

will personify as the National trader, and here is another personification of the Imperial trader. Watch certain operations. We have grown to deify trade and commerce in abstract and concrete, and we set up these deities in the market place. Shall I startle you if I make the statement that trade and commerce never have and never will create one single atom of wealth? They are simply the middlemen who interchange products and grow rich on the tolls they take therefrom. That is not to say they are not necessary and do not fit absolutely well into the economy of things. But what I want to call attention to is that trade and commerce are not the main things. Production is the main thing. Now for my illustration. Your British trader takes his British ship, he goes to the Argentine Republic, he buys a load of wheat, he takes that wheat to Germany, sells it and buys from Germany a load of manufactured goods, and takes that load back to the Argentine. He has had two good trades, and made his money. He does not care about the country of origin and production: he is in for interchange, and his position is perfectly logical. Now take the Dominion of Canada as a National trader. She takes a cargo of her wheat, and sends it down to the United States, sells it there, buys a return cargo of fruit, brings it up into the North-West, and sells it there. Canada has thus the advantage and profit of one production, the United States has the other. But Canada does another thing. She takes a cargo of wheat and hutter from the Middle North-West over to British Columbia, sells it there, buys in British Columbia fruit and lumber, brings it back and sells it to the men of the Middle North-West. Do you see the difference? There, Canada has the advantage of two productions. It means that the British Columbia fruit and lumber industry is vastly impelled and helped, and that the grain and hutter producing industries of the middle parts of the North-West are also helped in the same transaction. Canada, if she could, would like to conduct all her interchanges between parts of her own territory. But climate, soil, and geographical position make that impossible. But the Empire, within its vast bounds, can raise nearly every product the Empire needs. She has every soil and climate, every kind of production: and, to the largest extent, Empire trade, if rightly organised, can find its own double production for nineteen-twentieths of all it will use. It is production and development that bring into relief the wonderful possibilities of Empire trade, as I believe coming years will see it. Can we not raise the foods the Empire needs within the bounds of the Empire? Last year £68,000,000 were paid to foreign countries for cotton imported into this country. Think what that means. It means that £68,000,000 go into foreign countries, developing a vast industry, building homes, providing labour, capital, wealth, and everything that is necessary to build up that country. If it were possible to raise this cotton within the bounds of the British Empire, how far would that £68,000,000 go towards fertilising and developing the waste places of this Empire? Last year £37,000,000 were paid for meat. Cannot the Empire furnish the means of supplying its own meat? Somewhere about £56,000,000 were paid for foods of the sorts our Empire produces, and £58,000,000 for wheat and its flour. If it is possible, and in so far as it is possible, to have these and other needed products raised in our own Empire, to supply our own needs, it would revolutionise settlement and development, and wealth-production, and consequent progress in civilisation and advancement.

EMPIRE ORGANISATION.

And now one last word to leave with you. It is simply this—Organisation. Organisation is what has made Canada what she has become. It is what is making Australia what she is becoming. Organisation—other things being equal—brings