

practicable, try to ensure that a proper degree of importance is attached to orders for the hard currency markets (which, of course, includes Canada), to whom it is of paramount necessity that we increase our exports.

6. There are, finally, a few commodities in acutely short supply over which we can exercise a greater degree of control, *e.g.*, steel, coal, cement, soda ash, caustic soda and some textiles. This control is, in no case, direct compulsory allocation in detail; the distribution of exports we are compelled to seek, even in these items, can only be achieved by co-operation with the industry concerned and can never be completely rigid and predetermined. Nevertheless, it is with respect to these commodities that we have to make more specific commitments in our bilateral agreements than those already described. Even these commitments are not firm guarantees that a given volume of supplies will be provided. What we do is to undertake to "use our best endeavours" to facilitate the country in question buying—through the normal channels—the agreed amount. We implement this by detailed discussions with the industry concerned as to the distribution of *all* its exports to all destinations. This gives us and the industry every opportunity to keep the Commonwealth demands in focus and ensure the Commonwealth gets fair shares. Indeed, because of a sort of natural preference, Commonwealth orders tend, in practice, to have rather better treatment from the producers, whose co-operation we retain all along.