

Copy for the Principal.

February 24th, 1921.

John A. Cooper, Esc.,
Dominion of Canada Bureau of Information,
1463 Broadway,
New York.

Dear Mr. Cooper:-

I have received your interesting communication of February 15th, relative to the question of training men for "Trade Agency in foreign countries."

On examining your outline of subjects I find that your requirements are almost entirely met by our Commerce curriculum under such general headings as:

History of Commerce
Economic Geography and Commercial Economy
Economics of Transport
Business Organization
Banking and Exchange

In languages we can offer French, Spanish, German and Italian. With regard to Portuguese it does not seem to us necessary to include this language on our programme of studies, since all Portuguese and Brazilian houses are thoroughly conversant with the Spanish language, and since no Portuguese has any difficulty in speaking and understanding Spanish.

At present it would serve no useful purpose to put on courses in Consular Law and Consular Procedure, but we should have no hesitation in doing so in case your proposals should be accepted by the Government, and we were given an assurance that all appointments would be made from qualified University graduates in Commerce.

Our Department of Commerce would be pleased to hear again as soon as any further developments have taken place in this matter.

Yours very truly,