

as right here at Milwaukee. Thanks to the foresight and perseverance shown by the authorities of your city, Milwaukee is in a unique position to reap the full benefits to be derived from the completion of the Seaway. Your port is generally conceded to be the best equipped of all Lake ports to handle Seaway traffic as the result of almost thirty years of preparation for the day the Seaway would be a reality.

Our ports along the Great Lakes and the St. Lawrence are preparing, too, to handle a greater volume of business, some of which will come from the United States. As far as Canada is concerned, we hope that the Seaway not only means a new era for us, but that it more than justifies the hopes of those in the United States who supported it. We know that in this project, as in so many others, what is truly in the interests of the United States is also good for Canada.

Large ocean-going ships will, of course, use the Seaway connecting inland United States and Canadian ports directly with ports in overseas countries. This in itself will be a great step forward in the history of both countries. I am inclined to think, however, that the really outstanding benefits of the Seaway will arise from large lake freighters being able to traverse the Seaway all the way from ports like Milwaukee, Chicago and Duluth and Forth William and Port Arthur at the one end to Montreal at the other, without having to trans-ship from larger to smaller freighters which can navigate the present channels. The benefits will come partly from this saving in transshipment costs and partly from the economies which are inherent in the use of large lake freighters, one of the most economical methods of transportation in the modern world. We can look forward, I believe, to substantial reductions in freight costs between lake ports and the Atlantic Ocean...

I have sought today to plant a few ideas that will help you to understand perhaps a little better what is happening in Canada and what Canadians think about their economic relations with you here in the United States. They are simple, not profound ideas. They may be summed up in a few words. If you operate a business in Canada, give Canadians an interest and a stake in its success. If you export to Canada, remember that Canadians can buy only if they have an equal opportunity to sell.

Most of all, I suggest that in your business dealings you do not take Canada for granted. Much better results are obtainable if Canadians are treated as people with as much pride in their country as you have in this great country of which you are citizens.