

federal departments, with provincial research organizations, and, through contracts, with a cross section of the industrial community, particularly with the small and medium-sized companies that are expected to be the major users of the proposed service. Selected foreign embassies in Ottawa and Washington will also be queried as to the existing practices of their respective countries.

Preliminary Recommendations

8. Based on consultations to date the Working Group makes the following preliminary recommendations:

(a) The acquisition system

- (i) that the science counsellors and their staff be specifically tasked to act as agents abroad in the process of acquiring foreign technology for use by Canadian industry, with the intelligence and information gathered by them followed up by visits of technical experts, as necessary, and that the designation Counsellor (Science and Technology) be adopted to reflect this emphasis.
- (ii) that a number of new science counsellor posts be established and the existing (6) offices be expanded, through the addition of qualified locally engaged technology officers or Canada-based technology attachés. The latter is much more difficult to obtain (person years are scarce), more costly and the former has the advantages of language knowledge (important e.g. in Japan, Germany, Sweden) and knowledge of the local markets.
- (iii) that, at the same time, the technology analysts be linked to the Economic and Commercial Divisions of our Embassies, who could provide knowledge of Canadian industry and its needs, explore joint venture possibilities and insure continuity in the contacts.

(b) The delivery system

- (i) that existing domestic networks, such as those of NRC, DRIE and line departments,