

Mr. LANE: Of course, in Trade and Commerce we feel that there is always scope to do a better selling job.

The CHAIRMAN: Senator Fergusson?

Senator FERGUSON: Mr. Chairman, there are two things I should like to have a little more information on, if Mr. Lane does not mind telling me. He said that we are taking 16 per cent of the exports of Guyana. Would he mind telling us what they are?

Mr. LANE: The main ones are bauxite and sugar.

Senator FERGUSON: And what did we export to them?

Mr. LANE: In 1965 our exports to Guyana were approximately \$7 $\frac{3}{4}$  million, and the leading items were dry salted pollock which accounted for \$500,000.

Senator FERGUSON: Is pollock the same as cod?

Senator MACKENZIE: It is a slightly different fish, not as good as cod or haddock.

Mr. LANE: All of these islands have their individual tastes in salt fish and we export different varieties to various territories. Next to pollock, split peas were the next largest item, accounting for a little under \$ $\frac{1}{2}$  million. Sardines is a big item, accounting for \$ $\frac{1}{4}$  million. Others included were cured beef, broad woven fabrics and knitted fabrics.

Senator FERGUSON: Is our trade with the Caribbean area increasing or decreasing?

Mr. LANE: It has increased substantially over the past two years. In fact, it has increased by close to 50 per cent from 1963 to 1965.

Senator FERGUSON: I suppose our Commissioner, Mr. Gregg, who is in that area, may have had something to do with the increase?

Mr. LANE: I am sure he has.

Senator FERGUSON: I have another question. I thought you said, Mr. Lane, that four-fifths of our export of ladies' shoes goes to the West Indies?

Mr. LANE: That is correct.

Senator FERGUSON: I thought perhaps you were referring only to the Maritimes export, but this is for all of Canada?

Mr. LANE: For all of Canada.

The CHAIRMAN: Mr. Lane, you made reference to the coming conference to be held in Ottawa from July 6 to 8 and referred to the fact that an important part of the agenda would be devoted to questions of trade. Would you care to make an assessment of the rest of the agenda and the objectives of this conference?

Senator GOUIN: Before going to that subject, I would like to come back to the question of communication. The private shipping lines which were mentioned, are they Canadian or United States lines?

Mr. LANE: There are Canadian lines operating in the area.

Senator GOUIN: Do they operate from Montreal or the Maritime provinces, and so on?

Mr. LANE: I am afraid that this is something I am not in a position to be very specific about. I believe Saguenay operates from Montreal and Halifax.

Senator COOK: As a subsidiary of the Aluminum Company.

Mr. LANE: That is right.

Senator GOUIN: Do they operate passenger service as well as freight, or only freight?

Mr. LANE: I believe some of them take a few passengers.