

built for themselves a sound reputation for being absolutely dependable. They use good judgment, and whilst they will take risks, they are not gamblers with the money entrusted to them. But when they find good propositions they are not sparing with their cash, and their backing is so tenacious and so substantial that the rest of the world will rush to support the thing which is good enough for their O.K.

"The Alberta proposition stands in that category. To me it is staggering in its immensity and I am afraid I shall have to give myself a little time to regain my mental equilibrium before I set down to tell the story of Alberta to my own people, lest they suspect that my enthusiasm has caused me to trifle with the truth.

"In spite of the financial stress which has been mentioned in your press in the report of the speech of our own chancellor of the exchequer; in spite of the labor troubles which Great Britain, in common with other countries, is now experiencing, the old country will emerge and prove itself fine enough to deserve and hold the respect of the Empire and of the world.

"The men who comprise what we call the English-speaking people are possessed of that kind of common-sense which will always prevent them from making absolute idiots of themselves. They may argue among themselves—English-speaking people love an argument—but when things begin to look black they have a habit of pulling all together to set everything right again.

"One of our great English business men, Lord Leverhulme, told me a few days before I left London that the development of the resources of Canada depended almost entirely upon men. But they must be the right kind and have their due encouragement. A commercial pioneer is entitled to some security of tenure during his lifetime on what he has created. In war, the bravest men—the men who do things without being told to do them—are rewarded with the V. C., and acclaimed by all their fellows. The brave pioneer in business—the man who has the initiative to do things without being told—is rewarded by wealth, but many of his fellows in society look upon him as a parasite. Perhaps we are a little more considerate in the old country. In England a man who has been very successful in business is knighted; in North America he is indicted.

"In my journey through this great country I have found that Canada produces many things which Great Britain can buy; Great Britain produces many things which Canada wants. Let us do much more business together. Business is the most easily understood and most straightforward method of intercourse which civilization has discovered. It is a real concrete expression of patriotism. Although this reference is directed to Canada it applies equally strongly to the United States. During the great war, which happily for all the world is now at an end, Canada showed what she could do. It will stand on record that up to that date the influx of Canadian soldiers was the greatest armed invasion of Great Britain in all her history. If we can apply that same enthusiasm and determination in our trade relations, the result, measured in terms of mutual prosperity, is not in doubt."

Growth of Manufactures in West

A remarkable story of the industrial development of the west in general, and Alberta in particular, was told by J. E. Walsh, general manager of the Canadian Manufacturers' Association.

"Some idea of the development of manufacturing in western Canada," said Mr. Walsh, "is given in the table which has been compiled on this subject. This table goes as far as 1917, and does not show the increases of the last two years, which have been considerable. The figures for the three prairie provinces—Manitoba Saskatchewan and Alberta, are:—

Year.	No. of Establishments.	Capital.
1900	429	\$ 9,229,561
1905	554	37,036,193
1910	902	84,479,837
1915	1,881	154,874,530
1917	4,082	197,475,107

"These figures show what a remarkable increase took place in the last two years accounted for. For the period between 1900 and 1917, the figures for the whole of Canada are: In 1900, number of establishments, 14,650, and capital \$446,916,437. In 1917 there were, established 34,380 and capital \$2,772,517,680.

"One hundred and sixty eastern manufacturers have their offices or distribution depots in the west," said Mr. Walsh. He went on to speak of the great jump which had taken place in the manufactured exports between the years 1917 to 1918. In 1917 the manufactured products exported amounted to \$477,000,000, and in 1918 had increased to \$636,602,000. The total exports in 1917 were \$1,151,375,768 and in 1918, \$1,586,169,798. The manufacturers' capital, which the Canadian Manufacturers' Association represents, amounted in 1911 to \$1,247,103,609, and in 1916 to \$1,994,103,272. In speaking of the tariff and the recent changes in it, Mr. Walsh said that the attitude of the Manufacturers' Association on this matter was summarized in the resolution which had been passed at a recent convention, which draws attention to the fact that there is a constant agitation for a change in the tariff and the desirability of having a settled policy and advocates that the government bring into being a permanent staff board whose duties would be to advise them on all matters concerning the tariff. Mr. Walsh said that there was reason to believe that the government may follow out the suggestion.

"The history of the Canadian Manufacturers' Association since its first inauguration has been one of progress," said Mr. Walsh. "It was founded in 1872, and in 1899 it was launched as a national organization. In 1902, it was incorporated by act of parliament, and 1905, the membership was 1,602. In 1910 the membership was 2,450; in 1915, 3,098; and in 1918, 3,550. In the period from 1900 to 1917 the following increases have taken place in the industry which the association represents:—

Establishments	135 per cent.
Capital	520 per cent.
Number of employees on salary	140 per cent.
Salaries paid	305 per cent.
Number of employees on wages	100 per cent.
Wages paid	410 per cent.
Value of product	526 per cent.

Importance of Agriculture

Agricultural development is the basis of all industry was the theory propounded by R. C. Haskins, vice-president of the International Harvester Co., Chicago, in his address. No industrial congress can afford to ignore the oldest and most vital of human pursuits, he said. The immediate prosperity of Alberta lies, not in the industrial development, but in its agricultural development. Mr. Haskins bore upon this point emphatically, but took occasion also to express the belief that in time, Alberta, as its natural resources became developed, would have its industries, and no doubt, would be the equal of any province or state in industrial development. Even in the United States, with its industrial development, agriculture remains the chief pursuit.

If the agricultural development in Alberta is left to the individual, added Mr. Haskins, it will be slow and uncertain. Associations such as this must be behind the development of agriculture. It was within the power of like associations to make this development sure and rapid. Mr. Haskins then turned to the problem of settling the returned soldiers upon the land. He said Canada had made much more progress in this regard than the United States and urged those interested not to forget that it was not enough to drop a soldier down on the land with tools. He must be taught farming and farming methods thoroughly.

A message was read from J. Ogden Armour, who was unable to be present in person. He referred to the manner in which the war had brought the United States and Canada closer together, and also pointed out how intimately the industrial difficulties of the present time were connected with food production. Western Canada, he said, is excellently placed to take advantage of present demands. While his company, Armour and Company, packers, did not operate in western Canada, yet they had a plant at Hamilton, Ontario, with two branches in the east, and plants had just