

Specialized Agencies in the recruiting of technical experts and in the arrangement of courses of instruction for UN trainees sent to Canada for study. For the year ended Mar. 31, 1958, \$34,400,000 was voted by Parliament for the Colombo Plan, making a cumulative total of \$196,670,000 and, as a first contribution to the other aid programs, \$150,000 was voted for joint use in providing assistance to the West Indies and Ghana.

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 re-opening 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 interpretation of foreign regulations. Also, the Branch initiates official consultations with other governments respecting such problems.

Trade Commissioner Service.—The Canadian Trade Commissioner Service is one of the important instruments in the continuous effort to increase Canadian international trade, to give world-wide distribution to Canadian products and to locate the best sources of supply for imports. Headquarters are at Ottawa, and 59 offices are maintained in 45 countries, staffed with trained Canadian trade officials and commodity specialists. The work of the Trade Commissioners in the field is co-ordinated in Ottawa by five Area Trade Officers. These Officers are familiar with every aspect of foreign trade in their geographical or political areas and are responsible to the Director of the Service for the collection, preparation and presentation of information on all trade matters in their respective territories.

Trade Commissioners bring together exporters and importers of Canada and other countries. They study potential markets for specific Canadian products and report on the exact kind of goods in demand, prices, competitive conditions, trade and exchange regulations, tariffs, shipping and packaging requirements, labelling, etc. Inquiries for Canadian goods are forwarded to the Department at Ottawa or directly to interested Canadian firms. For Canadian importers, Trade Commissioners seek sources of supply of a wide variety of goods. The preparation of economic and other reports for departmental use is an important activity for the Trade Commissioner. Assistance is given to Canadian exhibitors at overseas trade fairs and constant liaison is maintained with the trade departments of foreign governments.

In countries where Canada maintains a diplomatic mission and a trade office, Trade Commissioners form an integral part of the mission and assume the title of Commercial Counsellor or Commercial Secretary. In some foreign countries they act as Consuls General, Consuls or Vice-Consuls, according to their status as Foreign Service Officers.

In order to provide Canadian manufacturers, exporters and importers with up-to-date information concerning their territories more effectively than is possible by correspondence, tours of Canadian industrial centres are arranged from time to time for Trade Commissioners. Such direct contacts enable specific problems to be discussed and at the same time serve to bring into focus for the Trade Commissioner the Canadian industrial picture as a whole.