

was sorry to say that in many instances they saw products of foreign countries and of their neighbors to the South that they felt that their own Province of British Columbia should be supplying.

#### THE OBJECT OF THE DELEGATION

The question was frequently asked, What was the object of the delegation's visit to Great Britain? His reply to that was always that they felt that if by coming over to visit them they could help to establish a closer relationship and disseminate a more accurate knowledge of what they had to offer on the one hand and what British Columbia had to sell on the other, the trade relationship between the Mother Country and Canada, and more particularly with the Province of British Columbia, could be built up by a greater interchange of products; and that that would strengthen the tie which binds the Empire together and keep it the greatest Empire the world has ever known. At the same time they tried to show them that, unless some commercial relationship, upon clearly defined lines of Empire unity, were evolved, trade agreements might be entered into with other countries which would not be in the best interests of the chain of British citizenship which bound the overseas Dominions and linked them up with the Home-land. On every occasion remarks of that character were received in the warmest manner by those they visited and his hearers might well ask now, To what extent was the object of their mission fulfilled?

#### TRUTHFUL PUBLICITY

If anyone doubted the value of what their mission had done, it would be well for him just to look for a moment at the publicity they got for Canada and British Columbia. They were very careful that no sentence was uttered and no statement given but what was plain, truthful facts. They were careful to avoid anything which might appear to be too optimistic, and no statements were given but what could be vouched for through the Government Blue Books.

Their first public appearance was at a luncheon given to them by the British Empire Exhibition Association at Wembley Hill. They had the most cordial welcome extended to them by Lieut. Col. Sir A. Henry McMahon. The purpose of their mission and of that Exhibition had one and the same great end in view, that of creating a greater trade relationship within the Empire. They had at that luncheon, in addition to many other public men, the representatives of Australia, South Africa, and New Zealand who, no doubt, published through their official capacity, the object of our visit to Great Britain; so that they could see it reached even farther than to those at home.

#### A PERSONALLY-PAID TOUR

That being their first appearance, he made it quite clear what was the object of their mission, and how the expenses were being defrayed, because he had heard rumors that our delegation was travelling at the expense of the Government, at the expense of the Board of Trade, and in other ways by which money was made a secondary consideration. But when it appeared in the press that the members of their delegation were defraying their own expenses, and that it was from patriotic interest that they were making the trip, and that they had come from the most Westerly portion of Canada to try and assist in the work of keeping the Empire closer together, it made a different impression, and enhanced the importance attached to the delegation.

When he mentioned that, in the time between May 23rd and their final session in London, he had to make in all 49 speeches dealing with British Columbia—not to speak of what some of their other delegates would tell them they had to do—they could readily see that they had had a strenuous time. They had been told, and he did not know whether it was correct or not, that at an expenditure of £40,000 sterling, it would not have been possible to have secured the publicity

for Canada which they obtained. They did not narrow it down to the City of Vancouver nor yet to the Province of British Columbia, but spoke of Canada as a whole, and as a unit and as a very important factor in the future of the British Empire.

#### INFORMATION OF DOMINIONS GREATLY NEEDED

He would always remember a very able speech which was delivered in Edinburgh (at a banquet given to them by the Lord Provost, Bailies and Councillors) by J. N. Ellis, K.C., one of their delegates (not having yet returned) in which he so clearly defined Canada as a unit under Confederation, and referred to the part it was playing in the British Empire to-day. They might think that to have gone into history, as Mr. Ellis did on that occasion, was unnecessary, but if they had been with their delegation and found even where they least expected it, how little was known of the geographical, climatic and even national part of our Dominion of Canada, not to speak of British Columbia in particular, they would have realized the necessity for a speech such as Mr. Ellis delivered.

They felt that their visit to Great Britain is going to get results, in fact they knew it had done so, because on two or three occasions it was put up to them most notably in Sheffield, that it was now the intention of the Chambers of Commerce in Great Britain to get together as they (of Vancouver) had done and visit Canada, and particularly British Columbia. It remained for them and their Board of Trade to extend invitations to these various Chambers of Commerce, and when they were here, to show them that what the delegates had told them were facts. That he assured them they would have no difficulty in doing as they had made no statements but such as were absolutely founded on facts.

#### CORRECTING MISCONCEPTIONS RE "GRAND TRUNK," ETC.

They had been able to clear the atmosphere regarding many matters which arose not only in those public functions, banquets and luncheons, but more particularly in what was termed business conferences and in meetings with members of those Chambers of Commerce, etc. Most notable was the feeling which prevailed over the Grand Trunk and Grand Trunk Pacific being taken over by their Government. The misconceptions which were abroad and wrong statements which were made to shareholders were appalling, but he knew of no case in which; after the true position was explained, they were not successful in making clear that no injustice had been done to them by Canada.

#### INTERCHANGE WITHIN THE EMPIRE ADVOCATED

Then there was a wonderful lack of knowledge of commercial needs regarding our tariff conditions. Tariff arguments were quite frequent. General information as to climatic conditions and natural resources was neither clear nor adequate, and he could not help but think a much wider and fairer knowledge was that day in the minds of the members of British Chambers of Commerce as to what British Columbia had to offer, both to investors and to those citizens who wished to change their residence from the Mother Country to one of the Overseas Dominions. They had stressed the point that they did not look on people from Great Britain as being immigrants. Their good friend, Mr. Nichol Thompson, to whom he wanted to pay special tribute for the wonderful work he had done on this delegation, was responsible for the suggestion of putting before the British people that Canadians did not consider their brothers and sisters in Great Britain as being immigrants any more than they would be considered such if they changed from Glasgow to London or from London to Edinburgh. They would still be within the Empire.—"one Flag, one King, and one Country," and wherever such ideas were mentioned they were met with much applause.

#### CANADIAN OPPORTUNITIES FOR MEN AND MONEY

Great Britain had much to offer, and it was for them (in B. C.) to see that they got their proportion from the Mother-