

possibly one or two other concerns operating throughout the province, who have no particular permanent location. You will therefore see that the implement representation has very materially grown.

Volume of Business.

I would like to be in a position to state to you definitely the volume of business that the implement interests represented in Manitoba and the Territories, but to obtain accurate information along this line would be obliged to ask the respective firms to give me the figures, which in my opinion would be impertinence on my part. But having made a calculation I think I am quite safe in stating that the amount for the past season is not far short of \$12,000,000. Prospects are much better. If you but stop for a moment and consider that we have in Manitoba over twenty-five million acres of arable land, upon which it is calculated that wheat can be grown and that last year the total acreage under crop was but a few acres over the even three millions, you can better judge of the possibilities of the future.

The expansion during the past two or three years has been very rapid, and we all look forward to an extended business in the coming season. When I remember some years ago when through failures of crops and other conditions, we did not care to boast of how much business we were doing, as a great many of us were carrying large amounts of unpaid machinery, and those of us in the business today who started twenty years ago, are here largely because of the assistance we received at the hands of our bankers, and the indomitable perseverance and energy which characterized our operations, and because of the fact that,

"When we struck a thorn or rose
We kept going";
When it hailed or when it snowed,
We kept going";
When we were out at sea,
We kept going";
When the fish weren't on our line
We baited our hooks, kept on tryin';
We kept going";

When the frost killed all our crops,
We kept going";
When all weren't on the top,
We kept going";
Sometimes, out of every dime—
telling broke wasn't any crime—
We to the world we were feedin' fine;
We kept going";

Surmounts Obstacles.

And, by so doing, we weathered the storm, surmounted the obstacles, and to-day rejoice in the possession of a trade that brings reward for our past efforts. Even to-day some of us are inclined to become dissatisfied and discontented in our calling, because of the obnoxious features that confront us in our line of business. But let me say to you that every line of trade is infested more or less with dishonest and disagreeable people. It has been so since the earliest time, and doubtless will be so for all time to come. The voice of the press and the ringing resolutions and decisive actions of trade organizations have done, and will continue to do much toward relieving the commercial world of its bad features, yet it is not

likely the time will ever come when the emancipation will be complete. From the producer of material, down to the consumer, there are men whose insane desire for riches has led them to deeds of fraud and deceit. You find them among the wholesalers and manufacturers.

The retail branch has money, but probably no greater proportion than others. The retailer who refuses to pay exchange, and sends his telegrams collect, is no more disagreeable and dishonest than the jobber who sells inferior goods at exorbitant prices. The manufacturer who makes the same price to the consumer that he does to the dealer is just as tricky as the consumer, who buys for cash and takes time.

Unfair Competitors.

The business man, however agreeable, honest, liberal minded and manly, will always be confronted by competitors and customers who are disagreeable, dishonest, selfish and puerile. This is one of the things that must be taken into consideration when one launches his business craft, and the man who is not possessed of the push, grit, nerve, energy, and incidentally the capital, to withstand the ravages of the stormy elements in the trade, should not embark therein. In any of you know of any line of business that is absolutely free from every disagreeable feature.

The trouble is we are all selfish and want things our own way, and are inclined to become nearsighted when asked to look at the other fellow's side of the case. It makes all the difference in the world whose ox is gored. Another great trouble is that these matters are magnified. The evils may be great, but when one calmly surveys the whole situation, does he find them as bad as they were painted? In specific cases they may often be so, and any effort looking toward relief is certainly commendable, but at the same time it should not be forgotten that the great commercial world is rushing madly on, and he who goes to combat any evil that has existed for all time, may have his labor for his effort and lose his place in the procession as well.

Good Precepts.

Be honest and have but one price. Discriminate in favor of no man. Regard every man's money as good as his brother's.

Treat your debtors and creditors with courtesy and you will win a patronage that will minimize the evils and disagreeable features, and I trust result profitably.

In conclusion, give us men who possess honor that emboldens, justice that ensures the right.

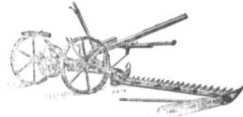
Reasonableness that meliows and makes plain.

Courage that proclaims verity.

Dignity that wins respect.

Moderesty that makes no boast, and a generous instinct that disdains all meanness. And, Mr. President, then and only then, will business become a pleasure for those engaged therein, and I trust, mutually profitable to buyer and seller.

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