

II.

SPECIAL TRADE TOPICS1. Government Services and their Relation to Foreign Trade

Organization and functions of the Commercial Intelligence Service: facilities offered to exporters through headquarters of the Service at Ottawa: facilities offered to exporters through Trade Commissioners in foreign countries: Government publications: cooperation between the Commercial Intelligence Service and the various Government Departments at Ottawa: what other Governments are doing to extend the export trade of their countries.

Lecture 1.- Commercial Intelligence Service in Canada.

Organization of Commercial Intelligence Service: development since inception: facilities offered to exporters: secretarial division: editorial division: foreign tariffs division - trade enquiries - special work undertaken by department - training of Junior Trade Commissioners: cooperation of the Service with associations such as the Canadian Manufacturers' Association, Boards of Trade etc.: establishment of contact with manufacturing concerns: tours of Trade Commissioners.

Lecture 2.- Commercial Intelligence Service Abroad.

Facilities offered to exporters through Canadian Government Trade Commissioners in foreign countries: functions, and duties and status of the Trade Commissioners: types of reports supplied by Canadian Trade Commissioners relative to conditions in their country: cooperation between the Canadian manufacturer and the Trade Commissioner overseas.

Lecture 3.- Cooperation between the Commercial Intelligence Service and other Departments at Ottawa.

Activities of the Department of Trade and Commerce: Exhibits and Publicity Bureau: Bureau of Statistics: cooperation with the Natural Resources Intelligence Branch: cooperation with the Department of Agriculture, with the Department of Marine and Fisheries, with the Department of Health, with the Department of Customs: Government publications.

Lecture 4.- What other Governments are doing to Extend the Export Trade of their Countries.

Great Britain, the Department of Overseas Trade: the United States, the Bureau of Foreign and Domestic Commerce; Germany, the system of combining for business purposes, including export trade, known as the Kartel method: information secured by Canadian Trade Commissioners through contact with such foreign organizations: general remarks on foreign government services and assistance rendered to foreign manufacturers.

4 lectures - Lieut.-Col.L.M.Cosgrave,
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