

of consular requirements. The original recommendations called for the immediate establishment of four consulates with four more to follow almost immediately. Although austerity delayed the programme from opening the last four offices, a more important effect of the stringency was the change in the departmental justification for new offices. When the austerity mentality took over, the Department required a different rationale for its office abroad. "To impress a certain type of critic", Leslie Chance wrote to the Consuls General in San Francisco and Chicago, they would have to justify their existence; practical trade and tourism benefits to Canada rather than expensive cultural relations provided the best means:

We have to recognize that those consular establishments are expensive and should have what is now euphemistically called "readjustments"; we should be unlikely to escape our share of the inquiry, if not indeed criticism. Thus, I think we ought to be able to show in fairly practical terms the value of the work we are doing. It is, of course, not easy to do so since inevitably we work largely in an atmosphere of intangibles. Nevertheless, apart from the aspects of general consular assistance to Canadians, there are those of trade promotion and tourism, not forgetting the encouragement of permanent summer residences, in which it is possible to show concrete results...