

Government. A visit by Mr. Howe might give a fillip to the situation and bring from increased interest in trade with Canada. It is doubted, however, whether any immediate results could be achieved; long term prospects could, however, be served. Our information from Argentina indicates that the Peron régime has been weakened in the last year by economic difficulties and the question arises as to whether Mr. Howe should go there at a time when Peron is in such a predicament. We are inclined to feel that, because of the nature of the visit which is basically one of trade, Mr. Howe should not be advised not to go to Argentina. It would be up to the businessmen to decide whether the trip is worth it or not from their point of view. We should point out, however, that should Mr. Howe's itinerary include Chile and Peru and exclude Argentina, this could have a bad effect on our relations with that country. The choice therefore would be either to agree on itinerary (a) or (b), including Argentina.

7. You will have noticed that no suggestion is made that a representative from this Department be included among the officials accompanying Mr. Howe. This is not very satisfactory from our point of view. A representative of this Department accompanied the three earlier trade missions to Latin America. This has proven useful not only to the mission but also to our offices in Latin America, as well as to the Department. The role of such an officer would be to advise the Head of Delegation on matters of policy, to act as liaison officer between the Department of Trade and Commerce and our own diplomatic missions and between the trade mission and the Foreign Offices of the countries to be visited. While the presence of such an officer is not essential for the success of the visit, it seems to me that all concerned would benefit from it. Perhaps an External Affairs officer, if he were well chosen, could play an even more important role on the mission as adviser on our external trade policy generally. I am thinking of people like LePan or Warren who, if they could be spared, would, during the negotiations in the Latin American countries, avoid many pitfalls.

8. The time of the visit of this Mission to Latin America raises in a rather acute form the problem of the establishment of diplomatic missions in Uruguay, Venezuela and Colombia. With your concurrence, I would suggest that we endeavour to have those Missions opened before Mr. Howe's visit. Otherwise, there will be awkward problems and, in Colombia and possibly Uruguay, the Mission would have to be introduced to the local authorities by the United Kingdom Ambassador. This should be avoided. I realize that it will not be easy to find qualified personnel for those three Posts but we should, in my view, make a very serious effort to meet this problem which has already been in abeyance for some time.¹

9. Your directives would therefore be required on the following points:

1) If you agree with the general considerations advanced in paragraph 6, you might consider it appropriate that we advise the Department of Trade and Commerce that there is no objection to itinerary (a), and that on the whole, we

¹Voir les documents 39-53./See Documents 39-53.