

(issuing passports, certifying documents, etc.), but would also involve more representational and information functions by heads of post. From his experience, Scully remarked that the head would,

...be in constant demand as a circulating medium for Canada. Various representative business organizations, some of them quite highly specialized - service clubs - women's clubs - churches - schools and from time to time colleges and universities make demands on him for attendance at meetings and other functions... In addition, there are large public gatherings and many cocktail parties, etc. Many of them result in contacts that should be followed up, for example, with newspaper men or writers for opinion-forming journals.²⁶

The need for consulates as commercial trade promotion centres, however, was disputed among the members of the Department of External Affairs during the 1940's and 1950's. Although trade traditionally constituted one of the major functions of a consul, H.D. Scully, N.Y. Consul General, felt that,

...because the average American businessman, whether importer or exporter, has such a full knowledge of the trading possibilities of Canada that he regards Canadian territory pretty much as he would a large section of his own country; he for the most part, is capable of conducting his own business direct... For example, practically all the big Canadian paper mills have their own selling agencies in New York or elsewhere in the States... They need very little, if any, help from the Canadian Government such as a Trade Commissioner Service can supply. This is true also of the nickel, aluminum, copper, lead, zinc, and grain businesses and to a considerable extent applied to the lumber and allied industries.

Scully suggested, therefore, that the handling of trade enquiries could be taken care of by a member of the consular staff who should send reports to a senior trade man in New York. Business relations would not be established by the local consulate, but by a general trade reporter with a roving commission who would secure information and make connections for both the Canadian Government and Canadian private businesses. This