

FOREIGN TRADE SERVICE REPRESENTATIVES *ABROAD—concluded

AGRICULTURAL REPRESENTATIVES—concluded

THE NETHERLANDS.—C. J. Small, Acting Agricultural Secretary, Canadian Embassy, Sophialaan 1-A, The Hague. Territory includes Belgium, Denmark and Luxembourg.

UNITED KINGDOM.—D. A. B. Marshall, Commercial Secretary (Agricultural), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, London, S.W.1.

UNITED STATES.—Dr. W. C. Hopper, Agricultural Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W., Washington, D.C.

VENEZUELA.—D. B. Laughton, Vice-Consul of Canada and Acting Agricultural Trade Commissioner, Canadian Consulate General, Edificio Pan American, Puente Urapal, Caracas. Territory includes Colombia.

FISHERIES REPRESENTATIVES

ITALY.—M. S. Strong, Commercial Secretary (Fisheries), Canadian Embassy, Via Saverio Mercadante 15, Rome.

JAMAICA.—E. M. Gosse, Canadian Trade Commissioner (Fisheries), Canadian Bank of Commerce Chambers, Kingston.

UNITED STATES.—M. B. Bursey, Consul of Canada and Trade Commissioner (Fisheries), Canadian Consulate General, 620 Fifth Avenue, New York City.

TIMBER REPRESENTATIVE

UNITED KINGDOM.—R. D. Roe, Commercial Secretary (Timber), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, London, S.W.1.

Commodities Branch.—Commodity trade promotion is the responsibility of the Commodities Branch. The Export and Import Divisions co-ordinate the work of the commodity specialists in the following sections: Automotive, Agricultural and Construction Equipment; Chemicals, Oils and Minerals; Imported Foods; Machinery and Metals; Textiles, Leather and Rubber; Wood and wood products, including newsprint; and a wide range of general products. The commodity officers specializing in these fields maintain contact with industry by personal visits and exchange of correspondence and with conditions abroad by communication with Canadian Government Trade Commissioners. The Export Division directs the attention of Trade Commissioners to supply conditions in Canada and, in turn, relays market news received from Trade Commissioners to Canadian manufacturers and exporters. Close attention is paid to opportunities for developing sales abroad of Canadian products and exporters are informed about regulations governing foreign trade. The Import Division obtains information on foreign supply conditions and directs the attention of Trade Commissioners to requirements in the Canadian market. This Division is concerned particularly with locating advantageous sources of supply of materials for manufactures and in promoting Canadian interests in international commodity markets.

Directories are maintained which include lists of Canadian manufacturers and other exporters, together with details of the products they are in a position to sell abroad and also lists of Canadian importing houses and details of their foreign connections and their interests in the import field. These directories are confidential and are supplied only to Canadian Government Trade Commissioners.

The function of the Transportation and Communications Division of the Branch is to facilitate, where necessary, the movement of merchandise from its point of origin to its ultimate destination. Active liaison is maintained with railways, steamship operators and agents, marine insurance companies, forwarding firms and