

### EDUCATION CONFERENCE IN CHILE

The Canadian Government is represented at the Conference on Education and Economic and Social Development in Santiago, Chile, which opened on March 5 and will end March 19, under the joint auspices of the United Nations Educational, Scientific and Cultural Organization, the Organization of American States, and the Economic Commission for Latin America.

The main purpose of the conference is to consider the role of education in the economic and social spheres, with particular reference to the general development plans of the Latin American countries. Its object will be to draw up educational programmes to meet the needs in Latin American countries over the next ten years.

The Canadian delegation to the conference will be headed by Mr. Paul Tremblay, Canadian Ambassador to Chile. It will also include the following representatives of government and education: Mr. C.W. Booth, Deputy Minister of Education, Ontario; Professor W.J. Waines, Vice-President, University of Manitoba; Mr. Pierre Harvey, Economist, Planning and Research Bureau, Ministry of Youth, Quebec; Mr. Wilfred Jobbins, National Film Board representative in Latin America.

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### FOREST PRODUCTS MISSION

A Canadian forest-products trade mission to the Middle East will leave this month for Egypt, the Sudan, Saudi Arabia, Lebanon, Syria, Jordan and Iraq. The eight members of the mission, including leading representatives of the lumber, pulp-and-paper and wood-products industries, are scheduled to leave Ottawa on March 22, returning April 15.

The purpose of the mission is, with the help of trade commissioners in the countries concerned, to explore the market for a wide range of products that can be provided by Canadian exporters for use in the Middle East. Its members will familiarize themselves with the specific requirements of consumers in that territory, study merchandising and distribution methods, and impress on importers, wholesalers, agents and end-users the genuine interest of Canadian suppliers in meeting their needs.

### GENESIS OF IDEA

Following the trade promotion conference in Ottawa in December 1960, Canadian trade commissioners undertook additional surveys in their respective territories to determine the market opportunities for products obtainable in Canada. Those in Cairo and Beirut reported a sales potential in their territories for wood pulp, newsprint and other paper. Also, as a result of the impressive developments taking place in the Middle East and the ever-increasing demand for building materials and other

forest products, it became clear that a mission of this nature should be planned.

Canadian trade commissioners have arranged meetings with government officials and the trade in the countries concerned, including representatives of trade associations, importers, wholesalers and distributors. Members of the mission will have opportunities to determine the competition for products of Canadian origin.

On their return home, they will make available to the trade in Canada their first-hand observations and will discuss the special requirements of the seven countries visited. Their recommendations will be made available through trade associations and in direct consultation with producers.

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### MOTOR VEHICLE SALES

Sales of new passenger cars and commercial vehicles declined 2.0 per cent in December 1961 to 36,290 units from 37,030 in the corresponding month of 1960. This brought sales in the year 1961 to 510,147 units, a decrease of 2.5 per cent from the 1960 total of 523,188 units. The value of these sales was down 0.2 per cent in the month to \$114,250,000 from \$114,518,000 a year earlier, and down 1.7 per cent in the year to \$1,548,253,000 from \$1,574,827,000 the preceding year.

December sales of passenger cars eased off 0.5 per cent to 31,626 units from 31,792 a year earlier, bringing sales in the year 1961 to 435,987 units versus 447,771 in 1960, a drop of 2.6 per cent. Commercial vehicle sales were down 11.0 per cent in the month to 4,664 units from 5,238, and 1.7 per cent in the year to 74,160 units from 75,417.

Sales of motor vehicles manufactured in Canada and the United States rose 5.0 per cent in December 1961 to 30,413 units from 28,956 a year earlier, comprising 8.2 per cent more passenger cars at 25,994 units versus 24,034 and 10.2 per cent fewer commercial vehicles at 4,419 units versus 4,922. The year's sales of these vehicles increased 3.6 per cent to 404,264 units from 390,128 in 1960, made up of 4.4 per cent more passenger cars at 336,121 units versus 321,804 and 0.3 per cent fewer commercial vehicles at 68,143 units against 68,324.

December sales of overseas manufactured motor vehicles dropped sharply (27.2 per cent) to 5,877 units from 8,074 in the same month of 1960. Passenger-car sales were down 27.4 per cent to 5,632 units from 7,758 and commercial-vehicle sales 22.5 per cent to 245 units from 316. Sales in 1961 of these vehicles decreased 20.4 per cent to 105,883 units from 133,060 in the preceding year, with passenger cars declining 20.7 per cent to 99,866 units from 125,967 and commercial vehicles 15.2 per cent to 6,017 units from 7,093.