

the Board of Trade was not done at such meetings as that, or at Board meetings. It was a business institution, and the work of the Board was carried on at the Bureaus. In this connection he proceeded to advise members to join the Bureau connected with their own business, and if they were not satisfied, to "raise Cain" and then they would find that their efforts were duly appreciated.

3. There was a sense in which the Board was a miniature Parliament, but the Board knew no party and had no politics.

4. He commended the kindly consideration received in the past at the Vancouver City Hall and at Victoria; and Board members should remember that the fact that these authorities looked to them for advice laid great responsibility upon the board members.

5. One thing above all others the Vancouver Board of Trade stood for and that was a united British Columbia. In this connection he mentioned the size of the Province as approximately 700 miles long by 400 broad and representing about 395,000 square miles, with a sparse population as yet.

6. Following a reference to the danger there was of mere geographical barriers leading to psychological barriers as well, he said "it was the work of all the Boards of Trade in this country to act as mental telephones and mental railways in order that they might all get together in a mental way as they got together in a social way. During the past eighteen months representatives of the Vancouver Board had visited the whole of this province, and on the morrow a party was leaving for the Peace River district, the last section of the west to be visited this season.

7. There was no doubt that they had succeeded in spreading the gospel of community spirit, and that spirit they hoped to foster further during the coming winter by a conference of all the Boards of Trade in B. C., when it would be the business of the Vancouver Board not only to extend a welcome to the others, but to reciprocate their hospitality and show their

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members that it was not an empty boast that the Vancouver Board of Trade really stood for a united British Columbia.

#### 82 New Members Admitted.

As a fitting supplement to the speech of Mr. Phil. Malkin, the names of 82 gentlemen were submitted by Secretary W. E. Payne, and they were regularly passed as new members of the board.

#### Speeches by the Guests of Honour.

In calling upon Sir Henry Drayton to address the meeting, President Wilson referred to him as a young man on a new job who needed all the support that could be given him from Canada, and at the same time assured the Minister of Finance that he would get that from the Vancouver Board of Trade.

None of the three speakers seemed to have prepared a special address for the occasion, but they were perhaps none the less interesting on that account. Their speeches partook more of a friendly informal talk, and all were of that too-often-rare but ever-to-be-commended type—not-too-long. No one man spoke as if he had the evening to himself and none failed to strike responsive chords in the minds or hearts of the audience.

As independent "Community Service" is the keynote of this magazine's life, and the occasion was a unique one in the history of B. C., we may quote such portions of each of the speeches as space permits us to select from the verbatim notes taken by our own representative.

#### Personal Impressions.

Earnest without oratorical brilliancy, Sir Henry Drayton readily won the goodwill of the company by his unaffected style of address. An opening sentence suggested the latter: "Well, gentlemen, you have got a great job ahead of you, and you are going to do it!"

Then after some explanation of the situation, with due