

others can be done by Canadians, and that man for man they are equal in ability, in intelligence, in energy and in honor to any class of men in any part of the world. He must be a man who, as Bishop Fraser puts it, is not wholly out of gear with his time, but is in sympathy with it, for without this, as he rightly observes, he cannot influence.

Man's first word, says Julius Hare, is "yes," his second "no," his third and last "yes," and while the bulk of men stop short at the first, very few attain to the third.

The cause, the chief cause of failure in every department of life, is that too many say "yes," and say it thoughtlessly, not stopping to estimate all that is implied in the word, and, as a consequence, never producing satisfactory results.

Too many with greater light say "no," but lack the determination to rise to the necessities of the occasion for which their more thoughtful consideration would have fitted them.

Too few are there who, having passed through the crucial period, and having reached the final stage, say "yes" with a full consciousness of all which that word implies to themselves and others.

But when you find such a man you find a man to whom nothing is impossible, you find a man who has not unthinkingly undertaken responsibilities, and who is not to be deterred by difficulties; who finds his reward rather in the performance of his duty than in either the favor or the applause of his fellow-men.

Under the administration of such a man we may expect to see marvellous results in the export trade of our country, and with such a man results will be seen speedily.

I hope to see new markets opened for the food supply with which Providence has so richly endowed us. I hope to see new markets, not only for the produce of our farms, but for the products of our mines, our forests and our fisheries.

I hope to see new markets opened for our manufactures, now largely shut up to the market of the Dominion, and that instead of pressing upon each other, as in some departments of trade they are now doing, working occasionally on short time and without any advantage to shareholders, that they will be able to work on full time, give full employment to their hands,

and paying dividends to their shareholders. Surely this is not too much to expect. Surely this cannot be regarded as an extravagant forecast.

Sixteen years ago our trade with the West Indies was within a few dollars of \$4,000,000; to-day it is not more than \$2,601,468. I claim that instead of being less it ought to have been more; but this fact is at least assuring, that that which has been the condition of things once may and can be reached again. Vastly more difficult is it, as any one conversant with business knows, to regain ground which has been lost than to open up new trade; but this is one of the aspects of the case which has to be faced, and it ought to be bravely done, with a fixed determination not only to reach in the markets the position we occupied before, but to go beyond it. I venture to offer a suggestion to the hon. leader of the Government in this Chamber, and it is this: whatever subsidy is given to steamers let it be to those only of first-class, to vessels of not less than 2,000 tons, and of speed not less than from thirteen to fifteen knots. There are numbers of second and third-class steamers employed in that trade to-day, and if Canada is to make its influence felt and to have its position acknowledged it must be by a line which will be a credit to the country, and which will command its travel as well as its freight.

Another matter, and a most important one—one indeed, which, if neglected, will go far to neutralize the effect of even improved steam communication—is a cheapened cable system. A moment's reflection will show how all business messages must be circumscribed with rates varying from \$2.75 to \$4 per word. This may need negotiations with other powers, but unless cable messages are brought within reasonable limits, say of not more than from 40 cents to 60 cents a word, a most important link in the chain will be incomplete.

I have already stated that Governments may open the way to new markets, may remove obstacles, may subsidize steamers, but cannot compel its people to avail themselves of these advantages. In the case of our people there is little fear. Let the Government set about its work earnestly, let it prosecute it diligently, let it watch over it faithfully. Our people will do the rest.