

The difficulties faced in trading at the turn of the century were just as challenging as those encountered today. In 1894, challenges stemmed mostly from transportation problems, such as getting products to their destination in good condition and on time. Although these are still critical criteria, today traders must also contend with quotas, subsidies, exchange rates, evolving bilateral and multilateral trade agreements as well as constantly changing markets, to name a few.

Canada's first trade commissioners were charged with promoting trade, essentially the export of Canadian goods. However, they also turned their attention to improving transportation and communication facilities. Their work today also includes the promotion of Canadian services, investment and tourism and more recently technology transfer. As a matter of fact, the services sector is rapidly becoming the number one and fastest growing trade activity.

#### The TCS Offers Top Service

Canada's Trade Commissioner Service is recognized as one of the best in the world. It has played a major role in Canada's performance on