

they want, put up as they want and as they know to be suitable for that trade. Unless these conditions are complied with, only failure and disappointment will result." (Hill, 44)

Tripp and his colleagues were only part-time employees. They did not have an intimate knowledge of Canadian industry and market conditions. This all changed with the appointment of the first full-time trade commissioner.

Interestingly enough, more than 100 years ago there already was a concern to develop trade relations with other countries to act "as a counterweight to the influence of the United States" (Hill, 26).

This is one factor which led to the appointment of John Larke, our first trade commissioner, to Australia.

Another factor was the visit to Australia by Mackenzie Bowell, Minister of Trade and Commerce, in the fall of 1893. One of the results of that visit was the decision to appoint a full-time Canadian commercial agent in that country.