

**Tourist Information.**—Tourist information is supplied generally by the Canadian Travel Bureau, Ottawa, while detailed information on the National Parks and historic sites may be obtained from the National Parks Bureau, Department of Mines and Resources, Ottawa. For advice regarding specific provinces or particular cities or resorts, the tourist may apply to the provincial or municipal bureau of information concerned. See Chapter XXX.

### PART III.—THE GOVERNMENT AND FOREIGN TRADE\*

#### Section 1.—Foreign Trade Service and Associated Agencies Concerned with the Development of Foreign Trade

Foreign trade contributes substantially to the welfare and prosperity of Canadians, due largely to the fact that the productive capacity of Canada is greater than the ability of her population to consume the output of farms, factories, forests, fisheries and mines. Every effort is made, therefore, to establish and maintain close commercial relations with other countries whose markets are essential to the national economy. It is appreciated, however, that two-way trade should be encouraged, in order that goods and services may be accepted in partial payment for the products Canada is in a position to export. Furthermore, many commodities that are not indigenous to this country have to be imported from abroad, some being required for Canadian industrial processes. Others may be classed as consumer goods, necessary for the maintenance of a high standard of living.

Although many private firms have established connections in other countries that enable them to maintain a steady flow of goods in either direction, others require the assistance of government agencies in finding markets or sources of supply. Import and export controls, imposed by many countries for a variety of reasons, together with post-war foreign exchange difficulties, present problems that no single firm or even an association of manufacturers, exporters or importers can solve without intervention on the part of government representatives.

The Foreign Trade Service of the Department of Trade and Commerce and a number of associated agencies are at the disposal of exporters and importers, engaged directly in the development of Canada's commercial relations with other countries. These include:—

**Trade Commissioner Service.**—The Trade Commissioner Service might be defined as the sales department of the Foreign Trade Service. Consisting of a headquarters at Ottawa and 44 offices in 36 Commonwealth and other countries, the organization seeks to place Canada in as many world markets as possible. The work of the Trade Commissioners in the field is co-ordinated at Ottawa by four global areas headed by area chiefs. The area officers are familiar with every aspect of foreign trade in their geographical or political areas and are responsible to the Director of the Division for the presentation of official information on all trade matters in their respective territories.

Trade Commissioners bring together exporters and importers of Canada and other countries. They study potential markets for specific Canadian products, report on the exact kind of goods required, competitive conditions, trade regulations, tariffs, shipping and packaging regulations. Inquiries for Canadian goods are passed to Ottawa or directly to interested Canadian firms. For the Canadian importer,

\* Prepared in the several Branches concerned and collated in the Publicity Division, Department of Trade and Commerce, Ottawa.