

was a considerable increase in exports to Cuba, the Dutch East Indies, Italy, Japan, Norway and Russia. The first six months of the present fiscal year would have reported a decided increase in this branch of trade had it not been for the restrictions placed on importations into France, which caused exports to that country to fall off \$22,500,000 as compared with those for the first six months in the preceding year. During these same periods exports to Belgium increased from nothing in 1917-18 to \$4,271,963 in 1918-19; those to Greece, from \$3,218 to \$6,800,278; to Rumania, from nothing to \$2,302,024; to Italy, from \$3,744,725 to \$10,227,745.

OUR TRADE WITH THE UNITED KINGDOM

Government Commissioner Reviews Year's Developments— British Branch Plants Here—The Imperial Preference

“ONE of the results of the war has been to give both Canadian and British manufacturers a greater appreciation of the value to them of the various markets and natural resources of the British Empire,” said F. W. Field, British Trade Commissioner in Ontario, in an interview with a representative of *The Monetary Times Annual*. “Canadian manufacturers and exporters have materially increased their sales in the United Kingdom, which is Canada's best market,” he continued. “There is also a marked desire on the part of Canadians to purchase more merchandise in the United Kingdom rather than in foreign countries, when the merchandise cannot be bought at home. We are only beginning to realize what a vast trade can be built up within the British Empire if each unit of that Empire makes itself familiar with the products of the others. Frequently our offices are consulted by Canadian importers and manufacturers for lists of manufacturers or exporters of various commodities in the United Kingdom or one of the other dominions. This is a notable development in business currents and is likely to lead to important trade expansion.

“The post-war readjustment in Canada has been comparatively easy, for obvious reasons, with the result that few industrial difficulties have been experienced here. In the United Kingdom, it has been extremely difficult. Despite the numerous obstacles to the return of more nearly normal conditions, important strides have been taken. Substantial gains have been registered in Great Britain's export trade, and when a further improvement occurs in domestic conditions, her ability to compete in the markets of the world will again be demonstrated.

British Labor Not Revolutionary

“As to labor, it is almost safe to prophesy that labor in Great Britain will, in the future, as in the past, show by its action that it has faith rather in evolution than revolution. The inhabitants of the United Kingdom are mostly of British birth. In the industrial unrest prevalent throughout the world to-day racial solidarity is an asset of the first importance where, as in the United Kingdom, the majority of the community is endowed with sanity and sobriety of judgment.

“Many Canadian business men, manufacturers and representatives of industrial organizations visited the United Kingdom during 1919, with satisfactory results, in most cases, for Canadian export trade. At the same time, we have had a number of British manufacturers, their export managers, directors, and selling agents on visits to Canada. They have come to gather first-hand information as to the possibilities of this valuable and expanding market. It is the best way for the manufacturer to appreciate the position. Representatives of British interests who have made a trip to the Dominion during the past year have been numerous and representative of a wide range of industries and businesses. A delegation of the Managers and Overlookers' Association of Bolton, Lancashire, were also visitors to Montreal and Toronto, under the auspices of Lord Leverhulme. They were

interested in the development of the Canadian cotton industry. The present year will undoubtedly see a larger influx of business and financial visitors from the United Kingdom. A delegation of a manufacturers' association of Great Britain have plans under consideration for a tour of the Dominion early in 1920. The Chambers of Commerce of the British Empire will meet in Toronto in August next, and this will be a commercial event of great importance to all sections of the Empire.

Policy of Branch Factories

“During 1919,” continued Mr. Field, “there were probably more inquiries in this market than at any previous time, by British firms having in mind the possible establishment of branch plants. One of the largest mills in Wales decided to establish an important branch at Toronto for the manufacture of tinplate which has hitherto not been made in Canada. Other branch plants of British firms were established in various parts of Ontario for the manufacture of felts for paper-making machines, elastic hosiery and web, and silk and cotton labels. There are already branch plants here of British firms making steel sash, cranes, electric motors, window glass, gelatines and glues. British and Canadian capital have joint control of two concerns in Ontario, one making gloves and the other carpets. The tendency is for British capital to take a more direct interest than hitherto in the manufacturing development of the Dominion.

“While, for many reasons, the number of branch plants in Canada of United Kingdom firms will not equal those of United States firms, there is a likelihood that others will be established. In the majority of cases, however, it is probable that British manufacturers will be able best to cater to this market by manufacturing in and exporting from the United Kingdom.

“Several important trade organizations were formed and relations strengthened during the past year. The Federation of British Industries made an arrangement with the Canadian Manufacturers' Association for the exchange of information and views. The Canadian Association of British Manufacturers and their Representatives was organized with branches at Montreal and Toronto, as a result of action taken by the British Trade Commissioners in Canada. The membership is almost 200, representing more than double that number of British firms interested in the Canadian market.

Work of Trade Commissioners

“Many of the Canadian government trade commissioners from British and foreign markets visited the Dominion last year, conferring with manufacturers from Atlantic to Pacific. Under the British government's Department of Overseas Trade (Development and Intelligence), there are three British trade commissioners in Canada, one each at Montreal, Toronto and Winnipeg. A fourth may be appointed later at Vancouver. The duties of a trade commissioner, in a general way, are: to keep in close touch with the government and state authorities in the Dominion to which he is attached; to visit the principal commercial centres in his area and establish touch with the members of the commercial community; to study and report upon the tariff laws, and customs regulations, as well as legislation affecting banking, patents and copyrights, shipping, harbors, etc.; to watch the imports into the Dominion, to furnish reports on the best methods of meeting foreign competition, and to furnish reports on financial and trade conditions; to make an annual general report on the conditions and prospects of trade in his area, and to supplement it by special reports dealing as exhaustively as possible with particular questions which are likely to be of interest to British firms.

“These functions are more or less of a general character. The broad idea of the service is to see that a regular flow of commercial information of value is maintained, and to put Canadian importers and, to some extent, Canadian exporters in touch with manufacturers and others in the mother country and other parts of the Empire.