

It would be folly for us to close our eyes to the increasing keenness of competition, or offer excuses for being unable to compete with the products of some other countries, aided by high tariffs to cover the difference between our economic conditions and the countries with whom we compete. If that competition is to be successfully met it can only be by giving our youth the same scientific and technical education as is furnished to those who are our competitors. Let us instance Germany as a notable example whose industrial expansion is distinctly traceable to the technical education of its population. The distinguishing feature of this education is its *specialization*, with the attendant thoroughness which accrues to those who patiently strive for the accomplishment of a definite aim. With this object steadily before him the student is fitted for his life's task with the best possible mental and manual instruction that can be given him. Specialization lies at the base of the German Industrial System, and recruits for the industrial army are being trained in their schools, and are sure to attain to a higher degree of technical skill, that will secure a greater productive efficiency, and thus as time goes on she will grow stronger and more formidable.

My first visit to Germany was made shortly after the Federation of the Empire, when commercially she was weak, almost unknown as a factor in the commerce of the world. I have seen her cities grow with a rapidity that rivals the growth of our western cities. I have seen her manufacturing centres expand and her export trade increase till she has measured swords with Britain for the markets of Asia, Africa, South America, Australia and the islands of the sea. Annually has she grown more prosperous in doing what her competitors have styled "trade at ruinous prices," and this success is directly traceable to the splendid system of technical education. The growth of her exports is steady and continuous, and daily she grows more powerful. Do we realize what this means for the future of our Empire? Are we to fall behind in the race for the world's commerce, and that flag beloved of all of British blood to take second place in commerce? My Anglo-Saxon pride scouts the very possibility of such a contingency. Should we not earnestly study her methods and adopt any features of her system that will make us more effective in production?

For a long time the theory that Germany owed her expansion to cheap labor was generally accepted, but the report of the Commission of the British Iron Trade Association in 1895 did much to dispel that. This Commission included representative manufacturers of iron and steel in Great Britain, and the delegates from the various classes of metal workers on their return from their visit of inspection reported that German success was due to superiority in skill and technical training. The superintendents, the foreman, and even the heads of the gangs of laborers, were men who had been prepared for their special tasks in scientific schools.