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Annual Report of the Department of Industry, Trade and Commerce

April 1, 1969 to March 31, 1970

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OTTAWA, March 29, 1971

The Honourable Jean-Luc Pepin
Minister of Industry, Trade and Commerce
Ottawa, Canada

Dear Sir:

I have the honour to submit the annual report
of the Department of Industry, Trade and Commerce,
covering activities during the period April 1, 1969 to
March 31, 1970.

Respectfully submitted



J. H. Warren
Deputy Minister



OTTAWA, March 29, 1971

To His Excellency
The Right Honourable Roland Michener, C.C.
Governor General of Canada

May it please Your Excellency:

I have the honour to submit to Your Excellency the annual report for the Department of Industry, Trade and Commerce covering the period April 1, 1969 to March 31, 1970.

This is the first report of the Department since the merger between the Department of Industry and the Department of Trade and Commerce became effective on April 1, 1969. A summary of the new Department's policies, activities and services rendered is laid before Your Excellency.

Respectfully submitted

A handwritten signature in cursive script, reading "Jean-Luc Pepin". The signature is written in dark ink and is positioned below the typed name.

Jean-Luc Pepin
Minister of Industry, Trade
and Commerce

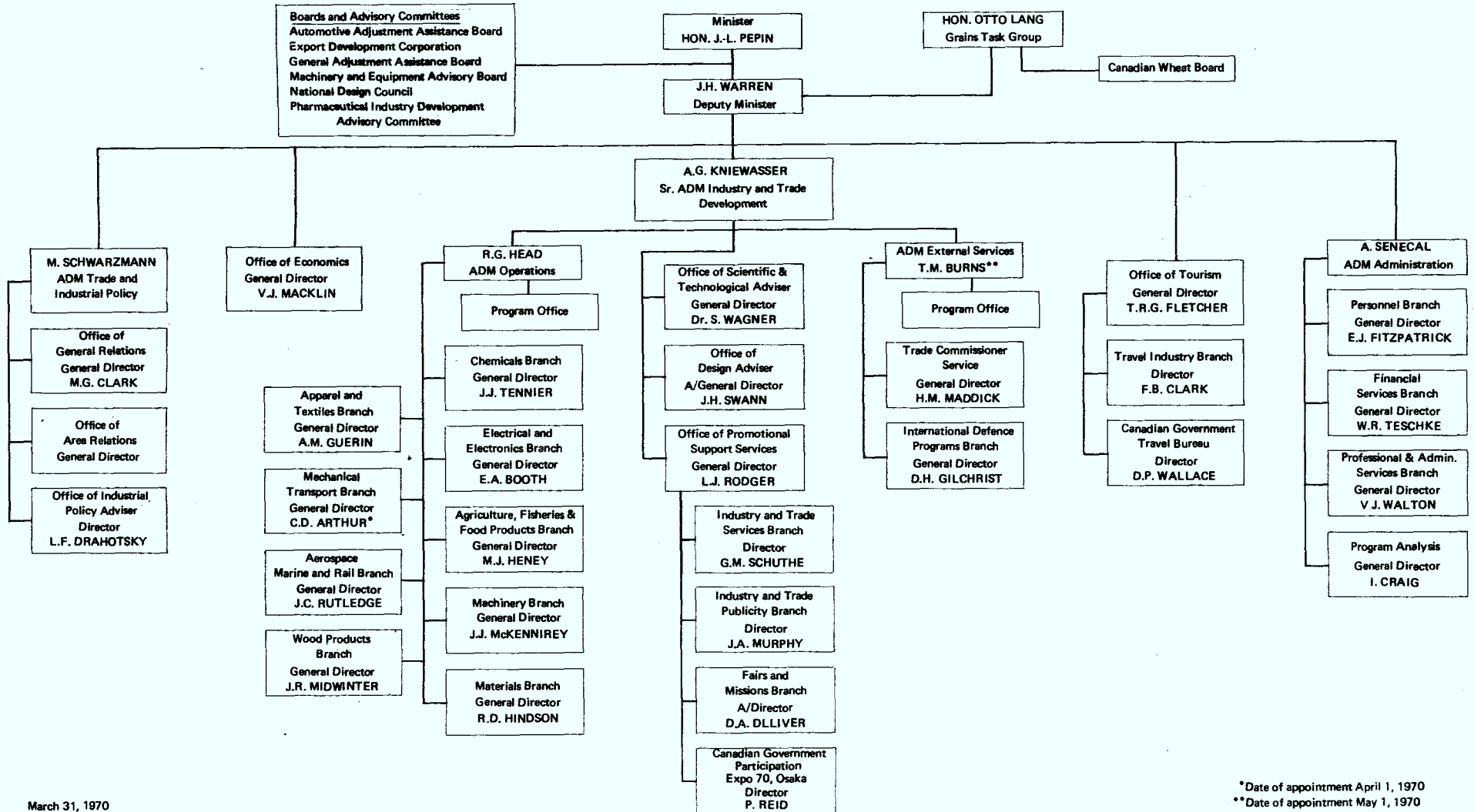
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DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE

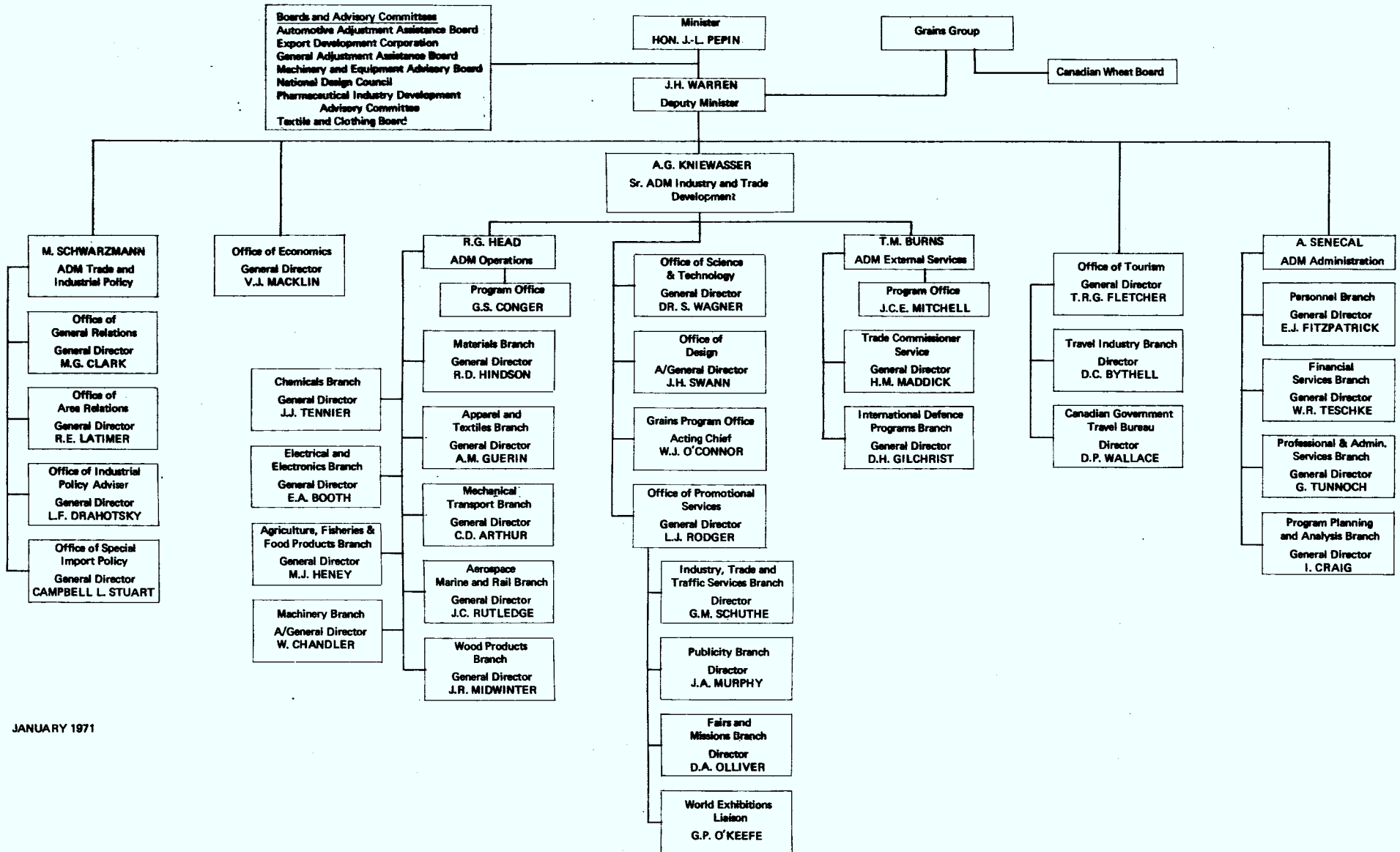


March 31, 1970

*Date of appointment April 1, 1970

**Date of appointment May 1, 1970

DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE



JANUARY 1971

INTRODUCTION

The Department of Industry, Trade and Commerce came into existence on April 1, 1969 following passage of the Government Organization Act of 1969.

The manpower and financial resources of the new Department were drawn primarily from a merger of the former Departments of Industry and of Trade and Commerce.

The Prime Minister's announcement of the merger said "This will result in one Department capable of developing policy and providing a full and balanced range of services to both business and government in the industrial and trade development field."

This report covers the activities of the Department during its first full year of operation, from April 1, 1969 to March 31, 1970 and comments on its objectives, and the structures and programs created to achieve these objectives.

Legislative Base

The duties, powers and functions of the Minister of Industry, Trade and Commerce extend to and include all matters over which the Parliament of Canada has jurisdiction, not by law assigned to any other department, branch or agency of the Government of Canada, relating to

- (a) manufacturing and processing industries in Canada;
- (b) tourism; and
- (c) trade and commerce generally.

The legislation defines duties and powers as follows:

- (a) promote the establishment, growth and efficiency of manufacturing, processing and tourist industries in Canada, contribute to the sound development and productivity of

Canadian industry generally and foster the expansion of Canadian trade;

(b) develop and carry out such programs and projects as may be appropriate to .

(i) assist manufacturing and processing industries to adapt to changes in technology and to changing conditions in domestic and export markets,

(ii) assist manufacturing and processing industries to develop their unrealized potential, to rationalize and restructure their productive facilities and corporate organizations and to cope with exceptional problems of adjustment, and

(iii) promote and assist product and process development and increased productivity, the greater use of research, the application of advanced technology and modern management techniques, the modernization of equipment, the utilization of improved industrial design and the development and application of sound industrial standards in Canada and in world trade;

(c) improve the access of Canadian produce, products and services into external markets through trade negotiations and the promotion of trade relations with other countries and contribute to the improvement of world trading conditions;

(d) promote the optimum development of Canadian export sales of all produce, products and services;

(e) provide support services for industrial and trade development, including information, import analysis and traffic services;

(f) analyze the implications for Canadian industry, trade and commerce and for tourism of government policies related thereto

in order to contribute to the formulation and review of those policies;

(g) compile and keep up to date detailed information in respect of manufacturing and processing industries in Canada and of trends and developments in Canada and abroad relating to Canadian industrial development and trade; and
(h) promote the optimum development of income from tourism and compile and keep up to date detailed information in respect of the tourist industry and of trends and developments in Canada and abroad relating to tourism.

Implicit in the Department's mandate is the recognition that promotion of the orderly growth of manufacturing, processing and tourism must be approached in an integrated manner.

The concept of support to the growth of Canadian industry through the whole of the product cycle including research, development, production and marketing has shaped the structure and programs of the new Department.

The Boards, Crown Corporations and Agencies which report to Parliament through the Minister of Industry, Trade and Commerce are listed in Appendix J; and the Statutes for which the Minister is responsible are listed in Appendix K.

Planning, Programming and Budgeting

During its first year of operation the Department introduced the planning, programming and budgeting systems (PPB) into all elements of its programs and activities.

To facilitate the implementation of PPB the Department established a Program Planning and Analysis Branch to develop uniform systems of planning and to provide guidance to personnel in the application of the system.

Under the PPB approach, four major programs were identified which embrace all the activities defined in the Department's legislative mandate:

- Industry and Trade Development Program
- Tourism Program
- Grains Program
- World Exhibitions Program.

Organization

The Department of Industry, Trade and Commerce is structured to bring an integrated approach to its mandate to further the development of Canadian industry, trade and tourism.

Under the Deputy Minister, a Senior Assistant Deputy Minister is responsible for nine operational branches oriented towards particular sectors of Canadian industry, the Department's external services and other branches and units whose primary functions relate to industry and trade development.

The nine industry sector branches, headed by an Assistant Deputy Minister, have five principal tasks: study and analysis, program formulation, administration of assistance programs and trade and industrial development service to the Canadian business community.

External Services, under an Assistant Deputy Minister, comprise the Trade Commissioner Service and the International Defence Programs Branch and are responsible for carrying out the Department's industry and trade development programs in foreign countries and for assisting the business community in dealing in foreign markets.

The other related areas under the Senior ADM, Industry and Trade Development, include the Office of Science and Technology, the Office of Design, the Grains Program Office and the Office of Promotional Services which has responsibility for industry and trade services, fairs, missions, publicity and world exhibitions.

The Assistant Deputy Minister, Trade and Industrial Policy is responsible to the Deputy Minister for activities related to the improvement of the domestic and international economic environment. These responsibilities are divided among the Offices of Area Relations, General Relations, the Industrial Policy Adviser, and Special Import Policy. These offices are concerned with the development of international and domestic commercial and industrial policies and with furthering international trade and economic relations.

The Tourism Program is the responsibility of a General Directorate which comprises the Canadian Government Travel Bureau and the Travel Industry Branch. The Canadian Government Travel Bureau promotes travel within Canada by both residents and non-residents and co-ordinates its foreign promotional activities with those of professional agencies and private interests. The Travel Industry Branch is interested primarily in the domestic travel industry and its needs for efficient growth and development as a sector of the Canadian economy.

Departmental Administration is under the direction of an Assistant Deputy Minister responsible for personnel, financial services, professional and administrative services and program planning.

The Advisory Council

The Minister's Advisory Council consists of approximately 40 senior representatives of Canadian business and industry, and the academic community. Its role is threefold: to examine and review the policies, programs and services of the Department; to evaluate the extent of knowledge and use of the Department's industrial and trade programs and services in the Canadian business community; and to recommend means of stimulating and maintaining interest in the Department's activities on the part of management in industry, business, trade, education and the professions.

The Advisory Council met three times during the past year. One of the significant areas in which its advice was sought was the Department's five-year program forecast and the proposed allocation of resources for that period.

Membership of the Advisory Council is listed in Appendix M.

INDUSTRY AND TRADE DEVELOPMENT PROGRAM

The objective of this program is to achieve efficient and sustained growth in the production of Canadian goods and services. It includes five activities which relate to the principal phases of the product cycle and the environment in which it takes place:

1. Domestic-International Environment
2. Product Innovation
3. Production Efficiency
4. Market Development
5. Administration

Domestic-International Environment

It is an important part of the Department's task to help develop the most favourable economic environment, both in Canada and abroad, for sustained growth in the production and trade of Canadian goods and services.

Environmental improvement is a complex activity, cutting across organizational levels and involving many segments of the Department.

The Offices of Area Relations, General Relations, Special Import Policy, Industrial Policy Adviser, and Economics are the units most directly concerned. They participate in the formulation of Canadian policies for the development of trade and economic relations with other countries and international organizations, and for the financing of exports. In the domestic field they are responsible for developing industrial policies to increase the productivity, efficiency and competitive capability of Canadian industry.

The Office of Area Relations plays a major role in the conduct of bilateral trade relations including the negotiation of trade agreements. It advises Canadian exporters on foreign tariffs, trade regulations and other conditions of access. (See Appendix I for details of trade and tariff arrangements in force as of March 31, 1970.)

The Office of General Relations is responsible for the development of general trade policies; relations with international organizations concerned with trade including the multilateral negotiation of improved conditions of access to foreign markets; providing advice on policies and procedures in external aid, export credits and other financial arrangements, and on the impact of Canadian measures on our international trade interests; and policy planning and negotiations of intergovernmental commodity agreements.

The Office of Special Import Policy deals with trade relations problems arising from injurious imports from low-cost countries.

The Office of the Industrial Policy Adviser is primarily concerned with developing policies and guidelines to stimulate the growth, efficiency and competitiveness of Canadian industry both at home and abroad.

The Office of Economics keeps abreast of current and prospective developments in the world economy and the Canadian economy. It examines developments in particular sectors, and conducts detailed analyses of various aspects of economic development with a view to assessing economic performance. It provides background and perspective for the formulation of government and departmental priorities and programs, and examining the implications of alternative courses of action.

The activities of the Department in influencing and improving the domestic-international environment take various forms. Projects carried out during the past year included:

Textile Policy Review

A comprehensive review was undertaken in March 1969 of the problems which confront the various sectors of the textile and clothing industries. Inherent in this review was an analysis of the actual and potential competitive position of these industries on both domestic and international markets. Their viability in relation to production by low-cost countries was evaluated, with particular reference to the rapid growth of Canadian imports from those countries. Trade prospects, as well as barriers were identified and related to the long-term markets available to the industries. Following this review a textile policy for Canada was submitted to the government for enactment in 1970/71. The new policy is designed to provide textile and clothing manufacturers with an environment conducive to the rational development of economic production in Canada on an internationally competitive basis.

Machinery

Much of the activity was directed at improving the industrial and trading activity for Canadian machinery and equipment manufacturers. The Machinery Program (which extends tariff remissions on imported machinery not available from Canadian production) was extended to cover a number of temporary tariff items which were not renewed on expiry. Studies to identify benefits of further expansion of this Program are in process. Other positive steps were taken in respect of: problems caused by concessional financing practices of foreign machinery suppliers; proposed changes in United States tariffs on machinery exports; Tariff Board recommendations on mechanical equipment tariffs; foreign contracts for Canadian engineering consultants; improved marketing for Canadian heavy equipment in Europe; and encouraging the acquisition of Canadian-produced machinery under the DREE grant program.

Electronics

Studies of this industrial sector included participation in the proceedings of the Telecommission (a body appointed in 1969 by the Communications Department to investigate telecommunications, past and future in Canada). Particular attention was given to the role of the communication utilities in the growing computer service industry.

The potential of a national space communications policy for industrial development was examined; in this connection policy formulation suggestions were made towards the creation of Telesat Canada Corporation - a government-carrier company that will eventually sell shares to the public.

The demand in the United States and Canada for air traffic control and radio navigation aids for the period 1970-80 was investigated and a recommendation made for a cooperative program of research, development and production in this field.

Food Products

The Department instituted a joint program in cooperation with the Canadian Institute of Food Technology and firms in the food industry to sponsor 14 scholarships for undergraduate studies in food science, with the goal of increasing the number of skilled food scientists in Canada.

Standards

A Standards Council of Canada was proposed to promote and coordinate voluntary standardization measures in Canada and the country's participation in international standardization activities. Bill C-163, providing for the establishment of the Council, was given first reading in Parliament on March 12, 1970.

Metric Conversion

Following the January, 1970 publication of the Government White Paper on Metric Conversion in Canada, the Department has taken steps towards the establishment of a Preparatory Commission. This will be a fulltime body which will advise on and coordinate planning of the conversion process.

Product Innovation

To be successful in the highly competitive world markets of today, and to anticipate the demands of tomorrow, Canada's manufacturing and processing industries must employ the most up-to-date technology. They must also be ready with new products and processes; and be able to maintain production line flexibility.

The Department's programs to interest and assist the various segments of Canadian industry in these objectives fall under several headings:

Industrial Research and Development Incentives Act (IRDIA)

The principal objective of the IRDIA Program is to stimulate expansion of scientific research and development within Canadian industry.

Under this Act, Canadian corporations are entitled to apply to the Department for a cash grant or for a credit against their federal income tax liabilities amounting to 25 per cent of:

- (a) all their capital expenditures (for the acquisition of new property other than land) for scientific research and development in Canada; and
- (b) the increase in their current expenditures in Canada for scientific research and development over the average of such expenditures in the preceding five years.

During the year ending March 31, 1970, 638 applications for grants were processed and 66 previously completed applications were reassessed resulting in grants totalling \$23,078,000 being authorized under the Act.

Program for the Advancement of Industrial Technology (PAIT)

The basic objective of this program is to promote the growth and efficiency of manufacturing and processing industries in Canada by providing financial assistance to industrial firms for specific development projects which offer good prospects for commercial exploitation.

During 1969/70, assistance was approved to support 53 projects involving a PAIT contribution of \$10.9 million. Assistance under this program had been provided in the form of a repayable loan of 50 per cent of the cost of the development projects, however, during January 1970 the Treasury Board approved changing the basis of support from a repayable loan to a grant. It was clear by the end of the fiscal year that this change would result in substantially heightened interest in the program.

Interdepartmental Committee on Innovation

The formation of this Committee was approved by Cabinet in October, 1969. Chairmanship is provided by the Department of Industry, Trade and Commerce and membership consists of senior officials from the Departments of Communication, Energy, Mines and Resources, Finance, Fisheries and Forestry, Industry, Trade and Commerce, and Regional Economic Expansion and from the Defence Research Board, National Research Council, Science Secretariat and the Treasury Board.

The main duties of the Committee involve studying the innovation process in Canada, assessing existing government programs to encourage industrial research, development and innovation, and recommending changes which would enhance the effectiveness of these

programs. The committee held three meetings during the fiscal year which saw changes to the PAIT and IRAP programs implemented.

Defence Industry Productivity Program (DIP)

The objective of the program is to develop and sustain the technological capability of Canadian industry for the purpose of defence export sales or civil export sales arising from that capability.

Assistance in the form of a shared cost contract is provided, for specified costs of the project. Normally costs are shared equally.

The expenditure during the year to support the 189 current projects was \$48 million.

Industrial Research Institutes

The program was introduced to assist Canadian universities in establishing and administering industrial research institutes. The basic aim is to establish a framework within which universities can undertake contract research on behalf of industry.

The contribution of the Department is in the form of a grant to cover the cost of administering the institute during the initial years of operation. Institutes have been formed at the University of Windsor, McMaster University, University of Waterloo and Nova Scotia Technical College. Negotiations are underway for the organization of two more institutes.

Fashion Design Assistance Program

On the basis of study and consultation with the provincial governments and industry associations, a Fashion Design Assistance Program was developed to stimulate fashion design in the Canadian clothing, textile, leather and footwear industries.

Industrial Design

Final details were completed for the introduction, early in 1970/71, of the Industrial Design Assistance Program (IDAP).

The terms of reference were established and initial research well advanced for the development of a design education "framework". The framework will cover all levels of education from primary school to university. The intention is to assist in the introduction of this basic design education framework on a national basis early in 1971. Also started and well developed is the basic criteria upon which specialized management training courses will be created. They are intended to inform both middle management and decision makers in industry about the value of including industrial design in their organization structure, and how to go about doing it. Assistance in introducing pilot courses will be provided early in 1971.

During 1969, 500 Canadian products were individually evaluated for design quality. Confidential critiques were sent to the manufacturers as an aid to production efficiency and design improvement.

Scholarships totalling \$65,000 were awarded to 25 students for advanced studies in industrial design.

The National Design Council and its various subcommittees met ten times during 1969. Two of the subjects that were discussed related to ways and means of extending the usefulness and impact of the Council. This resulted in a recommendation to change the operational terms of the Council, and to undertake a review of the National Design Council Act in preparation for recommending revisions in the light of present and future activities and needs.

Production Efficiency

The Department promotes efficiency within manufacturing and producing industries in various ways including direct assistance programs and studies designed to improve productivity. These studies frequently form the base for future policy initiatives or support programs directed to industry.

Program Activities

Pharmaceutical Industry Development Assistance (PIDA)

PIDA is designed to increase the efficiency of the manufacturing and marketing of pharmaceutical products in Canada and involves loans and grants in aid of feasibility studies for expansion, merger or re-organization. During the year, 17 inquiries and applications received resulted in approval of loans totalling \$300,000.

Machinery Program

The Machinery Program allows users of machinery to acquire capital equipment at the lowest possible cost and, at the same time, enables machinery producers to derive maximum incentive and encouragement from the tariff. Where machinery is not available from production in Canada and remission is in the public interest, all duty on value in excess of \$500 may be remitted. During 1969-70, approximately 18,000 individual applications were processed and \$60,000,000 remitted.

General Adjustment Assistance Program (GAAP)

The objective of this program is to assist Canadian manufacturers to adapt to changes in the world trading environment occasioned by the Kennedy Round. Its aim is to help manufacturers to take advantage of export opportunities arising from these changes.

It is also designed to help manufacturers to improve their competitive position in cases where they may have been seriously affected or could be placed at a serious disadvantage as a result of Kennedy Round reductions in the Canadian tariff.

Three forms of assistance are available under certain conditions: government insurance against the risk of loss on loans made by private lenders; direct government loans in special circumstances to manufacturers with sound restructuring projects but who are unable to obtain an insured loan; and grants to manufacturers who have applied for assistance and require the services of qualified consultants to develop effective adjustment proposals.

The General Adjustment Assistance Board, composed of representatives from both private industry and government, administers the program using the staff and services of the Department.

Officers of the Department advise and assist manufacturers in the assessment of export markets, the formulation of specific adjustment proposals and in the preparation of applications for assistance under the program.

During 1969/70, the Board authorized loan insurance of \$12.5 million to assist 14 manufacturers to exploit export opportunities. Consulting assistance grants totalling \$8,750 to two manufacturers to help them develop sound restructuring proposals were authorized. No applications for direct loans were considered by the Board during this period.

Automotive Adjustment Assistance Program (AAA)

Following the ratification of the Canada-United States Automotive Agreement in 1965, the AAA program was set up to help Canadian auto industry companies adjust to the new market environment. During the past year 14 loans totalling \$14.5 million were granted. These loans contributed greatly to the productive capacity and employment opportunities in the auto parts industry. In addition, remission under AAA for tooling, machinery and equipment totalled approximately \$7.4 million to 44 applicants for 1969/70.

Building Equipment, Accessories and Materials Program (BEAM)

This program attempts in a number of ways to increase productivity and efficiency in the manufacture of building equipment accessories and materials.

During the year, more than 30 clinics were held on the practice of modular co-ordination (a method of sizing the dimensions of building components and buildings on the basis of the standard four-inch module). This raised the total of such clinics to 90 over a three-year period, representing a cumulative attendance of 5,500 professionals in the industry.

Seven regional seminars on the systems approach to building were held and attended by 2,500 construction industry executives.

The general discipline and use of the National Building Code throughout Canada was promoted vigorously. Five provinces either have adopted the Code or are proposing to do so.

Industry Studies

Major studies relating to the productive efficiency of various Canadian industrial sectors were carried out during the year in two categories; those which developed data for publication and those which sought information confidential to the industry concerned for use within the Department only.

In the former group were studies of:

Leather Footwear

A major analysis of productivity was completed. A series of follow-up seminars was held to encourage the industry to undertake restructuring for increased productivity.

Hardwood, Plywood and Veneer

An in-depth study of the industry was completed and the findings published.

Furniture

A technical study, "The Furniture Plant of the Next Decade"; was completed and the results discussed with industry leaders at seminars in Ontario, Quebec and Manitoba.

Food Products

Studies were completed and reports published on central meat processing systems and the processed fruits and vegetables industries. A survey of the bakery industry in Canada was completed for publication in the next fiscal year.

Studies for departmental use only were undertaken in respect of:

Construction Equipment

The findings and results of this confidential comprehensive study will be used to determine the possibilities of furthering growth in this industry sector.

Recreational Vehicles

Certain problems were revealed in the context of the present Canada-U.S. tariff structure. Proposals to overcome these problems are being formulated.

Chemicals

The study of the international competitiveness of the Canadian chemical industry was continued. A cost analysis of selected rubber products was started to identify elements contributing to low productivity.

Machinery

With the object of promoting production efficiency, assessments were undertaken of various sectors of the Canadian machinery industry including catering equipment, packaging machinery, power tools, pollution control and air conditioning equipment.

Economic Studies

The Department undertook general studies and research into the causes of the variations and changes in productivity, exploring such areas as wages, prices, capacity utilization and specialization.

Market Development

This activity, a major segment of the Industry and Trade Development Program, incorporates all the work undertaken by the Department to identify markets abroad for Canadian products and to assist Canadian manufacturers and processors in their own export sales efforts. The resources of the Department's 76 offices abroad, the industry sector branches and promotional support branches at headquarters, plus frequent consultation and participation with the private sector, are combined in the degree required to give this activity the greatest possible thrust and impact.

Some highlights of the Department's market development activities during the fiscal year were:

Market Studies

The Department on a continuing basis conducts market surveys, studies and analyses on particular industrial sectors to help Canadian industries develop their export markets along fruitful lines. Studies conducted in the fiscal year included:

- In the machinery field, market surveys of European requirements for grinding wheel machinery and a study of export opportunities in Latin America for cutting tools, dies and plastic moulds. A continuing study of foreign projects in the area of power generation identified 100 projects with potential use for Canadian equipment.
- A world market survey of Canada's position in the asbestos industry.
- Market surveys of demand for power systems, telecommunications systems and airport systems in Latin America and Asia.

- A comprehensive study of the market for Canadian furniture in the U.S. was published.

Trade Missions

The Department continued its missions program -- outgoing missions of Canadian businessmen, usually representing a single industry grouping, and incoming missions of foreign buyers who were put in direct touch with Canadian manufacturers and producers.

During the fiscal year, eight outgoing missions visited 26 countries while 13 incoming missions were sponsored from Europe, the Middle East, Latin America and the Pacific Rim countries (see Appendix G for detailed listing of missions).

In addition to the formal missions program, visits of some 300 foreign businessmen to Canada were arranged to take advantage of marketing opportunities that arose during the year.

Trade Fairs

Each year the Department plans and implements Canadian participation in various trade fairs throughout the world covering a wide range of products and services. The fairs may be "vertical" -- confined to a specialized sector of industry and generally open only to trade visitors; or "horizontal" -- covering a broad spectrum of goods and services and usually open also to the general public. Canadian representation must be suited to each type.

Participating Canadian companies share a part of the expense and provide product samples and company personnel to man exhibits.

In-store promotions are also used to display and sell Canadian goods abroad.

During the fiscal year, the Department organized 50 such events in which 822 Canadian firms participated. These firms estimated \$56 million in immediate export sales as a direct result as well as substantial long term prospects which cannot yet be accurately estimated. (See Appendix # for detailed listing of trade fairs and related promotional activities.)

Export Publicity

The Department carried out a continuing program to disseminate information abroad about Canadian products and services for export. During the year 16 export promotion catalogues and directories relating to particular sectors of Canadian industry were produced and distributed.

Nineteen issues of the Department's trade promotion newspaper "Canada Courier" were produced in five languages and sent to 200,000 readers abroad.

Three export promotion films were commenced. One, on Canadian vocational school equipment, was completed. The remaining two -- on airports for export and Canadian cattle -- were scheduled for completion in 1970/71.

Defence Products Marketing

The Department is responsible for the marketing of Canadian defence products through the staff of the International Defence Programs Branch in Canada and abroad. Through its marketing activities, the Department ensures that the maximum economic and technological benefits accrue to Canada to offset the import content in Canadian defence expenditures.

Economic Studies

The Department continued to publish market share analyses, designed to give perspective on Canada's changing position in relation to principal competitors.

A program of analysis of international regional trading patterns identifies and assesses significant changes in the pattern of world trade and Canada's participation. In 1969, a series of in-depth studies of the Japanese market was completed.

Exporters Directory

The Exporters Directory, a comprehensive listing of the products of 6,700 Canadian firms engaged in or interested in export trade was revised and compiled in five volumes. This detailed information is made available to the Department's offices abroad and departmental officers in Canada. During the year 767 new firms registered with the directory. Steps are being taken towards the creation of a comprehensive data bank which will improve and extend the product sourcing capability of the Department and through the use of modern methods and equipment provide commercial information quickly and efficiently.

Offices Abroad

A vital element in the Department's market development work is the network of offices throughout the world maintained by the Trade Commissioner Service. At the end of the fiscal year the Service had 76 posts in 52 countries with a total staff of approximately 700 including all foreign posts and headquarters in Ottawa.

Additional opportunities for Canadian products and services in the highly active markets of the central United States were provided with the opening of new offices in Buffalo and Minneapolis. At the same time plans were formulated to open or reactivate three additional offices overseas.

Offices in Canada

At year end, the Department maintained eight regional offices in principal centres of Canada including one in Regina, opened in June 1969. Another office was scheduled to open in Fredericton early in the new fiscal year. These offices provide an immediate point of contact for Canadian businessmen with the Department and provide advice and assistance

on matters relating to industrial development and trade promotion in their respective areas. In addition, the offices made an important contribution to the planning and executing of trade promotion projects and in maintaining liaison with provincial government departments, trade associations and others interested in international trade in their regions.

GRAINS PROGRAM

Under the Temporary Wheat Reserves Act a payment of \$66 million was made to the Canadian Wheat Board. This sum represented the storage costs on wheat stocks held by the Board in excess of 178 million bushels at the beginning of the crop year.

\$13 million was paid to the Canadian Wheat Board under the Prairie Grain Advance Payments Act representing interest on cash advances made to grain producers in western Canada. A payment was also made in the fiscal year 1969/70 in the sum of \$40 million in respect of deliveries made in the fiscal year 1968/69 of wheat, barley and oats which figured in the pool accounts for the crop year ending July 31, 1969.

These payments by the Government covered the difference between initial payments and the actual prices received for the grains. It was the first time in the history of Canadian Wheat Board operations that a deficit occurred for wheat and barley.

Grain Marketing

The need for an overall review of grain policy resulted in the appointment of The Honourable Otto E. Lang, Minister Without Portfolio, as Minister Responsible for the Canadian Wheat Board, devoting his full time to grain marketing and handling.

The Grains Division collaborated closely with the new Grains Group and continued to carry out its responsibilities in

co-operation with the Canadian Wheat Board, the Ontario Wheat Producers' Marketing Board, the Board of Grain Commissioners, the Trade Commissioner Service, the Canadian International Development Agency and the private grain trade.

Revised and expanded credit facilities implemented following a review of this aspect of marketing and increases in food-aid to developing countries assisted in maintaining Canada's share of the world grain market.

TOURISM PROGRAM

The major objective of the Tourism Program is to promote the expansion of the tourism industry in Canada and to attract tourists to Canada through a comprehensive information and promotion service.

There are two elements involved in tourism: travel and travel industry capacity. The first embraces foreign visitors to Canada, and domestic travel by Canadians. The second includes natural resource attractions, man-made facilities, services for the traveller, available events, and the activities of all levels of government and the private sector which are concerned with tourism.

To improve Canada's foreign exchange earnings, the program concentrates on promoting travel to Canada, although increasing attention is being given to the promotion of travel in Canada by residents to offset the expenditures of Canadians abroad, as well as for the direct economic and social benefits which such domestic travel involves.

The program also works to encourage the growth of the travel industry's capacity to handle an increasing volume of international and domestic travel demand.

Travel Industry Development

The tourism industry is supported by this program through the development and maintenance of information relating to tourism in Canada and its analysis to determine the industry's strengths and weaknesses. Efforts are also made to improve services within the industry.

A series of seminars called "Red Carpet Canada" was held in every province in conjunction with the Canadian Restaurant Association. The aim was to encourage improved attitudes towards visitors by

management and staff of food and beverage establishments. Seminars with the same object were held with staff at border points.

A grant of \$50,000 was made to the Canadian Tourist Association to help finance its "Project Hospitality", aimed at improved community awareness of the importance of tourism.

Among important surveys conducted during the year was a domestic travel pilot study which paves the way for a major Canadian Travel Survey late in 1970.

Representatives of the Office of Tourism attended the main international tourism meetings during the fiscal year. The General Director of Canada's Office of Tourism is vice-president of the Executive Committee of the International Union of Official Travel Organizations (I.U.O.T.O.).

Travel Marketing

Through a network of 25 Canadian travel promotion offices in the United States and in seven other countries, and extensive advertising, publicity and promotion programs, 2.2 million enquiries were elicited, representing 6 million prospective visitors to Canada. Direct mail, sent by computer-printer from Ottawa to 5,000,000 prospects in the United States, accounted for 553,000 of these enquiries.

In 1969, visitors to Canada spent \$1.074 billion -- an increase of eight per cent over the previous year. Expenditures by Canadians abroad increased by 27.5 per cent to \$1.29 billion.

During the past year, new emphasis was placed on encouraging travel agents and tour operators to promote group travel to Canada through package tours, special interest tours and conventions.

Surveys were made to assess the travel potential for Canada in the southern United States and in Latin America. A small mission was sent to survey each of these areas. Fifty audio-visual presentations were made to travel agents in major cities in 12 European countries.

Canada's first manual of convention facilities was published and distributed widely.

In February, 1970, 550 delegates from all sectors of the travel industry attended the First Canadian Travel Trade Congress at which 39 key resolutions were adopted. These ranged over the whole field of tourism and included a recommendation for the development of a master plan for tourism in Canada in the 1970's.

The first Canadian Travel Agents Manual was published in March, 1970. This 500-page reference book is being distributed around the world to 20,000 travel agents, tour operators and carriers.

Advertising strategy was adjusted during the year to increase the frequency of insertions in mass circulation magazines, and television was used for the first time to support the Atlantic Provinces campaign in the northeastern United States. There was also a significant increase in direct mail advertising, with emphasis placed on promoting off-season traffic.

WORLD EXHIBITIONS PROGRAM

Expo 70

The Japan World Exposition opened on 15th March with the Canadian Pavilion ready, in good order, and destined to be one of the outstanding international presentations at the exhibition. The Emperor of Japan visited the pavilion on Inauguration Day, the only foreign participation so honoured. The Canadian Commissioner General, as Chairman of the Steering Committee of Commissioners General, was the only foreigner to speak at the Inauguration Ceremony. These opening highlights were the culmination of a three-year campaign in Japan to establish Canadian pre-eminence at Expo 70. This included a long list of "firsts" for Canada - first formal commitment to participate, first site selected, first ground-breaking, topping-off and pavilion completion on site. Also mounted was an imaginative publicity program, including a six-month pre-Expo tour of Japanese prefectures, cities and schools in a converted Canadian school bus. With a photogenic pavilion of outstanding design and exhibits aimed to attract a youthful audience, the publicity effort to opening day gave Canada more media coverage in Japan than all other foreign participants combined. The opening days at the pavilion gave early promise of the outstanding success which this Canadian presentation was to achieve in the first World Exposition in Asia.

On November 27, 1969 assent was given to the Act to wind up the Canadian Corporation for the 1967 World Exhibition and to authorize the writing-off of certain costs and the deferral of certain payments connected therewith.

The responsibility for the administration of this statute was assigned by the Act to the Minister of Industry, Trade and Commerce. Steps were promptly initiated to take over all assets and liabilities of the Corporation and to make preliminary arrangements for their ultimate settlement.

At the time of take-over the audited statements recorded assets of \$200,022 and liabilities \$362,395, with other future contingent liabilities and some possible further assets yet to be assessed by the Courts.

APPENDICES

Appendix "A"

HEAD OFFICE DIRECTORY (ON MARCH 31, 1970)

Head Office, Tower "B", Place de Ville,
112 Kent Street, Ottawa, Ontario

Minister: The Honourable Jean-Luc Pepin

Executive Assistant: S. F. Mizgala
Private Secretary: Mrs. M. Mihm
Departmental Assistant: P. E. Labbé

Deputy Minister: J. H. Warren

Executive Assistant: A. A. Lomas
Legal Adviser: A. P. Foster
Special Adviser to the Deputy Minister: Denis Harvey

Senior Assistant Deputy Minister
(Industry and Trade Development): A. G. Kniewasser

Executive Assistant: F. I. Wood

Assistant Deputy Minister (Trade and Industrial Policy): M. Schwarzmann

Office of Area Relations

General Director: T. M. Burns

Director, United States Division: J. Stone
Director, Asia and Middle East Division: B. F. Armishaw
Director, Commonwealth Division: R. B. Nickson
Director, European Division: A. W. A. Lane

Director, Latin American Division: W. Brett

Office of General Relations

General Director: M. G. Clark

Director, Industrial Commodity Arrangements and Policy:
W. M. Miner
Director, General Relations and Special Projects:
P. T. Eastham
Director, International Financing: B. Steers

Office of Industrial Policy Adviser

General Director: L. F. Drahotsky

Chief, Industrial Policy Division: M. J. Belanger
Chief, Programs Division: M. B. Barewal

Assistant Deputy Minister (Operations): R. G. Head

Program Office - Operations

Director: G. S. Conger

Head, GAAP Program Office: P. E. Quinn
Head, IRDIA Program Office: D. A. Kellough
Head, PAIT Program Office: W. R. Graham

Aerospace, Marine and Rail Branch

General Director: J. C. Rutledge

Director, Company and Support Programs: H. R. Footitt
Director, Industry and Trade Development Programs:
G. E. Hughes-Adams

Chief, Aircraft Division: H. A. Staneland
Chief, Propulsion, Marine and Rail Division: H. Roberts
Chief, Air Division: J. L. Harrison
Chief, Marine Division: M. J. Colpitts
Chief, Rail and Propulsion Division: E. P. Bishop

Marketing Adviser: H. P. Horne
Ship Financing: H. K. McIntosh

Agriculture, Fisheries and Food Products Branch

General Director: M. J. Heney

Director: J. McNaught

Chief, Fisheries and Fish Products Division: A. J. Hemming
Chief, Fruit, Vegetables and Special Crops Division:
A. J. Stanton
A/Chief, Cereals, Bakery and Edible Oils Division:
H. T. Armstrong
Chief, Livestock, Meat and Dairy Products Division:
L. H. McMillan
Chief, Programs Division: W. R. Parkinson

Apparel and Textiles Branch

General Director: A. M. Guerin

Director: L. C. Howey

Chief, Clothing Division: H. Sherman
Chief, Textiles Division: P. A. Parker
A/Chief, Leather and Footwear Division: L. J. Henderson
A/Head, Programs Division: M. Hersh

Chemicals Branch

General Director: J. J. Tennier
Director: A. M. Tedford
Assistant Director: W. D. Dawson

Chief, Industrial Chemicals Division: G. E. McCormack
Chief, Chemical Specialties Division: H. A. Showalter
Chief, Plastics and Rubber Division: A. G. Pinard
Chief, Tourist Hospital and Education: G. W. J. Rahm
Chief, Programs Division: W. D. Dawson

Electrical and Electronics Branch

General Director: E. A. Booth
Director: T. C. Jones
Assistant Director: G. R. Logan

Marketing Adviser: R. Sangster
Chief, Electronics Division: C. D. Quarterman
Chief, Electrical Division: V. E. Tant
Chief, Consumer Products and Components Division:
P. U. Aasgaard
Chief, Special Projects Division: R. Sangster
Chief, Company Development Programs, Division I:
A. G. Carr
Chief, Company Development Programs, Division II:
J. R. Mercier
Chief, Company Development Programs, Division III:
R. J. Burns

Machinery Branch

General Director: J. J. McKennirey
Director and Secretary, Machinery Equipment Advisory Board:
W. H. Chandler
Director: J. C. Stavert

Chief, Mechanical Products Division: J. H. O'Connell
Chief, Mechanical Equipment Division: A. Chipertzak
Chief, Industry Machines and Engineering Services Division:
R. C. Wallace
Chief, Machinery Program Analysis Division: S. A. Radley
General Programs Division: R. K. McGregor
Chief, Specialist Staff: F. K. Gardner
General Analysis and Development: J. P. Reny

Materials Branch

General Director: R. D. Hindson
Director: H. R. Pinault

Chief, Iron and Steel Division: E. J. Davis
Chief, Non-Ferrous Metals Division: S. H. Rochester
Chief, Industrial Minerals Division: R. J. Jones
Chief, Construction Division: D. G. Laplante
Chief, Programs Division: H. E. Wilson

Mechanical Transport Branch

General Director: C. D. Arthur

Chief, Automotive Industries Division: J. A. McMillan
Automotive Assistance Division and
A/Sec. Adjustment Assistance Board: F. Wanko
Chief, Technological Assistance Division: J. W. Harrison
Chief, Agricultural, Construction and Special Vehicles:
Chief, Automotive Programs Division:

Wood Products Branch

General Director: K. O. Roos
Director: T. C. Arnold
Deputy Director: P. L. MacDougal

Chief, Furniture and Secondary Wood Products Division:
M. N. Murphy
Chief, Lumber, Plywood and Panel Products Division:
E. W. Smith
Chief, Pulp and Paper Division: G. C. Campbell
Chief, Printing and Publishing Division
Head, Programs Division: R. H. McGee

Assistant Deputy Minister (External Services) - D. B. Mundy

Executive Assistant: H. R. Wilson

D.I.P. Program

Chief, J. C. E. Mitchell

International Defence Programs Branch

General Director: D. H. Gilchrist
Director: D. J. Janigan

Chief, Project Marketing Division: F. Dugal
Chief, U.S. Market Development Division:
Chief, Overseas Market Development Division: W. E. Grant
Chief, Market Research and Analysis Division:
Chief, Administrative and Financial Division: C. G. Rheaume

Trade Commissioner Service

General Director: H. M. Maddick
Director (Personnel): R. C. Anderson
Director (Operations and Development): H. S. Hay
Director (Finance and Administration): W. J. Collett

Assistant Deputy Minister (Administration); A. Senecal

Financial Services Branch

General Director: W. R. Teschke

Comptroller: R. L. Gibbs

Director, Financial Analysis: J. G. Sheldrick

Director, Financial Audit: J. N. Moxon

Chief, Accounting Division: G. Szalay

Chief, Program Budget Division "A": T. C. Williamson

Chief, Program Budget Division "B": J. J. Power

Office of Personnel

General Director: E. J. Fitzpatrick

Bilingual Adviser: P. Beaudet

Director, Personnel Staffing and Development Division:

R. K. Cox

Director, Classification Division: G. E. Morriscey

Chief, Staff Relations Division: L. Martin

Chief, Personnel Administrative Services: A. Fitzpatrick

Professional and Administrative Services Branch

General Director: V. J. Walton

Executive Director: C. Drolet

Director: Management Consulting: G. V. Scully

Director: Operations: D. R. Demers

Director: Materiel and Property Management: R. J. Powell

Director: Data Management: G. Walton

Program Planning and Analysis

General Director: I. R. Craig

Office of Promotional Services - L. J. Rodger - General Director

Fairs and Missions Branch

Director: D. A. W. Olliver

Chief, Fairs Division: W. P. Schutte

A/Chief, Missions Division: B. Choquette

Industry, Trade and Traffic Services Branch

Director: G. M. Schuthe

Deputy Director: C. Varkaris

Chief, Industrial Traffic Services Division: H. A. Hadskis
Chief, Export and Import Permits Division: S. G. Barkley
Chief, Import Analysis Division: J. G. MacKinnon
Chief, Industrial and Trade Inquiries: K. E. Hacker

Publicity Branch

Director: J. A. Murphy
Assistant Director (International Operations): K. A. Prittie
Assistant Director (Canadian Operations): R. H. Tippet

Chief, International Division: K. V. D. Gardner
Chief, Canadian Division: B. T. McLaughlin
Manager, News Services: R. M. Shaw
Manager, French Language Editorial Services: C. Bruyere
Chief, "Foreign Trade" Division: Miss O. M. Hill
Chief, "Canada Courier" Division: P. Bomford
Chief, Special Publications Division: J. K. Purvis
Chief, Graphics Division: R. H. Williamson

Canadian Government Participation Expo '70, Osaka

Commissioner General: P. Reid

Deputy Commissioner General: J. Oceau
Deputy Commissioner General (Operations): J. C. Vaast

Office of Science and Technology

General Director: Dr. S. Wagner
Special Assistant: M. R. M. Dale

Director (Policy): H. C. Douglas
Director (Scientific): R. K. Brown

Office of Economics

General Director: V. J. Macklin
Executive Co-Ordinator: T. E. Bocking

Investment Analysis Branch

Director: J. H. Latimer
Chief, Capital Expenditures Division: A. N. Polianski
Chief, Foreign Investment Division: R. Loosmore
Chief, International Companies Division: T. Vout
Chief, Corporation Returns Division: N. Hutchinson

General Analysis Branch

Director: C. Schwartz
Chief, Overseas Analysis Division: F. A. Piscopo
Chief, Canada and United States Division: D. McKinley
Chief, General Assignments Division: H. R. Smale

Market Analysis Branch

Acting Director: A. C. Kilbank
Chief, Resource Commodities Division: R. J. Konecny
Chief, Regional Trade Patterns Division: H. D. Henderson

Productivity Analysis Branch

Director: I. Bernolak
Chief, Interfirms Division: G. McLeod

Office of Design

Acting General Director: J. H. Swann
Chief, Finance and Administration: T. L. Martell
Chief, Design Capability: R. Bachman
Chief, Design Application: R. Eytel
Chief, Design Environment: G. Crabtree

National Design Council Secretariat

Secretary General: E. P. Weiss
Adviser: J. Saint-Cyr

Grains Program Office

Chief, R. M. Esdale

Office of Tourism

General Director: T. R. G. Fletcher

Travel Industry Branch

Director: F. B. Clark
Chief, Research and Development: J. W. Gibson
Chief, Industrial Evaluation: L. C. Munn

Canadian Government Travel Bureau

Director: Dan Wallace
Deputy Director: Roland Boire
Assistant Director, Marketing: D. C. Bythell
Assistant Director, Offices Abroad: O. H. Tiessen
Assistant Director, Support Services: R. Douglas Palmer

Manager, Publicity Services: J. A. Carman
Manager, Travel Trade Relations: G. Tawse-Smith
Manager of Advertising: D. Livingstone
Manager of Operations: M. Campeau

Appendix "B"

REGIONAL OFFICES OF THE DEPARTMENT ON MARCH 31, 1970

St. John's, Newfoundland

Regional Officer
B. E. Baker

P.O. Box 5849
St. John's, Nfld.

or

Sir Humphrey Gilbert Building
Duckworth Street
St. John's, Nfld.

Halifax, Nova Scotia

Regional Manager
D. J. Packman

Sir John Thompson Building
1256 Barrington Street
Halifax, N.S.

Montreal, Quebec

Regional Manager
J. G. Touchette

Suite 1700, Commerce House
1080 Beaver Hall Hill
Montreal 128, Que.

Toronto, Ontario

Regional Manager

P.O. Box 114
Toronto, Ont.

or

Suite 3001, Toronto Dominion Centre
Toronto, Ont.

Winnipeg, Manitoba

Regional Manager
G. A. Gillespie

Suite 1104
220 Portage Avenue
Winnipeg 1, Man.

Regina, Saskatchewan

Regional Manager
G. A. Cooper

Room 651
Saskatchewan Wheat Pool Building
2625 Victoria Street
Regina, Sask.

Edmonton, Alberta

Regional Manager
W. Mackenzie Hall

802 Chancery Hall
3 Sir Winston Churchill Square
Edmonton, Alta.

Vancouver, British Columbia

Regional Manager
J. F. Murray

Room 2003
Board of Trade Tower
1177 West Hastings Street
Vancouver 1, B.C.

Appendix "C "

Location of Trade Commissioner Service Posts Abroad
on March 31, 1970

Territory	Officers	Address
Argentina--Buenos Aires----- (Territory includes: Paraguay, Uruguay)	Commercial Counsellor	Canadian Embassy Casilla de Correo 3898 Suipacha 1111 BUENOS AIRES
Australia----- Sydney (Territory includes: States of New South Wales and Queensland, Capital Territory, Northern Territory, and Dependencies)	Commercial Counsellor for Canada	P.O. Box 3952, G.P.O. A.M.P. Building, 21st Floor Circular Quay SYDNEY
Melbourne----- (Territory includes: States of Victoria, South Australia, Western Australia, Tasmania)	Commercial Counsellor for Canada	Princes Gate East Tower, 17th Floor 151 Flinders Street MELBOURNE
Canberra----- (The Canberra office handles only those trade inquiries that require liaison with federal government departments and agencies)	Commercial Counsellor	Office of the High Commissioner for Canada Commonwealth Avenue Yarralumla 2600 CANBERRA
Austria--Vienna----- (Territory includes: Albania, Bulgaria, Hungary, Romania)	Commercial Counsellor	Canadian Embassy P.O. Box 190 Dr. Karl Luegerring 10 VIENNA

Territory	Officers	Address
Belgium--Brussels----- (Territory includes: Luxembourg)	Commercial Counsellor	Canadian Embassy rue de la Science, 35 BRUSSELS
Brazil----- Rio de Janeiro-----	Commercial Secretary	Canadian Embassy Caixa Postal 2164-ZC-00 Edificio Metropol Avenida Presidente Wilson 165 RIO DE JANEIRO
Sao Paulo-----	Consul and Trade Commissioner	Canadian Consulate Caixa Postale 6034 Edificio Scarpa Avenida Paulista, 1765, 9 andar SAO PAULO
Britain--London----- (Territory includes: England, Wales, Gibraltar)	Minister (Commercial)	Office of the High Commissioner for Canada One Grosvenor Square LONDON
Scotland--Glasgow----- (Territory includes: Northern Ireland, Scotland)	Trade Commissioner	Cornhill House 144 West George Street GLASGOW

Territory	Officers	Address
Ceylon--Colombo-----		Commercial Division Office of the High Commissioner for Canada P.O. Box 1006 6 Gregory's Road Cinnamon Gardens COLOMBO
Chile--Santiago-----	Commercial Secretary	Canadian Embassy Casilla 771 Edificio Ahumada, 10th Floor SANTIAGO
Colombia--Bogota----- (Territory: Ecuador)	Commercial Secretary	Canadian Embassy Apartado Aereo 52531 Calle 58 No. 10-42 BOGOTA
Cuba--Havana-----		Commercial Division Canadian Embassy Gaveta 6125 Calle 30 No. 518 esquina 7 ^a Avenida Miramar HAVANA
Czechoslovakia--Prague-----	Commercial Secretary	Canadian Embassy Chancery, Mickiewiczova 6 PRAGUE
Denmark--Copenhagen----- (Territory includes: Greenland, Poland)	Commercial Counsellor	Canadian Embassy Prinsesse Maries Alle 2 COPENHAGEN
European Communities (Territory includes: European Economic Community, European Atomic Energy Community, European Coal and Steel Community)	Deputy Head	Mission of Canada to the European Communities Canadian Embassy rue de la Science, 35 BRUSSELS

Territory	Officers	Address
France--Paris----- (Territory includes: Algeria, Andorra, Monaco)	Commercial Counsellor	Canadian Embassy 35 Avenue Montaigne PARIS
Germany----- Bonn----- (Territory includes: States of Baden-Wuerttemberg, Bavaria, Hesse, Rhineland-Palatinate, Saar, West Berlin)	Commercial Counsellor	Canadian Embassy Friedrich-Wilhelmstrasse 18 BONN
Duesseldorf----- (Territory includes: State of North Rhine-Westphalia)	Consul General and Trade Commissioner	Canadian Consulate General Koenigsallee 82 DUESSELDORF
Hamburg----- (Territory includes: City states of Bremen and Hamburg; States of Lower Saxony and Schleswig- Holstein)	Consul General	Canadian Consulate General Esplanade 41-47 HAMBURG
Ghana--Accra----- (Territory includes: Guinea, Ivory Coast, Liberia, Mali, Mauretania, Togo, Upper Volta)	Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1639 E 115/3 Independence Avenue ACCRA
Greece--Athens-----	Commercial Secretary	Canadian Embassy 31 Vassilissis Sophias Avenue ATHENS

Territory	Officers	Address
Guatemala--Guatemala City----- (Territory includes: Costa Rica, El Salvador, Honduras, Nicaragua, Panama, and Canal Zone)	Commercial Counsellor	Canadian Embassy Apartado 3A Edificio Etisa, Plazuela Espana 7a Avenida 8-02, Zone 9 GUATEMALA CITY
Hong Kong--Hong Kong----- (Territory includes: Cambodia, People's Republic of China, Laos, Macao, Vietnam)	Senior Trade Commissioner	P.O. Box 126 P & O Building, 11th Floor 21-23, Des Voeux Road, Central HONG KONG
India--New Delhi----- (Territory includes: Bhutan, Nepal, Sikkim)	Commercial Counsellor	P.O. Box 11 13 Golf Links Road NEW DELHI
Indonesia--Djakarta-----	Acting Commercial Secretary	Canadian Embassy Djalan Budi Kemuliaan No. 6 DJAKARTA
Iran--Tehran-----	Commercial Secretary	Canadian Embassy P.O. Box 1610 Bezrouke Building Corner of Takht Jamshid Avenue and Forsat Street TEHRAN
Ireland--Dublin-----		Commercial Counsellor for Canada 66 Upper O'Connell Street DUBLIN
Israel--Tel Aviv----- (Territory includes: Cyprus)	Commercial Secretary	Canadian Embassy P.O. Box 20140 84 Hahashmoniam Street TEL AVIV

Territory	Officers	Address
Italy----- Rome----- (Territory includes: Provinces of Toscana, Marche, Umbria, Lazio, Abruzzi-Molise, Puglia, Campania, Basilicata, Calabria, Sicilia, Sardegna. Other countries: Libya, Malta)	Minister-Counsellor (Commercial)	Canadian Embassy Via G.B. De Rossi 27 ROME
Milan----- (Territory includes: Provinces of Emilia-Romagna, Lombardia, Piedimonte, Trentino-Alto Adige, Veneto, Liguria, Trieste, Valle D'Aosta, Friuli-Venezia)	Consul General and Trade Commissioner	Canadian Consulate General C.P. 3977 Via Vittor Pisani 19 MILAN
Jamaica--Kingston----- (Territory includes: Bahamas, British Honduras, Cayman Islands, Turks and Caicos Islands)	Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 1500 Tobago Road Corner Trafalgar Road and Knutsford Boulevard KINGSTON
Japan--Tokyo----- (Territory includes: Guam, Korea, Okinawa)	Minister (Commercial)	Embassy of Canada Akasaka Post Office TOKYO
Kenya--Nairobi----- (Territory includes: Ethiopia, Malawi, Somali Republic, Tanzania, Uganda, Zambia)	Commercial Counsellor	Office of the High Commissioner for Canada P.O. Box 3778 Industrial Promotion Services Bldg. Kimathi Street NAIROBI

Territory	Officers	Address
Lebanon--Beirut----- Territory includes: Iraq, Jordan, Kuwait, People's Republic of Southern Yemen (Aden), Persian Gulf area, Saudi Arabia, Syria, Trucial States, Yemen	Commercial Counsellor	Canadian Embassy Boite Postale 2300 Alpha Building Rue Clemenceau BEIRUT
Malaysia--Kuala Lumpur----- (Territory includes: Brunei, Burma)	Acting Commercial Secretary	Office of the High Commissioner for Canada P.O. Box 990 A.I.A. Building, Ampang Road KUALA LUMPUR
Mexico--Mexico-----	Commercial Counsellor	Canadian Embassy Apartado Postal 5-364 Melchor Ocampo 463, 7th Floor MEXICO
Netherlands--The Hague-----	Commercial Counsellor	Canadian Embassy Sophialaan 7 THE HAGUE
New Zealand--Wellington----- (Territory includes: Cook Islands, Fiji, French Oceania, Gilbert and Ellice Islands, Tahiti, Tonga, Western Samoa)	Commercial Counsellor	Office of the High Commissioner for Canada P.O. Box 12-049, Wellington North ICI Building, 3rd Floor Molesworth Street WELLINGTON
Nigeria--Lagos-----		Commercial Secretary Office of the High Commissioner for Canada P.O. Box 851 Niger House Odunlami Street LAGOS

Territory	Officers	Address
Norway--Oslo----- (Territory includes: Iceland)	Commercial Secretary	Canadian Embassy Oscargate 20 OSLO
Pakistan--Islamabad----- (Territory includes: Afghanistan)	Commercial Secretary	Office of the High Commissioner for Canada Hotel Shahrazed ISLAMABAD
Peru--Lima----- (Territory includes: Bolivia)	Commercial Secretary	Canadian Embassy Casilla 1212 Edificio El Pacifico Corner Avenida Arequipa and Plaza Washington LIMA
Philippines--Manila----- Territory includes: Republic of China (Taiwan)	Consul General and Trade Commissioner	Canadian Consulate General P.O. Box 1825 1414 Roxas Boulevard MANILA
Portugal--Lisbon----- (Territory includes: Azores, Cape Verde Islands, Madeira, Portuguese Guinea)	Commercial Counsellor	Canadian Embassy Rua Rosa Araujo, 2-7 Seventh Floor LISBON
Puerto Rico--Hato Rey----- (Territory includes: Dominican Republic, Haiti, U.S. Virgin Islands)	Consul and Trade Commissioner	Canadian Consulate 1606 Pan Am Building HATO REY
Singapore--Singapore-----	Commercial Counsellor	Office of the High Commissioner for Canada P.O. Box 845 International Building, 11th Floor 360 Orchard Road SINGAPORE

Territory	Officers	Address
South Africa----- Johannesburg----- (Territory includes: Provinces of Natal, Orange Free State, Trans- vaal. Other countries: Angola, Botswana, Comoro Archipelago, Lesotho, Malagasy, Mauritius, Mozambique, Reunion, Swaziland)	Canadian Government Trade Commissioner	P.O. Box 715 Mobil House, 17th Floor Corner Rissik and De Villiers Strs. JOHANNESBURG
Cape Town----- (Territory includes: Cape province. Other countries: St. Helena, South West Africa)	Canadian Government Trade Commissioner	P.O. Box 683 African Life Centre, 13th Floor St. George's Street CAPE TOWN
Spain--Madrid----- (Territory includes: Provinces outside the peninsula--Balearic Islands, Canary Islands, Spanish Sahara. Other countries: Equatorial Guinea, Morocco)	Commercial Counsellor	Canadian Embassy Apartado 117 Edificio Espana Avenida de Jose Antonio 88 MADRID
Sweden--Stockholm----- (Territory includes: Finland)	Commercial Counsellor	Canadian Embassy P.O. Box 14042 Kungsgatan 24 STOCKHOLM
Switzerland--Berne----- (Territory includes: Liechtenstein, Tunisia)	Commercial Counsellor	Canadian Embassy Kirchenfeldstrasse 88 BERN
Thailand--Bangkok-----	Commercial Secretary and Consul	Canadian Embassy P.O. Box 2090 Thai Farmers Bank Building, 7th Floor 142 Silom Road BANGKOK

Territory	Officers	Address
Trinidad and Tobago--Port-of-Spain----- (Territory includes: Barbados, French Guiana, Guadeloupe, Guyana, Leeward and Windward Islands, Martinique, Surinam)	Commercial Counsellor	Office of the High Commissioner for Canada P.O. Box 1246 Colonial Building 72 South Quay PORT-OF-SPAIN
Turkey--Ankara-----	Commercial Secretary	Canadian Embassy Vali Dr. Resit Caddesi 52 ANKARA
United Arab Republic Egypt--Cairo-----		Commercial Division Canadian Embassy Kasr el Doubara Post Office 6 Sharia Rouston Pasha Garden City CAIRO
U.S.S.R.--Moscow-----	Commercial Counsellor	Canadian Embassy 23 Starokonyushenny Pereulok MOSCOW
United Nations New York-----	First Secretary	Permanent Mission of Canada to the United Nations 866 United Nations Plaza, Suite 250 NEW YORK

Territory	Officers	Address
United States		
Washington----- (Territory includes: District of Columbia)	Commercial Counsellor	Canadian Embassy 1746 Massachusetts Avenue, N.W. WASHINGTON
New York City----- Territory includes: States of Connecticut, New Jersey (12 northern counties), south New York. Other countries: Bermuda	Deputy Consul General (Commercial)	Canadian Consulate General 680 Fifth Avenue NEW YORK CITY
Boston----- (Territory includes: States of Maine, Massachusetts, New Hampshire, Rhode Island, Vermont. Other countries: St. Pierre and Miquelon)	Consul and Senior Trade Commissioner	Canadian Consulate General 500 Boylston Street BOSTON
Buffalo----- (Territory includes: Upper New York State)	Consul and Trade Commissioner	Canadian Consulate 1400 Main Place 396 Main Street BUFFALO
Chicago----- (Territory includes: States of Illinois, Indiana, Iowa, Miss- ouri, Nebraska, southern Wisconsin)	Consul and Senior Trade Commissioner	Canadian Consulate General 310 South Michigan Avenue, Suite 2000 CHICAGO

Territory	Officers	Address
Cleveland----- Territory includes: States of Ohio, Kentucky, West Virginia, Western Pennsylvania)	Consul and Trade Commissioner	Canadian Consulate Illuminating Building 55 Public Square CLEVELAND
Dallas----- (Territory includes: States of Texas, Arkansas, New Mexico, Oklahoma, Kansas)	Consul and Trade Commissioner	Canadian Consulate 2100 Adolphus Tower 1412 Main Street DALLAS
Detroit----- (Territory includes: States of Michigan and Indiana)	Consul and Senior Trade Commissioner	Canadian Consulate 1920 First Federal Building 1001 Woodward Avenue DETROIT
Los Angeles----- Territory includes: States of Arizona, California (ten southern counties), Clark County in Nevada	Consul and Trade Commissioner	Canadian Consulate General 510 West Sixth Street LOS ANGELES
Minneapolis----- (Territory includes: Minnesota, Northern Wisconsin, Northern Michigan Peninsula, North and South Dakota, Montana)	Consul and Trade Commissioner	Canadian Consulate Chamber of Commerce Building 15 South Fifth Street MINNEAPOLIS

Territory	Officers	Address
New Orleans----- (Territory includes: States of Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee)	Consul and Trade Commissioner	Canadian Consulate General 2110 International Trade Mart 2 Canal Street NEW ORLEANS
Philadelphia----- Territory includes: States of Delaware, Maryland, New Jersey (nine southern counties), Pennsylvania, Virginia, West Virginia	Consul and Trade Commissioner	Canadian Consulate 3 Penn Center Plaza PHILADELPHIA
San Francisco----- Territory includes: States of California (except the ten southern counties), Colorado, Hawaii, Nevada (except Clark County), Utah, Wyoming	Consul and Trade Commissioner	Canadian Consulate General One Maritime Plaza Golden Gateway Center SAN FRANCISCO
Seattle----- (Territory includes: States of Alaska, Idaho, Montana, Oregon, Washington)	Vice Consul and Acting Trade Commissioner	Canadian Consulate General 1305 Tower Building Seventh Avenue and Olive Way SEATTLE
Venezuela--Caracas----- (Territory includes: Netherlands Antilles)	Commercial Counsellor	Canadian Embassy Apartado del Este 62302 Avenida La Estancia No. 10 Ciudad Commercial Tamanaco CARACAS
Yugoslavia--Belgrade-----	Commercial Secretary	Canadian Embassy Proleterskih Brigada 69 BELGRADE

Appendix "D"

CANADIAN GOVERNMENT TRAVEL BUREAU OFFICES ABROAD ON MARCH 31, 1970

Eastern United States

General
Manager

Percy T. Cole, General Manager
Eastern United States
Room 1201, 680 Fifth Avenue
New York City, NY 10019

Boston

John R. Akin, Manager
263 Plaza
The Prudential Center
Boston, MA 02199

Cincinnati

Peter J. Fraser, Manager
Room 1010, Enquirer Building
617 Vine Street
Cincinnati, OH 45202

Cleveland

Ronald O. Gray, Manager
Winous-Point Building
1250 Euclid Avenue
Cleveland, OH 44115

Detroit

Roger A. Cloutier, Manager
Book Building
1257-1259 Washington Boulevard
Detroit, MI 48226

Hartford

E. L. Lynch, Manager
234 Constitution Plaza
Hartford, CT 06103

New York

John M. Harrison, Manager
680 Fifth Avenue
New York City, NY 10019

Philadelphia

Courtney B. Chick, Manager
Suite 305, 3 Penn Center
Philadelphia, PA 19102

Pittsburgh

Charles A. Watt, Manager
1001-1003 Jenkins Arcade
Liberty and Fifth Avenue
Pittsburgh, PA 15222

Rochester

Harold E. Betts, Manager
247 Midtown Plaza
Rochester, NY 14604

Washington

John R. Bunt, Manager
RCA Building
1725 K Street, N.W.
Washington, DC 20006

Western United States and Pacific Area

General
Manager

A. R. Peers, General Manager
Western United States and
Pacific Area
600 Market Street
San Francisco, CA 94104

Chicago

Greg J. Loney, Manager
100 N. LaSalle Street
Chicago, IL 60602

Los Angeles

Don E. Alexander, Manager
510 West 6th Street
Los Angeles, CA 90014

Minneapolis

Hector L. Crombie, Manager
124 South 7th Street
Northstar Center
Minneapolis, MN 55402

San Francisco

Dave Moilliet, Manager
Suite 2300, Crocker Plaza
600 Market Street
San Francisco, CA 94104

Seattle

Thomas L. Hill, Manager
Suite 1117, Plaza 600
600 Stewart Street
Seattle, WA 98101

Mexico

Miss Annette Fortier, Manager
Servicio de Turismo del Canada
Avenida Morelos 110-905
Mexico, D.F., Mexico

Sydney

Roly B. deGrosbois, Manager
Fifth Floor
40 Martin Place
Sydney, N.S.W., Australia

Tokyo

William R. MacLean, Manager
Palace Building
10, 1-Chome
Marunouchi
Chiyoda-ku, Tokyo, Japan

Europe

General
Manager

Administrative Officer -
H. Lyle Kohler

George W. Powell
General Manager, Europe
Macdonald House, Room 326
One Grosvenor Square
London, W1X 0AB, England

Copenhagen

Wayne T. Mercer, Manager
Vester Farimagsgade 1
DK-1606 Copenhagen V, Denmark

Frankfurt

O. von Finckenstein, Manager
Kanadisches Fremdenverkehrsamt
6 Frankfurt, Biebergasse 6-10
City Center, Frankfurt
West Germany

London

Francis H. Galipeau, Manager
19 Cockspur Street
London, W1X 0AB, England

Paris

Pierre Turcotte, Manager
Office Nationale du Tourisme Canadien
4 Rue Scribe
Paris IX, France

The Hague

Peter J. Hann, Manager
Canadees Nationaal Verkeers-
bureau
Kamer 40
The Hague, The Netherlands

Appendix "E"

INTERNATIONAL DEFENCE PROGRAMS BRANCH POSTS ABROAD

Washington Office P.O. Box 4897, Cleveland Park Station
Washington, D.C. 20008

Director: F. T. Jackman

Dayton Office MCLDDP, Wright Patterson A.F. Base
OH 45433

Senior Field Liaison Officer: A. E. Johnston

Los Angeles Office Defence Contract Administration Services
District, Room 130, 125 S. Grand Avenue
Pasadena, CA 91105

Senior Field Liaison Officer: T. J. B. Robinson

Boston Office ESKZ, Building 1618, Stop 27
L.G. Hanscom Field,
Bedford, MA 01730

Field Liaison Officer: J. S. Vincent

Detroit Office Michigan Army Missile Plant
38111 Van Dyke Avenue
Warren, MI 48090

Field Liaison Officer: J. Morris

Philadelphia Office Defence Personnel Support Center
1800 S. 20th Street, Building 12, Wing H
Philadelphia, PA 19101

Field Liaison Officer: R. J. Rushka

Bonn Office Canadian Embassy,
Friedrich Wilhelmstrasse 18
53 Bonn, West Germany

Senior Field Liaison Officer: G. G. Rezek

London Office Office of the High Commissioner for Canada
One Grosvenor Square
London, W1X 0AB, England

Field Liaison Officer: O. W. Bennett

Paris Office Ambassade du Canada
35 Avenue Montaigne
Paris 8^e, France

Field Liaison Officer: H. J. Cloutier

International Defence Programs Branch Posts Abroad

(Continued)

Brussels Office

Canadian Delegation
NATO/OTAN
Brussels 39, Belgium

Field Liaison Officer:

F. J. McNaughton

Rome Office

Canadian Embassy
Via G.B. de Rossi 27
Rome Italy

Field Liaison Officer:

O. A. Sulzenko

Appendix "F"

TRADE FAIR EXHIBITS SPONSORED BY DEPARTMENT OF INDUSTRY, TRADE
AND COMMERCE

Name of Show: Building and Heating Exhibition
Location: Utrecht, The Netherlands
Dates: April 10-19, 1969
Firms participating: 16
Products shown: building products and heating equipment
Attendance: 58,000
Space occupied: 2,553 sq. ft.

Name of Show: Southern Pine Machinery & Equipment Exhibition
Location: New Orleans, Louisiana, U.S.A.
Dates: April 12-14, 1969
Firms participating: 8
Products shown: logging and sawmill equipment
Attendance: 10,000
Space occupied: 5,600 sq. ft.

Name of Show: Solo Apparel Show - Ladies Outerwear (Phase I)
Location: New York, New York, U.S.A.
Dates: April 14-18, 1969
Firms participating: 17
Products shown: rainwear, coats, suits, furs
Attendance: No public attendance
Space occupied: 18 hotel rooms

Name of Show: Canadian Processed Foods Exhibits
Location: Tokyo and Osaka, Japan
Dates: Tokyo, April 14-16, Osaka, April 21-23, 1969
Firms participating: 28
Products shown: foods
Attendance: Invitation Promotion
Space occupied: 10,800 sq. ft.

Name of Show: International Fur Fair
Location: Frankfurt, West Germany
Dates: April 23-27, 1969
Firms participating: information booth
Products shown: furs
Attendance: 15,000
Space occupied: 1,500

Name of Show: German Industries Fair
Location: Hanover, West Germany
Dates: April 26 - May 4, 1969
Firms participating: information booth
Products shown: general information
Attendance: 500,000
Space occupied: 50 sq. ft.

Name of Show: Supermarket Institute Show
Location: Atlantic City, New Jersey, U.S.A.
Dates: May 11-14, 1969
Firms participating: 14
Products shown: food
Attendance: Not open to public
Space occupied: 2,100 sq. ft.

Name of Show: Salon International de l'Aeronautique et de l'Espace
Location: Paris, France
Dates: May 29 - June 8, 1969
Firms participating: 29
Products shown: aeronautical, aeronautic equipment, components and related services such as airport planning, repair and overhaul
Attendance: 700,000
Space occupied: 10,000 sq. ft.

Name of Show: Solo Apparel Show - Ladies Outerwear (Phase 2)
Location: New York City, New York, U.S.A.
Dates: June 1-13, 1969
Firms participating: 17
Products shown: rainwear, coats, suits, furs
Attendance: Not open to public
Space occupied: 24 hotel rooms

Name of Show: 38th Poznan International Fair
Location: Poznan, Poland
Firms participating: 5
Products shown: geophysical exploration equipment, laboratory instrument testing equipment, automatic wave soldering equipment, load cells for steel rolling mills
Attendance: Not known
Space occupied: 3,500 sq. ft.

Name of Show: International Hospital Exhibition
Location: Duesseldorf, West Germany
Dates: June 19-25, 1969
Firms participating: 7
Products shown: aggregometers, drip monitor washing machines for instruments, nebulizers
Attendance: Not open to public
Space occupied: 810 sq. ft.

Name of Show: American Institute of Architects Convention
Location: Chicago, Illinois, U.S.A.
Dates: June 22-26, 1969
Firms participating: 11
Products shown: building components and fixtures
Attendance: 45,000
Space occupied: 3,000 sq. ft.

Name of Show: Pacific Fine Food and Beverage Fair
Location: Los Angeles, California, U.S.A.
Dates: July 13-16, 1969
Firms participating: 11
Products shown: food, distilled spirits
Attendance: Not open to public
Space occupied: 600 sq. ft.

Name of Show: Melbourne International Engineering Show
Location: Melbourne, Australia
Dates: August 4-9, 1969
Firms participating: 16
Products shown: controls, airborne communication
Attendance: 20,000
Space occupied: 4,425 sq. ft.

Name of Show: San Francisco Gift Show
Location: San Francisco, California, U.S.A.
Dates: August 10-13, 1969
Firms participating: 20
Products shown: gifts
Attendance: Not open to public
Space occupied: 4,508 sq. ft.

Name of Show: Western Electronics Show & Convention (WESCON)
Location: San Francisco, California, U.S.A.
Dates: August 19-22, 1969
Firms participating: 11
Products shown: electronic products
Attendance: 30,000
Space occupied: 2,000 sq. ft.

Name of Show: Auckland International Trade Fair
Location: Auckland, New Zealand
Dates: August 20 - September 6, 1969
Firms participating: 12
Products shown: textiles, road graders, logging machinery, pump
motors, colour meters, electronics, electrical goods
Attendance: 256,650
Space occupied: 3,000 sq. ft.

Name of Show: Brno International Trade Fair
Location: Brno, Czechoslovakia
Dates: September 7-16, 1969
Firms participating: 9
Products shown: machinery for pulp and paper
Attendance: 350,000
Space occupied: 3,150 sq. ft.

Name of Show: Zagreb International Autumn Fair
Location: Zagreb, Yugoslavia
Dates: September 11-21, 1969
Firms participating: 17
Products shown: industrial machinery, machinery for food industry, scientific equipment and sporting goods
Attendance: 170,000
Space occupied: 3,759 sq. ft.

Name of Show: Semaine Internationale du Cuir
Location: Paris, France
Dates: September 12-17, 1969
Firms participating: 5
Products shown: finished and unfinished leather goods
Attendance: 185,000
Space occupied: 700 sq. ft.

Name of Show: International Watch and Jewellery Trade Fair
Location: London, England
Dates: September 15-19, 1969
Firms participating: 12
Products shown: watches, jewellery
Attendance: Not open to public
Space occupied: 2,000 sq. ft.

Name of Show: National Office Products Association Convention and
Exhibition
Location: Chicago, Illinois, U.S.A.
Dates: September 24-27, 1969
Firms participating: 10
Products shown: office furniture and equipment
Attendance: Not open to public
Space occupied: 2,280 sq. ft.

Name of Show: Japan Electronics Show
Location: Osaka, Japan
Dates: October 1-7, 1969
Firms participating: 8
Products shown: electronic equipment
Attendance: Not open to public
Space occupied: 2,050 sq. ft.

Name of Show: Second Asian International Trade Fair
Location: Tehran, Iran
Dates: October 5-24, 1969
Firms participating: 25
Products shown: air conditioners, automotive hardware, cobalt bomb unit, high voltage and geophysical equipment
Attendance: 1,500,000
Space occupied: 10,000 sq. ft.

Name of Show: International Nuclear Industries Fair (NUCLEX)
Location: Basle, Switzerland
Dates: October 6-11, 1969
Firms participating: 9
Products shown: nuclear equipment, fuels, nuclear power stations, electronic systems, etc.
Attendance: Not open to public
Space occupied: 3,100 sq. ft.

Name of Show: Stix, Baer and Fuller in-store promotion
Location: St. Louis, Mississippi, U.S.A.
Dates: October 6-18, 1969
Firms participating: 200
Products shown: general consumer goods
Attendance: N/A
Space occupied: N/A -- in-store promotion

Name of Show: Oklahoma Lumbermen's Association, 23rd Annual Convention
Location: Oklahoma City, Oklahoma, U.S.A.
Dates: October 18-19, 1969
Firms participating: (institutional exhibit only)
Products shown: various species of Canadian forest products
Attendance: N/A
Space occupied: 80 sq. ft.

Name of Show: 2nd International Container and Combined Traffic Fair
Location: Hamburg, West Germany
Dates: October 21-26, 1969
Firms participating: Information booth
Products shown: general information
Attendance: 20,000
Space occupied: 880 sq. ft.

Name of Show: Packaging Machinery Show
Location: Detroit, Michigan, U.S.A.
Dates: October 27-30, 1969
Firms participating: 11
Products shown: machinery for packaging and vending
Attendance: 20,294
Space occupied: 5,500 sq. ft.

Name of Show: London International Building Exhibition
Location: London, England
Dates: November 12-25, 1969
Firms participating: (institutional exhibit only)
Products shown: building products
Attendance: N/A
Space occupied: 825 sq. ft.

Name of Show: Sixth Pacific International Trade Fair
Location: Lima, Peru
Dates: November 14-30, 1969
Firms participating: 31
Products shown: electric and electronic equipment, mechanical equipment (heavy)
Attendance: 700,000
Space occupied: 22,078 sq. ft.

Name of Show: Solo Apparel Show - Ladies' Outerwear (Phase I)
Location: New York City, New York, U.S.A.
Dates: November 18-21, 1969
Firms participating: 24
Products shown: rainwear, coats, dresses, suits, sportswear
Attendance: Not open to public
Space occupied: 19 hotel rooms

Name of Show: Salon International du Batiment (BATIMAT)
Location: Paris, France
Dates: November 20-30, 1969
Firms participating: 13
Products shown: integrated lighting panelboard, oil furnaces, protective coatings, construction materials and products
Attendance: 250,000
Space occupied: 2,000 sq. ft.

Name of Show: American Vocational Association Convention
Location: Boston, Massachusetts, U.S.A.
Dates: December 6-9, 1969
Firms participating: 14
Products shown: laboratory equipment, metalworking equipment, educational equipment
Attendance: 7,500
Space occupied: 3,000 sq. ft.

Name of Show: Solo Apparel Show - Ladies' Outerwear (Phase II)
Location: New York City, New York, U.S.A.
Dates: January 5-16, 1970
Firms participating: 24
Products shown: rainwear, coats, suits, sportswear, dresses
Attendance: Open to buyers only
Space occupied: 24 hotel rooms

Name of Show: International Hotel and Catering Exhibition
Location: London, England
Dates: January 6-15, 1970
Firms participating: 14
Products shown: cooking equipment (commercial), vending equipment
Attendance: 50,000
Space occupied: 3,000 sq. ft.

Name of Show: Sea-Going Food Fair
Location: Caribbean
Dates: January 15 - February 4, 1970
Firms participating: 11
Products shown: food, wines, tobacco
Attendance: N/A
Space occupied: Aboard M.V. Sun River

Name of Show: National Association of Homebuilders Convention
Location: Houston, Texas, U.S.A.
Dates: January 18-22, 1970
Firms participating: 7
Products shown: building products
Attendance: N/A
Space occupied: 2,080 sq. ft.

Name of Show: National Sporting Goods Association Convention
Location: Chicago, Illinois, U.S.A.
Dates: February 1-5, 1970
Firms participating: 19
Products shown: sportswear and equipment
Attendance: 23,964
Space occupied: 2,700 sq. ft.

Name of Show: Carolina Lumber and Building Material Dealers'
Association Convention and Building Products Exposition
Location: Charlotte, North Carolina, U.S.A.
Dates: February 3-5, 1970
Firms participating: (institutional)
Products shown: forest products
Attendance: N/A
Space occupied: 80 sq. ft.

Name of Show: Solo Apparel Show - Men's Suits
Location: New York City, New York, U.S.A.
Dates: February 3-6, 1970
Firms participating: 28
Products shown: tailored clothing and outerwear
Attendance: Not open to public
Space occupied: 20 hotel rooms

Name of Show: American Association of School Administrators
Annual Convention
Location: Atlantic City, New Jersey, U.S.A.
Dates: February 14-18, 1970
Firms participating: 15
Products shown: language training books, computer systems,
student lockers, gym equipment
Attendance: 25,000
Space occupied: 3,040 sq. ft.

Name of Show: "Boston Herald-Traveller" New England Boat Show
Location: Boston, Massachusetts, U.S.A.
Dates: February 20 - March 1, 1970
Firms participating: 12
Products shown: boats
Attendance: 490,000
Space occupied: 4,000 sq. ft.

Name of Show: International Exhibition and Conference for
Shopfitting and Display Equipment
Location: Duesseldorf, West Germany
Dates: February 21-25, 1970
Firms participating: 12
Products shown: store shelving, packaging machinery, check-out
counters, coin sorters
Attendance: 50,000
Space occupied: 3,050 sq. ft.

Name of Show: Indiana Lumber and Building Supply Association
Exposition
Location: Indianapolis, Indiana, U.S.A.
Dates: February 24-25, 1970
Firms participating: (institutional)
Products shown: wood products
Attendance: N/A
Space occupied: 80 sq. ft.

Name of Show: Mid-America "70" Hardware, Houseware and Building
Products Exposition
Location: Kansas City, Kansas, U.S.A.
Dates: February 18-20, 1970
Firms participating: (institutional)
Products shown: wood products
Attendance: N/A
Space occupied: 80 sq. ft.

Name of Show: Mid-America Finest Shoe Market
Location: Columbus, Ohio, U.S.A.
Dates: March 15-17, 1970
Firms participating: 13
Products shown: shoes
Attendance: Not open to public
Space occupied: 18 hotel rooms

Name of Show: New England Hospital Assembly
Location: Boston, Massachusetts, U.S.A.
Dates: March 23-25, 1970
Firms participating: 10
Products shown: hospital, laboratory equipment
Attendance: 70,000
Space occupied: 18,000 sq. ft.

Name of Show: Institute of Electrical and Electronic Engineers
Conference and Exhibition

Location: New York City, New York, U.S.A.

Dates: March 23-26, 1970

Firms participating: 12

Products shown: electrical and electronic systems, instruments
and components

Attendance: Not open to public

Space occupied: 1,800 sq. ft.

Name of Show: Boston Furniture Show

Location: Boston, Massachusetts, U.S.A.

Dates: March 31 - April 2, 1970

Firms participating: 12

Products shown: household furniture

Attendance: Not open to public

Space occupied: 11,000 sq. ft.

CANADIAN GOVERNMENT TRAVEL BUREAU
(Special Promotions Section)

The CGTB participated in the following promotional events.

CO-OPERATIVE PROMOTIONS

Shopping Malls

Boston	-	Natick Mall	-	April 10-20, 1969
Detroit	-	Oakland Mall	-	May 1-11, 1969
Minneapolis	-	Brookdale Center	-	May 21 - June 1, 1969

In-Store (See also Co-ops)

Stix, Baer and Fuller Department Store
St. Louis, Missouri
October 6-12, 1969

Agricultural Exhibitions (See also Co-ops)

RCMP Musical Ride Tour of 15 British Fairs
May 3 - September 7, 1969

Panorama of the Pacific Exhibition, Royal Easter Show,
Sydney, Australia
March 20-31, 1970

Travel/Trade

American Society of Association Executives Convention
Las Vegas, Nevada
November 7-11, 1969

International Tourism Exchange
Berlin, Germany
March 14-22, 1970

Boston Herald-Traveller New England Boat Show
Boston, Massachusetts
February 20 - March 1, 1970

Pacific Area Travel Association Convention
Auckland, New Zealand
April 13-17, 1970

CGTB Ski Shows Seminar/Receptions

Detroit	-	October 23
New York	-	October 29
Cleveland	-	October 29
Washington	-	November 6
Boston	-	November 12
Hartford	-	November 20

SKI AND WINTER SPORTS SHOWS

International Ski and Winter Sports Show
San Francisco
October 3-5

International Ski and Winter Sports Show
Los Angeles
October 9-12

Seattle Ski Fair
October 24-26

Rocky Mountain Ski and Winter Sports Fair
Salt Lake City
November 7-9

Northwest Ski and Winter Sports Fair
Minneapolis
November 21-23

Winter Carnival Promotions (California)
Sacramento - October 22-24
Mountain View - October 29 - November 1
Concord - November 5-8

SPORTS AND TRAVEL SHOWS

Rochester Travel and Vacation Show
November 6-9

Southern California Sports, Vacation and Recreational Vehicle
Show
Anaheim
January 3-11

San Francisco Sports and Boat Show
January 9-18

Ohio Valley Sports, Travel and Boat Show
Cincinnati
January 17-25

Portland Trailer and Boat Show
January 17-25

11th Annual International Sports, Vacation and Travel Show
Los Angeles
January 23 - February 1

Michigan National Boat, Sports and Vacation Show
Detroit
January 31 - February 8

Kansas City Boat, Sports and Travel Show
January 30 - February 8

Columbus Sports, Vacation and Travel Show
February 7-15

Louisville Sports, Boat and Vacation Show
February 14-22

Philadelphia Boat Show
February 14-23

The Greater Northwest Camping Show
Minneapolis
February 18-22

St. Louis Sports, Travel and Boat Show
February 20 - March 1

5th West Penn Sportsmen's Show
Pittsburgh
February 25 - March 1

Colorado Sport and Vacation Show
Denver
March 3-8

New York International Sports and Vacation Show
March 7-15

American and Canadian Sportsmen's Vacation and Boat Show
Cleveland
March 13-22

Duluth Boat, Sports and Travel Show
March 18-22

Washington Sports, Camping and Travel Show
March 21-29

Iowa Sports and Vacation Show
Des Moines
March 31 - April 5

Northern California's International Trade and Travel Show '70

Sacramento	-	April 1-4
Mountain View	-	April 8-11
San Leandro	--	April 15-18
San Jose	-	April 22-25
Concord	-	April 29 - May 2

Travel Industry Trade Show		
New York	-	April 6-7
Hartford	-	April 8
Boston	-	April 9
Baltimore	-	April 13
Philadelphia	-	April 14
New Jersey	-	April 15
Long Island	-	April 16

CO-OP PROMOTIONS

The Canadian Government Travel Bureau produced the 1969 Spring series (April, May) of co-op travel promotions in Boston, Detroit and Minneapolis shopping centres.

The co-operating provincial partners were the Atlantic Provinces in Boston; Quebec and Ontario in Detroit; Ontario, Manitoba and Saskatchewan in Minneapolis. Additional support was supplied by the private sector - carriers, hotels, motels and car-rental firms.

For the in-store promotion, Canadian Government Travel Bureau co-operated with the provinces of Manitoba, Ontario and Quebec in providing advertising, exhibit and entertainer support to Trade Fairs Division.

A tour of Britain's county fairs by a CGTB self-contained travel promotion van and the RCMP Musical Ride was made possible through the co-operation of the Department of Justice. The 2,000-square-foot Canadian stand supporting the Captain Cook Bicentenary in Australia was helped by the Department of External Affairs and CP Air.

To reach travel organizers, the Bureau co-operated with provincial and private industry convention promoters to provide a Canadian pavilion in Las Vegas; it joined Air Canada and CP Air in the Berlin exhibit to reach European travel agents; it promoted boating holidays in co-operation with Canadian boat manufacturers exhibiting at Boston through the Department's Fairs and Mission Branch; and it provided travel display material to Auckland, N.Z. stores to support Canadian participation in the Pacific Area Travel Association Convention.

Provincial and private industry exhibitors in eastern United States ski shows were supported in their efforts by the Bureau through a series of lecture/slide seminar/receptions to which the trade, press and special interest groups were invited.

DISPLAYS

Window displays were designed, fabricated and shipped to Travel Bureau offices in the United States, and in London, Paris, Frankfurt and Tokyo on a monthly basis.

The Promotion Section developed new self-contained exhibits and provided travel promotion display material to all Canadian Government Travel Bureau offices for distribution to the travel trade throughout the world

The mission was aimed at direct sales. It also sought to ascertain the areas of footwear sales possibilities, the categories and price ranges in which U.S. buyers would be interested, and the feasibility of future missions of this type.

Sawmill Machinery and Forestry	October 19	
Equipment Mission from Chile and Colombia	October 31	- 5 members

The mission was composed of three members from Chile and two from Colombia. Its purpose was primarily sales and the itinerary was arranged to demonstrate Canadian sawmilling, woodworking and logging equipment. Mission members discussed trade developments between Latin America and Canada.

Meat Industry from Japan	October 26 to November 10	- 13 members
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Thirteen members representing the Japanese meat industry, including officers from the three Japanese Ministries involved in the importation of meat, came to Canada to study Canadian livestock and meat production, grading and quality. The ultimate aim of the mission was to develop Canadian export of meat products to Japan.

Outgoing

Oil Field Automation Equipment Mission to the Middle East	April 1 to May 3	- 5 members
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This mission was arranged to promote Canadian capabilities in automation and associated equipment and services; also to establish an awareness of this huge market and develop necessary contacts for Canadian industry.

Petroleum and Petro-Chemical Mission to Trinidad, Venezuela and the Netherlands Antilles	May 21 to June 8	- 5 members
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The primary purpose of the mission was to make sales. Other important aspects were the assessment of opportunities in pipeline laying and production techniques, mechanical requirements, geophysical exploration, processing plant equipment and wellhead completion, control and maintenance operations.

order to develop sales for Canadian contract furniture manufacturers and to encourage designers, architects, specifiers and other influentials to include contract furniture from Canada in their specifications.

Hotel Equipment Mission to Pacific Rim Countries (Singapore, Thailand, Malaysia, Philippines, Taiwan, Hong Kong, Australia, New Zealand and Fiji Islands) February 28 to March 22, 1970 - 8 members

The selling and reconnaissance aspects were the two main purposes -- establishing Canadian industries with vital contacts in South East Asia markets; providing interested Canadian hotel and tourism industry firms with the marketing and technical information necessary to become established in the market and to follow up future projects and sales opportunities.

THE CANADIAN GOVERNMENT TRAVEL BUREAU

The CGTB participated in the following outgoing Travel Trade missions.

Travel Trade Mission to Southern United States June 1969 - 1 member

Purpose - To survey tour operators and travel agents in such centres as Tampa, Miami, Atlanta, New Orleans and Houston to discover new business for Canada.

Travel Trade Mission to Western Europe and United Kingdom January, February, March 1970

Purpose - Audio-visual presentations of Canada as a vacation destination to key travel industry executives in approximately 35 cities in Western Europe and United Kingdom (in co-operation with Air Canada, CP Air and local transportation companies).

Travel Trade Mission to Latin America March 1970 - 4 members

Purpose - Survey of tour operators and travel agents in Argentina, Brazil, Chile,

Colombia, Peru and Venezuela to analyze the Latin American tourist business potential.

The CGTB participated in the following incoming Travel Trade missions.

Southern U.S. Travel Agents	September 1969	- 12 members 3 escorts
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As a result of the survey taken in June 1969, of the southern U.S. market, a group of travel agents and tour operators was taken on a cross-Canada tour visiting Victoria, Vancouver, Banff area, Calgary, Toronto, Niagara Falls and Montreal (in co-operation with Air Canada).

Mexican Travel Agents	October 1969	- 14 members, 2 escorts
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Group taken on a cross-country tour visiting Victoria, Vancouver, Banff-Jasper area, Calgary, Toronto, Niagara Falls, and Montreal (in co-operation with CP Air).

Appendix "H"

Publications produced by the Publicity Branch from March 31, 1969 to March 31, 1970

PERIODICALS

Canada Courier - Canada's international trade promotion newspapers in five languages.
Foreign Trade - Fortnightly magazine for Canadian exporters.
Commerce Extérieur - Monthly magazine for Canadian exporters.
BEAM Bulletin - quarterly (Building Equipment, Accessories and Materials Program)

COMMODITY BOOKLETS

Canada Exhibits Abroad - English, French
New York Buyers Guide - English, French
Some Basics of Building with Timber Frame Construction - English, French
The House that Canada Builds - English
Peat Moss, folders - English
Airports for Export, The World Markets - French
Hotels for Export, Phase I - English
Canada in the World of Electronics - English
Canadian Auto Parts - English
Canadian Kitchen Cabinets - English
Brand Canada - English, Spanish
Dairy Cattle series: General, Holstein-Friesian, Guernsey, Ayrshire, Jersey - English, Spanish
Directory of Canadian Educational Products - English
A Directory of Canadian Oil and Gas Equipment and Services - English
The Progenitors (Artificial insemination of cattle) - English
The Canadian Hospital and Medical Equipment Catalogue - English
Metal Fasteners from Canada - English, French, Spanish
Grinding Balls and Rods from Canada - English, Spanish

LINE BRANCH PUBLICATIONS

BEAM Program - Report on the Montreal Catholic School Commission Research in Educational Facilities - English, French
BEAM Program - Survey of Building Materials, Systems and Techniques at Expo 67 - English, French
BEAM Program - A Directory of Modular Building Components - English, French
BEAM Program, Progress Report - English, French
BEAM Program - Lectures and Proceedings of a National Conference on a Systems Approach to Building - English, French
BEAM Program, Building Standards Index - English
BEAM Program - Progress Report on the Development of an Information System for the Canadian Construction Industry - English
Canadian Defence Products - English
Canadian Defence Commodities - English
'Design Canada' Centres - Bilingual

'Design Canada' The Office, Environmental Planning, Part I - Bilingual

'Design Canada' The Office, inserts - English, French

'Design Canada' Patent Seminar Report - English

'Design Canada' Scholarships and Grant kit - Bilingual

'Design Canada' A Guide for Consumers - Bilingual

Directory of Scientific and Research Development Establishments in Canada - English, French

Doing Business in Canada Series, Chapter 1 to 6 - English, French, German

Foreign-owned Subsidiaries in Canada 1964-67 - English, French

Markets for Canadian Exporters Series, Japan - English

Canadian Chemical Register - English, French

IRDIA (Industrial Research and Development Incentives Act) How to Apply - English

PIDA (Pharmaceutical Industry Development Assistance) - English, French

PAIT (Program for the Advancement of Industrial Technology) - Bilingual

Canada, Gateway to North American Markets - English, Italian

Canadian Leather Footwear Industry Productivity Study, Volumes 1-3 - English

White Paper on Metric Conversion in Canada - English, French

Die Casting in Canada - English, French

Protect Your Investment with Canadian Galvanizing - English, French

Academic Education in Naval Architecture and Marine Engineering - English

Machinery Program Analysis, 1968 Imports

Central Processing of Meats in Western Europe (Part I) - Bilingual

Processing of Cheese Whey in Canada - English, French

A Review of the Toy and Game Industry in Canada - English, French

A Review of the Sporting Goods Industry in Canada - English, French

Report of the Canadian Fur Mission to Japan and Hong Kong - English, French

Technical Plywood Mission to Japan - English, French

Hotel Equipment Mission to Pacific Rim Countries - English

Canadian Petroleum and Petro-Chemical Equipment Mission to Trinidad, Venezuela and the Netherlands Antilles - English

Consulting Engineering and Capital Equipment Mission to Australia, New Zealand and Fiji - English

Medical and Scientific Equipment Mission to Eastern Europe - English

TRADE FAIR PUBLICATIONS

Building and Heating Exhibition, Utrecht, April 10-19

Southern Pine Machinery and Equipment Exposition, New Orleans, April 12-14

Solo Apparel Show, Ladies' Outerwear, New York
Phase I - April 14-18, Phase II - June 1-13

Processed Foods Exhibit, Tokyo - April 14-16, Osaka - April 21-23

International Fur Fair, Frankfurt - April 23-27

Supermarket Institute Show, Atlantic City - May 11-14

Salon International de l'Aeronautique et l'Espace, Paris - May 29 - June 8

International Hospital Exhibition, Duesseldorf - June 19-25

American Institute of Architects Convention, Chicago - June 22-26
 Pacific Fine Foods and Beverage Fair, Los Angeles - July 13-16
 International Engineering Show, Melbourne - August 4-9
 San Francisco Gift Show, San Francisco - August 10-13
 Western Electronic Show and Convention (WESCON), San Francisco -
 August 10-13
 International Trade Fair, Auckland - August 20 - September 6
 International Trade Fair, Brno - September 7-16
 International Autumn Fair, Zagreb - September 11-21
 Semaine Internationale du Cuir, Paris - September 12-17
 International Watch and Jewellery Trade Fair, London - September 15-19
 National Office Products Association Convention and Exhibition,
 Chicago - September 24-27
 Japan Electronics Show, Osaka - October 1-7
 International Nuclear Industries Fair (NUCLEX), Basle - October 6-11
 Packaging Machinery Show, Detroit - October 27-30
 International Building Exhibition, London - November 12-15
 Salon International du Batiment (BATIMAT), Paris - November 20-30
 Solo Apparel Show, Ladies' Outerwear, New York
 Phase I - November 18-21, Phase II - January 5-16
 American Vocational Association Convention, Boston - December 6-9
 German Industries Fair, Hanover - April 26 - May 4
 The Canadian Container Routes, Canada at the 2nd International
 Container and Combined Traffic Fair, Hamburg - October 21-26
 International Hotel and Catering Exhibition, London - January 6-15
 Sea-Going Food Fair, Caribbean - January 15-18
 National Association of Homebuilders Convention, Houston - January 18-22
 National Sporting Goods Association Convention, Chicago - February 1-15
 Solo Men's Apparel Show, New York - February 3-6
 American Association of School Administrators Annual Convention,
 Atlantic City - February 14-18
 International Exhibition and Conference for Shopfitting and
 Display Equipment (EUROSHOP), Duesseldorf - February 21-25
 "Boston Herald-Traveller" New England Boat Show, Boston -
 February 20 - March 1
 New England Hospital Assembly, Boston - March 23-25
 Institute of Electrical and Electronic Engineers Conference and
 Exhibition (IEEE), New York - March 23-26
 Boston Furniture Show, Boston - March 31 - April 2

TRAVEL BUREAU PUBLICATIONS

The Canadian Government Travel Bureau produces some 37 promotional and informational books in Danish, Dutch, English, Finnish, French, German, Greek, Italian, Japanese, Norwegian, Portuguese, Spanish and Swedish, as well as special versions for Australia and for Britain. Most publications are in colour.
 Titles are:

National Parks Accommodation Guide
 Adventure Tours from the Trans-
 Canada Highway

Honeymoon in Canada
 Hunters' Paradise
 Ice-field Highway

Atlantic Canada
 Big Holidayland
 Budget Hotels
 Campgrounds and Picnic Sites along
 the Trans-Canada Highway
 Canada (Promotion booklet)
 Canada Border Crossing Information
 Canada, the In place
 Canada Events
 Canada in Wintertime
 Convention Manual
 Direct Mail Folders (various subjects)
 Ferries, Bridges, Cruises
 Firearms and Fishing Tackle
 Regulations
 Fisherman's Paradise
 Havens from Hay Fever
 Highway Map, Canada and Northern
 United States

Know Canada Better
 Mackenzie Route to Northwest
 Territories
 National Parks West
 National Parks East
 National Parks
 Natural Wonders

 Package Tours
 Radiant in the Mood of Autumn
 Road to Yukon Adventure
 See Canada at Work
 Ski Canada
 Something Different
 So You're Going to Canada
 Summer Courses
 Travel Agents Manual
 Youth Hostels

A folder titled "Canada, The Big Holidayland" was prepared and translated into Japanese for distribution at Expo '70, Osaka. This folder will also be translated into all other languages.

The "See Canada at Work" folder was written to assist businessmen to combine business with pleasure. It informs them how to make arrangements to visit business establishments in this country. This folder will be translated into many languages.

A new series of posters depicting typical Canadian scenes was produced early in the new year.

Individual CGTB Newsletters Issued Abroad

<u>JAPAN</u>	"Canada" Newsletter - six per year (Japanese)
<u>AUSTRALIA</u>	"Canada" Traveletter- issued quarterly (English)
<u>GERMANY</u>	"FERIEN IN KANADA" - quarterly (German)
<u>FRANCE</u>	"VACANCES AU CANADA"- quarterly (French)

Appendix "I"

TRADE AND TARIFF ARRANGEMENTS IN FORCE AS OF MARCH 31, 1970

Canada's tariff arrangements with other countries fall into three main categories: trade agreements with a number of Commonwealth countries; the General Agreement on Tariffs and Trade (GATT); and other agreements and arrangements.

The Commonwealth countries with which Canada has trade agreements providing for exchange of preferential rates are: Australia, Bahamas, Barbados, Bermuda, British Honduras, Guyana, Jamaica, the Leeward and Windward Islands, Trinidad and Tobago, New Zealand and Britain and its dependent territories, except Hong Kong and the South Arabian Federation.

Canada also exchanges preferences with Ceylon, Cyprus, Gambia, Malawi, Malaysia, Malta, and Singapore and accords preferences to India, Pakistan, Ghana, Nigeria, Kenya, Sierra Leone, Tanzania, Uganda and Zambia. Many of these countries are also members of GATT. In addition, Canada has trade agreements with Ireland and South Africa under which preferences are exchanged, and exchanges specified preferences with Western Samoa.

Canada signed the Protocol of Provisional Application of the General Agreement on Tariffs and Trade on October 30, 1947, and brought the General Agreement into force on January 1, 1948. The Agreement provides for scheduled tariff concessions and the exchange of most-favoured-nation treatment among the contracting parties, and lays down rules and regulations to govern the conduct of international trade.

The membership of GATT remains at 76 full members. These countries and the effective dates of their accession are indicated in the table which follows. In addition, Tunisia is a member. The GATT is applied on a de facto basis to a number of newly independent states, pending final decisions as to their future commercial policy.

Trade relations between Canada and a number of other countries are governed by trade agreements of various kinds, by exchange of most-favoured-nation treatment under Orders-in-Council, by continuation to newly independent states of the same treatment originally negotiated with the countries previously responsible for their commercial relations, and by even less formal arrangements.

Further particulars regarding trade and tariff agreements and arrangements in force on March 31, 1970 may be summarized as follows:

1. Arrangements with Commonwealth Countries

Country	Agreement	Tariff Treatment
Australia-----	Trade Agreement signed Feb. 12, 1960, in force June 30, 1960. GATT effective Jan. 1, 1948.	Agreement provides for bindings of rates of duty and margins of preference on specified products and exchange of preferential tariff rates on most other products.
Barbados-----	Relations based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean) GATT effective Nov. 30, 1966.	Agreement provides for exchange of preferential tariff treatment.
Botswana-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT de facto application.	Canada accords British preferential tariff treatment to Botswana.
↳ Britain-----	Trade Agreement signed Feb. 23, 1937, effective Sept. 1, 1937, modified by exchanges of letters Nov. 16, 1938, and Oct. 30, 1947. GATT effective Jan. 1, 1938.	Various concessions are granted by each country including exchange of preferential tariff treatment. The Agreement (as modified) includes provisions relating to the Colonies, Dependencies and Trusteeships.
Ceylon-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective July 29, 1948.	Canada and Ceylon exchange British preferential tariff treatment.

Country	Agreement	Tariff Treatment
Commonwealth Caribbean---- Bahamas, Bermuda, British Honduras, Leeward Islands, Windward Islands.	Canada-British West Indies Trade Agreement signed July 6, 1925; in force April 30, 1927; Canadian notice of termination of Nov. 23, 1968, was replaced by notice of Dec. 27, 1939, which continued the Agreement. Protocol signed July 8, 1966, provides inter alia for continuation of 1925 Agreement. Bermuda, British Honduras, the Leeward Islands, and the Windward Islands participate in GATT.	Agreement provides for exchange of preferential tariff treatment.
Cyprus-----	GATT effective Aug. 16, 1960.	Canada and Cyprus exchange British preferential tariff treatment.
Gambia-----	GATT effective Feb. 18, 1965.	Canada and Gambia exchange preferential tariff treatment.
Ghana-----	GATT effective Oct. 18, 1957.	Canada accords British preferential tariff treatment to Ghana (except on cocoa beans). Ghana extends most-favoured-nation treatment to Canada.
Guyana-----	Relations based on Canada-West Indies Trade Agreement and Protocol thereto (see Commonwealth Caribbean). GATT effective July 5, 1966.	Agreement provides for exchange of preferential tariff treatment.

Country	Agreement	Tariff Treatment
India-----	Since 1897, Canada has unilaterally accorded British preferential treatment without contractual obligation. GATT effective July 8, 1948.	Canada accords British preferential tariff treatment to India. India extends most-favoured-nation treatment to Canada.
Jamaica-----	Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 6, 1962.	Agreement provides for exchange of preferential tariff treatment.
Kenya-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Dec. 12, 1963	Canada accords British preferential tariff treatment to Kenya. Kenya extends most-favoured-nation treatment to Canada.
50 Lesotho-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT de facto application.	Canada accords British preferential tariff treatment to Lesotho.
Malawi-----	Malawi and Canada observe the terms of the 1958 Trade Agreement between Canada and the former Federation of Rhodesia and Nyasaland. GATT effective July 6, 1964.	Canada exchanges preferential tariff treatment with Malawi.
Malaysia-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Sept. 16, 1963.	Canada and Malaysia exchange British preferential tariff treatment.

Country	Agreement	Tariff Treatment
Maldives	GATT de facto application	Canada accords British preferential tariff treatment to the Maldives.
Malta	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT de facto application.	Canada exchanges British preferential tariff treatment.
Mauritius	GATT de facto application.	Canada exchanges British preferential tariff treatment.
New Zealand	Trade Agreement signed Apr. 23, 1932; in force May 24, 1932. GATT effective July 26, 1948.	Agreement provides for bindings of rates of duty on specified products and the exchange of preferential tariff rates on all other products.
76 Nigeria	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective Oct. 1, 1960.	Canada accords British preferential treatment to Nigeria. Nigeria extends most-favoured-nation treatment to Canada.
Pakistan	Canada unilaterally accords British preferential tariff treatment without contractual obligation. GATT effective July 30, 1948.	Canada accords British preferential tariff treatment to Pakistan. Pakistan accords most-favoured-nation tariff treatment to Canada.
Rhodesia	Canada does not recognize the present Government of Rhodesia.	Trade embargo exists between Canada and Rhodesia with certain humanitarian exceptions.

Country	Agreement	Tariff Treatment
Sierra Leone-----	Relations continue to be governed by Trade Agreement of 1937 with Britain. GATT effective April 27, 1961.	Canada accords British tariff preferential tariff treatment to Sierra Leone. Sierra Leone extends most-favoured nation tariff treatment to Canada.
Singapore-----	GATT de facto application.	Canada and Singapore exchange preferential tariff treatment.
Swaziland-----	GATT de facto application.	Canada and Swaziland exchange preferential tariff treatment.
Tanzania-----	GATT effective for Tanganyika Dec. 9, 1961 and extended to Zanzibar upon formation of United Republic, April 23, 1964.	Canada accords British preferential tariff treatment to Tanzania. Tanzania extends most-favoured-nation treatment to Canada.
Trinidad and Tobago-----	Relations are based on Canada-West Indies Trade Agreement and protocol thereto (see Commonwealth Caribbean). GATT effective Aug. 31, 1962.	Agreement provides for exchange of preferential tariff treatment.
Uganda-----	GATT effective Oct. 9, 1962.	Canada accords British preferential tariff treatment to Uganda. Uganda extends most-favoured-nation tariff treatment to Canada.
Zambia-----	GATT de facto application.	Canada accords preferential tariff treatment to Zambia. Zambia extends most-favoured-nation treatment to Canada.

Country

Agreement

Tariff Treatment

2. Arrangements with Non-Commonwealth Countries

Algeria-----	Franco-Canadian Trade Agreement of 1933 applied to Algeria. Algeria maintains a de facto application of GATT.	Since the creation of Algeria as an independent state in 1962, Canada has continued to grant most-favoured-nation treatment.
Argentina-----	Trade Agreement signed Oct. 2, 1941; provisionally in force Nov. 15, 1941. GATT effective Oct. 11, 1967.	Exchange of most-favoured-nation treatment.
Austria-----	GATT effective Oct. 19, 1951.	Exchange of most-favoured-nation treatment.
Belgium--Luxembourg-----	Convention of Commerce with the Belgium-Luxembourg Economic Union (including Belgian colonies) entered into effect Oct. 22, 1924. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Benelux - Belgium-- Netherlands-- Luxembourg Customs Union-----	See Belgium, Luxembourg and Netherlands.	
Bolivia-----	Order-in-Council of July 20, 1935, accepted Article 15 of the United Kingdom-Bolivia Treaty of Commerce.	Exchange of most-favoured-nation treatment. May be terminated on one year's notice.
Brazil-----	Trade Agreement signed Oct. 17, 1941; provisionally in force from date of signing and definitely on April 16, 1943. GATT effective July 31, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Bulgaria-----	Trade Agreement signed Oct. 8, 1963 renewed for further 3 years from Oct. 8, 1966.	Exchange of most-favoured-nation treatment and undertaking by Bulgaria to purchase a minimum of 200,000 metric tons of wheat or equivalent in flour during the three years' validity of the Agreement.
Burma-----	GATT effective July 29, 1948.	Exchange of most-favoured-nation treatment.
Burundi-----	GATT effective Nov. 25, 1965.	Exchange of most-favoured-nation treatment.
Cambodia-----	Franco-Canadian Trade Agreement of 1963 applied to Cambodia. Became a de facto member of GATT in 1968.	Since the creation of Cambodia as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
97 Cameroun-----	Franco-Canadian Trade Agreement of 1933 applied to Cameroun. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Central African Republic--	Franco-Canadian Trade Agreement of 1933 applied to Central African Republic. GATT effective Aug. 14, 1960.	Exchange of most-favoured-nation treatment.
Chad-----	Franco-Canadian Trade Agreement of 1933 applied to Chad. GATT effective Aug. 11, 1960.	Exchange of most-favoured-nation treatment.
Chile-----	Trade Agreement signed Sept. 10 1941; in force provisionally Oct. 15, 1941; and definitely on Oct. 29, 1943. GATT effective Mar. 16, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
China-----	Modus vivendi signed Sept. 26, 1946, in effect since Sept. 28, 1946.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Colombia-----	Treaty of Commerce with Britain of Feb. 16, 1866, applies to Canada. Modified by protocol of Aug. 20, 1912 and exchange of notes Dec. 30, 1938.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Congo (Brazzaville)-----	Franco-Canadian Trade Agreement of 1933 applies to Congo (Brazzaville). GATT effective Aug. 15, 1960.	Exchange of most-favoured-nation treatment.
Congo (Kinshasa)-----	Belgo-Canadian Convention of Commerce of 1924 applied to the Congo (Kinshasa) which maintains a de facto application of GATT.	Since the Congo's independence in 1960, Canada has continued to grant most-favoured-nation treatment.
Costa Rica-----	Modus vivendi signed Nov. 18, 1950; brought into force Jan. 26, 1951.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Cuba-----	GATT effective Jan. 1, 1948	Exchange of most-favoured-nation treatment.
Czechoslovakia-----	Convention of Commerce signed Mar. 15, 1928, in force Nov. 14, 1928. GATT effective May 21, 1948.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Dahomey-----	Franco-Canadian Trade Agreement of 1933 applied to Dahomey. GATT effective Aug. 1, 1960	Exchange of most-favoured-nation treatment.
Denmark----- (Including Greenland)	Treaties of Peace and Commerce with Britain of Feb. 13, 1660, and July 11, 1670, apply to Canada. GATT effective May 28, 1950	Exchange of most-favoured-nation treatment.
Dominican Republic-----	Trade Agreement signed Mar. 8, 1940; in force Jan. 22, 1941. GATT effective May 19, 1950.	Exchange of most-favoured-nation treatment, including scheduled concessions.
Ecuador-----	Modus vivendi signed Nov. 10, 1950; in force Dec. 1, 1950.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Egypt-----	See United Arab Republic	
El Salvador-----	Exchange of notes of Nov. 2, 1937, in force Nov. 17, 1937.	Exchange of most-favoured-nation treatment. May be terminated on four months' notice.
Ethiopia-----	Exchange of notes effective June 3, 1955.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Finland-----	Exchange of notes of Nov. 13-17, 1948 effective Nov. 17, 1948. GATT effective May 25, 1950.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
France and French overseas territories-----	Trade Agreement signed May 12, 1933; in force June 10, 1933. Exchange of notes of Sept. 29, 1934, and additional protocol of Feb. 26, 1935. GATT effective Jan. 1, 1948	Exchange of most-favoured-nation treatment including scheduled concessions.
Gabon-----	Franco-Canadian Trade Agreement of 1933 applied to Gabon. GATT effective Aug. 17, 1960.	Exchange of most-favoured-nation treatment.
Germany, Federal Republic of--	GATT effective Oct. 1, 1951.	Exchange of most-favoured-nation treatment.
Greece-----	Modus vivendi by exchange of notes of July 24-28, 1947. GATT effective Mar. 1, 1951.	Exchange of most-favoured-nation treatment.
Greenland-----	See Denmark	
Guatemala-----	Trade Agreement signed Sept. 28, 1937; in force Jan. 14, 1939.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Guinea-----	Franco-Canadian Trade Agreement of 1933 applied to Guinea.	Since creation of Guinea as an independent state in 1958, Canada has continued to grant most-favoured-nation treatment.
Haiti-----	Trade Agreement signed Apr. 23, 1937; in force Jan. 10, 1939. GATT effective Jan. 1, 1950	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Honduras	Exchange of notes signed July 11, 1956 effective July 18, 1956. Ratified in Honduras Sept. 5, 1956.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Hungary	Trade Agreement, June 11, 1964, renewed for three years from Aug. 9, 1968.	Exchange of most-favoured-nation treatment and minimum purchase undertakings by Hungarian foreign trade enterprises.
Iceland	GATT effective April 21, 1968.	Exchange of most-favoured-nation treatment,
Indonesia	GATT effective Mar. 1, 1948.	Exchange of most-favoured-nation treatment.
Iran	Special arrangement by Order-in-Council effective Feb. 1, 1951. Iran accorded most-favoured-nation treatment from Sept. 5, 1956.	Canada grants most-favoured-nation tariff rates as long as Iran accords reciprocal treatment.
Iraq	Special arrangement by Order-in-Council effective Sept. 15, 1951.	Exchange of most-favoured-nation tariff treatment.
Ireland	Trade Agreement signed Aug. 20, 1932; in force Jan. 2, 1933; modified by exchange of letters Dec. 21, 1967. GATT effective Dec. 22, 1967.	Agreement provides for bindings to Canada of rates of duty on specified products, and for exchange of preferential tariff treatment.
Israel	GATT effective July 5, 1962.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Italy-----	Modus vivendi by exchange of notes of Apr. 23-28, 1948; effective Apr. 28, 1948. GATT effective Jan. 1, 1950.	Exchange of most-favoured-nation treatment.
Ivory Coast-----	Franco-Canadian Trade Agreement of 1933 applied to Ivory Coast. GATT effective Aug. 7, 1960.	Exchange of most-favoured-nation treatment.
Japan-----	Agreement on Commerce signed Mar. 31, 1954; effective June 7, 1954. GATT effective Sept., 10, 1955.	Exchange of most-favoured-nation treatment.
Korea, Republic of-----	Trade Agreement signed Dec. 20, 1966. Korea became a full member of GATT, April 14, 1967.	Canada and Korea exchange most-favoured-nation treatment.
Kuwait-----	GATT effective June 18, 1961.	Exchange of most-favoured-nation treatment.
Laos-----	Franco-Canadian Trade Agreement of 1933 applied to Laos.	Since the creation of Laos as an independent state in 1955, Canada has continued to grant most-favoured-nation treatment.
Lebanon-----	Special arrangement, by Order-in-Council on Nov. 19, 1946.	Canada grants most-favoured-nation tariff rates as long as Lebanon accords reciprocal treatment.
Liberia-----	Special arrangement, by Order-in-Council effective Mar. 1, 1955.	Canada accords most-favoured-nation treatment.
Liechtenstein-----	See Switzerland	
Luxembourg-----	See Belgium-Luxembourg	

Country	Agreement	Tariff Treatment
Malagasy Republic-----	Franco-Canadian Trade Agreement of 1933 applied to Malagasy Republic. GATT effective June 25, 1960.	Exchange of most-favoured-nation treatment.
Mali, Federation of-----	Franco-Canadian Trade Agreement of 1933 applied to Mali. Mali maintains a de facto application of GATT	Since the creation of Mali as an independent state in 1960, Canada has continued to grant most-favoured-nation treatment.
Mauritania-----	Franco-Canadian Trade Agreement of 1933 applied to Mauritania. GATT effective Nov. 28, 1960.	Exchange of most-favoured-nation treatment.
Mexico-----	Trade Agreement signed Feb. 8, 1946; in force provisionally same date. Ratification exchanged on May 6, 1947; definitively in force 30 days from that date.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
Morocco-----	Various agreements relating to former French, Spanish and International Zones of Morocco.	Since the creation of Morocco as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.
Netherlands-----	Convention of Commerce of July 11, 1924, includes Netherlands Antilles and Surinam. GATT effective Jan. 1, 1948.	Exchange of most-favoured-nation treatment.
Nicaragua-----	Trade Agreement signed Dec. 19 1946; in force provisionally same date. GATT effective May 28, 1950.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Niger-----	Franco-Canadian Trade Agree- met of 1933 applied to Niger. GATT effective Aug. 3, 1960.	Exchange of most-favoured- nation treatment.
Norway-----	Convention of Commerce and Navigation with United Kingdom of March 18, 1826, applied to Canada. GATT effective July 10, 1948.	Exchange of most-favoured- nation treatment.
Panama-----	Order-in-Council of July 20, 1935, accepted Article 12 of United Kingdom-Panama Treaty of Commerce of Sept. 25, 1938. Treaty terminated in 1942.	While contractual obligation has expired, Canada and Panama continue to exchange most-favoured-nation treatment.
Paraguay-----	Exchange of notes on May 21, 1940 in force June 21, 1940.	Exchange of most-favoured- nation treatment. May be terminated on three months' notice.
Peru-----	GATT effective Oct. 8, 1951	Exchange of most-favoured nation treatment.
Philippines-----	No Agreement	Canada and Philippines con- tinue to exchange most- favoured-nation treatment without contractual obligation.
Poland-----	Convention of Commerce signed July 3, 1935; in force Aug. 15, 1936. GATT effective Oct. 18, 1967.	Exchange of most-favoured- nation treatment.

Country	Agreement	Tariff Treatment
Portugal, Portuguese adjacent islands and Portuguese overseas provinces-----	Trade Agreement signed May 28, 1954, provisionally in effect July 1, 1954, definitively in force on ratification Apr. 29, 1955. GATT effective May 6, 1962.	Exchange of most-favoured-nation treatment.
Romania-----	Trade Agreement signed March 22, 1968, effective for three years from date of signature.	Exchange of most-favoured-nation treatment and minimum purchase by commitment by Romania.
Rwanda-----	GATT effective Jan. 1, 1966.	Canada grants most-favoured-nation treatment.
Senegal-----	Franco-Canadian Trade Agreement of 1933 applied to Senegal. GATT effective June 20, 1960.	Exchange of most-favoured-nation treatment.
South Africa-----	Trade Agreement signed Aug. 20, 1932, in force Oct. 13, 1932. Exchange of notes Aug. 2-31, 1935, effective retroactively from July 1, 1935. GATT effective June 14, 1948.	Exchange of British preferential rates on scheduled items. Exchange of most-favoured-nation treatment.
Spain and Spanish possessions-----	Since Aug. 1, 1928, Canada adhered to the United Kingdom-Spain Treaty of Commerce of Oct. 31, 1922. Trade Agreement signed May 25, 1954. GATT effective Aug. 29, 1963.	Exchange of most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Sweden-----	United Kingdom-Sweden Convention of Commerce and Navigation of Mar. 18, 1826, applies to Canada. GATT effective May 1, 1950.	Exchange of most-favoured-nation treatment.
Switzerland-----	United-Kingdom-Switzerland Treaty of Friendship, Commerce and Reciprocal Establishment of Sept. 6, 1885, applies to Canada. By exchange of notes, Liechtenstein included under terms of this agreement effective July 14, 1947. GATT effective Aug. 1, 1966.	Exchange of most-favoured-nation treatment.
Syrian Arab Republic-----	Special Arrangement by Order-in-Council of Nov. 19, 1946.	Canada grants most-favoured-nation treatment tariff rates as long as Syria accords reciprocal treatment.
Thailand-----	Modus vivendi by exchange of notes of April 22, 1969; effective April 22, 1969.	Exchange of most-favoured-nation treatment. May be terminated on three months' notice.
Togo-----	Franco-Canadian Trade Agreement of 1933 applied to Togo. GATT effective March 20, 1964.	Exchange of most-favoured-nation treatment.
Tunisia-----	Tunisia has acceded to GATT provisionally in 1959.	Since the creation of Tunisia as an independent state in 1956, Canada has continued to grant most-favoured-nation treatment.

Country	Agreement	Tariff Treatment
Turkey-----	Exchange of notes signed March 1, 1948; in effect March 15, 1948. GATT effective Oct. 17, 1951.	Exchange of most-favoured-nation treatment.
United Arab Republic (Egypt)-----	Exchange of notes Nov. 26 and Dec. 3, 1952 in force Dec. 3, 1952. The United Arab Republic has acceded provisionally to GATT.	Exchange of most-favoured-nation treatment. May be terminated on six months' notice.
United States-----	Trade Agreement signed Nov. 17, 1938, suspended as long as both countries continue to be contracting parties to GATT. GATT effective Jan. 1, 1948.	Most-favoured-nation treatment exchanged.
Upper Volta-----	Franco-Canadian Trade Agreement of 1933 applied to Upper Volta. GATT effective Aug. 5, 1960.	Exchange of most-favoured-nation treatment.
Uruguay-----	Trade Agreement signed Aug. 12, 1936, in force May 15, 1940. Additional protocol signed Oct. 19, 1953. GATT effective Dec. 16, 1953.	Most-favoured-nation treatment.
U.S.S.R.-----	Trade Agreement signed Feb. 29, 1956, renewed for three-year periods. Last renewed on March 1, 1969.	Exchange of most-favoured-nation treatment.
Venezuela-----	Modus vivendi signed and brought into force Oct. 11, 1950.	Exchange of most-favoured-nation treatment. Made for one year subject to annual renewal.

Country	Agreement	Tariff Treatment
Vietnam-----	Franco-Canadian Trade Agreement of 1933 applied to Vietnam.	Since the creation of Vietnam as an independent state in 1955, Canada has continued to accord most-favoured-nation rates.
Western Samoa-----	Relations continue to be governed by Trade Agreement of 1932 with New Zealand	The parties exchange specified preferences on scheduled goods and reciprocally exchange British preferential tariff rates on items not scheduled.
Yugoslavia-----	Trade Agreements Act of June 11, 1928, accepted Article 30 of United Kingdom-Serb-Croat-Slovene Treaty of Commerce and Navigation of May 12, 1937; in force Aug. 9, 1928. GATT effective Aug. 25, 1966.	Exchange of most-favoured-nation treatment.

Appendix "J"

Boards, Crown Corporations and Agencies Reporting to Parliament
through the Minister of Industry, Trade and Commerce

Canadian Wheat Board
425 Main Street, Winnipeg, Manitoba
Chief Commissioner, W. C. McNamara

*Dominion Bureau of Statistics
Tunney's Pasture, Holland Avenue, Ottawa, Ontario
Dominion Statistician, W. E. Duffett

Export Development Corporation
(formerly Export Credits Insurance Corporation)
Halifax Building, 309 Cooper Street, P.O. Box 655, Ottawa, Ontario
President and General Manager, H. T. Aitken

The activities of these organizations are described in their
respective annual reports.

*The Dominion Bureau of Statistics is a Department of Government.

STATUTES FOR WHICH THE MINISTER OF INDUSTRY, TRADE AND COMMERCE IS RESPONSIBLE

	<u>Designated by statute to be responsible for whole statute</u>	<u>Designated by statute to be responsible for part of statute</u>	<u>Designated by Order-in- Council</u>
Government Organization Act 1969, Part III.....		X	
National Design Council S.C. 1961, C. 24.....		X	
Industrial Research and Development Incentives Act S.C. 1967, C. 82.....		X	
Export and Import Permits Act S.C. 1953-54, C. 27.....		X	
Canadian Corporation for the 1967 World Exhibition Act S.C. 1962, C. 12.....			P.C. 1964-254
Export Development Act Part I.....			P.C. 1969-1769 11/9/69
Corporations and Labour Unions Returns Act R.S.C. 1952, C. 26.....		X	
Statistics Act R.S.C. 1952, C. 257.....		X	
Defence Supplies Act R.S.C. 1952, C. 64.....		X	
Income Tax Act R.S.C. 1952, C. 148.....		(Section 20, subsections (12), (15) & (16)	
Canadian Wheat Board Act.....		X	
Prairie Grain Advance Payments Act.....		X	

Appendix "L"

Financial Statement for the year ended March 31, 1970

STATEMENT OF EXPENDITURES

<u>Departmental Administration</u>		<u>1969-70</u>
<u>Vote</u>		
1	Departmental administration	\$ 4,611,995
Statutory	Minister of Industry, Trade and Commerce -	
	Salary and motor car allowance	17,000
<u>Trade and Industrial Development</u>		
10	Administration and operation	32,698,030
20	Grants and contributions to promote industrial development	68,734,957
Statutory	Pensions for former locally-engaged employees of offices abroad	866
Statutory	General incentives to industry for the expansion of scientific research and development in Canada	23,000,015
	Loans to assist manufacturers of automotive products in Canada	16,423,907
	Advances to assist Canadian defence industry with plant modernization	6,113,468
	Loans to assist the pharmaceutical industry in the manufacture and marketing of lower-priced prescription drugs	196,500
<u>Tourism Development</u>		
25	Tourism development	11,090,432
<u>World Exhibitions</u>		
30	Canadian Government participation in world exhibitions	4,104,479

Grains

35	Payments to facilitate sales of wheat on credit to developing countries	\$ 171,060
	Contribution to the Canada Grains Council	25,996
36b	Payment to reimburse the Canadian Wheat Board for losses in 1968-69 pool accounts	39,962,234
Statutory	Payment of carrying costs of temporary wheat reserves	\$66,306,310
Statutory	Payments in connection with the Prairie Grain Advance Payments Act	13,001,993
Statutory	Payments in accordance with the Prairie Grain Provisional Payments Act 1969-70	11,571

STATEMENT OF REVENUE

Return on investments

Interest on loans to Export Development Corporation	6,402,365
Interest on loans to assist manufacturers of automotive products	1,688,916
Sundry	94,186

Privileges, licences and permits 67,252

Proceeds from Sales 851

Refunds of previous year's expenditures

Royalties re other aircraft	266,760
Royalties re Buffalo aircraft	50,000
Sale of sound ringing service test models	418,977
Repayments re PAIT	137,935
Return of Assistance Vote Contributions	915,880
Sundry	364,322

Miscellaneous

Export Development Corporation excess of premiums over amount required to meet expenses	\$ 91,329
Sundry	18,491

Appendix "M"

MINISTER'S ADVISORY COUNCIL

Mr. W. M. Auld
President
Bristol Aerospace Limited
International Airport
Winnipeg, Manitoba

Mr. Ian A. Barclay
President
British Columbia Forest Products Ltd.
1190 Melville Street
Vancouver 5, British Columbia

Mr. W. B. Boggs
President
De Havilland Aircraft of Canada Ltd.
Downsview, Ontario

Mr. J. G. Burchill
General Manager
Geo. Burchill & Sons Limited
South Nelson, New Brunswick

Mr. W. J. Cheesman
President
Canadian Westinghouse Co. Ltd
286 Sanford Avenue North
P.O. Box 510
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Mr. O. D. Cowan
President and Chairman of the Board
Ontario Steel Products Co. Ltd.
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Toronto 1, Ontario

Monsieur Camille A. Dagenais
Président
Surveyer, Nenniger & Chênevert Inc
1550 ouest, boulevard Maisonneuve
Montréal, Québec

Monsieur Paul Desmarais
Président
Power Corporation of Canada Limited
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President
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Dean of Faculty of Administrative
Studies
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President and Chief Executive
Officer
Gulf Oil Canada Limited
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President
Algoma Steel Corporation
503 Queen Street East
Sault Ste. Marie, Ontario

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Montreal, Quebec

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Cominco Limited
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Montreal, Quebec

Mr. Charles Kroft
Chairman of the Board
National Grain (1968) Limited
512 Grain Exchange Building
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Mr. Allen T. Lambert
Chairman and President
The Toronto-Dominion Bank
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Canron Limited
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Canada Packers Limited
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Mr. D. F. Miller
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Vancouver 4, British Columbia

Mr. J. E. A. Nickerson
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H. B. Nickerson & Sons Ltd.
Commercial Street
North Sydney, Nova Scotia

Monsieur Paul A. Ouimet
Président & directeur général
Conseil général de l'Industrie
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Mr. John C. Parkin
Managing Partner, Canada
Parkin Architects, Engineers,
Planners,
1500 Don Mills Road
Don Mills, Ontario

Monsieur Charles Perrault
Président
Casavant Frères Limitée
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Monsieur J. E. Pontbriand
Vice-président
Marine Industries Limitée
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Monsieur Lucien G. Rolland
Président
Rolland Paper Co. Ltd.
800, carré Victoria
Montréal, Québec

Mr. K. E. Scott
President
Ford Motor Company of Canada Ltd.
The Canadian Road
Oakville, Ontario

Mr. J. E. Shaffner
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P.O. Box 340
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Mr. I. D. Sinclair
President
Canadian Pacific Railway
Windsor Station
Montreal, Quebec

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1243 48th Avenue North-east
Calgary, Alberta

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President and General Manager
Electrolyser Corporation Ltd.
22 Cocker Avenue
Etobicoke, Ontario

Mr. E. K. Turner
President
Saskatchewan Wheat Pool
Wheat Pool Building
Regina, Saskatchewan

Mr. W. O. Twaits
President and Director
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President and Chief Executive
Molson Industries Ltd.
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