

establishments, have reverted substantially to their peacetime work of trade development. The present overseas representatives of the Department are as follows:—

New Zealand Trade Commissioner in U.S.A.	..	..	..	Washington.
New Zealand Trade Commissioner in Canada	..	..	..	Montreal.
New Zealand Senior Trade Commissioner in Australia	..	..	..	Sydney.
Acting New Zealand Trade Commissioner	..	..	..	Melbourne.
United Kingdom Representative	..	..	..	London.
Acting New Zealand Supply Liaison Officer in India	..	..	..	Bombay.
Temporary New Zealand Trade Representative in Japan	..	..	..	Tokio.

140. The duties of the recently appointed Trade Representative in Japan include reparations as well as trade matters and liaison with the occupation authorities. In trade matters he advises the Department on the availability of goods from Japan, on the prospects of sales of New Zealand products to Japan, and on trading procedure. When private trading with Japan is resumed, the Trade Representative will be in a position to give more direct assistance to New Zealand trading firms and to any New Zealand businessmen who may visit Japan.

SECTION 4.—COMMERCIAL INTELLIGENCE

141. All information received from Trade Commissioners overseas which is of interest to other Government Departments, or to trading firms or organizations, is passed on to them. It is hoped, eventually, to create some regular medium for communicating information of general interest to the commercial community, either in the form of a cyclostyled bulletin or a printed journal.

142. On the other hand, a monthly *Commerce Bulletin* has kept the Department's overseas officers informed on matters of use and interest to them, such as those relating to New Zealand's industrial development and export possibilities.

143. The large number of trade inquiries dealt with by the Commerce Division and by Trade Commissioners, as to the availability of New Zealand goods and for contacts with New Zealand exporters, has indicated the strong demand which exists in the world to-day. All these inquiries receive a considered reply, and they are also referred to the firms most likely to be interested. In this connection full advantage is taken of the co-operation offered by the Associated Chambers of Commerce, the New Zealand Manufacturers' Federation, and other trade organizations, as well as by other Government Departments.

144. In the past year little assistance has been required in the marketing of our primary products, but an efficient Trade Commissioner Service is considered essential to the retention of existing markets and the development of new outlets, in order that New Zealand may be assured of her share in the world's markets when more normal conditions bring greater competition. With the stimulus given to production by World War II, many New Zealand secondary industries are at present equipped to produce an increasing range and volume of manufactured goods for export. Development along these lines is favourably regarded by the Department, since it would tend both to increase the volume and to further diversify the character of our export trade with resultant benefits in the form of greater overseas purchasing-power, a general strengthening of New Zealand's economy, and lower production costs through increased output.

145. Thus the Department is willing to give all possible assistance to manufacturers in finding sound export outlets for their actual or potential surpluses, and already the services of Trade Commissioners have proved valuable in investigating market possibilities for particular commodities. It is considered that many of the new overseas markets which are at present offering can, if properly developed, be retained in the face of future competition, and the Department is anxious to assist New Zealand exporters to take advantage of present opportunities. In addition, where exporters have been confronted with difficulties concerning regulations and procedures relating to imports into the country of destination, the services of Trade Commissioners, and of the Department, have been made available to assist in overcoming these problems.