

Speakers Outline Benefits Derived By Amalgamating

Delegates from all Parts of Western Manitoba and Eastern Saskatchewan Here for Purpose of Forming Association — Addresses Delivered this Afternoon by Prominent Speakers.

From Wednesday's Daily

Representing the boards of trade from all the leading points in eastern Saskatchewan and western Manitoba, about fifty delegates assembled in the city hall this afternoon, the main object of the gathering being to form an association which will take in every city, town and village in this section of the West.

The delegates were also in assembling this morning, consequently the number to participate in the scheduled afternoon session was not so large as expected. G. H. Malcolm, M.P.P., Birtle, was elected chairman at this afternoon's session.

A hearty welcome was extended to the visitors by Mayor Fleming who offered them the freedom of the city.

Mr. A. E. McKenzie, president of the local board of trade, briefly outlined the objects of amalgamating the boards of trade and Mr. Malcolm gave an address on the importance of agriculture and expressed his sympathy with the main objects of the Grain Growers' movement.

Mr. Clarence King, Mr. T. J. Lawlor of Killarney, and Mr. G. A. Grieson were appointed to strike standing committees and to report on representation. Mr. L. Crawford and Mr. G. H. Malcolm both gave addresses on the resources of western Manitoba and eastern Saskatchewan and the possibilities of greater development.

The leading address of the afternoon session was given by Mr. J. S. Willmott on the benefits of organization. Mr. Willmott said in part:

Object of Convention.

The object of this convention is to organize an association covering the western parts of the province of Manitoba, and the eastern parts of Saskatchewan, for the purpose of dealing with questions of common interest to the different communities situated in the territory. It is felt that by co-operation, by concentrated action through a single channel, more can be achieved than by effort dissipated over sixty or more individual and comparatively small organizations.

The matter was brought to the attention of the Brandon Board of Trade through being approached by the boards and municipalities in the surrounding territory, with requests for assistance in working out problems deemed by them to be of mutual interest. Also, similar organizations have been formed in other like districts in the west, the underlying idea being that the centers would grow with the growth and development of the territory surrounding.

When the Brandon Board decided to take the matter up, one of the first difficulties to present itself was the fact that in many considerable towns no board of trade existed. In many others, organizations existed, but they were comparatively inactive. An accredited representative of the Brandon Board was sent out, and at almost every point visited, his representations met with a hearty response. New boards were organized and old boards were revived and received good accessions of membership. The final outcome has been the convention we are now holding.

Local Advantages.

One of the first effects of this organization will be the new life in stilled into the various boards in the district over. Latent energy will be aroused and directed to the solution of the problems of the community. Every community has difficulties to face peculiar to itself. It goes with out saying they can be met better by organization and method than by the efforts of individuals, however capable. It is astonishing what can be accomplished in grappling with problems when every one lends a hand, and all pull together. The necessary organization through which to work is supplied by the Board of Trade.

Local boards should not be discouraged because their plans seem slow of accomplishment. It is easier to lay plans than to carry them out, but that is no excuse for giving up. No matter what the hindrances, the motto should be "Keep on trying." Do not give up. If one point of attack fails, try another. People have their own business to attend to and will usually give it the preference. They are often indifferent to matters of public interest. Never mind, keep on "trying." Agitate. Do not be discouraged because of difficulties. The more there are, fight the harder. Persist in these methods for a season, and then look back. Compare period with period, and you will find much more that is encouraging, that shows definite advancement, than you at first dreamed was possible. That is a certainty, even if you have not com-

pletely filled out your programme, or accomplished all that could be desired.

Should Not Be Inactive.

On the other hand, boards should not be inactive because there seems nothing in particular they can do. Ignore remarks of that kind. Immediately you set to work, you will be surprised at the opportunities presenting themselves. One thing leads to another, and the trouble will be to discriminate among all the important matters pressing for attention. The more done, the more there is to do. You never get to the end. That is the universal experience.

No community can afford to stand aside and do nothing. It will certainly fall behind in the race. Natural advantages count, but public spirit counts for more. Loyalty to your town and district, a willingness to work and give of your time, a spirit of optimism, the effort to inspire enthusiasm in others—are what tell. There must be community pride, unified interest, faith in the future. No town ever prospers without the majority of its citizens doing faithfully the part that falls to them to help forward the common good. You may have advantages—cheap labor, railway facilities, power, etc., but if you lack the other qualities, the town a few miles away, with less in its "favor," but possessing keen, enterprising, self-sacrificing citizens, will leave you far in the rear. That is a plain fact. It is history, as the life of numerous places in Ontario and Quebec, and in many of the states to the south, testifies.

Handicapped Without Board.

It is a fact worth noting, and not well known, that industries looking for locations, do not as a rule go for information to the mayor or town council. The Board of Trade officials are almost always sought out and consulted. There are reasons for this which always hold good. You are handicapped right at the start in endeavoring to interest the representative of a prospective industry, if you have no active board.

Do not be disheartened because you cannot work up enthusiasm to the point it has reached in some of the larger cities. Most right thinking people believe this has been overcome. Enthusiasm, in itself an excellent thing, becomes dangerous if carried to excess. Boom follows and with it a house growth, growth that is never permanent. Instead of reaching after the spectacular, be satisfied with steady development through natural channels. Keep on working with hope and perseverance, taking advantage of all that comes your way, but leave the "biggest" and the "finest" and the "most marvelous" to others. Content yourselves with steady, permanent progress. Progress that brings no reaction in its train, and that in the long run is beyond comparison the best.

Keep in Touch With Farmers.

It is well for boards to keep in touch with the farmers of their vicinity, to work for their advancement. Take a real interest in all that concerns them. Help to overcome their difficulties and above all make every possible effort to bring about changes for the better in their ideas and methods of working. Education as to better roads, fighting noxious weeds, farming, etc., should go on continually. Much could be done in some directions by co-operation with surrounding municipalities. The subject is one of much importance and should be kept constantly in view. The farmer is the chief, almost sole supporter of the community. As he prospers, so does the town. They are interdependent and what helps one helps the other.

Very Rich Territory.

The territory covered by our association is large and is enormously rich. It is certain that population will come in and become more and more dense. Facilities will increase. Business will be done on a larger scale, and in the general development towns will grow. Recognized centers will spring up. Where are they going to be? That is the important question. What towns are going to lead in wealth and influence? The question will be answered by the towns themselves. Each has to a large extent its future in its own hands. What it does with its opportunities as time goes on will decide the matter. Great things hinge on what the people of your vicinity do, or do not do, during the next eight to ten years. Support of an association, such as the one about to be formed, is one of these opportunities.

Tendency to Criticize.

There is often a tendency to criticize over much those placed in office. It is a mistake. These office holders

are, speaking generally, giving at some sacrifice their time and energy to the public good. As a rule they do the best they can, and are deserving of commendation. They should be encouraged, not opposed. Wrong motives should not be imputed. Carping criticism disheartens and weakens a man's efforts. Build up. Do not pull down. Assume that all are working to the same end, and determine to do so as harmoniously as possible.

The definite and lasting harm resulting from the absence of some such organization as a Board of Trade should not be overlooked. In numbers of cases here and there throughout this and that and the other that could have been accomplished, or have been done differently, or have been prevented, had effort at the time been made. There was no one to take the initiative. No one responsible. Things went by default. A Board of Trade would have filled the need by furnishing machinery to take the necessary action. Many communities throughout the country are daily laboring under great disadvantages, most of which were at one time preventable. The lesson is obvious.

Funds Important Question.

Funds are important in the operations of a Board of Trade, and are also important in such a movement as this. Nothing comes in this life until value has been laid down for it. Position, success, progress either to the individual or the community, have to be paid for in one way or another. The advantages accruing through the operation of a Board of Trade are no exception. They are great and have to be paid for accordingly. Funds must be raised and expended. It is inevitable that certain legitimate and necessary expenses be incurred and they should be cheerfully met. It is incumbent on each community to be reasonably liberal and assume responsibility in proportion to its numbers. The investment will pay many times over.

A great deal more could be said on the purely local advantages to be gained by a live Board of Trade. The subject is almost inexhaustible, but perhaps enough has been said to indicate, in some degree, what they are, and what should be aimed at.

General Advantages.

Questions affecting the territory covered by this association, and with which it will have to deal, are numerous and of the utmost importance. Labor distribution, immigration and improvement in its quality, better farming methods, equalization of freight rates, better postal facilities, train service, car distribution, grading of grain, markets, hydro-electric power, etc., etc. These subjects are large and should be fully discussed. I have only time for a brief reference to a few of them. It can readily be seen how any locality making its wants known to the general secretary of the association, could have them to a great extent, supplied at once. A Winnipeg agent, engaged to act as our representative, in touch with immigrants passing through and in correspondence with the central office, would be an efficient medium. When harvest excursions are coming out, a special agent could be stationed in Winnipeg, and probably one farther east. They would be working into each other's hands and in touch with the general secretary, who would have on file the requirements from each locality in the district. This annual wave of labor could by such simple means be distributed over the whole district, according to the wants of each neighborhood.

Immigration.

The subject of immigration is vitally important. There are many different tangible reasons why every individual in the Province should desire to see growth in population. We cannot afford to stand still. Our improved lands here are not selling as they should in proportion to the wild lands farther west. These western lands have been selling in parts of Saskatchewan at as high as \$32 per acre wholesale. In lesser quantities they have sold up to \$35 and \$40 per acre. This notwithstanding the fact that freight rates both ways are against them as compared with Manitoba, and will be for all time. Wild lands, mark you, no settlement, no churches, schools or elevators, no markets, no buildings, breaking, fencing or wells. Years of pioneering to go through with all its risks and difficulties and hardships. And yet this land brings as good a figure as the average of the highly improved land in the territory represented by the people here today, sells far more readily. I know a fine district within a mile of an elevator and not far from a splendid market town. It has a good substantial house, and barn that cost \$6,500, and is well fenced. It is offered at \$30 per acre and no buyer (at least not up to a few days ago.) Burn that barn, move the house off, pull down the fences, fill up the well, seed the land to grass. Then life the farm up. Transport it 500 miles and set it down in the wilds of Saskatchewan where every bushel of grain grown on it will bring the owner 8 to 10 cents less than he gets where it is now situated, and what have you done by that operation? You have increased the value of that land \$8



John E. Osborne

of Wyoming, doctor and sheep rancher, who has been appointed assistant to Wm. J. Bryan in the State Department at Washington. In his younger days he was clerk at a soda fountain.

to \$10 per acre. The position is utterly absurd. It is wrong. It is contrary to the nature of things. Every farmer in this territory should be conservatively worth \$15 to \$25 per acre more than he is, and every business and professional man should be correspondingly better off. The state of things is frequently commented on by people on the outside. An Edmonton business man, writing me a few weeks ago, stated: "You have as good land down your way as we have up here, but I understand you are unable to sell much of it, and your prices are below ours. This is due altogether to the fact that you are not getting advertising, and not getting new people in." Immigration is the remedy, and the only remedy. It is remarkable with what unanimity all communities throughout our district have expressed themselves in this regard in the meetings recently held.

Strong Influences.

No one contends that the whole tide of immigration could be turned in our direction. There are many strong influences against it—the three railways, large land companies, Dominion immigration department, Government free lands, the extraordinary and praiseworthy efforts of the people of the western Provinces themselves, etc., etc. There is no dispute on that point. But very emphatically there is as to whether or not many immigrants from the rich parts of Illinois, Iowa and other states could not be induced to come here in very considerable numbers, if the effort were made to bring them. We have simply to let them know what we have. It goes without saying that a man accustomed to comfort, conveniences and congenial society, with a family brought up in pleasant surroundings, would prefer coming here, and at once stepping into a station, and conditions the equal in every way to what he had left, than go out on the bare prairie, build his lonely house, establish his family and commence at the beginning, with all that inevitably means. There can be no difference of opinion as to that. Further, he would come here at much less cost, he would often pay less for his land, would have no buildings to erect, no wells to dig, no fences to put up, no breaking to do, no waiting twelve months for the first crop—make him aware of all this and much else. Point out what freight rates mean to him. Would you not induce him to come? Of course you would. You could not fail, because what you have to offer would far exceed his. What we have and what the immigrant can get, has never been properly placed before him. He is very familiar with the expressions "Sun-ny Alberta" and the "Wheat fields of Saskatchewan" and we are pleased that he is. We also want him, however, to become familiar with "Improved Farms" such as we have in very large numbers in the territory covered by the association.

Strong representations in the matter should be made to the Governments at both Ottawa and Winnipeg. The immigration department at Ottawa practically ignores Manitoba, and has done so for years. The course things are taking proves it. It is most unfair. At Winnipeg the Government could be much more active than it is. If private companies can bring in land hunters and actual settlers by the hundred, could not the government also do so? We should have exploring parties of from two or three, up to six or seven getting off at our stations every week, or oftener. Do not say it is impossible, because it is not. I have seen it working out myself, and working in a remarkable way. Simply let the people in the parts of the states, where this immigration originates, know what we have and these parties of four or five each, appearing on the land, will put in an appearance by the dozen. We have something good to offer and people will come here to get it. A natural law working. That is all.

What have we done to initiate the thing? Did you ever hear of a Board of Trade going to either Winnipeg or Ottawa to represent the case? I do not think so. We have been asleep. The matter is of the highest importance and I believe this association can do much to bring about a radical change.

The subject of improvement in agricultural methods has already been referred to. It is the most important question affecting the west today. I am glad the matter will be handled at this convention by men who are thoroughly practical and thoroughly understand it. The question is so important that business men over most of the continent are taking it up. The Bankers' association of the United States is actively interested itself. Bankers here are having their attention directed to it. This "mining" the soil, as it is well called, must be stopped. Proper methods must be introduced and carried out. The production of wealth, the progress in comfort and general well being of the country, and its ultimate destiny, rests more largely on the agriculturalist than on any other class. I believe this association can do a great deal toward bringing about much needed changes for the better by keeping the matter constantly to the front, and by persevering advocacy and discussion, accomplish the necessary education on the subject.

The association carrying with it as it will, the power due to concerted action, could move with such weight and influence as would insure favorable consideration in the matter of freight rates. Much could be said on this important subject as could a great deal on all the others mentioned. They, and many besides, will from time to time be up for discussion and action. They can, without doubt, be handled in such a way as to bring about results by the association it is proposed to form. Individual boards acting on their own initiative could not hope to be as effective.

It is impossible for me to say what will depend on the action of this convention. Associations somewhat similar are at work at Edmonton and Saskatoon, under the names of the Central Alberta Development League and the Central Saskatchewan Consolidated Boards. They are differently organized, work along different lines, and have different objects in view. Edmonton's association conducts a vigorous advertising campaign. The one in Saskatchewan confines itself to the solution of questions affecting the general public interests. Both have been conducted with energy and discretion. They have succeeded in accomplishing a great deal and are looked upon as entirely successful.

Edmonton is organized on the plan of the Oregon Development League of Portland, Ore. They have a president, five vice presidents, a secretary and a large executive board. They have been spending \$12,000 per annum, the towns and cities of the league contributing proportionately to the total. The chief items of expense are: Pamphlets, photographs, maps, etc., secretary's salary, exhibit sent to Chicago and elsewhere, and general expenses thereon.

One set of general literature is issued. It is descriptive of the district generally, not of any locality. Each affiliated board prepares a neat, but inexpensive leaflet of from four to six pages, descriptive of its particular town and district, giving statistics, resources, openings and what they have to offer generally. The central office has a large mailing list. A good deal of advertising is otherwise done, and as enquiries are received they are sent on to each of the affiliated boards tabulated and replied to by the dispatch of the general literature. Once a week these enquiries are sent to each of the affiliated boards who send the inquirer their leaflet and as much other information as they deem desirable. Each enquirer, therefore, gets a good general description of the district, a separate answer from each affiliated board and makes his choice.

It will be seen how effective and reasonable in cost this method is as a publicity campaign. A. C. Fraser of Edmonton states what is true, that there is a minimum of cost at which a publicity campaign can be conducted and be effective. This cost is, approximately, \$10,000, and is beyond the means of a town or city with a less population than 20,000. He states that a community which spends \$1,000 to \$2,000 a year on an individual publicity campaign, might as well put their money down in the town well. If they gave \$200 to \$2,000 (according to population) to such an organization as described, they would get immensely better advertising at a comparatively small cost. I might say that the Oregon Development League referred to has done a noted work in the state of Oregon. It has brought a continental reputation to its author and manager. The development in the state has been extraordinary and the growth of some of the cities phenomenal. Portland itself increased from a city of 92,000 to 225,000 within six years after the league got down to work, and it is still growing steadily.

The Central Saskatchewan Consolidated boards has a different object in view, namely: "To secure unity of action, to speak with one voice on all matters of wide general

IMPORTANT AMENDMENTS TO TARIFF BILL AROUSES OPPOSITION IN SENATE

Clause Dealing with Importation of Certain Classes of Goods Declared by Many Senators to be Most Draconic Protection Measure Any Manufacturer Ever Asked For.

Washington, June 25.—Two far-United States court of appeals concerning amendments to the administration of customs cases, reaching provisions of the tariff bill involving more than \$100 with the aroused opposition in the Democratic customs court also aroused attention, senate caucus today. One was that Some Democrats thought the proposed prohibiting importation of any goods at an entering wedge toward eliminating immediate products of agriculture of the customs court, culture, forests and fisheries, wholly Senator Ramsdell resumed debate or in part manufactured by children, against free sugar when the caucus under fourteen years of age. That commenced while Senator James was provision was declared by many ready to support the schedule. Dis-senators to be the most drastic pro-cussion of both the wool and sugar tective measure any manufacturer schedules is likely to end at 4 p.m. could ask for, greater as a protection when a vote is to be taken. With against foreign competition than those questions settled administration leaders expect the bill to be re-high tariff rates. The amendment to grant to the ported by the senate early next week.

moment to the entire district represented, such as affect commercial, trading and industrial interests and the general well being." Matters of purely local interest are not eligible for consideration.

Quarterly meetings of the Consolidated Boards are held. All boards have equal voting powers. They have a president, vice president and an executive of nine.

The territory is divided into four districts, not including Saskatoon. Each district elects two representatives to the executive. Saskatoon elects one.

Owing to the nature of the work carried on, the annual cost of the consolidation is comparatively light.

The idea expressed so far in the formation of the association here has been a shading off from both these propositions. Your discussion will undoubtedly evolve something workable and suitable to the wants of our territory, and of substantial and lasting benefit to the communities concerned.

The association, when formed, should be the means of bringing about a better understanding between the different towns and localities in the district. Deputations from one section could from time to time visit others. Personal acquaintance would be extended, and as the districts became better known to each other, a sympathetic interest in one another's welfare would grow. This will be a distinct gain in that it will help to sustain interest and tend to preserve unity of action.

There is a tendency to feel that because of its position and numerous advantages, our big neighbor to the east will capture everything worth having. This feeling tends to weaken effort and is unfortunate because a mistake. Our experience will not differ from that of other sections of country similarly situated. Toronto and Hamilton are far from monopolizing everything in Ontario. Montreal does not do so in Quebec. A hundred thriving populous, busy centers could be named within the territory closely associated to Chicago. The time is about at hand when manufacturing and other institutions will come to the west in numbers. It is up to us to be on the alert and aggressive and secure what should naturally come to us. We must make the most of the opportunities as they present themselves. We cannot afford to do otherwise. This association will be one of the best possible instruments for working out our destiny in this regard.

The general secretary of the association will occupy a responsible position and will, of necessity, have to be capable and experienced. He will keep in constant touch with all the boards forming the association, and will to a considerable extent, in the smaller towns, supply the place of the experienced secretary employed by larger centers. Large and small problems of every description affecting the interests of the different communities will be submitted to him. His office will be a sort of clearing house for difficulties of all kinds affecting localities the whole district over. He will belong to one board as much as to another, and his services will be available to each as necessity arises. He will make periodic trips to the different points covered by the association. Will do what he can to keep up interest and activity by personal contact, delivering addresses, etc. He will advise, suggest, see that work is done to real advantage. He will be able to do this simply because it is his business to do so.

An example: Aplase is looking for an industry. He would direct effort along the line for which the locality is especially adapted. There might be good brick clay, or coal, or an opening for a pulp mill. The work done, the advertising should be among those interested in these particular lines. Other places would have liked it much had the Dow Milling Company decided to locate with them. The company went to Neepawa. The Laurentia Milk Company investigated Brandon and other points before go-

ing to Neepawa. What led to the two institutions selecting that point? Simply that the district was especially adapted to the requirements of each. If you confine your campaign to a few lines to which your locality lends itself you are working to good purpose.

While the association must be continually active, watchful for opportunities to benefit every part under its jurisdiction, very much alive and neglecting nothing, it is well to say that care should be exercised as to the character of matters taken up, so that everything that savors of the unreasonable be avoided. The association must keep before it continually the fact that there are two sides to every question, that railway companies have interests to conserve, just as have farmers and merchants. Mr. Shlanders of Saskatoon, a high authority on such matters, says that such is his principle, and that it influences all his efforts. He states that he has won for his association the reputation of being reliable and reasonable, and that when they take action the other side feels there is apt to be cause for it and that their statements receive attention and carry weight accordingly.

One thing more—This association is not organized to last for a few months or years only; it is intended to go on from year to year indefinitely. Questions often require long periods of sustained effort to work out. Do not be impatient of results. Do not expect too much all at once. Patience and perseverance will have to be exercised. Apparent failures must not be allowed to influence you. If you move forward in this spirit, acting intelligently and with due regard for the rights of others, the association will have a long and useful career.

TEN KILLED IN C.P. WRECK NEAR OTTAWA

Three Coaches Wrecked on Track and Four Others Rolled Down Embankment into River.

Dead Were All Immigrants

From Wednesday's Daily Ottawa, Ont., June 25.—Shortly before two o'clock this afternoon the C. P. R. western express was derailed at a point near McKellar townsite east of Britannia. Three coaches were precipitated down the bank into the river. Ten dead have been found, while many others are injured. There was a large number of immigrants on board the train, and the dead are confined to that class of passengers.

An urgent call for medical assistance, while the residents in the immediate vicinity of the wreck made every effort to succor the wounded. The accident is claimed to have been caused by either a defective axle or by a land slide. All the bodies recovered have been taken from the coach. The names of the dead and injured have not yet been ascertained.

One of the dead has been identified as P. L. Mulvaney, aged about 35 years. He had a ticket from Montreal to Winnipeg; John Moody, of Glasgow, Scotland, has also been identified as among the dead. Conductor Daniel Cameron sustained a broken arm.

Nearly a score were injured, many of whom will probably die. The bodies of four men, three women and a child were taken from the wreck up to 3 o'clock. The death list may reach 15. All the dead were immigrants.

Lawyers Urge Reform Measures.

Cape May, N.J., June 24.—The Pennsylvania Bar Association met here today in annual convention, to urge many reform measures. Changes facilitating the transaction of court business and child labor laws are to be recommended to the next session of the state legislature.