

the Government and my Department intend to work in that direction, and if it is possible we shall bring it about.

I believe it is better for a man to expend twice the amount of money and put on a good thing rather than spend half the amount and put on an indifferent or poor thing. That holds equally well, perhaps more so, in steamship communication than in any other more ordinary branch of business development. So that so far as the Government and my Department are concerned we intend if possible to have the best available communication between those Islands and this country.

We pay now inordinate sums for telegraph and cable communication between Canada and the West Indies, we intend if possible to get cheaper and better cable and telegraph communication between the two countries. And these two restrictions being removed as far as possible, or mitigated, there seems to be a possibility that with our preferential arrangement we shall find there a field for the business men of this country, and it is for you to look ahead and find out what will be required from you and what you will have to conquer.

Let me give you a few figures. Take the West Indian countries that are included in the agreement. They have a trade of \$61,000,000—not an insignificant trade, their exports being \$30,000,000 and their imports \$31,000,000. Out of that \$61,000,000 today Canada is a partner in \$10,000,000 worth and the United States in \$16,500,000 worth. We and the United States are competitors in those exports to the West Indies, largely on the same lines of products. Take the parts of the West Indies not included in that arrangement. They have a total trade of \$39,000,000 in which Canada participates to the extent of \$2,700,000 and the United States \$19,600,000.

To put it in another way. In this total trade Canada altogether has a share of about \$4,000,000 and the United States about \$19,500,000 as to exports sent to the West Indies from the United States and Canada. There is a field of large limits, and it is the peculiar privilege of the Dominion of Canada under the advantages we shall have to enter into and possess itself of the majority of