

for the whole increase in these two years.

"I would make reciprocal treaties if I could and open every market I could without yielding the whole position. I would make a treaty with Britain on just the same basis as others. I do not believe in showing loyalty by giving industrial concessions unless you get something in return. I believe this country should first of all and all the time look after its own interest and for its own interests only. If you are conducting a manufacturing establishment in Windsor and competing with another man with a larger plant, although you are loyal to this city, and both contribute to its upkeep and civic expense, what would you think of the smaller competitor who said to his stronger competitor: 'To show our fidelity we will make concessions to you; you get the market and do not need to make any concessions to us, and then you pay all the taxes, yours as well as ours.'

"It is the same in the British Empire. We stand on our feet industrially and they on theirs, but on the common defense of the empire let us stand by them and, having achieved all the industrial strength we can, let us contribute our share toward the defense in which we are just as much interested as they." (Applause.)

UP TO THE PEOPLE

With reference to instability caused by uncertainty as to the tariff the leader said: "This thing will continue until the people rise in their might on a straight issue and declare what the tariff policy of this country is going to be. If Western Canada does not receive the same results from the tariff policy as other parts of this Dominion, or the Maritimes claim to labor under special disabilities, then this country, with its strength renewed by a stable policy, is ready to make adjustments to Western Canada or Eastern Canada, because out of a common strength we will be able to do all this. (Applause.) Make it easier for the Eastern Provinces to get to central markets and for the West to reach the great industrial markets to the East. The first essential is to declare in tones that no one can mistake what course we propose to take and, having declared it, pursue it as we did for almost 50 years. We have suffered before as we have suffered now. After the policy of '78 came in it took many years for this country to get on its feet. Confidence is not produced in a day, but by steadily pursuing the path upon which we entered, we got the results and got into a position of strength. Only when concessions have been made to agitation and dishonest promises have been made and unfeasible party commitments made have we been plunged into the condition in which we find ourselves to-day. The people of Canada will soon find a way out when given a chance, and I predict that when the next election is through and the result comes—as I believe even the Government, believing and trembling, knows it will come—that will be the last time, in any very vital sense, that the tariff policy of this country will need to be tested. (Applause.) In the United States they admit the protective principle; the battle is over, and when the next test in this country comes I believe the battle will be over, too. (Applause.) This is my appeal to the people of Windsor, but I cannot sit down without expressing my deep sense of gratitude to the club, whose guests we are to-night, for the splendid function which

to the auditing committee in tabulating the results.

One of the interesting sidelights on the travelers' parade which preceded the canvass was their appropriating the Spriners' band when the two parades met on Dundas street.

SATURDAY'S DRIVE.

On Saturday over 300 travelers set out to "gather up the fragments" which might otherwise have been lost, in the final stride for the \$125,000 objective of the fund.

Following a most successful banquet, the largest similar gathering that ever assembled in such a worthy cause—so large, in fact, that it was necessary to use two large dining-rooms to accommodate them—the travelers, headed by John Laughton and Sergt. MacDonald and his band of pipers and drummers, paraded north on Richmond street to Dundas, thence to Talbot and the market square, where they dispersed and left for their various districts.

ADDRESSES WORKERS

George M. Reid, president of the United Welfare Fund, thanked the travelers for the co-operation which had always helped to swell the fund when the need was so great in former campaigns and expressed the hope that they would again "bring home the bacon."

"We sometimes feel the great responsibility thrust upon us in a burden, but we are amply repaid by the knowledge that our efforts are responsible for bringing peace and joy to others less fortunate than ourselves.

"The Welfare is always grateful to the travelers for coming out over the week-end and giving two days' service gratis to put over the fund as it should be and assisting us to arrive at our objective.

"To-day's gathering exceeds anything that we have ever had and is a good indication that the idea of the welfare is being sold to the people more readily than it has ever been before. We appreciate your efforts and no matter what the results may be, we are satisfied that you will have done your best."

\$95,000 TO FRIDAY.

A. E. Silverwood told of the other canvassers during the past week, whose work had already netted over \$95,000 and pointed out that the travelers were always ready to respond in a case such as the Welfare Fund presented.

"We have never failed to get the splendid co-operation of the travelers," he stated, "and, although the general business depression has placed an extra burden on the parts of the canvassers, we feel that nothing will be overlooked by you men who take the field to-day and to-morrow. We hoped to reach the one hundred thousand mark yesterday, but because we did not, we are not going to be disheartened.

"London has a splendid community spirit when men of all walks of life and representatives of every religious denomination get together, shoulder to shoulder, to obtain the necessary results

and if the same spirit prevails in years to come, London can be assured of doing anything she sets out to do."

W. Whalon, an expert campaign director of Chicago, who was brought to the city specially in connection with the work of the campaign, stated that in his many years of similar experience, he had never witnessed such a wonderful turnout of new canvassers on the last two days of the week.

"You will find on going around the city," he stated, "that a large number of people are impressed by your generosity in giving your valuable time free for this good work, and are holding back their subscriptions waiting for you to gather them up."

He then expressed the hope that the travelers would be successful in securing the difference that remained to be secured in order that the objective would be reached.

A. E. Cowley, chairman of the O. C. T. A., gave a few instructions to new members of the association who had never been on any of the previous campaigns and told them not to overlook the small subscriptions of a couple of dollars, in their haste to secure the larger ones.