

by making any reasonable concessions to her, just as in your individual business life you would feel it necessary to remain on good terms with another business man who bought from you twenty times as much as he sold to you. Such a customer would at some time or other wake up to the fact that he was a much better customer of yours than you were of his, and would come to you and ask for better treatment, and because of your business interests being at stake you would make any reasonable concessions necessary to hold his trade. That is somewhat the way in which the new Canadian-Australian treaty came into being. But of course we are receiving concessions as well as giving them.

Take first the concessions which we are making. We are putting Australian dried currants and raisins on the free list, but we are also raising the duties on dried currants and raisins imported from countries outside the Empire. Now the value of the raisins imported from Australia in the last fiscal year was \$4,869, while the value of the raisins imported from the United States was \$2,900,000. Similarly the value of the dried currants imported from Australia was \$26,000 as compared with \$55,000 imported from the United States and \$462,000 from Greece. Thus the net effect of the

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