

time to time on grain shipments in large quantities for quick delivery at the seaboard, while there are no corresponding specials made for flour, also that the railways have not given the same attention to the improvement of facilities for the quick and economical handling of flour that they have for the handling of wheat. It is to the interest of the railways as well as to the interest of the country that the increase of the production of flour in this country should be encouraged, as it means increased employment to labor in the manufacture of the flour itself, in the manufacture of barrels and sacks, and in the use of the by-products from the flour, which would help to stimulate dairying and stock-feeding. There would seem to be opportunity for great expansion in the production of both flour and oatmeal by grinding in transit at convenient centres, if up-to-date appliances for the handling were adopted.

The preferential tariff has warmed the heart of the British consumer to Canada as nothing else could have done. "*Made in Canada*" is a trade mark that he has no prejudice against, and so long as "*made in Canada*" stands for quality, Canadian produce will displace that of foreign countries at the British breakfast and dinner table in an ever increasing degree.

The first essential to national success is self-reliance. The resources of Canada are capable of illimitable development, but for that development the people should depend on their own energies.

It was my privilege during the past year to make an extended trip to the West, and I was more than gratified at what I saw. No thoughtful person could pass through this great country, and study the conditions by which we are surrounded, without being impressed with the vastness of our resources and the possibility of their future development.

With over half the wheat area of the continent, with mineral resources perhaps greater than those of any other country, with a ranching country unexcelled, with areas of pulp wood sufficient for centuries of paper-making, industry intelligently applied is all that is necessary to give wealth and make this a great nation.

TRANSPORTATION

A word upon the great question of transportation seems unavoidable. Cheap rates for both freight and passengers are of the utmost importance to the rapid development of this country.

During the past summer a rate war occurred, and while, perhaps, in some respects, not altogether satisfactory to the railways concerned, it was undoubtedly a real benefit to the country, and if the results were properly analyzed, I am not at all sure but that it would be found that the railways were not sufferers to any material extent in consequence of the low rates which prevailed, as owing to the increased traffic, any deficiency in net earnings must have been very largely overcome, and the permanent advantage which must accrue to the benefit of the railways in consequence of trade expansion and increased development of the country, can hardly be estimated.

These are days of revolution in business methods in more than one line. How to accomplish the greatest amount of work with a minimum cost is the question which men in all branches of trade are earnestly seeking to solve, and the solution always means success. Many examples might be cited in this connection, but that of the Street Railway in the change of its system from horse to electricity sufficiently illustrates the point.