

commissioners make local arrangements for and travel with Canadian trade missions visiting overseas markets. They also seek sources of supply for a wide variety of goods on behalf of Canadian importers.

In developing trade opportunities, Canada's trade commissioners travel extensively in their territories, visit leading industrial and commercial centres, call on government officials, businessmen, trade associations and municipal authorities in an effort to arouse interest in Canadian products. They establish social contacts with commercial interests, thereby developing goodwill for Canada and Canadian products, while creating connections for Canadian exporters and facilitating the collection of trade information. They return to Canada at periodic intervals and make tours of Canadian industrial and commercial centres. Such direct contacts enable them to discuss specific problems with businessmen and bring into focus the Canadian commercial scene. Trade commissioners report to the Department and advise Canadian firms on economic conditions and trade opportunities in their respective territories. Many reports are published in *Foreign Trade*, and provide Canadian businessmen with a wealth of commercial intelligence.

In countries where Canada has a diplomatic mission, the Canadian trade office is the commercial division and the trade commissioner has the rank of Minister (Commercial), Minister-Counsellor (Economic), Commercial Counsellor or Commercial Secretary. When attached to a consulate, he carries the title of Deputy Consul General (Commercial), Consul (Commercial), or Vice-Consul (Commercial), according to his rank, in addition to that of Trade Commissioner. He may also be the Consul General, in charge of the office. Where trade offices are detached, and do not form part of a diplomatic mission, the trade commissioner may also be required to undertake consular, immigration and other duties as the sole representative of Canada.

#### CANADIAN FOREIGN TRADE OFFICES ABROAD, AS AT MAR. 1, 1961

**ARGENTINA.**—Commercial Counsellor, Canadian Embassy, Bartolome Mitre 478, Buenos Aires.

#### **AUSTRALIA.**—

Sydney: Commercial Counsellor, 7th Floor, Berger House, 82 Elizabeth Street, Sydney, N.S.W.

Melbourne: Commercial Counsellor, Mobil Centre, 2 City Road, South Melbourne.

Canberra: Commercial Secretary, Office of the High Commissioner for Canada, State Circle, Canberra.

**AUSTRIA.**—Commercial Counsellor, Opernringhof, Opernring 1, Vienna 1. Territory includes Bulgaria, Czechoslovakia, Hungary, Romania and Yugoslavia.

**BELGIUM.**—Commercial Counsellor, Canadian Embassy, 35 rue de la Science, Brussels. Territory includes Luxembourg.

#### **BRAZIL.**—

Rio de Janeiro: Commercial Counsellor, Canadian Embassy, Edificio Metropole, Av. Presidente Wilson 165, Rio de Janeiro.

São Paulo: Consul and Trade Commissioner, Canadian Consulate, Edificio Alois, Rua 7 de Abril 252, São Paulo.

**CEYLON.**—Commercial Secretary, Office of the High Commissioner for Canada, 6 Gregory's Road, Cinnamon Gardens, Colombo.

**CHILE.**—Commercial Secretary, Canadian Embassy, 5th Floor, Agustinas 1225, Santiago.

**COLOMBIA.**—Commercial Secretary and Consul, Canadian Embassy, Edificio Banco de Los Andes, Carrera 10, No. 16-92, Bogota. Territory includes Ecuador.

**CONGO.**—Canadian Consulate General, Forescom Bldg., Leopoldville 1. Territory includes Angola, Central African Republic, Chad, Congo, Gabon.

**CUBA.**—Commercial Secretary, Canadian Embassy, Edificio Ingenieros Civiles, Calle 17 y O Vedado, Havana, Cuba.

**DENMARK.**—Commercial Counsellor, Canadian Embassy, Prinsesse Maries Allé 2, Copenhagen. Territory includes Greenland and Poland.