

to Ottawa or directly to interested Canadian firms. For the Canadian importer, 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 (Bombay and New Delhi), Ireland, Italy, Japan, Mexico, the Netherlands, New Zealand, Norway, Pakistan, Peru, Philippine Islands, Portugal, Singapore, South Africa (Johannesburg and Cape Town), Spain, 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 at Vancouver and St. John's to assist exporters and importers in Western Canada and Newfoundland.

Commodities Branch.—Commodity trade promotion is the responsibility of the Commodities Branch which, through the Export and Import Divisions, coordinates the work of the commodity specialists in the following sections: Automotive, Agricultural and Construction Equipment; Chemicals, Oils and Minerals; Fish and Fish Products; Imported Foods; Machinery and Metals; Textiles, Leather and Rubber; Wood and Wood Products; and a wide range of general products.

The commodity officers specializing in these various fields maintain contact with industry and the trade generally by personal visits and exchange of correspondence. They also maintain contact with conditions abroad by communication with Canadian Government Trade Commissioners through the facilities of the Export and Import Divisions. It is the function of the Export Division to direct the attention of Trade Commissioners to supply conditions in Canada and, in turn, to relay market news received from Trade Commissioners to Canadian manufacturers and exporters. Similarly, it is the function of the Import Division to obtain information on foreign supply conditions and to direct the attention of Trade Commissioners to requirements in the Canadian market. The Export Division pays close attention to opportunities for developing sales abroad of Canadian products, and informs exporters about regulations governing foreign trade. The Import Division is concerned particularly in locating advantageous sources of supply of materials and manufactures and in promoting Canadian interests in international commodity markets.