

and third, and extremely important one in his eyes, the building up of a fortune by increased prices for his land.

Now if a government undertakes to fix the price of wild land under their proposed immigration scheme, they must realize that to a considerable extent they are in a large area of the country also fixing the price of improved land, as it is admitted that the price of improved land is the price of raw land plus improvements, thus at a blow you would take away from the intelligent immigrant one of the greatest inducements that can be used to get him to move to Canada.

We have found in our work that several actions of our Provincial governments have militated very strongly against our work of moving settlers from United States. First of all we had the very rapid increase in taxation in the west, the imposition of the sur-tax and wild land tax; we had during the campaign for reciprocity a brochure issued by the Saskatchewan government which was intended as an argument for reciprocity with the United States and as such put out as campaign literature against the then Dominion government, this brochure, being sent out by the Department of Agriculture at Regina, stated in a detailed way the unprofitable nature of growing wheat in the Province of Saskatchewan.

Land Owners Must be Fairly Treated

If this price fixing plan or expropriation of lands is adopted we shall have the same result. Now what happens? There is in the United States very heavy propaganda being carried on to stop movements of people from United States to Canada, this propaganda is fathered by the bankers, railway companies and by the various governments of United States and every point that they can get on which to build up their propaganda is naturally used by them to the best advantage. For instance, when the brochure of the Saskatchewan government in regard to wheat growing was put out the Department of Agriculture at Washington published this broadcast, issuing hundreds of thousands of copies which were sent all over the country, and advertisements were sent all over the country saying,—"Why go to Canada? See what the Saskatchewan government says over their own signature about the unprofitable nature of wheat growing up there."

When you come to heavy taxation or price fixing on land we have found this condition of affairs. Our intending settler goes to consult his banker and to obtain some money to help finance his operations, and the banker, naturally not wanting to lose the deposit account, etc., refers to the heavy taxation in Canada, says a man is not secure of his property rights up there any more than in Mexico. He may not always be exact in telling the farmer the whole truth and pointing out that wild land tax does not effect him if he goes in for actual farming, but nevertheless he prevents this man from moving. Our agents have reported this kind of thing to us for years and the propagandists on the other side of the line were partly instrumental in arresting movement from United States to Canada. Many Americans are already comparing us to Mexico as far as insecurity of property is concerned.

The practical thing to be done,—If the government would say to every land owner that resides in Canada and United States,—“We will adopt this policy, if you will put a bona-fide settler on your land selling it to him at your current price and after three or four years you have demonstrated his ability as a successful settler and he has paid 25 per cent. of the price of the land, we will then cash out your Land Contract and write another contract with this settler, giving him twenty years in which to pay for the balance of the purchase price?” then the government would be doing very effective work in my judgment, a thing that would be an inducement to the owner of the land to get a settler on his property by offering to make it a cash sale as soon as he has shown the value of the settler; not only so, but the owner of the land or colonization concern could take the money so realized and could reinvest it to a large extent in bringing up more people to settle on the rest of their land and the government itself would have the very best possible security against loss and the interest of the original owner of the land would cause him to be careful in picking settlers

that he brought up, *but no price fixing, expropriation or confiscatory taxation.*

Government Assistance

Another thing that the government might do would be to give a free pass to every agent bringing up say three prospective customers or land seekers to western Canada. This used to be the custom in the old days and was very effective indeed in getting the land agents, who used to be a big factor in this matter, to devote himself to the work. We have found in our experience that agents will give their time, but in many cases have not much money or are not willing to spend much in taking a chance on prospective purchasers. As you have to compete in the United States with Florida, Texas, Colorado, Montana and the Pacific coast you will have to offer inducements in the way of commissions, cheap railway fare, passes to agents, etc., if you are to get things pulling your way. Let the settlers bring in larger outfits duty free.

The government should bring large parties of newspaper men, bankers and others to look the country over now that the war is over and have them report back to people in the United States how Canada has stood up to the proposition. If they could bring a number of those who came up here ten or fifteen years ago and let them see the development that has taken place since their early articles were written it would be most excellent business.

A campaign should be put on with American investors and financial men calling their attention to the fact that Canada is their third largest customer and will continue to be a very large customer for American goods providing the American people buy Canadian securities, investing American money in industrials or the development of colonization. As you all know at the present time the balance of trade is very largely against Canada in dealing with United States, so much so that exchange rates have been around two per cent. and over against Canada and its dealings with that country. America cannot develop a large foreign trade under circumstances of that kind.

If the leaders of finance and of the government could be shown that the movement of people from their country is not all loss and might be in the end a matter of great gain to them then the word would be passed around and get to the small bankers throughout the country districts, (who after all is one of the largest things we have to fight) and a great obstacle would be overcome.

Federal Action

The Federal government might make a large grant to an immigration association for the purpose of enabling it to put on a heavy advertising campaign in regard to the merits of our western provinces with a view to creating a revival of interest in the United States in which those who are canvassing the same lands for settlers might be able to work to good advantage. Many other ideas might be suggested but time is too short to go into further particulars, suffice to say that in a work there are two plans before the governments *as we see them*, one is either to buy blocks of land at once to get rid of the private ownership altogether or in order to avoid the enormous outlay of money that would be involved co-operate with those who already have money in lands or in the settlement of same to the mutual advantage of the government, the business interests of the country and of the land owners. This latter plan we think is the only practical one.

If governments wouldn't interfere in an amateurish way with business by drawing up theories re better plans, but would consult and co-operate with those who might be supposed to know something it would be a God-send. Many lines of business are paralyzed by not knowing what the governments will do next. Legislators when they get together don't seem happy unless they pass dozens of new laws every session. We have too much government for our good. I might say that as far as land settlement and immigration is concerned the governments should co-operate with the owners to settle lands to best advantage, encourage or bonus if necessary, instead of fining them by heavy taxes.