

belonging in the problem of a channel to tidewater. They refused to assign a place or value, in the freight movement, to the enormous amount of western products required and consumed by Atlantic ports from Halifax to Savannah and in comparison to which the export trade is small indeed. They professed to believe that breaking bulk at Buffalo, Tonawanda, Oswego and Ogdensburgh was good enough for the west so long as it did not so completely devour the western product before reaching New York that there was nothing left to pay tolls, charges and commissions.

They did not care to admit that if there were a channel 100 miles in width from the Atlantic to the great lakes it could not possibly open to foreign competition the coasting trade of either country, which covers, perhaps, 95% of all our inland commerce.

DEEP-WATER CAMPAIGN IDIOSYNCRACIES—To successfully deal with the several elements of opposition to the present undertaking, without the power of the state, was difficult and delicate. They must all be broken down without doing violence or giving offense. To again and again project the great enterprise before the people as a naked proposition had little effect. The scheme was too large—the public mind had not grown to it.

The first progress, therefore, it seemed, was coming more from the attacks made upon the project than from the aggressions of its projectors. It thus was necessary to so draw the fire of the enemy that it would prove self-destructive; to invite attack in ways planned to bring us out of the contest enlarged and strengthened rather than defeated. This idea came from the Mohawk valley, where a diplomatic Dutchman constructed his stone wall four feet wide and three feet high, because he said, "If der wint blows him over, she was higher as before."

The foundation of our campaign, for the reasons stated, had to be laid on broad grounds and with high claims to patriotism.

It was found that the tinge of barbarism—the idea of preying upon neighbors—had not wholly disappeared from our civilization. McRae said that "a rale Scoachmon was a mon who kupt the Sabbath day and uvvery thing else he could lay his hands on." Our campaign developed that certain communities and localities verged upon this description, being quite as eager to injure or cripple competitors as to help themselves. Because the cry for cheaper transport came chiefly from the west, they jumped to the false conclusion that resulting benefits would accrue only to the west.

CHANGING AND ENLARGING FORMS OF COMPETITION—Therefore, little progress could be made unless all writings and arguments ignored localities and were so conceived as to embrace views of the entire world of commerce; for only the blind, it was believed, could not see, or be made to see, that a burdensome era of lower prices was upon all sections alike. Competition was