

### OVERSEAS INSTITUTE OF CANADA

This private organization, with its headquarters in Ottawa, is a constituent part of the Bon Echo Foundation, established "to mobilize Canadian efforts in educational and technical assistance to developing countries, particularly those within the Commonwealth and those where the first language is French". It plans "to collaborate with the work through governments, universities, corporations and other interested bodies in Canada as well as some international organizations".

One of the first acts of the Overseas Institute will be to hold a conference on Canadian overseas aid, jointly sponsored by the University of Western Ontario, the Canadian Institute of International Affairs and the Institute. It is tentatively planned for May, and will be held at Middlesex College, University of Western Ontario, London, Ontario.

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### CANADIAN SHOWCASE, 1962

The 1962 edition of *Canadian Trade Fairs* is off the press and available free on request to businessmen everywhere. The 52-page booklet lists all major trade fairs to be held in Canada in 1962, and those to be held in 1963 whose dates have already been fixed. Listing is by geographical location and the type of product on display.

Estimates are provided of the attendances expected, based on those of previous years, to help businessmen evaluate their potential. Other factors include dates, and names and addresses of local fair officials to be contacted for more detailed information.

A large number of the booklets are mailed by Canadian Trade Commissioners abroad to interested importing and exporting firms. As a result, Canadian firms can count on more opportunities to meet foreign buyers than ever before.

The booklet also indicates whether foreign exhibitors are invited to display their own products and whether the fair is open to buyers, delegates, and the general public.

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### BRITAIN LOWERS SALES BARRIER

The recently-created British Electrical Approvals Board has agreed to an arrangement whereby the Canadian Standards Association (CSA) may test and approve electrical appliances in Canada on its behalf to British standards.

Since the lifting of import restrictions in Britain, the Department of Trade and Commerce has encouraged Canadian manufacturers of domestic appliances and electrical goods to investigate and develop that market. While industry has responded, there are specifications in Britain with which electrical goods must comply in order to meet British standards.

Arrangements were previously made for samples of electrical appliances to be shipped to Britain for testing, in order to secure approval by the speci-

fied authorities. When changes or alterations had to be made to equipment, and the procedure repeated, considerable delay and inconvenience were caused.

### AGREEMENT TO AVOID DELAYS

Realizing that this affected the sale of Canadian appliances, the Department of Trade and Commerce invited the Manager of the Canadian Standards Testing Laboratories in Toronto to participate in the Canadian Electrical Appliances Mission to Britain and Continental Europe in March and April. He successfully negotiated an exchange agreement, which alleviates delays and frustrations connected with this problem of approvals.

The British Electrical Approvals Board is sponsored by the British Electrical and Allied Manufacturers Association, the British Standards Institution, the Electrical Contractors Association, and the Electrical Wholesalers Federation.

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### TARIFF CONCESSIONS TO CANADA

Mr. George Hees, Minister of Trade and Commerce, has announced Canada's entry into tariff negotiations with Israel, Portugal and Spain at the conference in Geneva of the General Agreement on Tariffs and Trade and the securing of concessions of interest to Canadian exporters.

During the tariff conference, Israel, Portugal, Spain and Cambodia engaged in negotiations with several countries in order to complete the necessary steps for their accession as member countries to GATT, which will bring the membership to 44, accounting for well over 80 per cent of world trade.

### ISRAEL AND PORTUGAL

Mr. Hees said that tariff reductions obtained from Israel included wheat, aluminum, synthetic rubbers, phenol, and radio-navigational instruments. Bindings against tariff increases were secured on hoops and strips of iron and steel, internal combustion engines and cattle hides.

Portugal has agreed to reduce the duty on flaxseed, synthetic rubbers, copper, synthetic fibre thread and yarns, films and refrigeration apparatus. Existing rates on salted cod were bound against an increase.

### CANADIAN CONCESSIONS

In return, Canada has undertaken to bind the existing free entry on oranges, almonds, boards and blocks of cork, ripe olives in brine and unset diamonds. Canada has also agreed to bind the existing rates on corks, and to reduce the duty on manufactures of cork from 15 per cent to 10 per cent.

Negotiations have been successfully concluded between Canada and Spain, and it is expected that their results will be announced in the near future.

Canada did not negotiate directly with Cambodia at Geneva; but all tariff reductions agreed upon between Cambodia and third countries will be available to Canada, and the results of these negotiations will be announced later.