

first place, I made it my business to see as far as I could the nature and extent of the British market for Canadian products. There is no doubt our position is an easy one if we understand it properly. There the market is, it awaits us; the question is, how are we to secure it? I spent part of a day in the Liverpool and a day in the Manchester market to see what produce was exposed for sale there. I chose these cities because I understand that within fifty miles of Manchester there are 7,000,000 people. I compared the produce shown with what we can produce, and asked myself the question, "Are we able if we apply ourselves to supply these goods that the British consumer must have?" Fancy to ourselves what 7,000,000 must purchase. In looking over the field I was satisfied that of nine-tenths of the produce exposed for sale in Liverpool and Manchester we were able, if we went about it in the right way, to supply the British consumer with articles just as good as, or perhaps better, than those purchased from day to day there. (Applause.)

A VERY SMALL SHARE.

Let it be not forgotten that of \$800,000,000 worth of food supplies which the British consumer buys Canada sells only about 10 per cent.—less than 10 per cent. Where does the other 90 per cent. come from? There are wheat from Russia, fruit from France, butter from Denmark—produce from all parts of the world pours into that market. Why don't we send more to that market? For two reasons. Firstly, John Bull is somewhat conservative. He opened an account with Russia for wheat fifty years ago and has been carrying on transactions with Russia ever since. He has an account with the United States for wheat, and he is not going to buy Canadian products unless he finds that the products will be submitted to him in a business-like way. Every business man must send out his travellers. It is our business to send our travellers in a national sense to Great Britain and convince the men who have accounts with Germany, Russia, the United States and France that if they open an account with us we can supply goods as good and on terms as satisfactory, while at the same time we establish friendly relations between the great colony and the Empire.

THE OPPORTUNITY FAVORABLE.

I believe that Great Britain is now more favorably disposed to buy from Canada than ever she was, and I believe that if proper steps are taken, never was there a more favorable opportunity of getting into the British market than to-day. We have proved that we can supply things adequate to the taste of the British consumers; we do supply them with a great deal at present. We have proved that our bacon is equal to the best they can obtain anywhere; we have proved to them that our butter is equal to the best they get, the Danish