

horses. (Hill, 43)¹

Two years later, first mention of trade commissioners, or their forerunners, was made in Parliament. George Foster, Minister of Finance, outlined in the House on September 14, 1891, a plan to "establish a kind of commercial agency... to make the beginning of a kind of stationary agent, who could report the state of the markets, the requirements of the markets, the prices of goods and the like of that..." (Hill, 43)

Although these "stationary agents" were just local, part-time employees, they can nevertheless be regarded as the forerunners of the trade commissioners.

The Order in Council to appoint these agents was passed on Nov. 21, 1891. It described their function as follows: to overcome "the difficulty

¹ (Hill and a page number) refer to
O.Mary Hill
Canada's Salesman to the World
McGill-Queens University Press, 1977

This book is still in print and apparently available through a good bookstore. A bibliography of other books may be found at the end of these notes.