

information on which to come to a decision whether such a tax is practicable or not.

Mr. A. K. MACLEAN: I think the department purpose dealing with the last suggestion of my hon. friend, that is, as to assessable properties in Canada.

West India Cable, \$38,933.33.

Mr. COPP: Why are the odd cents added to this amount while the others are in round figures?

Mr. A. K. MACLEAN: This is Canada's share of the cost of cable communication with the West Indies, £8,000, by agreement with the Imperial Government, and it happens that our proportion contains the odd cents. This contract came into operation on the first of October, 1914, and lasts for a period of ten years.

Supervision lake and ocean freight rates, \$6,000.

Mr. CAHILL: What is this for?

Mr. A. K. MACLEAN: This appropriation has been in the Estimates for a long number of years, but as a matter of fact, it has never been used up to date. We have in the Maritime Provinces a person who supervises subsidized services, but no person has yet been appointed to perform this particular service.

Mr. McKENZIE: I suggest to the minister that it would be entirely irregular to pass this item in the absence of the hon. member for Lambton East (Mr. Armstrong) who has given so much time and such painstaking industry of this matter. He attends very regularly the sessions in this House, but he is not here at present.

Mr. A. K. MACLEAN: I shall make the apology.

Mr. McKENZIE: I suppose it is understood that he can discuss this whenever he wants to.

To provide for the development and extension of Canadian trade, \$150,000.

Mr. CAHILL: What is the explanation of this item?

Mr. A. K. MACLEAN: This is just the same amount as last year. The previous item of \$180,000 has reference merely to Trade Commissioners work. These expenditures refer generally to our exhibits at fairs throughout the world. For instance, at the Lyons fair this year we had a total expenditure of \$44,000. That fair took place in March and April, and Canada was very well represented; in fact, our exhibit is

[Mr. Sinclair.]

said to have been the most presentable and spectacular of any that was shown there. We had fifty stalls where Canadian products were exhibited, and, as a matter of fact, by virtue of this fair, several millions of dollars' worth of goods were sold in France, tentatively.

Mr. CAHILL: For money?

Mr. A. K. MACLEAN: Very little money, but the mere fact of exchange conditions has prevented the consummation of the tentative sales that were made.

Mr. MACKENZIE: What does the minister understand by "tentative" sale?

Mr. A. K. MACLEAN: A tentative sale means this, that somebody in France is willing to buy goods of a Canadian manufacturer exhibiting at Lyons within a given time if the former could make arrangements to pay for the goods. The prospective buyer might be very well off, but on account of exchange conditions as between France and the rest of the world he might have no means of paying. A man might be worth many millions of dollars in France and still be unable to pay for a small importation of goods from Canada.

Mr. CAHILL: There are dozens of such "tentative" bargains every day. Every boy that passes the store down here has the inclination to buy, but he is short of the money as a rule. Since we have to furnish the money to buy our own goods, I think we could very well do without this item altogether. The credit should surely be inducement enough, without spending more money to get this trade for which we are getting in return no money and no goods.

Mr. A. K. MACLEAN: If my hon. friend had his way he would make no effort whatever to develop Canadian trade.

Mr. CAHILL: I would let the Canadian people do that.

Mr. A. K. MACLEAN: The Canadian people are very largely inexperienced in foreign trade. The Canadian producer has been kept fairly busy supplying the domestic market in recent years, and our manufactured products are not generally known throughout the world. A nation must develop as an exporting country just as a child develops into a man, and anything that facilitates our exports and advertises abroad our capacity to produce and supply the needs of foreign countries is beneficial to Canadian trade and helps to establish us abroad. If we had no exhibitions and