

This information is digested, tabulated and sent to the Home Secretary in the form of telegrams, abstracts and detailed reports, and then in turn is widely distributed as commercial intelligence. In this way, British business men are brought into touch with the trade demands and conditions of every country in the world, and British commerce is served by a special and widely distributed corps of trained and skilful agents. Whilst these are primarily commissioned to serve the trade of the United Kingdom, and whilst their first duty is to British commerce, there seems to be no good reason why their sympathies and services should not be extended to the other and Oversea members of the Empire, whose foreign commerce is constantly growing and whose business dealings are becoming extended to practically all countries, and which must, sooner or later, have their commercial interests promoted by like agencies and services.

The Minister further observes that it seems reasonable, therefore, and altogether natural that some measure of co-operation can be devised in which, whilst British commerce would not suffer, Canadian trade would be greatly helped and developed.

Much of the information gathered by the commercial attachés and consuls would prove useful to Canadian business interests, and if transmitted in duplicate to the Department of Trade and Commerce could then be utilized and distributed. It would not be a difficult matter for the British Consuls to differentiate between what would be pertinent and helpful, and what would be of little or no interest. On the other hand, the consulate could be kept supplied with the latest information as to resources and developments, processes and products of Canada, with lists of industries and sources of supply so that it would be able to answer inquiries and to suggest interchange.

The Department of Trade and Commerce could easily furnish the principal consular officers with such pertinent information as to Canadian resources and trade possibilities as would be of advantage.

Instances are daily arising also in which Canadian trade transactions involve reference to some friendly representative authority for determining the status of a purchaser or settling some disputed point in commercial negotiation and the existence of an understanding in that respect with freedom and power of reference to an authority in the locality would be of very great value.

Special questions as to commercial customs and conditions in distant countries are constantly cropping up which could be easily solved if liberty of inquiry was established and co-operation authorized.

The question of competition for market openings would not frequently arise, owing to the fact that Canadian products do not often parallel those of Great Britain, and in cases where they did, Canadian competition should be more welcome than foreign competition, and would be exercised by a member of the common family.

It might be possible in some countries where language facilities are provided for in the consular staff, to arrange for a Canadian representative to work