

chance of their entering into any such arrangements with Canada. The same difficulty occurs in both cases. It was found, during the negotiations at Washington, that those people—particularly the delegates from South America—while they were Americans, were still business men, too; and when they found that, for instance, the United States Government could not agree to let wool in free, while countries in Europe did admit wool free, the representatives of the South American States did not feel called upon to pledge their countries to trade with the United States rather than with the countries that bought from them. As a matter of fact, the great bulk of the trade of all those South American countries—I cannot speak for Mexico so well—is with Europe. They sell their goods—chiefly natural products, wool, wheat, and cattle, and the products of cattle—in the countries where those articles are admitted free of duty or at very low rates, and they buy their manufactured goods where those goods can be got cheapest. But while that may be true, I think that possibly there might be some room for trade between us, or an improvement in the trade relations between Canada and those countries. Mr. Simeon Jones, who went out on behalf of the Canadian Government some years ago, made a report which is a very well written one, and, on the whole, I think a fairly reasonable report, although he looks at things through a somewhat hopeful medium. He thought there was room for a very considerable increase in the lumber business between Canada and those countries. He thought, too, that those South American countries, and particularly Brazil, were beginning to consume coal in considerable quantities, and that the Lower Provinces ought to be able to ship a good deal of coal to South America. He also thought that there was room for a considerable export of cheese from this country. Now, Canada has got to be a country which I believe makes the best cheese in the world, and I do not know whether these people in South America are very particular as to the quality, but if they are, then they ought to be good customers for our cheese. As to certain other articles, Mr. Jones thought there might be something done, but he did not feel very hopeful. For instance, in the item of agricultural implements he thought we might do something with

them, but the fact that in the United States those implements are manufactured at least as cheaply as they are here, and as the means of transport between the United States and the southern countries are better than these between Canada and the same countries, I do not think there is very much chance for us to compete in the matter of agricultural implements. Then Mr. Jones found that the cotton goods which we manufactured were of too heavy a character for that market. Still, as I understand that some enterprising gentlemen have started a factory in Quebec for the purpose of manufacturing goods expressly for the Chinese market, I know of no reason why they should not be able to ship from Quebec some cotton goods to South America. It is true they are liable to be met there with cheaper goods of the same class from England: still, we might be able to get over that in time. Mr. Jones thought also that there was a market for woollen goods in South America, and possibly if the Government could be induced to take the duty off wool we might be able to take their wool and send it back to them in the shape of woollen goods. One of the great difficulties in the way of trade between us and South America is, in addition to the fact that our goods are rather dearer than they might be, that we would not buy enough goods from those South American countries to furnish return cargoes; but inasmuch as the Government are subsidizing largely a line of steamers, and as the subsidy has to be paid whether the steamers have return cargoes or not, just now the objection would not be so great. Apart altogether from the trade view of the matter, looking at it from a higher standpoint, I think as we have got all those distinguished representatives of Central and South America as near to us as Washington, and as they had been taken over the United States and shown all the greatness of that country, whose people profess to think it is in every way the greatest in the world, I think it is a great pity that these same gentlemen should not have been brought to Canada, to show them that we have a country which will compare very favorably with the country to the south of us. We have mountains, I think, nearly as high as any in the United States; we have prairies as extensive, lakes as large, and rivers that