

follows: Commodity (four)—Foods, Metals and Chemicals, Forest Products, Miscellaneous Manufactures—which record and supply information regarding export markets for Canadian commodities under these respective groupings; Directories—which maintains directories of Canadian exporters and of import agents abroad, including commodities handled, ratings, cables and codes used, etc.; Export Planning (see p. 472)—which co-ordinates programming and allocation of exports of commodities under control or in short supply; and Editorial—which handles the publication of the Commercial Intelligence Journal, pamphlets and other printed matter relating to trade; Import (see p. 473)—created in 1944 to explore sources, and locate supplies, of raw materials required for Canadian industries.

The four Commodity Divisions handle correspondence falling within their respective classifications with Canadian exporters and manufacturers and generally provide a liaison service between these and Trade Commissioners. Under war-time conditions these Divisions have assumed a number of duties in addition to those for which they would be normally responsible in peacetime. These have included development of export programs, in co-operation with the Export Planning Division, for manufactured products involving raw materials in short supply; procurement of essential requirements in foodstuffs and manufactured products for areas dependent on Canadian supplies and allocation of shipping space for these products, in co-operation with supply missions for these areas; advance planning of transportation to overseas shipping point of programmed products in short supply in order to avoid loss of allocated cargo space; development of programs and clearances of materials for the information of various combined Boards in Washington; and co-operation with the Mutual Aid Board in the clearance of its supply programs.

Organization Abroad.—There were 26 offices administered by Trade Commissioners at the beginning of 1944 as compared with a pre-war establishment of 34; half being in British Empire and half in foreign countries. Each office is staffed by a Trade Commissioner or Acting Trade Commissioner and several have one or more Assistant Trade Commissioners. In countries where there is a Canadian Embassy or Legation, Trade Commissioners and Assistant Trade Commissioners are attached to the Embassy or Legation staffs and have Commercial diplomatic ranks up to Counsellor grade.

Trade Commissioners and Assistant Trade Commissioners seek to promote the export trade of Canada by securing and forwarding specific inquiries for Canadian goods from importers in their territories to headquarters office at Ottawa and to Canadian exporters by studying and reporting upon business conditions and import requirements in their territories, the particular types of goods wanted, competition to be met, methods of packing and shipping, etc. They make periodical reports upon trade and financial conditions and report, as occasion requires, on tariff changes, trade regulations and exchange conditions. Their services are at the disposal of all bona fide Canadian manufacturers and producers.

Under peacetime conditions, each Trade Commissioner makes a periodic tour of Canada in order to keep abreast of Canadian industrial development. During this tour he makes direct contacts with Canadian exporters and manufacturers and supplies them with first-hand information regarding conditions of trade and opportunities in his territory.