

is made, therefore, to establish and maintain close commercial relations with other countries whose markets are essential to the Canadian 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 must be imported. Some of these are required for industrial processes and others may be classed as consumer goods necessary for the maintenance of the Canadian 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 postwar foreign exchange difficulties, present problems that no single firm or even an association of manufacturers, exporters or importers can solve without assistance from government representatives.

The Department of Trade and Commerce and associated agencies are at the disposal of exporters and importers engaged directly in the development of Canada's commercial relations with other countries. Services obtainable from the various branches, divisions and agencies are described below.

**Agriculture and Fisheries Branch.**—The main functions of this Branch include: (1) trade promotion relating to agricultural and fisheries products; (2) the programming, receiving and distributing of information on foreign agriculture and fisheries; and (3) acting as a focal point for liaison on agricultural and fisheries trade matters with the Department of Agriculture, the Department of Fisheries, the Canadian Wheat Board, and other government departments and boards.

In the field of trade promotion, the Grain Division, the Food and Agriculture Division and the Fisheries 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. Trade Commissioners 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 assists 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 and livestock products, plant products, confectionery, 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 those 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.