

ental Railway, which Sir Wilfrid declared was a corollary of our status as a nation, is not a national undertaking.

You cannot, in making a national bargain, ignore the intention of the other party to the deal, especially if he happens to be ten times as big as you are. Our friends talk as though the agreement were like a lady's purchases of a week's groceries and a few ribbons and pins across the counter. They airily assume it has nothing more to do with our national destiny than those purchases will decide the eternal welfare of the lady's family.

The transaction is of another sort altogether. It is of this kind. Two men compete in the same line of trade on the same street. One does ten times as much business as the other, and for many years has refused to make friendly arrangements with him. The smaller man has developed a few special lines of his own, and has mapped out a course for himself, for which he has incurred large capital obligations. The big man after years of loudly-proclaimed indifference to his neighbor, proposes that the two conduct their business according to an agreement, which, while it will have little effect upon his own method of carrying on his commerce, will vitally change the special plan which the smaller man has been working out for years.

What is the first question the smaller man asks? It is not about the details of the agreement, but as to why the other fellow seeks to make it. The nicer the big fellow is, the more anxiously will the little fellow ask that question. It will be the governing factor in the case for him. Sometime ago I met an old ranchman friend of mine in Montreal, who gave me a little of his philosophy of business. He said:

"Sometimes when I have an awful trouble to make a deal with a man about a bunch of cattle, and finally, after chewing the rag nearly all day, I agree to sell to him, if he gives me a slap on the back, and says, 'George, come and have a drink,' I say to myself, 'George, you are beat,' and if he asks me to have a second drink almost before I get the first one down, I say, 'and look out that you ain't beat to death.'"

The reciprocity agreement was negotiated in Washington. President Taft and his friends expected it to be so delightful to the Canadian people that it would pass through Parliament like lubricated lightning, and the President and his friends began to describe its effects. They reckoned without their Borden, and went on talking, after the danger lights were hung on the boundary wall.

In considering the meaning of President Taft's speeches, we must remember that it is the head of a foreign state who speaks, and that we must judge his remarks as though they were coming from William the Kaiser instead of from William the President. We must be just as careful about sacrificing our