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Excerpt from letter received from Major H.A.  
Chisholm, Canadian Trade Commissioner at  
Calcutta.

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I am informed that even the business of our Life Insurance Companies is affected by our exclusion of Indians. Mr. Axelrood, special agent of the Manufacturers Life of Toronto, lost several policies in Bombay this year when his clients found out that his company was Canadian. He told me that they said that if they were going to place a policy outside of India, it would be with an American company rather than with a Canadian. It is surprising how many Indians are acquainted with this exclusion feature of the Canadian Immigration Laws. If on his return from Canada, Mr. Sastri could announce to the Press that the Govt. of Canada had made even a slight concession to India in the matter of their entry into Canada, a much better feeling would be created in India toward Canadian goods and Canadian business interests. If, for example, Canadian Universities announced that Indian students were welcomed in their halls, even if other classes were excluded, <sup>from Canada</sup> the present resentment would probably to a certain extent be dissipated.