German Consulate,
1440 St. Catherines Street, W.,
Montreal, Quebec.



Dear Dr. Wagner:

With further reference to our conversation a short while ago, my clients are prepared to accept Rhine Wine to the extent of the purchase price which would be represented by the selling price of the eels.

As noted in our correspondence, these would be two separate transactions. The selling of the eels to Germany on mutually satisfactory basis. The purchase of German Rhine Wines, and also on satisfactory exchange basis. These two to match as nearly as possible on the basis of the purchase price of the eels on the one hand as against the acceptance price of the Rhine Wines on the other.

Assuming that the basis for discussion as to the selling price of the eels would be 10¢ pound. The amount of money involved therefore would be \$40,000.00. Purchase price of the eels would, of course, have to be satisfactory to the Import Control authorities in Germany and the import price of the Rhine wines would also have to be satisfactory from the view point of the Canadian purchasers. So that anything you can do to facilitate this without undue loss of time would be appreciated.

At the same time if you will advise me as to what I can do to get action in this matter I will appreciate that.

Very truly yours,

A. J. Felton

AJF/F

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den 17. August 1939

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W H 2 Nr.3

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Anliegend uebersende ich Abschriften von zwei Schreiben des Herrn A. J. F e l t o n , Vizepraesident des Alexander Hamilton Institute Limited of Canada, C.P.R. Building, Toronto, vom 16.d.M., an Dr. Wagner und Herrn Koechlin, betr. Austausch von 400 000 lb gefrorenen Aalen gegen deutsche Waren. Ich bringe das Schreiben des Herrn Felton zur dortigen Kenntnis, da er sich auf eine Weisung des Minister of Fisheries in Ottawa bezieht.

Es sind Schritte eingeleitet worden, um eine Auskunft ueber Herrn Felton zu erlangen, waehrend ihm selbst bereits mitgeteilt worden ist, dass Austauschgeschaeft unter dem deutsch-kanadischen Zahlungsabkommen nicht zu- laessig sind. Herr Felton ist aber aufgefordert worden, sich fuer den Absatz deutscher Erzeugnisse einzusetzen, da dadurch auch die kanadischen Ausfuhrmoeglichkeiten nach Deutschland gemaess dem Wortlaut des Abkommens gesteigert werden.

I.A.:

W/D

Wg

An

das Deutsche Generalkonsulat

O t t a w a .

August 17, 1939

W H 2 Nr. 3
 Rhine wines, as proposed by you, whereupon I might be able
 to recommend to the Import Control Authorities in Germany
 to allow import duties for frozen eels for your clients.
 Dear Mr. Felton,

Your letter of August 16th is at hand. I do

not know, however, whether you are familiar with the
 terms of the German-Canadian Payments Agreement of 1936,
 which does not provide for the possibility of barter trans-
 actions. Canadian exports to Germany are being transacted
 independent from Canadian imports from Germany. Germany,
 however, has agreed to use about two-thirds of the total
 foreign exchange resulting from German exports to Canada
 for the purchase of more than twenty specific commodities,
 one of which is frozen eels. Germany has thus agreed to
 use $\frac{1}{3}$ of $1\frac{1}{2}$ of the foreign exchange resulting from the total
 of her exports to Canada for the purchase of frozen eels in
 Canada. She imported much less frozen eels from Canada this
 year than last year, this decrease being due to the decrease
 of Canadian imports from Germany. In other words, if Canada
 is prepared to take more German merchandise, Canada will auto-
 matically be able to dispose of more Canadian products to
 Germany, and consequently the quantity of Canadian eels which
 Germany must take under her treaty obligation will be bigger
 than at present.

I would suggest that you endeavor to find an

added

A. J. Felton, Esq.,
 Vice-President,
 Alexander Hamilton Institute
 Limited of Canada,
 Toronto.

at 17.8.39
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August 17, 1939

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added market in Canada for German merchandise, for instance, Rhine wines, as proposed by you, whereupon I might be able to recommend to the Import Control Authorities in Germany to allot import quotas for frozen eels to your clients.

I should be glad to hear from you again. Your letter of August 15th is at hand. I do

not know however whether you are familiar with the terms of the German-Canadian Payments Agreement of 1936.

which does not provide for the possibility of barter transactions. Canadian exports to Germany are being transacted independent from Canadian imports from Germany. Germany, however, has agreed to use about two-thirds of the total foreign exchange resulting from German exports to Canada for the purchase of more than twenty specific commodities, one of which is frozen eels. Germany has thus agreed to use 1/3 of the foreign exchange resulting from the total of her exports to Canada for the purchase of frozen eels in Canada. She imported much less frozen eels from Canada this year than last year, this decrease being due to the decrease of Canadian imports from Germany. In other words, if Canada is prepared to take more German merchandise, Canada will automatically be able to dispose of more Canadian products to Germany, and consequently the quantity of Canadian eels which Germany must take under her treaty obligation will be bigger than at present.

(Dr. Anton Wagner)
Commercial Attaché

W/D

Handwritten signature and date: 8/17/39

I would suggest that you endeavor to find an

added

A. J. Pelton, Esq.,
Vice-President,
Alexander Hamilton Institute
Limited of Canada,
Toronto.

den 17. August 1939

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W H 2 Nr. 3

Herr A. J. F e l t o n , Vizepraesident des
Alexander Hamilton Institute Limited of Canada, C.P.R.
Building, Toronto, Ont., hat sich an den unterzeichneten
Handelsattaché gewandt und in einem Begleitschreiben an
Herrn Koechlin sich auf ~~einen~~ ^{Walden} Herrn Huels, Toronto, be-
zogen.

Ich waere Ihnen sehr dankbar, wenn Sie gegebenen-
falls durch Herrn Huels eine Auskunft ueber Herrn Felton
beschaffen koennten. Eine baldmoegliche Erledigung wuerde
begruesst werden, da die Angelegenheit eilbeduerftig ist.

I.A.:

W/D

W/S

An

das Deutsche Konsulat

T o r o n t o .

Alexander Hamilton Institute Limited

of Canada

AFFILIATED WITH THE ALEXANDER

HAMILTON INSTITUTE OF NEW YORK

A. J. FELTON
VICE-PRESIDENT



C. P. R. BUILDING
TORONTO, CANADA

August 16, 1939.

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Dr. H. Wagner,
Commercial Attache,
The German Consulate,
1440 St. Catherines Street, W.,
Montreal, Quebec.



Dear Sir:

On instruction from the Minister of Fisheries for Canada, I am empowered to assist in the merchandising of Canadian eels which are at present stored in the Harbor Commission Warehouse at Quebec City, Province of Quebec.

I have Four hundred thousand pounds for immediate disposal. They are Government inspected and grade #1. Assuming that there is a market for these in Germany, I should like to have you consider an exchange arrangement might be made whereby some basic raw material which presumably would not compete with a similar product manufactured in Canada, or Rhine Wine might be accepted through an exchange agreement.

If you will give this matter your immediate consideration I will appreciate it, and could arrange to come to Montreal to discuss it at your earliest convenience.

Very sincerely yours,

AJF/F

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Alexander Hamilton Institute Limited

of Canada

AFFILIATED WITH THE ALEXANDER

HAMILTON INSTITUTE OF NEW YORK

A. J. FELTON
VICE-PRESIDENT



C. P. R. BUILDING
TORONTO, CANADA

August 16, 1939.

Mr. F. Kroechlin,
Assistant to The Commercial Attache,
The German Consulate,
1440 St. Catherine Street, W.,
Montreal, Quebec.



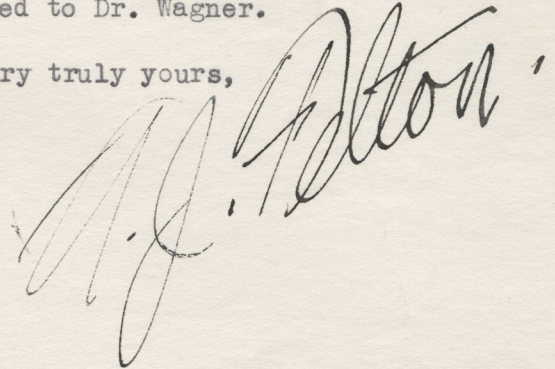
Dear Sir:

You will quite understand that the matter referred to in my letter addressed to Dr. Wagner is strictly confidential.

You may refer to Mr. William Huels whom you knew when you were here in Toronto, as to myself and my authorization to carry on the negotiations as outlined to Dr. Wagner.

Very truly yours,

AJF/F



W H 2 Mr. 3.