

what Germany was and what Germany did. One hundred years ago Germany consisted of a bundle of independent states. In 1915 the Germans brought about amongst several of their states what was known as a zollverein, that is a customs union between those states. Prussia or Brandenburg was the centre of that union. Step by step and year by year they have brought various other sections of the country under the dominion of that union, until before the war Germany had reached a point where almost every German-speaking state was part and parcel of that customs or commercial union. In 1848 they fought against tremendous obstacles. The German states with one end in view, under the leadership of Prussia, had been consistently endeavouring to reach a dominating position in the affairs of Europe, but in 1848 they were defeated and on that occasion the German fleet had to be put up to auction, as it will have to be after this war. Later on came Bismarck, who laid down this principle: that it was not by speeches, it was not by talk, and it was not by resolutions and public meetings, that they were going to build up Germany; Germany could only be made a great country and unified by a policy of "blood and iron." He proceeded to carry out that policy of "blood and iron" and coupled with it always was, of course, the commercial propaganda. He attacked and defeated Austria in 1866 and after that he turned to France and defeated France. In both cases there were commercial impositions upon both of these unfortunate countries. The Treaty of Frankfurt was an imposition on France, and the French are very glad to be rid of it to-day. However, the growth of the country was carried on apace. They changed their method of diplomacy. Instead of sending men to various countries to be diplomatists and carry on the old school of diplomacy, they sent their shrewdest business men, with the result that the business of Germany grew by leaps and bounds. Their trade extended all over South America. They supplanted the English in South America, in India, and other colonies, and in other countries, and they did so under the ægis of the British flag. They carried on this commercial warfare by every means in their power, and all the influence and power of the state was placed behind the German merchant in getting that foreign business. The English merchant could get from his bank only short time notes, but

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the German merchant was placed in a position to give six months' or a year's time to his customers, with the result that he was able to get all the business among the small traders in all countries. The German Government bank would discount long term notes and enable German exporting firms to carry on their business on this credit system. The German consuls were really commercial travellers, and did everything in their power to secure information about the ability of merchants to pay, and information as to their financial condition was always at the disposal of the commercial agents of Germany. Germany hopes to renew that commercial war of "peaceful penetration" as soon as this war is over, and to carry it on more fiercely than ever. Germany will strive to drive the Allies from the face of the globe, so far as their commerce is concerned, so as to get gold to redeem her paper currency. It is necessary for us to take time by the forelock, and do something to prevent that. It has been suggested in England and amongst some of the nations included in the alliance that, since we are now virtually selling our bonds on the joint credit of the Allies, some method must be devised to have commercial treaties between the Allies so that they can all work together to one end. A favourite method suggested is a form of commercial treaty. There is no question that we must do everything in our power to carry on our commercial warfare after the war on identically the same lines as the Germans. Of all the colonies that have gone into this war Canada is the only one that will not receive any territorial acquisitions. We have nothing to gain from the war as far as territory or wealth is concerned. The only thing we can possibly get out of the war is trade. I do not say that a war should be waged for the purposes of trade, but we all know that even although the eagle soars very high, still he has to come down to the hedges to get a living. It is the same with the country. While our ideas may be very great and our loyalty tremendous, at the same time those who are left at home, the remnant who will be here after the war is over, should see to it that this country, after it has been bled white by the war, does not have to carry, as Turkey did, a burden of debt for years without some means of securing some compensation and method of redemption by means of our foreign trade.

Bear in mind that the British Empire has