



Our Business Scouts Abroad

An Intensive Sales Service for Canada with 32 offices throughout the world

CANADA now has 32 Trade Commissioners' offices located in the world's greatest business centres.

The sole duty of these offices is to assist in the development of Canadian export trade.

The Trade Commissioners, each one a specially trained Canadian, living among the buyers of other countries, search out new markets for Canada's products or seek to widen existing markets.

They are this country's business scouts abroad.

A Service for Exporters

These Trade Commissioners will make direct inquiries, or conduct preliminary surveys for any Canadian producer or manufacturer regarding the opportunities for selling his product. They will report the kind of goods wanted, the best methods of packing, shipping and billing, and provide valuable and reliable information on business conditions generally. They will place any Canadian, seriously interested in export, in touch with progressive local representatives, or introduce his salesmen to established trade houses. They will assist in maintaining business contacts.

A World-View of Business

The latest trade developments the world over, are constantly reported by these Commissioners to the Commercial Intelligence Service at Ottawa. This information is at the command of any Canadian. Letters of inquiry on any phase of export trade are welcomed.

This export trade service has been expanded and reorganized during the past year. Six new trade Commissioners' offices have been opened in Panama, Greece, Peru, Norway, United States and Hong Kong.

While the story of Canada's increasing export trade constitutes a business record in which every Canadian can take pride, still more can be accomplished. Greater markets for Canadian products exist. The producers and manufacturers of this country have the resources and the skill to compete successfully across the seven seas. At the same time more active participation in export trade will stabilize employment at home, and lower production costs. The continuation of Canada's prosperity is linked with a trade beyond our boundaries. Let us help you to gain your share of this profitable business.

Total Export Trade Increased 84.2% since 1922

Following are the official figures of Canada's total domestic exports to the world by fiscal years since 1922:

Year	Dollars
1922	740,240,680
1923	931,451,443
1924	1,045,351,056
1925	1,069,067,353
1926	1,315,355,791
1927	1,252,157,506
1928	1,228,349,343
1929	1,363,709,672

Exports to the British Empire Increased 55% since 1922

Following are our total exports by fiscal years since 1922 to the British Empire:

Year	Dollars
1922	245,835,410
1923	439,625,898
1924	436,596,369
1925	675,152,713
1926	896,627,958
1927	648,437,761
1928	499,265,845
1929	836,127,017

Exports to Foreign Countries Increased 108.8% since 1922

Following is a comparison of export trade to 26 foreign countries:

Country	1922	1929
1 United States	\$292,585,643	\$599,517,599
2 Germany	9,582,924	46,264,888
3 Netherlands	14,831,520	42,094,848
4 Japan	12,359,360	27,381,284
5 Belgium	15,245,812	26,024,896
6 China	1,906,627	21,687,856
7 Italy	5,235,433	14,095,151
8 France	5,207,025	11,650,771
9 Argentina	1,911,372	7,435,537
10 Greece	2,245,181	5,875,940
11 Norway	2,002,449	5,794,560
12 Denmark	87,664	7,794,565
13 Brazil	816,777	7,794,565
14 Portugal	1,228,196	4,745,818
15 Spain	5,745,812	14,024,843
16 Sweden	501,569	2,645,357
17 Cuba	494,575	2,645,357
18 Mexico	429,188	2,179,124
19 Egypt	1,192,597	2,675,948
20 St. Pierre & Miquelon	2,817,797	3,487,027
21 Iceland	296,679	2,463,442
22 Russia	664,911	2,122,129
23 Chile	127,189	1,797,293
24 Colombia	26,646	1,703,625
25 Canada-Gibraltar		
Total	\$485,793,940	\$812,110,312

Canada's Trade Commissioners Abroad

- ARGENTINA.....E. L. McColl, Buenos Aires
- AUSTRALIA.....D. H. Ross, Melbourne
- BELGIUM.....Jean J. Guay, Brussels
- BRAZIL.....A. S. Blakney, Rio de Janeiro
- BRITISH WEST INDIES...R. T. Young, Port of Spain, Trinidad
- BRITISH WEST INDIES...F. W. Fraser, Kingston
- CHINA.....L. M. Cosgrave, Shanghai
- CUBA.....James Cormack, Havana
- FRANCE.....Hercule Barré, Paris
- GERMANY.....L. D. Wilgress, Hamburg
- GREECE.....L. J. H. Turcot, Athens
- HOLLAND.....J. C. MacGillivray, Rotterdam
- HONG KONG.....Paul Sykes, Hong Kong
- INDIA AND CEYLON...Richard Grew, Calcutta
- IRISH FREE STATE...J. H. English, Dublin
- ITALY.....A. B. Muddiman, Milan
- JAPAN.....J. A. Langley, Kobe
- MEXICO.....C. Noel Wilde, Mexico City
- NETHERLANDS, EAST INDIES.....G. R. Heasman, Batavia
- NEW ZEALAND.....C. M. Croft, Auckland
- NORWAY.....F. H. Palmer, Oslo
- PERU.....G. R. Stevens, Lima
- PANAMA.....J. A. Strong, Panama
- SOUTH AFRICA.....C. S. Bissett, Cape Town
- UNITED KINGDOM.....Harrison Watson, London
J. Forsyth Smith, London
Harry A. Scott, Liverpool
Douglas S. Cole, Bristol
Gordon B. Johnson, Glasgow
- UNITED STATES.....Frederic Hudd, New York
R. S. O'Meara, Chicago
San Francisco (to be opened later).

Director of Commercial Intelligence Service, C. H. PAYNE, Ottawa.

DEPARTMENT OF

TRADE AND COMMERCE

HON. JAMES MALCOLM Minister

OTTAWA

F.C.T. O'HARA Deputy Minister

