

Some people will insist on discussing this question as the academic one of free trade and protection. We cannot make any progress by discussing the question on those lines. If we want to discuss the academic question, I suppose most of us would believe that the doctrine of free trade is theoretically sound, that an all-wise Creator provided every part of this great universe with the capacity to produce something, and if the nations would produce these things and swap them for something that somebody else could make best, I have no doubt it would be a better and more prosperous world. But the nations will not do that. Nations, like individuals, become somewhat selfish. I am told that there is a game in which it is not enough that you should know the ordinary rules and theory of the game, but you have to find out how the other fellow plays it and adapt yourself to it. (Laughter.) I judge from the reception of the illustration that some of you understand it. (Laughter.) Whether this is true of that game, I am sure it is true in the game of tariffs. The wars of the future are more likely to be wars of commerce, notwithstanding the great contest that is going on to-day in the Orient. It is the tariff war that we have most to fear in the future. If other nations will not treat us fairly, then we are obliged in self-defence to adapt our policy to the circumstances. (Applause.)

### A CANADIAN POLICY.

That does not mean that we should go to extremes. There are some people, well-meaning people, who think that in dealing with our American neighbors we should let them fix our tariff: that is to say, that we should simply follow their example. I for one do not admit that we are prepared to take that attitude yet. **Mr. Chairman.** There, again, is the happy medium. High tariffs do not ensure prosperity. High tariffs have not prevented depression coming on the United States to-day. If we adopt the high tariff there is no more certainty of preventing a depression in Canada than there is by the tariff across the border. I do not think in these things we need to follow the example of our brothers across the line. I think we should map out a policy that will be truly Canadian, that will follow them in anything that is worth while, but a policy that will not follow them when they make mistakes. A moderate tariff is better for all interests than a very high tariff. I shall ask you to accept three reasons for my belief in that matter. Some of the audience may not agree with me.

### THREE REASONS.

First, the general interest of the consumer. The consumer is a factor, and we may as well bear him in mind occasionally. The general interests of the consumer will be satisfied with a moderate tariff, whereas if you make it too high he will kick. And