

informed in advance of these visits so that appointments can be arranged for discussions with firms interested in exporting to his territory. Businessmen wishing to meet with trade commissioners on tour may arrange to do so by communicating with the Trade Commissioner Service, trade associations, or one of the Department's regional offices.

**The Office of International Special Projects** consists of two branches: the Defence Programs Branch and the Special Projects Branch, which develop certain types of special export opportunities by promoting Canadian industrial participation in projects and programs abroad. Many of these export opportunities are capital projects requiring goods and services from several sources of supply, no one of which can normally undertake the lead in exploiting such a project. This Office attempts to provide the special government assistance needed to co-ordinate the efforts of all concerned.

The Defence Programs Branch promotes defence export trade through marketing programs aimed at the sale of Canadian defence and defence-related high-technology equipment to friendly countries, and the establishment of arrangements with Canada's allies for co-operative industrial research, development and production in defence-related matters. A major activity is the Canada-United States defence-development and production-sharing program, which entails the joint development and reciprocal procurement of defence items.

The Special Projects Branch identifies and exploits opportunities for capital projects abroad having multi-industry content, including those related to airports, tourism, education, health care and agro-industries abatement; provides marketing assistance to service industries, particularly by providing a focal point in the Department for consulting engineers; and co-ordinates departmental marketing activities in the promotion of Canadian participation in projects financed by multilateral and bilateral aid sources such as the World Bank and regional development banks.

**The International Financing Branch** participates in the development of policies and procedures for external aid, export credits and other export financing arrangements. In addition, it keeps Canadian exporters informed about the range of financing facilities provided by the Canadian government and those available through international financial institutions.

**The Grain Marketing Office** is concerned with the federal government's activities in marketing assistance and development for grain, oilseeds and their bulk derivatives. Its continuing operational responsibility includes the institution and administration of programs designed to expand exports of grain, oilseeds and other products and to help provide stability in the market. Among these are initial prices legislation, grain credit facilities and Prairie grain advance payments. It follows developments in grain markets and sales opportunities. It also seeks to widen the market for these products through commercially viable projects by working with commercial firms, agencies and associations within the industry. The office participates in the activities of international organizations concerned with grain and oilseeds such as the International Wheat Council and the Food and Agriculture Organization of the United Nations.

**The Office of the Transportation Policy Adviser** is concerned with the transportation environment and with short- and long-term transportation problems that affect Canadian trade and industrial development. Continuing reviews are made of freight rates and services to shippers, and of regional, national and international transportation policies and measures that have an impact on Canadian trade, and assistance is provided to shippers in selecting appropriate transportation routes and modes at lowest possible freight costs. The Branch participates in national and international organizations and conferences concerned with cargo movement, intermodal transport, simplification of documentation and facilitation of trade procedures, and international maritime development.

**The Office of Export Programs and Services** administers the trade support given by the Department under the Promotional Projects Program (PPP) and the Program for Export Market Development (PEMD).

Through the PPP, Canadian trade fair exhibits, trade missions and trade visits are initiated, organized and managed by the Department. The range of these activities includes participation in international trade fairs, solo shows and in-store promotions; the organizing of technical seminars and trade missions abroad; and the sponsoring of foreign visits to Canada to stimulate the sale of Canadian products in various export markets. The Department also