

GERMANY'S AGGRESSIVE TRADE POLICY

Is Bearing Fruit—Trade Statistics Exhibit Marked Progress—The "Potash" War.

Germany is conducting a energetic commercial campaign the world over. Recent trade statistics show that good results are being achieved. An indication of its aggressiveness is exhibited in the very early and almost premature request made by Germany to the United States some months ago for the benefits to be granted to Canada under the reciprocity agreement. Again, it would appear that Germany is victor in the lengthy "potash" dispute between that country and the United States. The German Empire's seven years' tariff war with Canada resulted in a victory for the Dominion and German trade with our country has improved as a consequence of the removal of the German surtax by Canada.

The preliminary report on the foreign trade of the Kaiser's country shows that the value of the imports, exclusive of gold and silver, was 8,609,200,000 marks and the value of the exports 7,467,100,000 marks, an excess of imports of 1,142,100,000 marks.

Relation of Exports and Imports.

In 1909 the aggregate value of the imports increased more proportionately than that of the exports, and an impression prevailed that the new commercial treaties had restricted the export of high-priced goods. In 1910, however, the relation was reversed, the value of the exports having risen more proportionately than that of the imports. German traders have therefore succeeded in overcoming the difficulties created by the less favorable commercial treaties, and have again strengthened the position of German industry in the world's markets. The total values of German imports and exports, exclusive of precious metals, during the last three year are:

	Imports.	Exports.
	1,000 M.	1,000 M.
1908	7,666,556	6,399,412
1909	8,526,922	6,594,354
1910	8,609,181	7,467,108

The aggregate value of the imports in 1910 thus shows an increase of 82,259,000 marks as against 1909 and of 942,625,000 marks as against 1908. The value of the exports has in 1910 increased by 872,754,000 marks as against 1909. The increased value of the exports during the last 12 months is almost ten times as great as the increase in the value of the imports during the same period.

Some Interesting Figures.

As compared with 1908 the increase in the value of the exports in 1909 amounts to 1,067,696,000 marks. Arranged under the chief headings of the German customs tariff the returns show the following changes in the values as compared with the preceding year:

	Imports.		Exports.	
	1909.	1910.	1909	1910.
Articles	1,000 M.	1,000 M.	1,000 M.	1,000 M.
Agricultural produce . .	5,725,091	5,610,567	1,216,614	1,385,506
Min'l raw mat'l	785,697	824,761	527,281	563,440
Chem. products, colors and dyes	305,137	334,150	612,223	690,490
Textile mat'ls and wares thereof	786,429	805,102	1,194,745	1,335,036
Leather and leather wares	143,892	163,060	390,949	440,942
Caoutchouc wares . . .	19,805	24,548	42,829	52,439
Wares of material for carving & moulding . .	44,672	48,784	88,600	107,920
Paper and wares thereof	24,698	26,385	200,328	217,252
Books, pictures, paintings	43,414	44,781	95,097	97,067
Earthenware	6,597	6,960	76,063	85,252
Glass and glassware . .	17,581	20,480	90,029	99,739
Precious metals and wares thereof	355,057	404,558	337,159	219,031
Base metals and wares thereof	409,278	470,486	1,037,909	1,220,846
Machinery, electro-technical prod.	101,388	97,826	682,769	818,980
Fire-arms, clocks, toys .	28,137	31,682	158,939	183,288

As to Individual Results.

Of individual results the following are worth noticing: The import of mineral fuel (coal) has sunk from 260,600,000 to 238,800,000 marks, while at the same time the export increased from 413,300,000 to 444,600,000 marks. The imports of chemical primary materials rose from 187,500,000 to 203,600,000 marks; the export from 225,500,000 to 266,200,000 marks. The export of colors and dyeing materials rose from 231,300,000 to 248,000,000 marks. Remarkable also is the improvement in the trade in silk and silk goods, the import of which rose from 263,500,000 to 275,900,000 marks. In the case of wool the import fell from 264,400,000 to 253,300,000 marks, but at the same time the export increased from 383,100,000 to 418,200,000 marks.

An official summary of the foreign commerce of the world for 1910 places Germany second in the list in value of products

purchased abroad. The United Kingdom is first. The United States is next to Great Britain in merchandise exported.

Potash War With United States.

The resignation of Dr. Hill, the American ambassador at Berlin, is thought in some quarters to indicate that President Taft and United States Secretary of State Knox, have concluded that Dr. Hill's policy has been too firm in dealing with the "potash" war. This trouble with Germany began in the latter part of 1909, over the question of the potash supply from Germany to the manufacturers of fertilizers in this country. The manufacturers of fertilizers in the United States appealed to the State Department for the abrogation by Germany of what they claimed to be onerous rules, regulations, and laws restricting arrangements made by them with the German producers of potash. Stripped of all verbiage, the controversy developed as a result of contracts made by Americans with a German potash syndicate while the Payne tariff law was in its final stages in Congress.

The contracts called for large supplies of potash to be delivered to the Americans at such a price that handsome profit could have been realized by the Americans and the price of the commodity cheapened to American fertilizer manufacturers.

Prevented Performance of Contract.

But as the German government desired to conserve its potash supply, a law was passed by the Reichstag shortly after the passage of the Payne law so limiting and controlling the sales of potash as to prevent the German syndicate from carrying out its contract with the Americans.

From this point the controversy has started, the Americans claiming that the German government deliberately sought to invalidate their contracts after the Payne law had made tariff war unlikely, while the Germans have held that the law was made irrespective of the contracts and simply as a government conservation measure.

Most of the available world supply of potash is mined in Germany, potash in sufficient quantities not yet having been found in the United States, although it is said to exist in large deposits in Austro-Hungary. Germany has carried its point against the United States.

Its application to the United States government for the Canadian reciprocity agreements' benefits received a polite but determined refusal.

NATIONS' WEALTH PER CAPITA.

That the per capita wealth of France is greater than that of any other nation in the world has long been an accepted fact. The new demonstration of this situation is published by the Wall Street Journal, which recently printed the following table of the total wealth of the four nations:—

United States	\$125,000,000,000
Great Britain	88,725,000,000
France	83,000,000,000
Germany	63,500,000,000

The per capita wealth, together with the population of the four nations, is indicated in the following statistics:

Country	Population	Per capita.
France	40,000,000	\$2.075
Great Britain	46,000,000	1.930
United States	90,000,000	1.390
Germany	64,000,000	.992

Such a statement as the foregoing makes it simpler to understand why the present community of action of England and France in financial as well as political questions serves to block effectually German aspirations for the extension of political and commercial influence in the near East. At the present time there is lacking to Germany adequate capital for her own enormous industrial expansion at home, and in this her situation resembles our own. As for foreign enterprises, for these she must have the aid of Paris or London, aid which, in the present state of affairs, is steadily refused.

It will be seen that the per capita wealth of France and England is almost the same, the slight advantage resting with the former. A greater advantage lies in the fact that in France, more than in any country in the world, there is an actual division of wealth, which makes a much larger percentage of French than English, American or German citizens or subjects capitalists.

The Western Agencies and Development Company is the name of a new financing business, the object being to provide means by which sound western projects may obtain means to place them upon a dividend paying basis. The president is Mr. J. S. Dennis, manager of the Irrigation Department of the Canadian Pacific Railway at Calgary, which place will be the home town of the new company. The directors include many prominent financial men. One of the subsidiary companies will open up large tracts of land in the valley of the Columbia river in eastern British Columbia. This land will be made ready for the settler, well irrigated, planted with trees and the ground prepared for cultivation.