

Trade Commissioners seek sources of raw materials and other goods wanted in Canada, and give assistance to the foreign exporter who wishes to market his products in Canada.

In countries where Canada maintains a diplomatic mission, as well as a trade office, Trade Commissioners form an integral part of the mission and assume the titles of Commercial Counsellor or Commercial Secretary. In some foreign countries they also act as Consuls or Vice-Consuls, according to their status as Foreign Service Officers. To refresh their knowledge of the Canadian industrial picture as a whole, tours of Canadian industrial centres are arranged from time to time for Trade Commissioners. Contacts with Canadian exporters and importers are made or re-established, and the Trade Commissioners are given an opportunity to pass on information regarding the trade conditions and potentialities of their territories directly to those most concerned.

Trade Commissioner Offices are located in the following countries: Argentina, Australia (Sydney and Melbourne), Belgian Congo, Belgium, Brazil (Rio de Janeiro and São Paulo), British West Indies (Jamaica and Trinidad), Chile, China, Colombia, Cuba, Egypt, France, Germany, Greece, Guatemala, Hong Kong, India, Ireland, Italy, Japan, Mexico, the Netherlands, New Zealand, Norway, Pakistan, Peru, Philippine Islands, Portugal, Singapore, South Africa (Johannesburg and Cape Town), Sweden, Switzerland, Turkey, United Kingdom (London, Liverpool and Glasgow), the United States (Washington, New York and Los Angeles), and Venezuela. Canadian representatives of the Department of Trade and Commerce are attached to the Canadian Military Mission in Germany and the Canadian Mission in Japan. There are also regional offices in Vancouver and St. John's to assist exporters and importers in Western Canada and Newfoundland.

**Commodities Branch.**—Commodity trade promotion is the particular responsibility of a Commodities Branch, which co-ordinates the work of specialists in the Export and Import Divisions, as follows: Plant Products; Live-stock and Animal Products; Dairy Products, Poultry, Honey and Tobacco; Fish and Fish Products; Beverage and Grocery Products; Oils and Fats; Machinery and Industrial Equipment; Chemicals and Allied Products; Agricultural Machinery, Aircraft and Air Conditioning Equipment; Non-Ferrous Metals; Iron and Steel Products; Industrial Electrical and Electronic Equipment; Automotive Equipment; Non-Metallic Minerals; Wood and Wood Products; Wood-pulp, Paper and Paperboard; Textiles, Leather and Rubber; and General Products.

Related services, rendered by the Transportation and Communications Division and Priorities Branch, are administered by the Commodities Branch, together with the following control agencies: Export Permit Branch, Timber Control, and the Emergency Import Control Division.

Commodity officers are in constant communication with Canadian Government Trade Commissioners, providing them with information concerning supply conditions in Canada. Market data are supplied to Canadian exporters, who are advised of opportunities for the sale of their products, regulations governing trade, and the nature of competition in various countries. A similar service is rendered on behalf of importers, information concerning new sources of supply for materials and manufactures required in this country being sought from Canadian Government Trade Commissioners. Commodity officers familiarize themselves with conditions in their respective industries, by personal visits and exchange of correspondence, in order that they may be in a position to promote sales.