

Edgar Tripp of Trinidad was the most active of local agents who, according to their reports, all took their assignment seriously. He criticized "the lethargy and the poor performance of Canadian business firms." He pointed out that "The stiffest competition came from United States exporters who... succeeded because they studied and catered to the specific requirements of the West Indians." (Hill, 44)

If competition was stiff in those days, it is even stiffer in today's highly interdependent world. But we also know perfectly well that Canadian entrepreneurs can compete with the best in the world. Our numerous export successes speak for themselves.

Tripp ended his report with the following warning: "It is the greatest mistake to think that anything will do for the West Indies. The inhabitants know perfectly well the difference between good things and bad. West Indian merchants are as shrewd and know their business as well as similar men anywhere in the world. They will have the article