

relative marketing data. The primary purpose of this service is to obtain recognition abroad for Canada as an organized market, and to provide a reference in dealing with requests for assistance received from importers and their foreign connections.

Commodity specialists in the Division assist importers by providing information concerning new sources of supply of foreign raw materials and food products, and reports on the remaining war-engendered obstacles or restrictions in foreign markets. They also investigate import requirements in general. A manufactured goods section is maintained to assist importers of component parts, industrial equipment and finished goods.

In conjunction with other administrative authorities, the Import Division is concerned with the fair allocation to Canada of products subject to international control and distribution. Through the Trade Commissioner Service, it undertakes negotiations with foreign governments which regulate the sale of their exportable surpluses in world markets, thereby protecting Canadian interests.

**Industrial Development Division.**—This Division has been established to co-ordinate Federal assistance in the establishment of new industries in Canada, both of domestic and foreign origin. Close liaison is maintained with a widespread network of organizations throughout Canada, including industrial development departments of the provinces, municipalities, railways, banks, power companies, chambers of commerce, boards of trade, the Canadian Manufacturers' Association and other promotional agencies, and with trade commissioners and other Canadian Government offices abroad. Numerous inquiries from foreign concerns and individuals regarding the manufacture of new products in Canada under licence or royalty, and the placing of inventions are also processed.

Programs for the training of foreign technicians in Canada are instituted and carried out by the Division. Seventy-five Chinese have been trained in Canadian industry during 1947 and 1948, and a similar program for East Indian trainees is in progress.

Working in collaboration with the Area Sections of the Canadian Trade Commissioner Service this Division plans itineraries for visiting delegations and industrial technicians, and on occasion sends an official to conduct the tour. Arrangements are also made for visiting foreign government officials, technicians, lecturers, scientists and students.

Also included in the duties of the Division are, membership in various inter-departmental committees concerned with industrial studies, design and development, the processing of reparation plants and equipment, and the admission of German scientists to Canada for the benefit of Canadian industry. The Division also provides liaison with the War Assets Corporation in the disposal of surplus equipment, particularly for export. Every effort is made to maintain close contact with new industries in the solution of their problems and the development of plans for export.

**Trade Publicity Division.**—The principal function of the Trade Publicity Division is to furnish the commercial community of Canada with information concerning the assistance obtainable by exporters and importers from the Foreign Trade Service. This Division is also responsible for stimulating a better appreciation by the general public of the importance of trade to the welfare of Canada. The attention of exporters and potential exporters is directed to opportunities for the disposal of their products in markets abroad, and of importers to the sources of supply for raw materials and consumer goods unobtainable in this country.