

* * * ASSISTANCE TO OTHER COUNTRIES * * *

This paper cancels T.C.S. O.I. 59-2 dated 16 January 59

1. Requests for lists, information and assistance may sometimes be received from colleagues in other missions or from visiting non-Canadian businessmen who do not have a representative in the Trade Commissioner's territory. This is most likely to occur in the case of other Commonwealth countries.
2. It is our approved practice to answer enquiries from other Commonwealth governments seeking information on specific subjects by giving full information except where such a course might adversely affect Canadian interests.
3. Friendly assistance can often be rendered without compromise and with the benefits of appreciation. Nevertheless, a tactful refusal is always in order, as, for example, if assistance would reduce the effectiveness of the Trade Commissioner's trade promotion activities. (*Official Instructions 8-67*).
4. Information on our own procedures (e.g. pay scales, allowance structure) and practical assistance (e.g. helping a newly arrived colleague to become established or even organize a trade fair participation) should be looked at in the light of whether compliance will eventually mean benefit or loss to Canada. The introduction of non-Canadian business men to local business men and government officials should, of course, be handled so as to ensure that the Canadian government does not become officially involved.
5. In particular the furnishing of lists of Canadian firms to people not strictly within a Trade Commissioner's territory must be examined in the light of the possibility that the firms on the list might resent being identified. Most such requests for lists of firms can be handled by referring the person concerned to a copy of the Canadian Trade Index (*Official Instructions 8-66*).

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