

In the field of trade promotion, the Grain Division and the Food and Agriculture Division assist Canadian exporters of agricultural and fisheries products in finding markets in other countries. Canadian firms are supplied with information concerning market conditions and requirements in foreign markets, competition from other sources of supply, exchange and tariff restrictions and other related information. Canadian Trade Commissioners throughout the world are kept fully informed on such matters as production and price trends in Canada, quantities of commodities available for export and sources of supply.

The Grain Division deals specifically with matters relating to Canada's grain trade. Assistance is rendered foreign governments and other buyers in the purchase of Canadian wheat, flour and other cereals. Close contact is maintained with the flour millers as well as daily liaison with the Canadian Wheat Board.

The Commodity Officers concerned with livestock, livestock products, meat, dairy and poultry products, fruits and vegetables, and fish and fisheries products keep in contact with the trade and trade organizations dealing with these commodities. They are in close touch with the officers of other departments of government concerned with the disposition of Canadian production surplus to domestic requirements, and who are responsible for such items as health standards, grading and inspection.

A great deal of information pertaining to foreign agriculture and fisheries is received from the Canadian Trade Commissioners. This material, which reflects foreign government policy, production trends and market information, is processed in the Branch and distributed to the departments of government concerned and others interested. Much of it is published in *Foreign Trade*. The Trade Commissioner Service includes a number of officers who deal specifically with agricultural and fisheries matters. Some of these officers are located in Canada's most important export outlets and others in those countries with which Canada competes on world markets, particularly in such commodities as wheat, coarse grains, livestock, meats and dairy products. The information received from the agricultural officers and other Trade Commissioners on foreign agricultural developments is distributed in Canada through publications issued by the Economics Division of the Department of Agriculture and by direct communication with producers and exporters. Fisheries information from abroad is passed immediately to the Department of Fisheries, the provincial departments concerned, the Fisheries Council, and to fish exporters.

**International Trade Relations Branch.**—This Branch deals with a wide variety of current trade issues, ranging from the analysis of developments in international commercial relations to assisting in the reopening of dollar markets for Canadian products and to finding practical solutions for tariff and other difficulties encountered by Canadian exporters. The Branch has under constant review Canada's trading relations with other countries, and participates in conferences and negotiations under the General Agreement on Tariffs and Trade. In addition the Branch is concerned with the effects of the work of such international organizations as the Organization for European Economic Co-operation on Canadian and world trade.

Trade treaties are under continuous examination by the Branch, which is responsible for the preparation of material for trade and tariff negotiations with other countries. Material is collected on foreign tariffs, customs legislation, taxes affecting trade, import licensing, exchange regulations, documentation, sanitation, marking and labelling requirements, and measures pertaining to quotas, embargoes and other import restrictions. These data are analysed, interpreted, clarified and made available in easily comprehensible form to exporters, government officials and other export interests.

Exporters who encounter difficulties resulting from the trade policies or regulations of other countries are given expert advice and interpretations of foreign regulations. Also the Branch initiates official consultations with other governments respecting such problems.