

10 teams of Canadian business men sent abroad to study special markets in Western and Eastern Europe, Latin America, Australia and the Far East. Twenty-seven groups of business visitors were brought to Canada from Western and Eastern Europe, Australia, the United States, Africa, the Middle East and the Far East. The trade missions program was increased by eleven missions over the previous year and included as mission members some 100 Canadian business men and over 200 foreign business men.

Trade Policy Service.—The Office of Trade Relations, together with the Office of Commodity Trade Policy, which was established in September 1966, forms the Department's Trade Policy Service.

The main function of the Office of Trade Relations is to safeguard and improve terms of access for Canadian exporters in foreign markets. The Office is concerned with the conduct of Canadian trade relations with other countries, including the negotiation and administration of trade agreements and Canadian participation in international conferences and meetings dealing with trade and economic matters. It endeavours to find practical solutions for tariff problems and other difficulties encountered in foreign markets by Canadian exporters and, as a service to exporters, provides expert information, advice and assistance on foreign tariffs, import and exchange controls, documentation requirements and other foreign governmental regulations affecting Canada's trade. The Office also has responsibilities in relation to the export financing facilities available for the development of exports of Canadian capital equipment. The Area Divisions of the Office—Commonwealth, United States, European, Latin American and Asia and Middle East—are the central points of contact between Canada's Trade Commissioners abroad and the Department in Ottawa.

The Office of Commodity Trade Policy has two main areas of interest: it makes detailed commodity studies to ensure that the development of Canadian trade and related policies reflects the key role of export in the economy, and it has the responsibility for international commodity policy work, including the negotiation of international commodity arrangements and related activities.

Transportation and Trade Services Branch.—The functions of this Branch relate to freight transportation matters, export and import controls, trade directories, the administration of the seven Regional Offices and the provision of general guidance to firms seeking entry into the export field. These activities are conducted by three Divisions: the Transportation Division is concerned primarily with industrial transportation from the export shipper's point of view, with policies and practices affecting the movement of international trade, and with developments and trends in shipping services and freight rates; the Export and Import Permits Division administers the controls established under the Export and Import Permits Act; and the Regional Offices and Trade Services Division administers the Department's Regional Offices and compiles the Exporters' Directory, a confidential directory of firms engaged in or seriously interested in exporting commodities or services.

Commodity Branches.—The Commodities and Industries Services include three commodity branches—the Agriculture and Fisheries Branch, the Industrial Materials Branch and the Manufacturing Industries and Engineering Branch. These Branches provide the main link between industry and the Department; they maintain close contact with the business community to be familiar with production and supply conditions in Canada. Emphasis is placed on the search for products and services, the sale of which can be promoted abroad.

The Agriculture and Fisheries Branch is organized into five divisions to cover fisheries, grain, livestock and animal products, plant products, and commodity arrangements and markets development. The Industrial Materials Branch is composed of three divisions to handle chemicals, forest products and metals and minerals. The Manufacturing Industries and Engineering Branch is organized into four divisions responsible for appliances and