

be in a position to deal with enquiries about Canada which they received... Some of these men - and they seemed to me to be very good men - who are representing us in this way have never been inside Canada and naturally know very little about it... I think /our use of British Consuls/ is one of the worst examples of our reluctance to accept the full responsibilities of the status about which we boast...¹⁸

Norman Robertson, the Under-Secretary of State for External Affairs, replied to Pearson's observations by remarking that the Canadian record of representation in the United States "...is not one of which we can be particularly proud and the sooner we start to rectify it the better."¹⁹ Two of the most important personages who would shape Canada's foreign policies for fifteen years reflected the Canadian feeling that no longer could Canada allow so many of her daily contacts with her nearest and most powerful neighbour be conducted by proxy.

This first and paramount reason for the desire to establish consulates in the U.S., therefore, was allied to the view that Canadian consular posts would give the Americans a more accurate impression of Canada.

On his tour of the United States, the head of the Consular Division of the Department of External Affairs, Leslie G. Chance, emphasized in 1947 the importance of the dissemination of information about Canada as a reason for the expansion of a consular service across the U.S.:

There is an immense job of education to be done here. The ignorance of our place in the world which one encounters on every hand is little short of shocking. Perhaps it is our own fault... Nonetheless, it is a bit staggering to find so little comprehension of such elementary facts as Canadian political independence of the United Kingdom. Friendship there is in abundance, pressed down and running over, but that we are a people in our own right is still, I fear, only faintly discerned... I am becoming progressively convinced as I go along that the Commonwealth position all round would be greatly strengthened by the appearance of Canadian consuls in special United States cities.²⁰