

3 GEORGE V., A. 1913

2nd. To supplement these exhibitions by a systematic work in proportion with the endeavours made towards the same. Now, referring only to the four last years, here follows the detailed budget of the Anvers agency:—

	General Budget.	Monthly Salaries paid by London.	Newspapers. Publicity.	Printing in Belgium.	Total in (\$) <sup>s</sup> dollars.
	£ s. d.	£ s. d.	£ s. d.	£ s. d.	
1908-09.....	502 10 4	33 3 4	76 5 4	.....	5,000
1909-10.....	629 8 1	37 13 4	73 2 6	.....	6,000
1910-11.....	608 17 9	37 13 4	75 10 7	.....	5,775
1911-12.....	600 0 0*	37 12 4	75 0 0	58 16 0	6,000

\*Approximately.

Add to that the cost of printed matter received from London, Ottawa, Brussels (balance from the exhibition), and also from Paris, viz., 38,800 copies in 1908-1909, 8,600 copies in 1909-1910 and 18,575 copies in 1910-1911.

With these modest resources the agent:—

- (a) Delivers personally fifteen to twenty lectures during each winter.
- (b) Causes the teachers to deliver about the same number to their pupils, and with the aid of information and material furnished by himself, these are generally repeated in the evening before classes of adults. Let me say by the way that the Belgian Congo is, except Canada, the only colony to which the teachers give a particular attention.
- (c) Publishes monthly in French and Flemish four thousand in each language of a small newspaper, four pages 12-inch x 16, entitled 'Canada West.'
- (d) Forward literature, including the *Canada West*, by mail to eight or nine thousand teachers, to steamship agents, &c.
- (e) Answer by letter or verbally to every demand of information.
- (f) Insert plain notices in 62 Belgian (Welsh and Flemish) and 28 Dutch newspapers.

This work, though praiseworthy, does not after all differ much from that done in the first years of our agency, established in 1898. It is always the same routine, conscientiously followed, on certain points, there is even a step backward, for there was a time when our agent used to deliver an average of two or three lectures per week.

The present agent is intelligent, conscientious and well thought of, his knowledge of four languages, viz., French, English, Flemish, and Dutch, give him a special competency, and he shows a splendid activity in spite of his advanced age (he is, I believe, over 65 years), but his means of action are too restricted. Let us add that not one Anglo-Canadian Steamship Company causes lectures to be delivered, although they have agents in that country, and one of these, the Canadian Pacific Railway Company, has a direct line to Antwerp, and it is not to be wondered if he does not obtain better results.

These results are even surprising if we take notice that one-fourth, if not one-third, of the above modest budget is applied to Holland, which depends also on Antwerp agency, and from whence 931 emigrants came to Canada in 1910-1911 against 25 in 1900-1901, and 35 in 1901-1902.

The share for Belgium does not exceed \$4,500, I inquired from Mr. de Coeli if any article of the laws of Belgium would prohibit the sending of farmer delegates to