

"be solved in one way and in one way only: by a
"greater output of goods and a sparing consumption
"of unnecessary articles. Only by obtaining a great pro-
"duction, and shipping as much of it as possible to foreign
"buyers, can we restore our economic position and
"liquidate our war debt to foreign creditors."

SOURCES OF INFORMATION

Full and interesting information on foreign trade may be secured from the Department of Trade and Commerce, Ottawa, through the various Canadian Trade Commissioners throughout the world and from the Canadian Manufacturers' Association. We feel that our Trade Commissioner service could be greatly extended, and no doubt the Government will take this matter vigorously in hand when the pressing problems of war have ceased. In the meantime many interesting pamphlets are issued by the Department of Trade and Commerce, and a perusal of them should prove of great value to those manufacturers and merchants who are contemplating entering foreign markets.

TRADE FOLLOWS THE FLAG

One of the first matters to be considered after the cessation of hostilities should be the establishment of direct steamship connections from Canadian ports. The success of our foreign endeavours depends largely on our shipping facilities being at least equal to those of our competitors.

GENERAL REMARKS

We have attempted to outline merely a few of the outstanding features of an export trade as it is represented to us, our primary object being to direct the attention of the public to the importance of developing this class of business. While at present ocean tonnage is not available for foreign shipments and the country's productive capacity is directed towards winning the war, nevertheless in spite of the multiplicity of our present endeavours we should not overlook the future, and the consideration of after-the-war trade and the forming of foreign connections should not be left to the last moment.

It is the policy of this Bank to encourage and to assist in the development of export business and with this object in view, in addition to financing the shipments of our customers