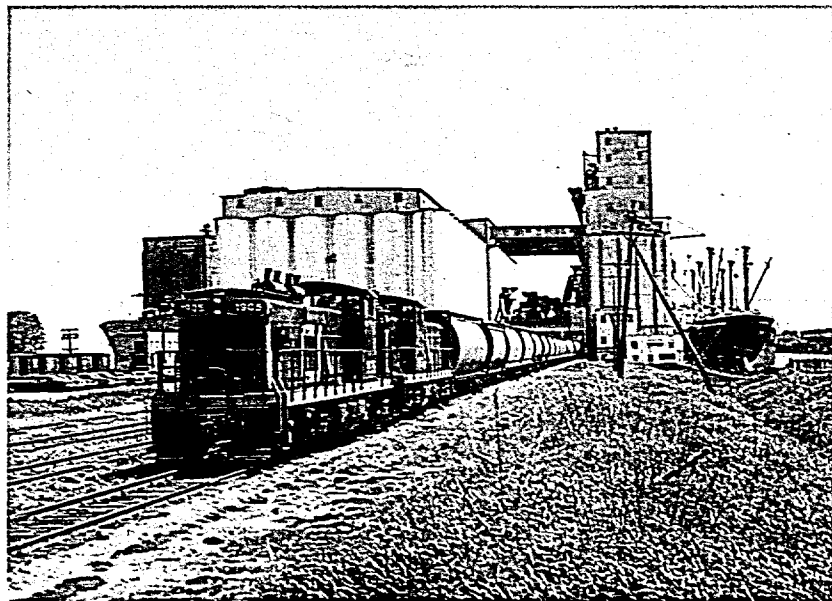


# FOREIGN TRADE AND COMMERCE



Locomotive with grain cars, Thunder Bay, Ontario

In total value of trade, Canada normally ranks sixth, after the United States, West Germany, Britain, France and Japan.

Over 63 per cent of Canada's imports are fully-manufactured goods. Over half of Canada's imports enter duty-free. Fully-manufactured products, on the other hand, account for only 37 per cent of exports, with semi-manufactured goods providing another 33 per cent.

The total value of Canada's foreign trade has advanced each year since 1958. Since 1961, exports have exceeded imports in all but one year. Canadian trade with all countries in 1972 reached \$38.2 billion, and there was a trade surplus of \$760 million.

The main components of Canadian export trade, by stages of manufacture are finished products, followed by fabricated products, crude materials and food products.

The pattern of imports tended to follow a somewhat similar pattern over the past few years. Transportation and communication equipment and machinery account for over 42 per cent of the total imports. Motor vehicles and parts top the list of leading commodities.

The United States is Canada's principal trading partner, each country being the other's best customer. Britain is second, and together these two countries participate in over three-quarters of Canada's international trade. The next-largest market for Canadian goods is Japan, followed by West Germany and the Netherlands.

The order of the first five most important suppliers of Canadian imports is the United States, Britain, Japan (clothing and electrical goods), West Germany (cars) and Venezuela (petroleum).

The primary function of the federal Department of Industry, Trade and Commerce is to promote external trade through its head office in Ottawa, its six regional Canadian offices and a corps of trade commissioners stationed around the world.

The Trade Commissioner Service has more than 240 trade commissioners stationed at 81 posts in 57 countries. Knowing the economic conditions in these territories, they provide information on potential markets, foreign competition, import contracts, tariff provisions, shipping facilities and labelling regulations. They also assist in securing reliable agents for Canadian firms and provide a point of contact for visiting businessmen.

The Canadian Government Travel Bureau, an agency of the Department of Trade and Commerce, is responsible for encouraging tourist travel to Canada and coordinates tourist promotion outside Canada. It also undertakes extensive advertising campaigns, and handles approximately 2.5 million inquiries annually from potential visitors to Canada. Tourist offices are operated in 16 cities in the United States, as well as London, Paris, Frankfurt, Mexico City, Tokyo, The Hague and Sydney.