

6. Under the old method, with an annual expenditure of about \$1,000,000, and with our eyes closed to the vast leakage that was being developed through certain railway extensions, we apparently took the position that those people that came within our borders - many to pass out again, and of which no account was taken - were costing us little or nothing. Possibly because of that or through indifference, we never attempted to do the intelligent thing, namely to determine as far as practicable the value to Canada of newcomers, especially those established on land. It certainly seems as if it is time to introduce commercial ideas into the country's colonization efforts. It would indeed be an extraordinary venture where those engaged in the same, failed to pay close attention to the profit and loss statement. Heavy expenditures in every effort are not only legitimate but very desirable so long as the balance is on the right side of the ledger when the enterprise has had an opportunity to prove itself.

7. As stated above, Canada is leading away from the old method, in that it is now recognized that colonization needs financing, but the country's effort is still marked by the same failure to coordinate every agency actually engaged or interested in some phases of the work; the same apparent lack of confidence in Canada.

It is becoming the talk "on the street" that Canada's overhead will swamp the country unless land settlement work is immediately taken hold of in a big way.