

goods, and so it will be with us. Frankly, gentlemen, we cannot afford to add one unnecessary cost to the matter of the making or selling or handling of goods. In this new country with our high standard of living, the competition is going to be keen enough under any circumstances with those countries with the lower standard of living, with better facilities established, and with lower cost of labor, and if we are to succeed in the world's markets, there is only one way we can succeed, and that is by making and getting to the people as good stuff for less money, or better stuff for the same money.

For my own part I feel that this subject is of so much importance that the Board of Trade of Vancouver could do nothing better for this Province, and, perhaps, for the Empire, than to institute a thorough investigation of all the great docks and harbors of the world, all the most efficient port developments of the world, and make the main facts known to the masses of the people in this city and this Province, because the future prosperity of this country is to be determined by the character of the dock and harbor development we undertake and support. I am well aware that this is, to the most of you, an astonishing statement, but I should not have made it to you were I not positive in the grounds upon which I have founded my opinions. Successful manufacturing establishments will be the skeleton and frame-work of the body of our financial prosperity, and successful industry depends in the future upon this element—whether we shall be able to make and handle our goods of equal quality more cheaply than anybody else. If we cannot overcome our handicaps in this matter, we have no industrial