

of you here today have used these summer students of ours to great advantage.

Let me sum up. Canada's Trade Commissioners, the 18 who are here today and the hundreds who are not, are your employees. They are on your payroll. They cannot always work miracles, although quite often they can. What they can do is most of your initial market research, open the right doors for you, and help you solve your international problems if you have any. In short, they can de-mystify international trade. If it's done right, selling your products abroad is not much more complicated, nor any more risky, than selling them at home.

I repeat. The Trade Commissioners' job is to work for you. Don't be afraid to ask them for what you require. If you ask too much, they'll let you know, but I think you'll find that their capacity for service is very high. And their work is of excellent quality.

Thank you.