

## Section 2.—The Commercial Intelligence Service.\*

The Commercial Intelligence Service, maintained by the Department of Trade and Commerce, is designed to further the interests of Canadian trade in other parts of the Empire and in foreign countries. To this end there are established throughout the world offices administered by Trade Commissioners. These Trade Commissioners make periodical reports upon trade and financial conditions, variations in markets and the current demand or opportunities for Canadian products. They also secure and forward to the Department in Ottawa specific inquiries for Canadian goods and in general exert their best efforts for the development and expansion of overseas markets.

**Organization at Ottawa.**—Besides the overseas organization of the Commercial Intelligence Service, there is a headquarters staff at Ottawa. This is presided over by a Director, who is the head of the Service and administers and unifies the work assigned to the various Trade Commissioners. Assisting the Director are the following divisions: Directories—where inquiries for Canadian products, forwarded by the Trade Commissioners, are prepared for publication and distribution, and the Exporters Directory listing Canadian exporters with their agents abroad, commodities handled, ratings, cables and codes used, etc., and the Foreign Importers Directory are kept up to date; Editorial—where the Commercial Intelligence Journal is compiled; Commodity Records—where information regarding markets for Canadian export commodities is indexed; Economics; Animal and Fish Products; Vegetable Products; Mineral and Chemical Products; Forest Products; and Miscellaneous Manufactures. These last five divisions handle correspondence falling within their respective classifications.

Also, in order to keep abreast of Canadian industrial development, each Trade Commissioner makes a periodic tour of Canada and while in this country gives first-hand information to the Canadian manufacturer regarding opportunities and conditions of trade in his territory.

**Organization Abroad.**—A list of the countries in which Canadian Trade Commissioners are located, showing territory covered, name, post office and cable address of the Trade Commissioner in each case, is given below:—

### CANADIAN GOVERNMENT TRADE COMMISSIONERS.

**NOTE.**—This list revised as at Jan. 1, 1936. Cable address of Trade Commissioners is "Canadian" unless otherwise stated.

<i>Argentine Republic</i> (Territory includes Uruguay).....	J. A. Strong, B. Mitre 430, Buenos Aires (1).
<i>Australia</i> .....	L. M. Cosgrave. Address for letters—Box 196c, G.P.O. Melbourne. Office—Safe Deposit Building, Melbourne. Commercial Agent—B. Millin, The Royal Exchange, Sydney, N.S.W.
<i>Belgium</i> .....	Henri Turcot, 98 Boulevard Adolphe Max, Brussels.
<i>Brazil</i> .....	L. S. Glass. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. Da "A Noite", Sala 802, Praca Maua.
<i>British Malaya</i> (Territory includes the Straits Settlements, the Federated and Unfederated Malay States, British Borneo, Northern Sumatra and Siam).....	Acting Trade Commissioner, Union Building, Singapore, Straits Settlements.
<i>British West Indies</i> —	
Trinidad (Territory includes Barbados, Windward and Leeward islands and British Guiana).....	F. W. Bull. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Bank Building.
Jamaica (Territory covers Jamaica, Haiti, the Bahamas, and British Honduras).....	F. W. Fraser, P.O. Box 225. Office—Canadian Bank of Commerce Chambers, Kingston.

\*Revised by L. D. Wilgress, Director, Commercial Intelligence Service, Department of Trade and Commerce.