

provides support and advice regarding the management of international trade relations issues.

**The five international branches** (Europe, Asia and Pacific, Africa and Middle East, Latin America and Caribbean, and the United States) each headed by an assistant deputy minister, are focal points on matters affecting Canada's trade and economic relations with other countries and areas. Branch responsibilities include development of Canada's international trade strategy, market development programs for individual countries and areas and improvement of access for Canadian products to export markets. The branches are centralized sources of information on Canada's trade with specific countries or regions and they provide a regional perspective for matters of both international trade relations and export trade development. They also provide information, advice and guidance to government agencies and to the business community on foreign government trade and economic regulations and practices; maintain contact, normally through Canadian posts abroad, with foreign markets and foreign governments on matters pertaining to markets for Canadian exports; and provide advice to the department, to other Canadian government agencies and to the Canadian business community on export market problems and opportunities.

**The trade commissioner service** promotes Canada's export trade and represents and protects its commercial interests abroad. In addition, trade commissioners are engaged in activities to attract investment to Canada and to promote technology transfers, for example, through the Technology Inflow Program. Accordingly, a trade commissioner has a variety of responsibilities: to act as an export marketing consultant; to bring foreign buyers into contact with Canadian sellers; to help organize trade fairs and trade missions; to recommend modes of distribution and suitable agents; to report on changes in tariffs, exchange controls and other matters affecting Canada's trade with the countries to which he or she is accredited; to assist in the identification and encouragement of potential investors in Canada; and to promote opportunities for technology transfer to Canada. A trade commissioner initiates programs to develop new markets for Canadian products, responds to inquiries from Canadian firms and provides advice to the visiting Canadian business persons.

The scheduled return of trade commissioners for official tours of Canada helps Canadian firms

interested in the export trade. Trade associations are informed in advance of these visits so that business persons wishing appointments may arrange them through one of the 15 regional offices of the Department of Regional and Industrial Expansion. In conjunction with the Department of External Affairs, these offices are important links between the business community and trade commissioners posted abroad.

**The grain marketing bureau** of the Department of External Affairs provides policy advice to the government and information and trade promotion assistance for grains and oilseeds and their products through contact with the Canadian Wheat Board, other agencies concerned with grain marketing, trade commissioners abroad, and the private trade sector. Trade promotion includes organization of missions and trade fairs in Canada and abroad. The department also provides cost- or risk-sharing to exporters for projects designed to increase sales of grains and oilseeds, which would not be realized without incentives.

Canada has been selling grain on credit since 1952. In the 1985-86 crop year, credit sales, which are on terms of three years or less, accounted for 9% of Canadian grains and oilseeds exports. The bulk of these sales were of Western wheat and barley marketed by the Canadian Wheat Board and financed under the Canadian Wheat Board Act with a government guarantee of repayment. Sales of other grains on credit are insured under the Export Development Act.

The Canadian food aid program has expanded from \$2 million in 1962-63 to more than \$350 million. Most of the food aid sent to about 85 countries consists of wheat and wheat products; corn, canola oil, skim milk powder, pulses and fish are also included. The Canadian International Development Agency administers 44% of Canada's food aid to foreign governments under multilateral programs, mainly the World Food Program, 50% through bilateral channels and 6% through non-government organizations. Canada's minimum annual grain and grain products aid commitment under the Food Aid Convention of the International Wheat Agreement is 600 000 tonnes.

**The defence programs bureau** assists Canadian industry to achieve the maximum number of defence contracts in foreign markets, not only for research and development but also for manufactured products. In addition to the United States, Canada has several research/development/production agreements with NATO allies. Many