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Direct trade between Canada and Australia had been on the decline, due mainly to the lack of steamship service. But coinciding with the arrival of Larke in Australia, the Canadian and New South Wales governments had set up direct trade communications opening up new opportunities for brisk trading between the two countries.

Larke was able to stimulate the trade in Canadian products as diverse as cotton goods, carriage wheels and woodwork, harness, rubber goods, and even breakfast foods.

John Larke was the first professional trade commissioner to represent the Dominion of Canada. His appointment set a pattern for all trade commissioners who today work in more than 138 Canadian trade offices around the world.

THEN AND NOW, CHALLENGES AND OPPORTUNITIES

The difficulties faced in trading at the turn of the century were just as challenging as those faced today. Today, traders must deal with quotas, subsidies, exchange rates, multilateral trade agreements, and constantly changing markets. In 1894 challenges stemmed mostly from transportation problems – on getting products to their destination in good condition and in time.