

information, and with whom correspondence may be had by Canadians interested in trade with the Countries in which they reside." (Hill, 45-46)

Larke left for Australia in December 1894, after touring several Canadian cities, attending trade fairs and talking to Boards of Trade members and B.C. lumber traders. He arrived in January 1895 and served in Australia for 15 years, until his death in 1910. Larke's territory initially included the various Australian colonies as the Commonwealth had not yet been formed when he first arrived. In 1903, D.H. Ross was appointed to Melbourne, which had become the capital of the Commonwealth, and Ross and Larke divided the territory.

Larke's task was not easy. For one thing, his initial salary of \$3,000 remained the same till his death 15 years later. His expense accounts were a constant in his communications with the Department, particularly as the Ottawa officials did not seem to understand the different costs of living in the two countries. He toured in his territory, promoting Canadian products, talking about Canada and its confederation, advocating the Pacific cable and seeking better shipping facilities between