

- (4) Regional Sales: To supervise the operations of Sales Regions into which the country has been divided, viz., Maritimes, Quebec, Ontario, Prairies and Western. In each region are one or more Branch Sales Offices through which all sales are processed.
- (5) Export Sales Division: To promote the sale abroad of any surpluses not required in Canada.
- (6) Merchandising Procedures and Directives Division: To prepare, co-ordinate and supervise distribution of directives covering Corporation sales policy and procedures.

Lands and Buildings Department

The policies which have guided the Department have been basically to dispose of its surpluses to the best financial advantage, consistent with the use to which these are put in the interests of employment, housing, education, vocational training, institutional purposes and the reconstruction effort generally. A Real Estate Advisory Committee, consisting of two experienced real estate men and an engineer, advises the Department on the disposal of all lands and buildings.

In addition to the sale of industrial properties, the Corporation is leasing some industrial space in Crown-owned buildings for the accommodation of small enterprises. A number of large industrial sites have been made available for multiple tenancy. Three such projects are now in operation:

- (1) The Verdun Industrial Building, formerly an ammunition plant, where approximately 400,000 square feet of floor space is divided among some 34 industries employing about 2,800 men.
- (2) Liberty Buildings, Toronto, where about 287,000 square feet of floor space is divided among 17 tenants employing upwards of 1,700 persons.
- (3) The Crown Industrial Building, Montreal, where 28 small industries have been given space for approximately 2,000 persons.

Overseas and U.S. Surpluses

The Corporation had begun disposal of Canadian surplus in the United Kingdom when, in March, 1946, an agreement was entered into between the Canadian and United Kingdom governments providing for the settlement of war claims outstanding between the two governments. Under this agreement, the balance of Canadian surpluses in the United Kingdom were turned over to the U.K. government for disposal, and those of the United Kingdom remaining in Canada came into the custody of War Assets Corporation.

Respecting United States surpluses in Canada, prior to April, 1946, such surpluses were being disposed of by War Assets Corporation on behalf of the U.S. government, the Corporation receiving a fixed percentage to cover merchandising expenses. However, an agreement was reached between the two governments under which the Canadian government undertook to pay \$12,000,000 " in return for which there is transferred to the Canadian government a long list of defence facilities and equipment, the original cost of which was approximately \$59,000,000."