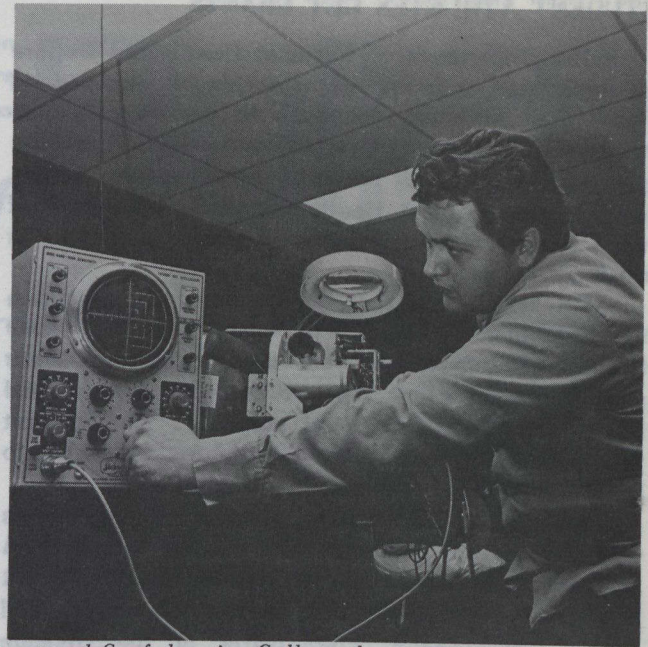


Indians from the remote communities of northwestern Ontario who attend Confederation College, learn such skills as welding, television repair work, typing, etc. While most classes are held in the "all-electric" Shuniah Building, others are far removed from the main campus.



themselves. For example, teachers spend hours with Indian hunting and fishing guides to help them deal more effectively with the tourists. With scrap fur they teach Indians how to match head, back and front paw and tail skins to produce mink pelts that, when made into a coat, would retail for something like \$800 to \$1,000, compared to a top-line garment made only of back pelts that would cost from \$4,000 to \$14,000.

Ian Clark, Confederation College's director of property and plant, puts it this way: "We try to help them to help themselves. We try to encourage them to get their own business going. Most of all, we try to halt the doling-out of welfare, for we strive for independence among our students, particularly our Indians."

(From the Ontario Hydro News, November 1971 issue.)

## TRADE COMMISSIONERS CONFER

More than 1,000 Canadian businessmen will meet for top-level talks in Ottawa this month and next with Canadian senior trade commissioners from round the world.

Mr. Jean-Luc Pepin, Minister of Industry, Trade and Commerce, said recently that these conferences were designed to "make Canadian manufacturers more aware of market opportunities abroad and to tell them how to go about taking advantage of those opportunities for the sale of Canadian products in other countries".

The meetings will replace the annual regional meetings of trade commissioners. The first will be held from March 20 to 24 with the trade commissioners from Africa, Asia and the Middle East. The second meeting, from April 17 to 21, will involve the trade commissioners from Latin America and the Caribbean.

Following these conferences, marketing seminars will be held in Ottawa by the Canadian Export Association and the Canadian Manufacturers' Association to bring together the trade commissioners, businessmen and other federal and provincial trade officials.

A marketing seminar for trade commissioners from posts in the United States is planned for September.

The topics will include recent trade policy developments, new marketing strategy, major marketing opportunities for Canadian goods and services, trade promotion techniques and general advice on exporting.

Mr. Pepin said that the conferences would "provide a unique opportunity for the various representatives of industry to make personal contact with the Department's officers who will be in a position to offer them first-hand advice on a wide range of overseas markets".