

# BALLISTITE

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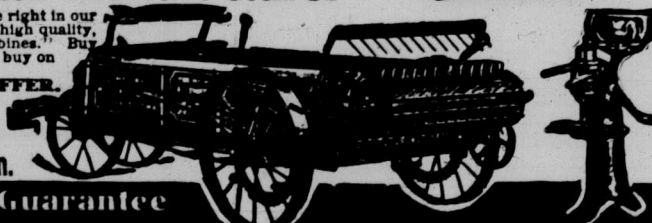
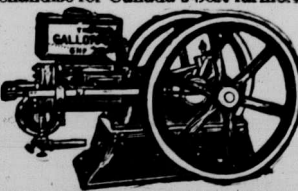
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very materially when you go to Ottawa, or when your representatives go to Ottawa, to make tariff representations, by having very clearly in mind the effect that those amendments you propose are going to have on the man out West who is subjected to quite sufficient handicaps in transportation and other ways already.

You will also, I am sure, bear in mind the experience of the United States. A great revulsion has taken place there. Talking among your members they tell me the end is not yet. Beware lest a similar experience overtake you as manufacturers. I don't doubt you have extremists in your ranks who would build the tariff as high as Haman's gallows. On the other hand, I know from talking with a number of your members that they are very reasonable men, they might almost be farmers. If you, during your time of power, for at the present time the East has the power in that connection, prove unreasonable or allow the West to think you are unreasonable in connection with tariff matters, remember this, that there is a strong Free Trade sentiment growing in the West and being carefully fomented there. Every newcomer comes into contact with it, and in nine cases out of every ten is imbued with it. Remember that the population of Canada in the future is going to be there. Remember that it will not be long until the voting power is there. It would be well for Canadian manufacturers to bear in mind the future in connection with any representations they may wish to make on the tariff at present or the experience of the United States may be duplicated in Canada.

In the experience of practically every protected country there has been a tendency on the part of the protected to desire more protection and the tendency to lean on the protection that they have instead of paying due regard to the reduction of costs and so forth in connection with manufacture. I am not making the claim that you are subject to those disabilities now, but if any dry rot creeps into this association that will be the particular form of it. In that case, owing to the fact that the population is going West and that there is room there for lots of people and that every action you take on tariff matters is studied with care, often misconstrued and misrepresented in the West, I will admit, a prejudice will be built up against you that may work, I won't say a revolution, I might say a tariff revolution, some day. That can be overcome by a reasonableness on your part to begin with and a reasonableness on ours to end with. I am trying to talk to you as reasonable men. You can't have two men arguing 2,000 miles apart and get them to compromise; they have to mix. Remember that we have our side, out West, of this question. You may have thought I would have horns and a tail and would be a red-headed agitator. I hope I have convinced you I am not that kind. I can assure you the number of that kind in the West is remarkably small. It is true if any such individual does make a statement, it does get into the papers. Anything out of the ordinary seems to appeal to our friends in these days, and yet while we do have extremists the majority of our men are reasonable and I sincerely hope you will get to know us. You manufacturers are in a better position to get to know us than we are to get to know you as farmers. What I have told you this afternoon will show you the farmer has got to stick with his nose pretty close to the grindstone in these days. They are not all alike. There are prosperous farmers and communities. You on your part look to the West as one of your greatest markets and in connection with that it should be necessary for you as manufacturers to come out West and get acquainted with the people who are your customers. If you get acquainted with them I am satisfied that a better feeling will result and there will not be the slightest danger of a disunited Canada.

If you have a pencil and pocket book with you when going around the machinery, in which the little parts and sizes of bolts and nuts required may be noted down, it is probable that at least one trip to town in the busy time will be saved.