

Section 2.—The Commercial Intelligence Service*

The Commercial Intelligence Service, maintained by the Department of Trade and Commerce, is organized 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 who 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 at Ottawa specific inquiries for Canadian goods and, in general, exert their best efforts for the development and expansion of overseas markets.

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 possible Canadian exporters and makes direct contacts with Canadian manufacturers regarding opportunities and conditions of trade in his territory.

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 administers and unifies the work assigned to the various Trade Commissioners. Assisting the Director are the following divisions: Directories—where 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; Metals and Chemical Products; Forest Products; and Manufactured Products. These last five divisions handle correspondence falling within their respective classifications.

Organization Abroad.—Under an arrangement made by the Minister of Trade and Commerce with the British Foreign Office, Canadian manufacturers, exporters and others interested in trade matters may secure information and advice from British commercial diplomatic officers and British consuls in all countries in which Canada is not represented by her own Commercial Intelligence Service.

CANADIAN GOVERNMENT TRADE COMMISSIONERS

NOTE.—This list was revised as at Mar. 31, 1942. Cable address of Trade Commissioners is "Canadian" unless otherwise stated. Bentley's second phrase code is used by Canadian Trade Commissioners.

<i>Argentine Republic</i> —(Territory includes Uruguay.)	J. A. Strong, Commercial Attaché, B. Mitre 478, Buenos Aires (1).
<i>Australia</i> — Sydney (territory covers Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies). Melbourne (territory covers States of Victoria, South Australia, Western Australia, and Tasmania).	L. M. Cosgrave. Address for letters—P.O. Box No. 3952V. Office—City Mutual Life Building, Hunter and Bligh Streets. Frederick Palmer, 44 Queen St., Melbourne, C. 1.
<i>Brazil</i>	L. S. Glass, Commercial Attaché. Address for letters—Caixa Postal 2164, Rio de Janeiro. Office—Ed. "Brasilia", Sala 1110, Av. Rio Branco 311.
<i>British India</i> —(Territory includes Burma and Ceylon.)	Paul Sykes. Address for letters—P.O. Box 886, Bombay. Office—Gresham Assurance House, Mint Road, Bombay.
<i>British West Indies</i> — Trinidad (territory includes Barbados, Windward and Leeward Islands, and British Guiana).	G. A. Newman. Address for letters—P.O. Box 125, Port of Spain. Office—Colonial Life Insurance Building.

* Revised by C. H. Payne, Director, Commercial Intelligence Service, Department of Trade and Commerce.