May Tenth 1921. H. R. Poussette, Esq., Commissioner of Commerce. OTTAWA: Dear Sir: -I beg to acknowledge receipt of your letter of May 9th. I am always glad to receive suggestions as to how the different courses at McGill can be improved. You suggest that we include in our course "certain subjects which would make it equally useful for those intending to follow a purely commercial career, etc." will you please state definitely what subjects you thinkshould be included. Yours faithfully, Principal.



COMMISSIONER OF COMMERCE

IN REPLY REFER TO FILE NO. 26099

OTTAWA, May 9th, 1921. CANADA

Lieut.General, Sir Arthur W. Currie, G.C.M.G., etc., Principal, McGill University, MONTREAL, Que.

Dear Sir: -

I am very much interested in the Commercial Courses which have recently been organised by the leading Canadian Universities. Looking over the syllabus of the course at McGill University, I may be wrong, but it seems to me that it is perhaps more particularly adapted for those intending to pursue the professions of Auditors and Accountants than any other class of business. I have been thinking it over for some time and have wondered whether been thinking it over for some time, and have wondered whether you would be averse to broadening your Commercial Course, by including certain subjects which would make it equally useful for those intending to follow a more purely commercial career, such as manufacturing or that of an export commission merchant.

I hope you will not think my proposal to be too much of a liberty, but would have you believe that I am solely actuated by a desire to increase the commerce of this country, and to see it established on a secure foundation. At the present time, we as Canadians, are much too slipshod in our methods, and it is my opinion that Canadian Universities can do a great deal to overcome this, by inculcating in the minds of those students who intend to follow a business career, those principles upon which true and lasting success can only be obtained.

Yours faithfully.

Director,

Commercial Intelligence Service.

HRP/LO.



COMMISSIONER OF COMMERCE

IN REPLY REFER TO FILE NO. 26099.

OTTAWA, May 12, 1921.

Lieut. General,
Sir Arthur W. Currie, G.C.M.G., etc.,
Principal,
McGill University,
MONTREAL.

Dear Sir, -

I beg to acknowledge receipt of your letter of the 10th.inst., and in reply would say that the modification of your commercial course which has been in my mind is, that it should be made to include such subjects as the preparation of documents required in connection with foreign shipments, packing, marking, etc. Perhaps also such subjects might be included as ocean and rail transportation, and a closer study of export trade and the main points which make for success in it. In connection with your engineering laboratory, you might be able to give a course in practical packing which should be quite invaluable, as one regrets to say that it is one of the features in connection with export trade that is sadly neglected in this country.

This is only a brief outline, but it seems to me in looking over the subjects included in the commercial courses in Canadian universities, that with small additions they could be made extremely valuable to a wider circle of those intending to follow a business career in some form or another. Of course, what is in my own mind, is to put the business of exporting upon a scientific basis, and I feel sure that an exporter who has had the advantage of a commercial course in such a university as McGill, is very much better fitted and more likely to carry this



COMMISSIONER OF COMMERCE

IN REPLY REFER TO FILE NO	OTTAWA, CANADA
	-2-

out, than one who arrives at the top by the ordinary means. It seems to me that the university graduate is likely to take a higher view of business, and if he has been well grounded in principles during his youth, it is quite possible that he will never widely depart from them.

Yours faithfully,

W. Housselle

Director, Commercial Intelligence Service.

For your information and return please, 13/5/21 — WW Turns OFFICE OF THE
CANADIAN GOVERNMENT
TRADE COMMISSIONER
TO INDIA AND CEYLON

4, Mission Row Calcutta

DEPARTMENT OF

TRADE AND COMMERCE

COMMERCIAL INTELLIGENCE
SERVICE

F. 1

IN YOUR REPLY PLEASE REFER TO FILE NO.....

CABLE ADDRESS;
"CANADIAN, CALCUTTA"

BENTLEY'S CODE

TELEPHONE No. 5053

Address all Communications to

POST BOX 2003 CALCUTTA

7th August, 1922.

Sir Arthur Currie, Principal, McGill University, Montreal, Canada.

My dear Sir Arthur,

I received with great pleasure a copy of a letter written by yourself to Mr.Poussette, Director of the Commercial Intelligence Service, Ottawa, with regard to a letter I sent to Ottawa on the subject of admission of Indian students to Canadian Universities.

I am very glad to have your assurance that McGill University will welcome Indian students to her halls. I am sending copies of your letter to the principals of several universities in India. Your letter will afford me much assistance in combatting the idea prevalent in India that Canada does not wish to admit Indians within her borders.

I appreciate very much your kind wishes expressed in your letter of July the 3rd and follow with the keenest interest and admiration your splendid leadership of Old McGill.

Yours faithfully,

Canadian Govt. Trade Commissioner.

July 3rd. 1922. H. R. Poussette, Esq., Director, Commercial Intelligence Service. Department of Trade & Commerce. Ottawa. My dear Colonel: -I beg to thank you for your letter of June 21st. Let me say in reply that McGill University would be very glad to number in its student-body some students from India. In fact I have discussed with more than one Indian representative the best means of having Indian students educated here. One Indian, Rustom Rustomjee, who lectured to the students last winter, was quite sure that he could induce some Indian princes to grant a few scholarships. At the present time we have not sufficient funds to justify us offering special inducements to Indian students to take their university courses here, but should they come we would be very glad indeed to see them and to welcome them. Major Chisholm is himself a graduate of McGill. He is also an old officer of mine and I knew him very well when he served so gallantly in the 3rd Bn. In writing to him please remember me most kindly to him and say that we would appreciate any efforts of his which would result in having the great nation of India represented at the Mational University of McGill. Yours faithfully, Principal.



COMMISSIONER OF COMMERCE

IN REPLY REFER TO FILE NO. 28404

OTTAWA, June 21st, 1922.

The Principal,
McGill University,
MONTREAL, Que.

Dear Sir, -

I attach herewith, a copy of an excerpt taken from a letter received from Major H.A. Chisholm, Canadian Government Trade Commissioner at Calcutta. I was not aware that Canadian Universities were averse to receiving Indian students, and in case our Trade Commissioner is in error perhaps you will be good enough to advise me.

Yours faithfully,

(H.R. Poussette)

Director, Commercial Intelligence Service.

HRP/LO. Attached. COPY

Excerpt from letter received from Major H.A. Chisholm, Canadian Trade Commissioner at Calcutta.

I am informed that even the business of our Life Insurance Companies is affected by our exclusion of Indians. Mr. Axelrood, special agent of the Manufacturers Life of Toronto, lost several policies in Bombay this year when his clients found out that his company was Canadian. He told me that they said that if they were going to place a policy outside of India, it would be with an American company rather than with a Canadian. It is surprising how many Indians are acquainted with this exclusion feature of the Canadian Immigration Laws. If on his return from Canada, Mr. Sastri could announce to the Press that the Govt. of Canada had made even a slight concession to India in the matter of their entry into Canada, a much better feeling would be created in India toward Canadian goods and Canadian business interests. If, for example, Canadian Universities announced that Indian students were welcomed in their halls, even if other classes were excluded, the present resentment would probably to a certain extent be dissipated.

Outober Twenty-fourth 1921. H. R. Poussette, Esq., Director, Commercial Intelligence Service, OTTAWA. Dear Sir:-I beg to acknowledge receipt of your letter of October 22nd, and can find no trace of a letter having arrived here written by you and dated September 28th. Yours faithfully, Principal.



COMMISSIONER OF COMMERCE

IN REPLY REFER TO FILE NO. 27277

OTTAWA, October 22nd, 1921.

Sir Arthur W. Currie, G.C.M.G., K.C.B., &c., Principal, McGill University, MONTREAL, Que.

Dear Sir:-

With reference to my letter No. 27277 of September 28th, if not troubling you I should be extremely obliged if I could have an answer to it.

Yours very truly,

(H.R. POUSSETTE)
Director,
Commercial Intelligence Service.

HRP/LO.



COMMISSIONER OF COMMERCE

IN REPLY REFER TO FILE NO.26099.

OTTAWA, May 20th., 1921.

Lt. General Sir Arthur W. Currie, G.C.M.G., etc., Principal, McGill University, MONTREAL, Que.

Dear Sir, -

With reference to your letter of the loth.inst., thinking the matter over, I have been wondering whether you could, in your Technological Laboratory, make a specialty of export packing, not only for the henefit of your students taking the Commercial Course, but also for the manufacturers of Montreal. This idea has been re-curring in my mind for a number of years, and I have always intended to advance it in this country, if the opportunity should occur to do so. My idea is that some technical institution should take up this question of packing and study it, and possibly put themselves in a position to solve problems of packing which might be submitted to them. I confess to be speaking in a good deal of ignorance as there might be many difficulties connected with such an idea, and again it might not be supported, but if it would not be troubling you too much, I should be extremely gratified and obliged if you would let me know what you think of it.

I am particularly emboldened to write to you on the above subject since reading some words in a recent address of Professor Ira Allan Mackay to one of your graduating classes. Amongst other things he expressed a hope, -

"that the institutions of government and the universities would come closer together that the country's scholars and statesmen would work hand in hand".

If you could help us out in this idea, it seems to



COMMISSIONER OF COMMERCE

		OTTAWA,	
IN REPLY REFER TO FILE NO.	-2-	CANADA	

me it would be the finest sort of co-operation, as it might be of some assistance towards advancing the prosperity and contentment of this Dominion.

Yours faithfully,

77. Toccsselle

Director, Commercial Intelligence Service.



COMMISSIONER OF COMMERCE

IN REPLY REFER TO FILE NO. 26099.

OTTAWA, May 18th., 1921.

Lieut.General, Sir Arthur Currie, G.C.M.G., Principal, McGill University, MONTREAL.

Dear Sir, -

I beg to acknowledge and thank you for your letter of the loth.inst., and am exceedingly pleased to hear that you intend to widen the scope of your commercial course. If you will let me know when your arrangements are completed, and will be good enough to furnish me with the syllabus of the course, I might be of some use in bringing it to the attention of Canadian manufacturers, and I could advocate in the "Weekly Bulletin", the taking of a commercial course by young Canadians who aspire to follow a business career.

Yours faithfully,

Director,

Commercial Intelligence Service.

2/100



COMMISSIONER OF COMMERCE

N REPLY REFER TO FILE NO. 26099.

OTTAWA, April 12, 1921.

Lieut.General
Sir Arthur W.Currie, G.C.M.G., etc.,
Principal,
McGill University,
MONTREAL.

Dear Sir, -

I beg to acknowledge receipt of your letter of the Sth.inst.

I regret that it is impossible to inform you where Junior Trade Commissioners will serve, as that will entirely depend upon the exigencies of the Service, when they have completed their instructional and probationary period in this country.

The initial salary of Junior Trade Commissioners is \$1,260 per annum (if without business experience) which will be increased upon recommendation for efficient service at the rate of \$120 per annum, until a maximum of \$1,500 has been reached. A salary of \$1,800 per annum will be paid to successful candidates with business experience of at least three years. The salary in each case will be supplemented by whatever bonus may be provided by law. As soon as received from the Civil Service Commission, I shall send you a printed sheet giving a little more information in regard to conditions. As you are no doubt aware, all things being more or less equal, returned soldiers are likely to receive a preference.

Yours faithfully,

Director,

Commercial Intelligence Service.



COMMISSIONER OF COMMERCE

N REPLY REFER TO FILE NO. 26099.

OTTAWA, April 12, 1921.

Lieut. General, Sir Arthur W. Currie, G.C.M.G., etc., Principal, McGill University, MONTREAL.

Dear Sir, -

With reference to my letter of even date, I enclose herewith copy of "Positions Vacant List No.92", which advertises four vacancies in the Commercial Intelligence Service. The paragraph headed "Duties" is not very clear and might be misleading. Assistant Trade Commissioners, after serving for a varying period under a Trade Commissioner, are appointed to Trade Commissionerships as vacancies occur. The salary of a Trade Commissioner runs up to \$5,800 a year, and living allowances are granted up to \$1,000, according to location.

Even if candidates may not be successful in the coming examinations, it may be advantageous for them to have their names placed upon a list of eligibles, if they should be placed sufficiently high in the examinations.

Yours faithfully,

Director,

Commercial Intelligence Service.

CIVIL SERVICE OF CANADA POSITIONS VÁCANT List No. 92 rvice Commission of Canada hereby give public notice that applica

The Civil Service Commission of Canada hereby give public notice that applications will be received from persons qualified to fill the following positions in the Civil Service of Canada:—

JUNIOR TRADE COMMISSIONERS.

2352. Junior Trade Commissioners at an initial salary of \$1,260 per annum (if without business experience) which will be increased upon recommendation for efficient service at the rate of \$120 per annum, until a maximum of \$1,500 has been reached. A salary of \$1,800 per annum will be paid to successful candidates receiving the appointments who have had at least three years' business experience. Salary to be supplemented by whatever bonus may be provided by law.

Duties.—To engage in a course of instruction in foreign commerce under the direction of the Director of Commercial Intelligence Service for the purpose of becoming qualified to fill the position of Assistant Trade Commissioner; in the course of this instruction to perform clerical and correspondence work as assigned; to call on Canadian manufacturers and report on Canadian industries; to perform editorial work in connection with the departmental bulletins; to compile statistical and other reports dealing with the industries and resources of foreign countries; and to perform other related work as assigned.

Qualifications.—Education equivalent to graduation from a university of recognized standing in arts, applied science or commerce; general familiarity with the resources and industries of the Dominion; preferably three years of business experience; prepossessing personality; ability to exercise independent judgment and tact. Only male applicants are desired and candidates must be 21 and not more than 30 years of age on May 1st, 1921.

Examination.—Education and Experience; Practical Questions; Oral Interview. Optional subjects:—French, Spanish, Italian or German, for which bonus marks will be awarded.

A list of eligibles may be established for the above class, but at present there are only four vacancies to be filled, in the Department of Trade and Commerce, Ottawa, for one of which knowledge of applied science is indispensable. Persons qualified are urged to take part in this competition in order to become eligible for future vacancies in this class.

ASSISTANT PLANT PATHOLOGIST.

2353. An Assistant Plant Pathologist, for seasonal employment, at the Laboratory of the Division of Botany, Central Experimental Farm, Department of Agriculture, Ottawa, at a salary of \$120 per month. This salary will be supplemented by whatever bonus may be provided by law.

Duties.—To perform, under the direction of a Plant Pathologist, inspectional and research work in plant pathology and bacteriology either in field or laboratory; and to do other related work as assigned.

Qualifications.—Education equivalent to university graduation with special training in botany, plant pathology, and bacteriology; experience in the treatment of plant diseases, preferably in the position of Plant Disease Investigator; some knowledge of farming; good address and ability in public speaking.

A rating on Education and Experience will be given from sworn statements submitted by applicants on their application forms. To those who qualify, an oral examination may be given, if necessary.

INSECT PEST OR PLANT DISEASE INVESTIGATORS.

2354. Six Insect Pest or Plant Disease Investigators, Department of Agriculture, for seasonal employment, at a salary of \$90 per month. This salary will be supplemented by whatever bonus may be provided by law.

Duties.—Under direction, to perform investigations in plant pathology in the field or laboratory; to record and report results; and to perform other related work as assigned.

Qualifications.—Education equivalent to at least a two-year course in an agricultural college of recognized standing, preferably with special attention to botany; experience in farming, gardening, or forestry; some knowledge of insect pests or plant diseases.

A rating on Education and Experience will be given from sworn statements submitted by applicants on their application forms. To those who qualify, an oral examination may be given, if necessary.

Four of these are required for the Provinces of Ontario, Manitoba, Saskatchewan, and Alberta, for potato inspection and general field work, and two for grain rust and general field work in the Western Provinces.

Preference will be given to residents of the Provinces where the vacancies occur.

INSTRUMENT MAN.

2355. An Instrument Man at an initial salary of \$1,260 per annum, which will be increased upon recommendation for efficient service at the rate of \$60 per annum until a maximum of \$1,560 has been reached. This initial salary will be supplemented by whatever bonus may be provided by law.

Duties.—To run a transit, level, or other surveying instrument; to assist the Engineer in charge of a survey party and to take charge in his absence; and to perform other related work in the field and office as assigned.

Qualifications.—Education equivalent to High School graduation; attendance for at least two years at a school of applied science of recognized standing or its equivalent in experience in survey work; thorough knowledge of surveying instruments and ability to make adjustments thereto; good eyesight and physical ability to carry on survey work. While a definite age limit has not been fixed for this position, age may be a determining factor when making a selection.

A rating on Education and Experience will be given from the sworn statements submitted by applicants on their application forms. To those who qualify an oral examination may be given, if necessary.

The only vacancy required to be filled at present is in the Hydrographic Survey, Department of the Naval Service, Ottawa. For this position preference will be given to graduates of the Royal Military or Royal Naval College or a school of science of recognized standing.

GENERAL DIRECTIONS.

Selections for eligible lists of applicants qualified to fill similar vacancies which may occur in future may be made from the applications for these positions.

According to law, preference is given to persons who have been on active service overseas in the military or naval forces of His Majesty, or any of the Allies of His Majesty, during the late war. The age limit does not apply to persons who have seen active service overseas, but these candidates must furnish a certified copy of their discharge certificates, or in the case of commissioned officers, a certified statement of their military services.

Application forms properly filled in must be filed in the office of the Civil Service Commission not later than May 5, except in the case of Competition Nos. 2353 and 2354, when the time limit will be April 29th. Application forms may be obtained from the office of the Employment Service of Canada, or from the Secretary of the Civil Service Commission.

By Order of the Commission,

W. FORAN,

Secretary.

AcGill University

FACULTY OF APPLIED SCIENCE

MEMORANDUM

Mrs. Cheseley.

FROM...

15th April, 1921. the Dean's Office.

At the request of Dr. Adams, we enclose herewith a letter from the Director of the Commercial Intelligence Service, the contents of which have been noted.



COMMISSIONER OF COMMERCE

N REPLY REFER TO FILE NO. 26099.

OTTAWA, April 6, 1921.

The Principal, McGill University, MONTREAL, Que.

Dear Sir,-

Junior Trade Commissioners.

Application has been made to the Civil Service Commission for four Junior Trade Commissioners, and no doubt these openings will shortly be advertised to the public. As you may be interested in the opportunity which these appointments offer for a useful career to University graduates, I am giving you information in advance. I may say that it has been specified that one of the appointments shall go to a University graduate, holding a Degree in Applied Science.

As of course, we should prefer to have men with some experience, possibly you may think it advisable to communicate the contents of this letter to your University Alumni Association.

I remain, dear Sir,

Yours very truly,

H. Thousselle

Director, Commercial Intelligence Service.

Dr. adambrevation al.

Lor your velleur. A. M. C. m. C.

HRP/MC.

April Eighth 1921. H. R. Poussette, Esq., Commissioner of Commerce, Ottawa, Ont. Dear Sir:-I am greatly obliged for your letter of April 6th and will be glad to see that its contents are communicated to our Alumni. It would be of great assistance to us to know just where these Junior Trade Commissioners would be asked to serve and the probable salary attached to the appointment. Yours faithfully, Principal.



CANADIAN PACIFIC R'Y. CO.'S TELEGRAPH TELEGRAM

CABLE CONNECTIONS TO ALL PARTS OF THE WORLD

AGGED.				10 Milmiles	J. McMillan, Manager Telegraphs, Montreal.
Sant No	Sent By	Rec'd By	Time Sent	Time Filed	Check
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W. J. CAMP, Assistant Manager, Montreal, Con-

D. H. BOWEN, Supt., Sudbury, Ont.

C. L. LEIGHTY, Supt., Toronto, Ont. W. D. NEIL, Supt., Montreal, Que,

A. C. FRASER, Supt., St. John, N.B.

W. MARSHALL, Assistant Manager, Winnipeg, Map.

R. N. YOUNG, Supt., Vancouver, B.C.

D. L. HOWARD, Supt., Calgary, Alta.

D. COONS, Supt., Moose Jaw, Sask.

E. M. PAYNE, Supt., Winnipeg, Man.

APPROVED BY THE BOARD OF RAILWAY COMMISSIONERS FOR CANADA UNDER ORDER 162. DATED MARCH 30, 1916.

It is agreed between the sender of the message on the face of this form and this Company, that said Company shall not be liable for damages arising from failure to transmit or deliver, or for any error in the transmission or delivery of any unrepeated telegram, whether happening from neeligence of its servants or otherwise, or for delays from interruptions in the working of its lines, for errors in cypher or obscure messages, or for errors from illegible writing, beyond the amount received for sending the same.

To guard against errors, the Company will repeat back any telegram for an extra payment of one-half the regular rate, and in that case the Company shall be liable for damages, suffered by the sender to an extent not exceeding \$200., due to the negligence of the Company in the transmission or delivery of the telegram.

Correctness in the transmission of messages can be insured by contract in writing, stating agreed amount of risk, and payment of premium thereon at the following rates, in addition to the usual charge for repeated messages, viz: one per cent, for any distance not exceeding 1,000 miles, and two per cent, for any greater distance.

This Company shall not be liable for the act or emission of any other Company, but will endeavor to forward the telegram by any other Telegraph Company necessary to reaching its destination, but only as the agent of the sender and without liability therefor. The Company shall not be responsible for messages until the same are presented and accepted at one of its transmitting offices; if a message is sent to such office by one of the Company's messengers he acts for that purpose as the sender's agent; if by telephone the person receiving the message acts therein as agent of the sender, being authorized to assent to these conditions for the sender. This Company shall not be liable in any case for damages, unless the same be claimed, in writing, within sixty days after receipt of the telegram for transmission.

No employee of the Company shall vary the foregoing.

DAY LETTERS.

This Company will receive DAY LETTERS, to be transmitted at rates lower than its standard telegram rates, as follows: one and one-half times the ten-word Day message rate shall be charged for the transmission of fifty (50) words or less, and one-fifth of the initial rate for such fifty words shall be charged for each additional ten (10) words or less.

DAY LETTERS may be forwarded by the Telegraph Company as a deferred service and the transmission and delivery of such DAY LETTERS are, in all respects, subordinate to the priority of transmission and delivery of full-rate messages.

DAY LETTERS shall be written in plain English, or in French. Code language is not permitted.

DAY LETTERS may be delivered by the Telegraph Company by telephoning the same to the addresses, and such deliveries shall be a complete discharge of the obligation of the Telegraph Company to deliver.

DAY LETTERS are received subject to the express understanding and agreement that the Company does not undertake that a DAY LETTER shall be delivered on the day of its date absolutely and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such DAY LETTER on the day of its date during regular office hours, subject to the priority of the transmission of full-rate messages under the conditions named above.



COMMISSIONER OF COMMERCE

IN REPLY REFER TO FILE NO. 27277.

OTTAWA, November 15th.,1922.

CONFIDENTIAL.

Dear Sir Arthur Currie,-

Extension Course in Export Trade.

Arrangements with McGill in regard to the extension course in export trade, are not, in my view, proceeding very expeditiously, - in fact, they do not appear to be very greatly advanced beyond the stage arrived at before my departure for Europe in June last, and as the time is drawing near for the commencement of the course, I am becoming somewhat anxious. If convenient to you, I should like very much to meet you on Saturday morning next, and shall be greatly obliged if you will send me a wire informing me if this could be arranged, and also the hour:

Yours very truly,

(H.R. Poussette)

Director, Commercial Intelligence Service.

Milloussette

Sir Arthur W. Currie, G.C.M.G., K.C.B., etc., Principal, McGill University, MONTREAL, Que.

HRP/MC. Wired Mr. Poussette that Dean Laing and Mr. Sugars would meet him on Saturday at 11.30.