

people, industrial commissions and municipal councils. A manufacturing opportunity days program presents new products and processes, licensing opportunities, joint ventures from around the world and contracts for tendering.

Throughout the province 15 field offices meet local needs and problems and nine international field offices cover 35 countries; three are in the United States — Chicago, Los Angeles and New York; others are in Mexico City, Paris, Brussels, Frankfurt, London, Milan, Stockholm, Tokyo and Vienna. To aid the manufacturer, the international staff works in conjunction with industrial development officers in Toronto to arrange trade missions, business appointments, plant visits, incoming buyer missions, tourist incentive programs, and to provide consulting services with government and investment representatives. Some trade missions include visits to international trade fairs and exhibitions enabling executives from Ontario companies to see new products and manufacturing techniques. This program introduces Ontario companies to foreign concerns wishing to establish contacts for licensing, joint ventures or expansion in Canada.

17.3.7 Manitoba

The industry and commerce department encourages a planned expansion in the provincial economy through continued industrial and commercial development. The activities of the department encourage sales improvement, productivity improvement, new enterprise formation and existing enterprise expansion.

An industrial development branch assists companies or individual entrepreneurs who are considering new manufacturing plants and major expansions to existing plants. Professional service and advice are provided in such areas as feasibility and market studies. Site location reports are prepared that respond to client requirements for information on taxation, wage rates and labour availability, financial incentive programs, supply of raw materials and other operating factors.

A trade development branch (Manitrade) advises firms in developing and handling trade to export markets and acts as an export department or agent for small Manitoba companies.

The enterprise development group consists of nine branches and two associated agencies, all directly concerned with programs for small businesses. Its branches encourage small enterprise development and improvement, and new enterprise formation; provide management counselling; and advise on human resource management, and marketing, distribution and design of products. The two agencies are the Manitoba Research Council and the Manitoba Design Institute.

The Manitoba Development Corp. is a Crown corporation established in 1958. Its objectives are to assist businesses to increase productivity and to raise wage levels. It encourages exports and the use of locally developed products instead of imports.

The corporation provides money for businesses in the form of loans or bank loan guarantees. Technical and managerial help is made available in conjunction with the Manitoba industry and commerce department. The corporation also provides assistance in preparing applications for financing from other lenders and for federal and provincial grants.

17.3.8 Saskatchewan

The industry and commerce department has set up a development strategy aimed at providing jobs, increasing resource processing in the province and creating balanced economic growth. New programs have been introduced to encourage continuing development and innovation in Saskatchewan business. In 1976-77 the department was involved in the starting up and expansion of 60 industrial and commercial enterprises.

A small business interest abatement program offers grants to businesses to reduce costs on term financing used to establish new operations and expand or upgrade existing facilities. A small industry development program provides interest-free forgivable loans for manufacturing or processing industries to modernize, expand or build new facilities in the province. The amount covered by the loans varies according to the location of the