

the shape of a low postal rate. Business men will appreciate the boon of being able to write to customers and agents at two-fifths of the rate which their foreign competitors have to pay. Again, a penny rate would set the masses corresponding, and this state of things would in turn stimulate the Colonial taste for British goods. To that Colonial trade, in my judgment, we must ultimately look for the subsistence of our home-working population, for every foreign market is being closed against us in turn by hostile tariffs. The State cannot do much to help our merchants, but it can give them this advantage of Imperial Penny Postage, and it ought not to hesitate for an hour. Let me illustrate the competition I speak of. Ten years ago, when I came to England, there was no Messageries Maritimes service to Australia. Last year I came home from Sydney in one of the splendid vessels which the great French company runs to the Island-Continent. That ship was of 6,000 tons burden; she is as swift as any British boat, yet not swifter than some of her sister ships. She was stuffed from stem to stern with merchandise, and it even overflowed her hold on to the deck. She must have carried goods to the value of 250,000*l.* to Marseilles.

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