

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: trade promotion relating to agricultural and fisheries products; the programming, receiving and distribution of information on foreign agriculture and fisheries; 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, the Board of Grain Commissioners for Canada, and other government departments and boards; and keeping abreast of developments and attending meetings of international organizations concerned with trade in agricultural products.

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 lands, competition from other sources of supply, exchange and tariff restrictions and other related information. Special surveys are made whenever necessary. Trade Commissioners are kept 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 Branch assists in organizing displays of agricultural and fisheries products in trade fairs abroad, including a specialized program of fur promotion.

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.

Much information on foreign agriculture and fisheries is received from 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. 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, dairy products and fisheries products.

Information received from these agricultural officers and other trade commissioners on agricultural developments in other lands is published in *Foreign Trade* and in bulletins of the Economics Division, Department of Agriculture, and is made available directly to producers and exporters. Fisheries information from abroad is passed to the Department of Fisheries, the provincial governments concerned, the Fisheries Council of Canada and to fish exporters.