

trade. How important, then, that our youth should be taught something of the industries, products, means of transportation, business methods and commercial demands of foreign countries. The report of the sub-committee appointed by the Board of Trade to formulate a plan for Commercial Education is the most complete that has yet been compiled on this continent and has been asked for by consuls of foreign countries for transmission abroad. An eminent authority in New York expressed his pleasure to me at the completeness of provision for every department of commerce contained in it.

The creation of a Commercial Museum, after the style of the wonderful institution of this class in Philadelphia, would prove of incalculable value in educating our people to the possibility of foreign commerce and the necessity for closely studying the particularities of probable customers. To illustrate, let me state a conversation I had at the recent Trade Congress with a delegate from Trinidad. Asked if there was a large consumption of Canadian flour in his island, he replied it did not seem to give the satisfaction that American flour did. I expressed surprise and pressed for the reason of our flour not being in favor. He replied, "You don't put the right kind of a hoop on your barrels."

We boast of our great country, and justly so, but let us not forget that mere bulk is no advantage. Greatness consists not in breadth, unless reduced to manageable proportions, but in the skill and resource with which the varied interests of our country are directed. Industrial conditions only constitute the setting in which the life of our people is placed. Social and industrial progress cannot be separated. Good times and happiness can only find a permanent abiding place with our people when our industries of every sort and our commerce are directed by the highest skill, and this can only be reached through the best technical and commercial training.

The development of our resources, if rightly directed, will outrun the dreams of the wildest enthusiast. Let us see to it that any new ideas advanced are given due weight, remembering that methods useful in the past in their entirety may be only so to a limited extent now.

New occasions teach new duties,
 Time makes ancient good uncouth;
 They must upward still and onward
 Who would keep abreast of truth;
 Lo, before us gleam her camp fires,
 We ourselves must leaders be,
 Nor attempt the future's portal
 With the past's blood-rusted key.

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