

As a result of assistance given by the Trade Commissioner at Sydney, Australia, orders for quicksilver valued at \$85,000 were placed in Canada.

The Trade Commissioner at Sydney was also able to assist a Canadian exporter to secure contracts for blow-torches valued at \$22,000."

In order to keep abreast of industrial development at home, it has been the practice for each commissioner to make a periodic tour of Canada. While in this country he gives first hand information to possible Canadian exporters and makes direct contacts with Canadian manufacturers regarding opportunities and conditions of trade in his particular field.

The over-all organization of the Commercial Intelligence Service is being remodelled and strengthened. Current departmental financial estimates provide for an increase this year of nearly \$300,000 in the appropriation for this service, the largest increase ever included in any one year's budget for this purpose. If the additional funds prove insufficient, the minister of trade and commerce has indicated that a further substantial increase in future appropriations will be sought.

It is planned to increase to 11 the four commodity divisions of which the service consisted in pre-war years. These will deal with the following branches of industry and trade: Iron and steel; chemicals and minerals; machinery and tools; fish products; animal products; field and orchard products; wheat and flour; wood; paper; textiles; rubber and wearing apparel, as well as a general manufacturing division.

Each section will be headed by a specialist who will have adequate assistance. Each of these specialists will know intimately the manufacturers or producers of the commodities concerned. He will be able to give helpful advice on shipping, marketing and, in fact, on all aspects of foreign trade.

Anticipating post-war conditions, the government has drawn up elaborate plans for enlarging its representation abroad. There will be more legations and embassies, and a notable increase in consular offices. As many as 65 new positions are planned for the Commercial Intelligence Service, which will thus go into the post-war world greatly increased in strength.

The trade commissioner service in the field, as well as at headquarters in Ottawa, is being augmented and strengthened as suitable personnel can be selected. It is expected that 12 assistant trade commissioners will be appointed during the current fiscal year. The Department of External Affairs is co-operating by holding examinations for the various ranks, and successful candidates will be instructed in foreign commerce. While still in this country they will call on Canadian manufacturers and report on Canadian industries. They will also learn how to compile statistical information and handle trade inquiries, etc.

Recently a circular was sent to the Canadian armed forces wherever they are stationed to advertise for young men to take positions abroad as trade commissioners and for others to serve at headquarters in Ottawa as commodity officers. Arrangements have been made for applicants in the United Kingdom to try examinations at the office of the Canadian High Commissioner in London. Applicants stationed elsewhere will get in touch with the Canadian trade commissioner in their area--for example, those in the Near East with the trade commissioner in Cairo, those in India with the one in Bombay.

Every young man in the Canadian armed forces may try for one of these jobs, and rank in the services will have nothing to do with selections. The Department of Trade and Commerce, which is looking for well qualified, alert young men, is prepared to make appointments on a strict basis of merit. Many young Canadians now stationed in far-flung theatres of the war have already acquired a talent for representing their country in a dignified and genial way.