

One last thought. Do not let us imagine that our external trade is the best indication of the progress and prosperity of this country. The first thing a young man has to do, that is if he is normally sensible is to find out what are his real powers, not his fancied powers—you have to reveal him to himself before you get him on the right track and harnessed for his best work—and the same thing is absolutely true of a country. You must reveal the country to itself before you will get it keyed up to the proper line of work and to the energy which is necessary to make that work successful. You do not get at the capacities of a country by confining yourself to statistics as to its foreign trade, you have to go deeper and stay nearer at home for that, and get the statistics of interprovincial production and interprovincial exchange to know what we are doing in this country and how great a thing we are doing.

But information just to satisfy curiosity does not amount to a hill of beans. Information in order to influence and stimulate action and give impulse to endeavor is the thing that counts, and to my mind if we today had a complete revelation of what we are doing on the lines of interprovincial production and interchange we should have a much higher idea of ourselves and our capabilities and be placed on the highroad to the best possible commercial and trade action in this country.

That is a difficult thing but I believe it can be accomplished and I shall not rest until in co-operation with you business men of this Board of Trade and the other centres of activity in this country we have evolved a system which will give us a very close approximation to the figures and volume and importance of our interprovincial trade interchange. What an illumination it would be to some of our provinces if they found out just exactly how far they came short of supplying their own natural necessities and needs when it would be quite possible for them within their own limits to have done that, and have saved just so much of their own money in the process of so doing.

It would open the eyes of this country, as it opened my eyes, to get a few hints and know just the amount of production in this Eastern portion of Canada which is finding its market today in our