

OVERSEAS TRADE REPRESENTATIVES.

New Zealand's trade representation overseas consists of the High Commissioner's Office in London, the New Zealand Trade and Tourist Commissioners at Brussels, Toronto, Los Angeles, and Sydney, and eight honorary agents and correspondents situated in Vancouver, Durban, Johannesburg, Colombo, Hong Kong, Shanghai, Tientsin, and Suva. In addition, the New Zealand Government Offices in Melbourne handle trade inquiries in that city for the Department.

The attention of the business and commercial community is drawn to the services and facilities offered by the above-mentioned Trade Commissioners and Honorary Agents overseas. They are at the disposal of any person or firm desiring to extend trade relations with the countries concerned. The services of these representatives have been availed of to an increasing extent, and the scope of their activities is steadily extending.

To the various Trade Commissioners every credit is due for the energetic manner in which they have represented the Dominion in their respective countries, and the Department's thanks are due to the Honorary Agents and correspondents for the ready assistance and close co-operation which have at all times been given by them.

Acknowledgment is also here made of the Department's appreciation of the services rendered by the High Commissioner's staff in London in connection with the carrying-out of trade inquiries on behalf of the Department.

TRADE AGREEMENTS.

The most important trade agreements affecting New Zealand's trade with overseas countries are the agreement made with the United Kingdom at Ottawa in 1932 and the agreements made with Canada and Australia in 1932 and 1933 respectively. In addition a reciprocal arrangement was entered into with South Africa in 1925, and a trade agreement was made with the Economic Union of Belgium and Luxemburg in 1933. In 1933 also New Zealand and Sweden agreed to extend most-favoured-nation treatment to the products of each other, and in 1928 by an exchange of notes between New Zealand and Japan a similar arrangement was entered into.

In addition to the above agreements and arrangements concluded by New Zealand with certain overseas countries, the provisions of a number of most-favoured-nation treaties entered into between the United Kingdom and certain foreign countries have been extended to New Zealand.

The present and future policy of the New Zealand Government in relation to the negotiation of trade agreements is expressed in general terms in the following statement—namely, that, firstly, an agreement will be sought with the United Kingdom; secondly, with other units of the British Empire; and, thirdly, with foreign countries.

With the object of endeavouring to conclude a trade agreement with the United Kingdom, the Government has arranged for the Hon. the Minister of Marketing and Customs to proceed to London at an early date.

EXHIBITIONS OVERSEAS.

CANADIAN NATIONAL EXHIBITION.

Following upon the practice adopted in former years, the New Zealand Government again participated in the Canadian National Exhibition held from the 24th August to the 27th September, 1935. The New Zealand display included a very comprehensive range of woollen and other industrial exhibits, together with publicity and advertising material descriptive of New Zealand's sporting and scenic attractions. In addition, a small cinema was included in the New Zealand Court, and here were displayed films and coloured lantern-slides which served to illustrate further the sporting and scenic attractions of the Dominion.

The exhibition was regarded as the most successful in the past six years. So far as the New Zealand Court was concerned, it continued to draw the public up to the close. The exhibition provides a most effective and economical advertisement for New Zealand. As a mark of recognition of the excellence of the New Zealand display, a gold medal was awarded to the Government by the exhibition authorities.

The Canadian National Exhibition is a yearly event, and the Government has decided to participate in the forthcoming exhibition to be held during August this year, and a splendid range of exhibits has been despatched to Canada for display.

EMPIRE EXHIBITION, JOHANNESBURG.

Arrangements have been made to have New Zealand represented at the above exhibition, which is to be open on the 15th September, 1936, and will continue until the 15th February, 1937. A representative of this Department has been appointed to take charge of the New Zealand Government's display.

The South African Government has generously allotted New Zealand a court at the exhibition free of charge. Exhibits forwarded from New Zealand comprise a comprehensive range of tourist and publicity material, including cinematograph-films, and a variety of native plants and trees. In addition, several industrial exhibits have been forwarded. The New Zealand display is designed to attract the tourist and sportsman to this Dominion, also to provide an opportunity for the promotion of increased trade between the two countries. In regard to this latter aspect, it is felt that opportunities exist for the development of an export trade from the Dominion to South Africa in stud sheep, such as