

**Marketing.** To broaden the assistance provided for sales and market development of grains, oilseeds and products, the pertinent services of the Department of Industry, Trade and Commerce are consolidated in the Grain Marketing Office. Regular contact is maintained with the Canadian Wheat Board, other agencies and organizations concerned with grain marketing, trade commissioners abroad and the private trade sector. A program of trade promotion that includes participation in missions and trade fairs abroad is also maintained.

The Grains and Oilseeds Marketing Incentives Program provides assistance in the form of cost or risk sharing to a variety of projects designed to increase the sales of grains, oilseeds and their derivatives. Assistance is normally provided to worthwhile projects which would not be realized without incentives. Canadian companies, agencies, industry associations, universities, institutes and similar bodies are qualified applicants. Projects implemented or under consideration cover various fields, including grain handling, storage, processing, market testing of products, developing new products or processes, feeding trials and demonstrations and feasibility studies related to expansion of exports of grains, oilseeds and their products.

With the cooperation of the processing industry, provincial governments and universities, a \$5 million pilot plant in Saskatoon was scheduled for completion in 1977. The POS Pilot Plant Corporation (Protein, Oil and Starch) is a non-profit corporation (directed by subscribing members) which provides unique pilot-plant facilities to the Canadian grains and oilseeds processing industry.

**Credit.** Canada has been selling grain on credit since 1952. The original program provided for grain sales on terms of up to three years at commercial rates of interest. In 1968 the government approved a broadened and improved program for the sale of Canadian grain on credit to improve its competitive position in export markets. The new program allowed exporters to respond quickly to export opportunities in developing countries on more favourable credit terms in some circumstances.

Most credit sales of western grains are on terms of three years or less, financed under Section 12 of the Canadian Wheat Board Act with a government guarantee. Credit sales of other than the western wheat, oats and barley which are marketed by the Wheat Board, or any sales on terms of more than three years, are insured under Section 27 of the Export Development Act.

**Food aid.** The Canadian Food Aid Program has expanded from \$2 million in 1962-63 to more than \$225 million in 1975-76. Since 1963 food aid under bilateral and multilateral aid programs has been administered by the Canadian International Development Agency. Most of the food consists of wheat and wheat products, but rapeseed and rapeseed oil are also included. In the past about 80% of Canada's food aid was extended to foreign governments under bilateral programs with the remaining 20% going through multilateral channels, mainly the World Food Program. Over the last 10 years more than 72 different countries have received food aid from Canada. Regular contributions of flour are also made to the United Nations Relief and Works Agency.

At the World Food Conference in Rome in November 1974, Canada pledged the allocation of 1 million metric tons of grain annually for three years, with 400 000 t of this amount to be channelled through the World Food Program. A commitment to increase substantially other types of food aid was also made. The estimated total value of food aid in 1976-77 was approximately \$230 million.

#### 11.7.1.2 The Canadian Grain Commission

The Canadian Grain Commission was established by the Canada Grain Act in April 1971, replacing the Board of Grain Commissioners for Canada, established in 1912. It is composed of a chief commissioner and two commissioners and is under the jurisdiction of the Canada Department of Agriculture, with headquarters at Winnipeg and other offices across Canada, the largest in Vancouver, Thunder Bay and Montreal.