



CANADA

# CANADIAN WEEKLY BULLETIN

INFORMATION DIVISION • DEPARTMENT OF EXTERNAL AFFAIRS • OTTAWA, CANADA

Vol. 18 No. 50

December 11, 1963

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## A BOOM SEASON FOR CANADA'S WHEAT

*The following are extracts from a speech by the Minister of Trade and Commerce, Mr. Mitchell Sharp, on December 2, to the Alberta Wheat Pool at Calgary, Alberta:*

...When I took office in April of this year, the outlook was very uncertain. Indeed, your organization was associated with representations made to the Government of Canada, just a short time before the election, expressing concern about a decline in exports and urging the Government to increase its efforts to move grain. Needless to say, my concern grew as the 1963 crop looked as if it might be a big one — which it surely was, as you well know.

### WHEAT FOR CHINA

About midsummer the outlook began to improve. The first major break came with the signing of another agreement between the Canadian Wheat Board and the China Resources Company similar to the first contract signed in 1961 by the two agencies. The negotiations for this second agreement were very tough. Concessions had to be made both by the Board and by the Canadian Government. We were requested and agreed to give the Chinese an improved opportunity to sell their goods in Canada. Under the terms of this long-term agreement, individual sales contracts are to be negotiated periodically as to quantity, price and shipping period. To date one contract for 18.7 million bushels for shipment by January 31, 1964, has been concluded and it is expected that a further contract will be concluded within the near future. Representatives of the China Resources Company have in fact been in Canada for

some weeks talking to the Wheat Board and also to potential customers for their wares.

### SALE TO U.S.S.R.

The long-term agreements with China was followed in September by an initial sale of 11 million bushels to Russia followed by the renewal of the Canada-U.S.S.R. Trade Agreement and the largest single wheat sale in Canadian history. During the three years of this agreement, which dates from the expiry of the previous agreement on April 17, 1963, the U.S.S.R. has agreed to purchase 247 million bushels of wheat or flour equivalent. The bulk of this quantity, 228 million bushels, is for shipment in the current crop year, but the Soviet Union has agreed to purchase 19 million bushels of wheat, or the flour equivalent, in the third year of the agreement.

### BULGARIAN SALE

On October 8, Bulgaria signed a three-year agreement to purchase 3.7 million bushels annually, with the option of a further 5.5 million bushels in the current crop year if this quantity can be made available. This is the first sale of wheat to Bulgaria by Canada, and I am confident that the three year agreement will provide the basis for a continuing market in that country.

### CZECH AND POLISH SALES

Czechoslovakia, which has been a sporadic market in the past, clearly indicated its intention of becoming a regular customer for Canadian wheat by signing, on October 29, a five-year agreement for the purchase of 44 million bushels.

(Over)