

The trade commissioners in 1942 received 3,900 inquiries compared with 2,400 in the previous year. They prepared approximately 4,000 reports for Canadian firms and arranged about 300 agency connections in importing countries. They were more or less directly responsible for placing orders in Canada valued at more than \$14,000,000.

Outstanding among these efforts were the following results achieved in other parts of the British Commonwealth and Empire and in Latin America, as well as in the United States:

The Canadian Trade Commissioner at Bombay was asked by the Indian Government to assist in arranging for the supply of a substantial quantity of crepe paper for use in the manufacture of anti-gas equipment. The manufacture and shipping of this paper, valued at \$50,000, were facilitated in Canada, and arrangements were satisfactorily concluded.

The Trade Commissioner at Dublin placed an Irish importer of seed peas in touch with a Canadian supplier, and an order amounting to \$43,000 resulted.

The Trade Commissioner at Liverpool gave considerable assistance to the Liverpool representative of a Canadian firm in placing an order for Magnochrome suspension bricks, valued at \$112,500, particularly in connection with obtaining necessary export permits and shipping space.

Through the efforts of the Trade Commissioner at Melbourne in placing a sample anti-gas cape before the Australian Department of Supply, a first order was eventually despatched to Canada to the value of \$980,000.

Through connections established by the Trade Commissioner office in New York, Canadian rolled oats valued at \$24,000 were shipped to South and Central America.

The New York office, working in close collaboration with a Canadian firm, secured orders for barytes for shipment to the British West Indies, amounting to \$180,000.

The officials of a Chilean delegation, following meetings with members of the Trade Commissioner's office in New York, proceeded to Canada to investigate export possibilities and, as a result, purchased ferro-silicon and standard manganese valued at \$100,000, these purchases being approved by the Metals Controller.

Through the efforts of the Trade Commissioner in New York, contacts were established in Canada for the supply of timber for the erection of naval, military and air bases. Initial orders amounting to \$450,000 were placed.

The Trade Commissioner's office in New York also assisted contractors who had been successful in obtaining orders for cement from the United States Government to secure supplies in Canada, and business valued at \$260,000 resulted from these contacts.

The office of the Trade Commissioner in Santiago de Chile was opened in May, 1942, and shortly afterwards the Trade Commissioner was instrumental in placing two orders, valued at \$18,500, for waterproof fabric with a Canadian firm.

With the assistance of the Trade Commissioner, a Port of Spain commission house was able to enter into business relationship with a Canadian house, and during the year dry-goods and provisions valued at \$122,000 were sold.