

# Contents

Executive Summary	5
Summary of Recommendations	9
I. Introduction	11
II. Trading House Activities in CTRP member and Other Countries	13
III. The Trading House Sector in Canada	17
IV. Views of and about the Trading House Sector in Canada	22
V. Trading Houses and the Government Interface	24
VI. Countertrade and the Role of Canadian Trading Houses	31
VII. Expanding the Trading House Option	34
Appendix I. Survey Methodology and Supporting Tables to Chapter II	37
Appendix II. The Corporate Trade House	

November 27, 1984

The Honourable James Kelleher  
Minister for International Trade  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2

Dear Mr. Minister:

In January, the then Minister of International Trade established a Task Force on Trading Houses to assess the importance of the sector in Canada, to evaluate its potential for developing Canadian exports and to identify measures which would enhance trading house performance in exporting Canadian goods and related services with specific reference to manufactured goods.

With this letter, I have pleasure in transmitting to you the report of the Task Force.

In doing so, I should like to acknowledge the contribution made to the work of the Task Force, by many organizations and individuals in both the private and public sector. Of particular importance to our work was the careful survey of the existing private trading house community conducted by Dr. Jean-Émile Denis, the Research Director of the Task Force. Dr. Denis also played a key role in the preparation of the report.

The members of the Task Force have asked me to express their appreciation for the opportunity to participate in this review. They would be pleased to provide any further elaboration on the report's recommendations which you should require.

Yours sincerely,  
T.M. Burns  
Chairman  
Trading House Task Force