

best investments. We prefer to hoard our savings in our women's ornaments, or to invest it in Government securities at low rates of interest, when we might be using it in ways which would be profitable to the country at large, as well as to ourselves, such as agricultural improvements, insurance of agricultural stock and the establishment of factories. And that is especially true of some Indian States which invest their surplus capital in Government securities, instead of using it in the development of the resources of their own territories.

This is not, however, our only fault. There is another fault which is nearly as fatal to any system of industry, and that is our lack of confidence in ourselves and in one another. Without self-confidence you can never do anything; you will never found an industry or build up a trade, for you have nothing to carry you through the first anxious years when the only dividend is hope, and the best assets are unfaltering courage and faith in oneself. And without confidence in one another you will never have a credit system, and without a credit system no modern commerce can exist. It is this want of co-operation, this mutual distrust which paralyses Indian industry, ruins the statesman, and discredits the individual even in his own household. I believe that this trait of our character, though in some cases arising from our obvious defects and instances of actual misconduct among ourselves, is mainly due to the fact that the nation has long been split up into incoherent units, but also to the ignorance and restricted vision which result from our own exclusiveness. We have denied ourselves the illuminating experience of foreign travel and are too prone to imagine that weaknesses are confined to India. Failures and defalcations are as common in Europe as among ourselves; and yet we allow ourselves to be too easily discouraged by such incidents. Hence arises the habit of censorious judgment, a disposition to put the worst construction on the conduct of our friends and relatives, without trying to find the truth, which destroys all trust and tolerance. Our view of the conduct of friends, of the policies of administrations, of the success and integrity of commercial undertakings, are all vitiated by a readiness to believe the worst. It is only when we learn to

suspend judgment and know the man and the motive before we criticise, that we shall be able to repose trust where trust is due. We must stiffen our character and educate ourselves up to a higher moral standard.

We despair too easily. Let us remember that we must expect failures at first; but that it is those who learn from failure that succeed. Moreover, as any one may learn from a survey of the present state of industry, there is evidence that some do succeed. We have not, of course, made the most of our opportunities, but it is worth while remembering that something has been done because it shows us what it is possible to do, and encourages us to do it. If any one wishes to know, in more detail, what has been done and what might be done, he could not do better than consult Mr Ranade's excellent book on the subject.

And now let me say a word about this Exhibition and its aims. I take it that an Exhibition is intended to draw together the scattered threads of industrial activity, so that the members of any trade may learn not only what is the latest development in their own trade, but also what other trades are doing, and what in the other trades is likely to help them. Then it is hoped that the spectacle of advance and improvement will arouse emulation and suggest new ideas and also draw industries together. But are the conditions in India such that we may hope for this? I fear not; I fear that the *ryot* will not yet come to learn from us and that there will be few craftsmen who will go away with new ideas and the memory of new processes. Nevertheless, we should not despair.

It should be remembered that a similar difficulty was experienced in England in connection with the Workmen's Institutes which sprang up all over the country in response to Dr George Birkbeck's suggestions. The object was to provide the mechanic with lectures on his own trade; but the attempt at first largely failed from the incapacity of the working man to learn anything from the lectures. Lectures and exhibitions bear fruit only when the people have received sufficient general education to make them mentally receptive and deft in adaptation and invention. When that goal is reached, such exhibitions may most usefully