

CANADA'S OPPORTUNITY FOR TRADE WITH BRITAIN.

Canada can send to the United Kingdom something more than timber and grain, cheese and cattle. There is a market for the products of our factories to an extent which does not appear to have been realized, or if realized not adequately catered for. It has been shown in these columns that a curious interest exists among English people, about our fruits, our poultry, our game, and other food delicacies, of which only enough has been sent forward to whet the appetites of Englishmen for more. And now the information comes to us that United States exporters are getting into the English market with varieties of manufactured goods that we are equally able to supply.

The London Daily Mail of 6th June, contains the first of a series of letters on "The American Invaders," showing that from shaving soap to electric motors, from shirt waists to telephones and typewriters the American is getting the field. Mr. Fred. A. McKenzie, who writes the letters we quote from, declares that "modern office furniture, from the desk to the door-mat, is nearly all American in every up-to-date establishment. One sits on a Nebraska swivel chair before a Michigan roll-top desk, writing one's letters on a Syracuse typewriter, signing them with a New York fountain pen, and drying with a blotting sheet from New England. The letter copies are put away in files manufactured in Grand Rapids, Michigan." New York and Boston, he tells us, sends to England £4,000 worth per week of American typewriters. And the only serious competitor to the American machines is a Canadian typewriter. In boots, in hosiery, in high-class underclothes, in men's braces, American products are entering the English market at the rate of hundreds of thousands of pounds per annum; £228,000 is the figure for American boots imported in 1900. Canada makes all of these goods and many more. Is it not a reproach to us that American export trade in such merchandise is growing steadily while no adequate effort is made by Canadians to get a share of this enormous market for goods which we can furnish as well as the Americans? Our furniture is making its way over there slowly, it is true, and our heating apparatus is steadily becoming known. Still our manufacturers can sell quantities of other goods in that market.

A correspondent of THE MONETARY TIMES sends the following letter under date 7th June, referring to the communications of Mr. McKenzie on the subject of the American Commercial Invasion. His comments are worth some consideration at this time of activity in production:

"This first article in the London Daily Mail shows the situation very clearly. Now Canada should take a hint from the statements herein contained. Americans come over here and secure trade while Canada is lying asleep. Of course we have our grand old man, Lord Strathcona, and he has given Canada a good advertisement. But what is all this doing for trade? Suppose that same amount of money that his Lordship has put up for his horsemen, spent in introducing, we will say for instance, boots and shoes of Canadian manufacture over here, you would to-day probably have been blessed with the same results that the American shoe people have obtained, namely, the export from America to this country of £228,000 worth of boots and shoes. Again, take the manufacture of shirt waists. Canada makes cotton goods, and competes for the trade of China very favorably with the American article. Well, I find that the Americans start in to make shirt waists and blouses and send them over here, so much so, that one English firm alone were shown to have imported £57,000 worth of blouses, which may be considered as about one quarter the whole trade, therefore trade in the American blouses is almost equal to that of boots and shoes, and the amount of money expended on Strathcona's Horse would have established this industry for Canada. It

seems to me all the Canadians want is glory and do not want actual business results; at least they do not seem to go about in a business-like manner. Our Government from whom we expected so much, is pottering around in an aimless way and letting the golden hours slip by without taking hold of the situation here as they should. Mr. Mulock deserves what credit there is in establishing the penny postage, which is a great boon. Now we hear of steamship lines being subsidised by the Dominion Government and all sorts of round-about means of establishing trade whereas, if they would go into it on business principles as was outlined in a previous issue of THE MONETARY TIMES, and copied extensively throughout the Canadian papers, they would soon build up such a business between Canada and Great Britain, that there would be no difficulty about the steamship lines following in the wake. There are people here who make it a business to follow the state of commerce and put on steamships where they are required, but the people who start to buy or sell in the first place are not organized like those who build steamships. Let them start our trade working and there will soon be accommodation to move it. If the Government would expend one hundredth part of the money that they are expending to-day, in the proper channels, they might quadruple the export business of Canada."

The moral of this letter is tolerably plain. An interest in Canada has been established in the mind of the British consumer by recent events such as the African war, the Preferential Tariff. American wares are going into the United Kingdom in increasing quantities. Canada is able to supply many of these goods to the 41,000,000 people of the British Islands. It is well worth the while of our manufacturers to export their wares of wood or iron or textile fabrics alongside the American, and so take advantage of this new trend of trade. But to do this effectively either individual firms must have their men on the spot, or the Manufacturers' Association must send representatives, or Government must provide commercial agents.

THE CARE OF OUR FORESTS.

In calling attention the other day to the subject of reforestation, we noticed a discussion by the Annapolis Board of Trade which resulted in a resolution that the Government of Nova Scotia be asked to appoint suitable overseers or inspectors whose business it shall be to conserve the forests. We have now a letter from Mr. Thomas S. Whitman, of Annapolis, who says, referring to the item:

"I happen to be the instigator of the Forestry resolution of the Annapolis Board of Trade, noticed by you, and need all the assistance I can get to tempt others into action on this important matter. I am pleased to say that our leading lumbermen are hearty in sympathy with the movement. The chief danger is forest fires, and I am now considering the advisability of incorporating the game laws so as to have all guides registered and compel all sportsmen, and particularly visitors, to employ only licensed guides. These guides to look after all camp fires that may be made and see that they are always under control and carefully put out."

All lovers of their country will wish success to Mr. Whitman's plan of licensed guides, who shall have especial charge of the preservation of our forests. The subject has already been considered by some of the members of the Ontario Game Commission. These gentlemen, one of whom we have seen, say emphatically that the appointment of licensed guides, with power to act as forest rangers to guard against fires, would be a move in the right direction.

OUR AUSTRALIAN LETTER.

THE REJOICINGS OVER ROYALTY.

Melbourne has welcomed the Duke of York, opened the first parliament of the Commonwealth, and, so far as celebrations can do it, laid the topstone of the Federal structure. And it was done with amazing liberality and splendor. One Canadian, after having seen the adornments of the capital and