

serve in the dual capacity of keeping the Trade Commissioner Service abroad fully informed of supply conditions in Canada, and maintaining close liaison with actual and prospective Canadian exporters. In conjunction with the Trade Commissioner Service, they advise exporters as to trade inquiries, potential markets for their products, the selection of agents, and trade regulations and practices. They furnish the initial contact through the Foreign Trade Service at Ottawa with Canadian markets abroad.

The Export Division maintains a confidential Exporters' Directory, which lists Canadian export firms and details of their products. Copies of this Directory are in every Trade Commissioner's office and are used as a means of keeping foreign buyers in touch with Canadian manufacturers offering desired commodities.

As authorized by the Export and Import Permits Act, 11 Geo. VI, c. 17, Orders in Council made under the Act have retained a number of products under export permit control by reason of supply conditions in Canada and to implement an inter-governmental arrangement.

The commodities under control are subject to constant scrutiny with a view to removal from export control, but there are still a number of products, such as roostuffs, cotton textiles and steel products, which are scarce, the distribution of which requires close surveys, and as to which export control is necessary. While permits are required for these scarce materials, an effort is being made constantly to ease restrictions and give Canadian shippers as much freedom of choice of markets as possible within the limited quantity available for export. Certain commodities are subject to export quotas, which are prepared by the Commodity Officers in conjunction with other interested Departments. The applications for export permits are dealt with through the Export Permit Branch, which comes under the jurisdiction of the Export Division.

The Export Division services the United Kingdom token shipment scheme, under which limited quantities of manufactured articles, at present regarded by the United Kingdom authorities as non-essential, are licensed for import into the United Kingdom.

Import Division.—An Import Division of the Foreign Trade Service was established soon after the end of the Second World War. This accorded with recognition of the primary problem in foreign trade promotion, that exchange be made available to purchase exports, and of the relationship of Canada as a customer to the export sale of Canadian goods.

The Import Division is the link between Canadian importers and the Trade Commissioner Service and corresponds to the Export Division in its particular field. The Division maintains close contact with Canadian importers, and uses facilities of the Trade Commissioner Service to reduce the difficulties experienced by Canadian importers and foreign exporters. It extends to Canadian importers assistance that can be provided in the foreign field through the Trade Commissioner Service.

The Import Division maintains a directory of Canadian importers and foreign exporters, classified according to the field of their activities. This directory assists the Trade Commissioners in their respective territories, serving as a guide. It also maintains a Canadian Trade Services Directory, copies of which are supplied to Trade Commissioners. This contains condensed reference material concerning Canadian requirements on customs, invoicing, packaging, marketing of goods, available freight and forwarding facilities, steamship rates, rail transportation and