

A trust has, it must be remembered, its superb organization enables it the "manufacture" of its finished product so cheapen the cost of carriage and delivery and sale, that it can beat the ordinary private operator right at his own door. That is, it can buy a cow in Seattle, ship it to Chicago, slaughter it and ship the meat back to Seattle and sell it there cheaper than the local butcher could afford to do, though he paid the same price for the cow. Thus it makes money while underselling these local competitors. This shows how hopeless it is for any ordinary citizen to try to stand up against these immense organizations.

Of course, when there is no local opposition, the Trust charges "all the traffic will bear" and pockets fabulous sums.

Now it is clear what will happen Canada when our country is wide open to the operations of these Trusts. They will portion off our country like a conquered domain, and our farmers will have to sell to them at their own price or sell to nobody. We will be in the grip of foreign tyrants over whose operations our Parliament will have no control. An invading army would not be more humiliating to our self-respect nor more domineering in arbitrarily fixing the price we would get for the things it "commandeered."

In putting down the list of articles we will import from the Americans under this agreement, we must never forget to include their most characteristic contribution to the world's civilization—The American Trust.

## Are You Sure You are not Hit by Reciprocity.

In the face of a revolutionary fiscal change of policy like that embodied in Reciprocity, no man can tell for certain that he will not be hurt. If he is a farmer or a merchant whose prosperity depends in a great degree upon the ability of his customers to buy, he will run over the list of his best patrons and see if the purchasing capacity of any of them is likely to be affected by the pact. He will find himself engaged in this or that gainful occupation—possibly this or that line of manufacture—and he will look down the list of items included in the Reciprocity agreement; and he will find no mention of it. "I am safe," he will conclude. "Reciprocity may disturb others; but it will not bother me."

Listen!

Here is an actual case. Reciprocity will kill the salt industry in Canada as dead as a door nail. It takes the protective duty off the finished product, but leaves it on an important raw material—soft coal. Thus the salt men are not even left alone to fight their battle; they are stabbed in the back while they face their American rivals.

"But," says our man, "that will not hurt me. There are no salt men in my area of patronage." Wait a minute.

*From President Taft's "Plain Talk" to the (American) National Grange Delegation, May 8th, 1911.*

"I believe it is contrary to nature, it is flying in the face of Providence, to put an artificial wall like that between this country and Canada, and not get the benefit that will inure to peoples of the same traditions, the same language and practically with the same character of labor. If we take down that wall, we will benefit by it; FOR WE SHALL SELL MORE AGRICULTURE PRODUCTS TO CANADA THAN SHE WILL SELL TO US. WE DO NOW, AND WE SHALL SELL HER EVEN MORE AFTER THE TREATY GOES INTO EFFECT."

The salt men use a lot of bags,—one-third of the weight of their product being in the package—their weight being an appreciable percentage of the market of the Canadian bag men. Thus, if they go out of business, the makers of bags will lose that much of their Home Market and that much of their profits. Just so many men will be dropped from their wage sheets; and just such a reduction will be made in the section of the farmers' Home Market that they create.

Does that hit our man?

Possibly not; but try again. The bag men get their cotton from the cotton mills. Here is another contracted market and another shrinkage in the purchasing power of a set of Canadian citizens. If you sell winter vegetables to the men who work in a cotton mill, you will feel the blow delivered to the salt industry away up near Lake Huron.

And so it goes. We might take up the printing of the bags and push it farther. Our industries interlock so intricately and so universally that a blow at one is felt throughout the entire system. We have been building up our national industrial system for many a year now on national and Imperial lines. That is, we have been creating a Canadian and British edifice. We have been making ourselves commercially independent of the American people; and no less a person than Sir Wilfrid Laurier said, in the course of the debate on the Grand Trunk Pacific bill:—

"I have found that the most effective way to maintain friendship with our American neighbors, is to be absolutely independent of them."

Now it is only common sense to say that, if our industrial superstructure has been erected on this foundation of Canadian independence and British connection, it will undergo some very severe changes if it is to be hauled over to another foundation—Continentalism. And no man can measure the extent of those changes. No man can say that they may not seriously injure him until experience has worked out the whole problem.

We are thrusting an iron spike into the vitals of a delicate piece of machinery; and some of us are saying that we will not be touched because we do not stand directly in the road of the spike. A wheel may be stopped, a bolt broken, and a lever detached far from the invading spike which will literally cut our heads off.

## OUR SOURCES OF INFORMATION.

It will be noted that we have quoted freely from American sources of information. We have in many cases been compelled to do this because our Government did not collect or publish any list of comparative prices, or, indeed, much other pertinent information. Our other statistics, in many cases, have been taken from the daily market reports, but some of them have been supplied by experts in the lines of business affected. The pages given as Hansard references are from the Revised Edition.