

CANADIAN TRADE WITH JAPAN

Hon. T. Nosse, Imperial Japanese Consul-General
For Canada, in Monetary Times.

The article which follows was written for the Monetary Times by Mr. Nosse in response to a request for his views as to the prospects for commerce between Canada and the Orient. No man in Canada is so well qualified to discuss the question as Mr. Nosse, who has for several years represented the Japanese government at Vancouver and Ottawa.

Prior to 1885 the export of Canadian products to Japan was too insignificant to notice. In the year following, the total export was only \$5,000. Thereafter there has been a steady increase in all lines of merchandise, especially in dry-salt-pickled salmon, which exportation was begun and extended by Mr. Tamura, an enterprising Japanese merchant, in Vancouver, with remarkable success.

But large increases did not come until, as the result of the practical and businesslike demonstrations made by the Canadian government at the Osaka exhibition in 1903, \$143,000 worth of Canadian flour, made from Manitoba hard wheat was first shipped to Japan in 1904. The total exports to Canada in that year amounted to \$342,000. During 1905, with further increase in flour and salmon, the total export rose to \$510,000.

It is pleasing to note that within the last ten years, starting with only \$8,000 in 1895, we have now worked up to over the half million mark, with a prospect of this amount being doubled in the next five years, or even less. The fact that the Japanese have become large importers of both European and American products is shown by the following figures. The Americans are enjoying so far a very large share of the most lucrative trade. Although as yet Canada has been very much behind the times, there is a possible prospect of a much larger export to Japan, and importation into Japan of staple goods for 1905:

	Total	From U.S.	From Canada
Wheat	2,065,000	1,215,000	\$ 800,000
Oats, barley	760,000	380,000	380,000
Wheat flour	4,755,000	4,312,000	443,000
Meats	225,000	71,000	154,000
Milk, condensed	805,000	457,000	348,000
Salmon, dry-salt	300,000	198,000	142,000
Pulp	523,000	65,000	458,000
Papers	2,472,000	250,000	3,000
Cardboard	1,350,000	200,000	1,150,000
Canned foods	397,000	237,000	2,000
Fertilizer	11,115,000	47,000	17,200
Leather	7,525,000	5,546,000	2,979,000
Butter	98,000	24,000	2,200
Margarine	132,000	124,000	8,000
Wool	45,000	25,000	20,000
Bicycles	388,000	235,000	1,800
Farm implements	258,000	173,000	2,000
Nickel	588,000	173,000	2,000
Lead	942,000	381,000	2,000
Soap	443,000	45,000	3,200
Cotton goods	45,485,000	1,150,000	4,000
Woolen goods	17,624,000	136,000	175
Coal	4,560,000	482,000	2,000

Of all these staple goods, which are exported from the United States, Canada is in a position to take a share, with equal advantage. Of course, the United States' export trade to Japan has a standing of over forty years. But it is only recently that their export trade has reached such a gigantic figure. In 1872, their export trade to Japan only amounted to \$500,000; in 1883, to \$1,500,000; and in 1890, to \$3,000,000. In 1904 it reached \$29,580,000, and in 1906, \$38,460,000, being very nearly twenty-five per cent. of Japan's total imports from the foreign countries.

Some Telling Figures.

Yet the Americans appear not to be fully satisfied with their remarkable success in Japan. As Mr. W. J. Ballard, of Schneidly, N. Y., said once in his report, "We have some success, however, in the fact that our sales to Japan increased 130 (150?) per cent. within the last ten years, while those from most European countries fell." He has further said, "Canada's sales to Japan at present are only one per cent. of the value of ours, but the showing made by Canada at the Osaka exhibition (which we so lamentably neglected), may do us greater damage later." Canada's chief export is flour. So far the United States has been furnishing about 96 per cent. of Japan's flour importations.

Mr. James Hill, of the Great Northern railroad, said once also in connection with his shipment of flour to Japan: "It is the want of American ships, which prevents our entire surplus wheat crop being shipped to and sold in the Orient mainly in the form of flour. Will congress please note that point? The winners, in the order named, in our last year's sales to Japan, were raw cotton, kerosene oil and wheat flour.

All these remarks, seriously taken by the most prominent Americans, tend toward the aggressive extension of their flour trade with the Orient, especially to Japan, the largest consumer of this article among the Orientals. Among many evidences to prove the truth of these remarks, Mr. Hill, two years ago, had two twenty-six thousand ton steamers built to carry his cargoes across the Pacific.

This gigantic undertaking was regarded by many people to be a rather reckless and hazardous attempt; but when the steamers began to run there came such a constant flow of orders from all parts of the United States and also from Canada, that the company had often to refuse shipment.

It Pays to Foresee.

Mr. Hill's Great Northern railway system, with its headquarters at Minneapolis and St. Paul, is in a very advantageous position to control the shipment of both Minnesota and Dakota flour, as well as that of Oregon and Washington states. But without the Oriental trade his railways and steamers might never have come to be such an important factor in the world of

fish, meats, fruits, hops and mineral products from British Columbia, to say nothing of the undeveloped country, lying along the proposed road of the Grand Trunk Pacific.

Once the Canadian Northwest and British Columbia, are fully developed with cheaper labor and there are greater transportation facilities, Canada will be in a position to compete with American goods in the markets, and Canadian goods in many instances, are identical with those of the Americans, always better in quality, therefore higher in price. It only requires united attention and vigorous advertising by Canadians of their country and its products, to develop the Japanese market.

Fruits of Thoughtfulness.

Until Canada was represented at the Osaka exposition, 1903, she was not well-known in Japan. The mission of Hon. Sydney Fisher, and his efforts, a better understanding, and cemented closer intercourse between Japan and Canada. The contribution of \$25,000 from San Francisco to Seattle, San Francisco used to boast of being the only gateway of the American business with the East; but the growth of the Japan trade resulted to a great extent in favor of Seattle and caused the constant falling off with San Francisco. San Francisco's export to Japan amounted to \$234,000 in 1902, while Seattle's share was only \$38,000. But in 1901 the latter handled \$5,600,000 against the former's \$3,400,000.

History and a Moral.

While Seattle had thus been reaping greatly from her Japan trade it is very regrettable to notice that both Vancouver and Victoria have not made any notable progress in the trade, their population not being very much greater than it was ten years ago. The population of Vancouver, which was 12,000 in 1891, is estimated at 45,000, and that of Victoria also estimated at only 26,000, against 16,000 in 1891. It is also rather regrettable to have to state that the Canadian farmers and manufacturers have been overlooking this important trade across the Pacific, and leaving it almost entirely a monopoly to the Americans, as by the Americans, the export trade of Canada to Japan might at this time have been increased tenfold.

Canada having refused to become a party to the Anglo-Japanese Commercial Treaty in 1894, her products were for many years placed under serious drawbacks, as they could not enjoy the favor of the minimum tariffs in Japan. This advantage is now withdrawn since the Canadian government has made a treaty of trade, commerce and navigation with Japan. Canadian products by reason of the most favorable nation clause, which is contained in this treaty, can enjoy, not only the so-called conventional tariff treatment accorded by Japan to Great Britain, but also can enjoy the lowest tariff, given by Japan to France and Germany. Thus Canada, by simply adopting the British tariff, has obtained, without any compensation, the minimum tariff favors which Japan has been giving to Great Britain, France and Germany. This treaty has also given the Canadians every privilege enjoyed by Japanese citizens, such as the patent right, trade marks, and various advantages which the Canadians used formerly to obtain in the name of either an Englishman or an American.

Quality of Aggressiveness.

Now that the road is clear for more trade with Japan, the question arises will not the Canadians adopt the same aggressive policy as to trade with Japan, as their Southern neighbors have tried successfully? The simple plea is that they have not got the surplus to send. As they have an immense country with inexhaustible resources, they only need five million more population to open up the country. They are in need of cheap labor to open up their whole Northwest and British Columbia, which is very airy and seriously argued by Mr. Walker of the Canadian Bank of Commerce.

You have the country and resources, and there is a market in Japan ready to buy your surplus. With the annual increase in population of Japan, but without proportionately the same increase in crop of rice and other cereals, the Japanese will eventually become very large consumers of the imported foodstuffs, and of other cereals \$7,725,556 bushels, but the importation of flour in that year increased to \$5,862,210, the price of rice having gone up to \$1.50 per bushel. While the annual crop of rice per head in Japan is but 4 1/2 bushels, the consumption of the same is 7 1/2 bushels.

There is, therefore, a deficit of 3 bushels per head, or 120,000,000 bushels for the population of 40,000,000 over 5 years old. If this rate is kept up the Japanese will have, in the next ten years, to import flour worth \$15,000,000!

Canada Can Take One-Half.

One-half of this amount at least should be the share of the Canadians. The country between Winnipeg and the Pacific coast, should enjoy this natural development of trade, and Winnipeg will, by that time, be able to compete with Minneapolis and St. Paul. Vancouver and Victoria will grow as important as Seattle and Tacoma on the other side of the boundary; while Regina, Calgary, Lethbridge, and Edmonton will share in this great commercial advance.

The Grand Trunk Pacific with its newly opened port of Prince Rupert must also depend upon its Oriental trade. There is a strong conviction that the Canadian territories, west of Winnipeg, as aforesaid, should naturally control the Oriental trade, many advantages being possible to them, such as wheat and flour from Manitoba, winter wheat flour, butter, milk, meat, hides and wool from Alberta and Saskatchewan, and lumber, paper, pulp,

the herrings, which, during the season, swarmed over the sea, and were left to a natural death, into a fertilizer and exported to Japan. However, this important industry was refused to the Japanese by the Dominion government in deference to the "white" people. A few Japanese have gone to the Queen Charlotte Islands in search of aquatic products for exportation to both Japan and China. Should British Columbia follow that wise and liberal policy of her southern neighbors across the boundary, and welcome the Japanese to come and develop their resources how great their Oriental trade would grow!

It is gratifying to see that of late the British Columbia people are turning their interest toward the development of their trade in Japan, instead of keeping up an agitation against a handful of Japanese in the province, whose presence, they would in no way interfere with the welfare of the "white" population. The Japanese in the province conduct themselves quietly and peaceably, always living up to their income, never trying to save any. It is their character, that they spend every cent they get, to make themselves merry and happy. Thus all that they get is spent in this country, in clothing, food and drink, to which they have adapted themselves since they came to this country.

How to Capture Oriental Trade.

They have their own Christian church in Vancouver, and the missions in Victoria, Nanaimo, Steveston, and other places. They have their own hospital at Steveston, during summer, to attend to their fishermen. They have their own school for children, engaging English teachers. They contributed towards alleviating the distress caused by the great fire at Hull, Ont. They offered to the Dominion government to send a contingent of Japanese youth to South Africa, together with the Canadian boys. These and other facts prove that the Japanese do assimilate with the white people, and that the Japanese are patriotic in the cause of the country in which they reside.

It is not a question of time, but a question of policy, whether Canada can realize what her great statesmen and business men have been anticipating out of the Oriental trade. Should they insist upon the policy of the "closed door" on the Pacific coast the prosperity will never be forthcoming. Sir Wilfrid Laurier has well said in the House of Commons, "I want our friends from British Columbia to remember this that if we are to trade with Japan we must treat Japan as a civilized nation." Let me ask, what value would be attached, without the Oriental trade, to the cities on the British Columbia coast?

These enterprising people have also started on the Skeena river a factory for canning clams, which was never even talked of by the "white" fishermen. Sea slugs, fish roe and dog fish, are prepared by them for export to the Chinese market. There is also a guano and fertilizer factory, started by an enterprising Japanese, who converted

the herring, which, during the season, swarmed over the sea, and were left to a natural death, into a fertilizer and exported to Japan. However, this important industry was refused to the Japanese by the Dominion government in deference to the "white" people. A few Japanese have gone to the Queen Charlotte Islands in search of aquatic products for exportation to both Japan and China. Should British Columbia follow that wise and liberal policy of her southern neighbors across the boundary, and welcome the Japanese to come and develop their resources how great their Oriental trade would grow!

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HINTS TO HOUSE-BUILDERS

Readers will be well repaid for the time spent in studying the design illustrated, as it must suggest to them an interior arrangement that is convenient and pleasing. The wide-semi-enclosed porch and open cornice give this house an appearance of size greater than its actual measurements.

As designed the house and porch are finished with three-inch siding. After passing through the vestibule we enter the reception hall, from which the stairs start and which is connected direct with all first floor rooms.

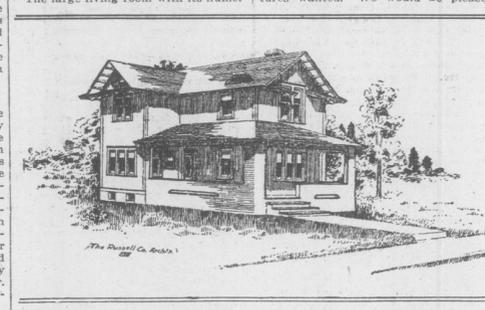
The large living room with its numerous windows and cheery fireplace needs no further comment as to its many desirable features. The dining room is well lighted by five windows and is connected with kitchen by the large pantry.

The cellar stairs are conveniently placed in passage between kitchen and reception hall, and have a door opening on grade landing to yard.

The second floor has three good

chambers, each with a roomy closet, and a fine bath-room with linen closet. Complete plans and specification for \$16.

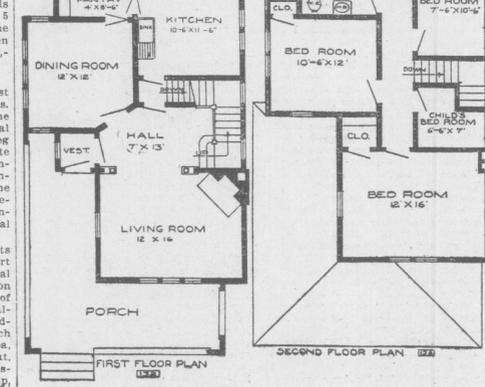
Those wishing an exact copy for their locality of any of the designs illustrated can secure one at a small expense after answering a number of questions concerning price of material and labor in their vicinity. We never estimate plumbing or heating, but would refer you to your local dealer, where you can decide on grade and style of fixtures wanted. We would be pleased



The Danell Co. Builders.

to explain at any time any detail which readers do not understand.

The 1907 edition of Twentieth Century Cottages, a book containing a number of views and complete floor plans of moderate priced dwellings will be sent to any of our readers upon receipt of 25 cents, stamps not accepted. Address all letters to the Russell Co., 515 Century Building, Minneapolis, Minn.



GATEWAY TO THE EDEN OF SPORT

BRITISH WRITER REFERS TO VICTORIA CITY

Article in Country Life on "Wapiti and Wolves on Vancouver Island"

A beautifully illustrated article upon "Wapiti and Wolves on Vancouver Island," appears in the current number of Country Life, the illustrated British weekly. The article is by C. E. Radcliffe, and an extended reference is made to Victoria.

In the course of the article he remarks: "Although wapiti are found in the unmoiled valleys in the northern and central parts of Vancouver Island, they are seldom seen in the southern districts, and this is probably owing to the latter parts being the most thickly populated. The numerous bays and inlets on the West Coast are undoubtedly the best places in which to hunt to-day. The place at which a sportsman will probably first arrive on the island, and where he should finally outfit for an expedition will undoubtedly be Victoria. This charmingly situated, picturesque town with its excellent club and host of good sportsmen living there, will probably savor to a wanderer more of the old country than any other place which he may have visited in British dominions over the seas—a town which my friend Mr. Clive Phillips-Wolley, has recently so aptly described in the following words: 'Victoria is assuredly to-day the greatest gateway to the sportsman's Eden of the North and West, and in her club you will find the tracks of most of the Nimrods of our century.' The actual journey from London to Victoria is a mere nothing in these days of fast trips and luxurious transcontinental trains and occupies less than twelve days, during which time the traveller to whom this journey is a novelty will be rewarded with an endless panorama of great cities, vast prairies and lofty mountains as he traverses the great American continent. But many roads lead to Victoria, and the writer finally arrived there in October of the past year by way of the Bering Sea, and North Pacific ocean after having spent this spring and summer in the Arctic regions of Siberia and Alaska."

Continuing he says: "Imagine a vast inland arm of the sea, many miles long with several bays separated from each other by lofty timber-clad mountains. In at the head of each bay flows a river, coming in cascades and turbulent rapids from its source far back in the mountains. The river valleys are narrow with high, steep and densely-wooded sides. Here grow gigantic cedars or white pines thickly interspersed with majestic hemlock towering their vast bulk and height exciting the admiration of a spectator.

"Where windfalls have caused the forest giants to lie in tangled masses, endless labor and patience are needed to surmount the obstacles. The valleys are thickly overgrown with dense jungles of prickly devil's club or salmon berry bushes and clumps of alder mingled with dwarf willows, while here and there we come on some small open glades. In such places the wapiti are found. Here they wander for weeks by day and night alternately feeding or lying down to rest, but traversing a very small distance in a day if undisturbed. Hence when the hunter strikes fresh tracks, it behooves him henceforward to keep a sharp lookout as probably by following their tracks he will soon come upon a band of them either feeding or lying down."

INSURING AGAINST EARTHQUAKES

As the public seems to be rather "pushed" lately for the benefit of the insurance companies—what with workmen, domestic servants, earthquakes, and what not—I took occasion to re-visit my acquaintance with Professor Milne, the well-known seismologist, and to ask his opinion regarding the latest of these trifling developments—the alleged necessity for insuring against earthquakes. The result is to show that there should be discrimination.

"The idea is not at all new," remarked the professor, in reply to my question in his observatory. "It is certainly twenty years since we first heard about insuring against earthquakes. Of course, there is not only the earthquake itself to consider, but the fires which often arise from very small earthquakes. You have to cover the risks of what the earthquake does by actual shaking, and what it does indirectly by overturning a lamp. If he has an interest in an earthquake country any reasonable man would insure."

Policies and Building Construction.

"But such policies as I have seen," added the professor, "have not been sufficiently comprehensive as regards risks. They don't seem to have information enough about earthquake effects. A small earthquake won't upset a city, but it may overturn a lamp, and so cause a fire in a very distant part of the city. I have seen, however, as I am aware, has been paid to the construction of buildings from an earthquake point of view.

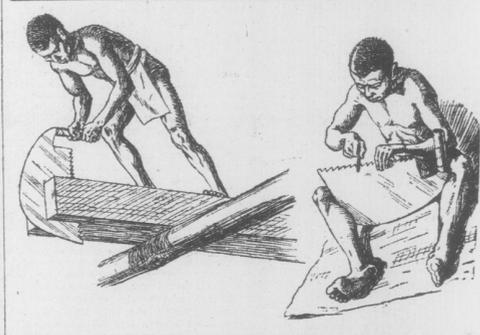
"I presume that has special reference to the countries where earthquakes are most common, and, as it appears that the British investor will be asked shortly to put his money into some of them, it would be interesting to know which they are in particular. What about Japan and British Columbia, since those countries are coming forward a good deal?"

"Well, you can take, with a few exceptions, the whole short-line of the Pacific, east and west. Japan, of course, is familiar with earthquakes. British Columbia has not been

WHERE JAPAN LAGS BEHIND THE WEST

The attached article, as well as the drawings accompanying it, is the work of B. R. Elliott, a Victoria boy, at present attending the Victoria High school. Mr. Elliott lately visited Japan.

Although the Japanese have introduced up-to-date Western improvements into most of their institutions and industries, there are still some directions in which they have made little or no progress. For instance, their method of sawing lumber is still very crude. They have, as yet, introduced



SHARPENING HIS SAW—BALANCING HIMSELF ON TIMBER AS HE SAWES. —Drawn by B. R. Elliott.

scarcely any of the high grade sawing and planing machinery of our great sawmills.

A Japanese sawing machine consists of a tough little Jap, and his peculiar saw. As will be seen from the illustrations, the saw is comparatively wide, being over a foot in width near the joint, thus enabling the sawyer to keep the line easily. The instrument is about two feet long, has backward-pointing teeth an inch long, and is made of sufficiently thick steel to prevent it from bending easily. When carrying his saw to and from work the owner usually protects its teeth by

sawing from one end to the other of an ordinary squared timber. Occasionally one of the men stops to have the other end of his log tilted up, or perhaps another finds that his saw needs sharpening, when he squats down on the ground, holds the saw steady between his knees, and is soon scraping away with his file and making noise enough to be heard a block away.

The life of these sawyers is a very hard one, but they make about ten cents a day, which is considered very high wages in Japan. Three years ago they did not receive more than half that amount.



SAWYER OPERATING ON SQUARED TIMBER. —Drawn by B. R. Elliott.

troubled of late. But there has been a great deal of trouble immediately to the north of it, in Alaska, and, as everybody knows, immediately to the south, in California."

Earthquake Risks in Japan.

Professor Milne pointed to a long row of books in Japanese characters. "These," said he, "are sixty-four quarto volumes to show how the Japanese have gone into the subject. I have drawings of large buildings sent to me even here, sometimes by the Japanese government. I was in Japan twenty years, and it was chiefly in consequence of the interest taken in the construction of buildings to resist earthquake effects that I was appointed the first government seismologist. I collected for them the laws relating to the construction of buildings in countries where earthquakes are frequent. The piers of the bridges in Japan are now constructed largely from designs based on my investigations. I was also consulted about the reconstruction of railways in Assam after the destructive earthquakes of 1897. Speaking of Japan, engineers and builders here would be astonished at the present time at the number of structures—ordinary dwelling houses included—which have been put up according to special designs and have resisted earthquake effects for years, while others erected according to the ordinary European practice have suffered. There is more to be learnt from Japan as to construction to mitigate earthquake effects than you can get in any other country in the world."

Taught by Experience.

"Why is that, professor?"

"Simply because they have given so

QUEEN CITY PRINCE

WEST COAST BOAT TO BE TA

Fees Will Replace Coast Until New Completed

The C. P. R. has set a precedent of enterprise in the West and its development, perhaps not surprising to her big Canadian competitor, the pioneers in a ship which public anticipation for one of its rivals.

It is understood that a fleet of the present month the packet Queen City, a vessel with singular incidents, will be transferred to the Victoria-Vancouver line of the Victoria-Vancouver line. She will run to the Queen City, and also in all ports at other places along the coast. Her place on the West will be taken by the Tees, a new vessel which will probably be completed in the near future. The Queen City will probably remain on the coast route until the new ship the Willapa have been taken by the Tees. She will probably remain on the coast route until the new ship the Willapa have been taken by the Tees. She will probably remain on the coast route until the new ship the Willapa have been taken by the Tees.

On Saturday about 1:30 p.m. a lady entered the Moore and ordered lunch. Why his order to be filled, she noticed that he seemed to be a moment later on the floor. Dr. Robertson

DIED IN RESTAURANT

Orders a Dinner He Did Not Eat.

Nursing Over-

In all stations of life, social duties, the causes, will find

DISFAVOR

the most potent, ever devised for the find it especially promoting an abundant mothers too w system for baby's tively easy and pal

It can do of the female s

Delicate, nervous, who suffer from frequent backache, dragging-down low in the abdomen, painful or irregular periods, gnawing or distention in stomach, dizziness, spots floating before eyes, agreeable, pelvic catarrh, ulceration, prolapsus, retroversion, or other weaknesses of womanly weakness of parts, which they experience many relief of the above symptoms, generally, cure, by using faithfully persistently Dr. Pierce's

This world-famed woman's weaknesses ailments is a pure gift of the choicest natural roots without a drop of its make-up. All ailments are printed in plain bottle-wrapper and an oath. "Dr. Pierce this