

lapsing into an inferior place for years by poor methods, we are only now beginning to regain our old place in this respect. Cheese, \$674,000—what a reminder that is of our steadily acquired victory. until in 1897 we sent abroad \$14,676,000 worth! I can well remember that in 1870 superior persons thought poorly of our cheese, and imagined you had to get the real English article if you wanted the best. No doubt we have improved, but I recollect several stolen bites in the pantry about 1869 which tasted exceedingly good. The bacon and ham export trade was then giving promise of its present greatness, and there was a trifle done in meats. The Canadian hen cackled loudly and industriously to the extent of 2,460,000 dozen of exported eggs, but, the export price was less than 8c. a dozen. Horses, and cattle, and swine, and sheep were exported in large numbers. Of cattle, 107,000 were sold, the price recorded being \$28 a head. Well, those were the days of small things, and we must turn to the present to measure the progress made.

The export trade of Canada in 1897 was valued at Our Exports \$138,000,000, nearly double that of 1870. and, considering the low prices that have prevailed for several

years, the figures indicate a bulk and magnitude much more than twice the record of 1870. To the British Empire we exported \$82,000,000 of this, and to foreign countries \$48,000,000. The rest is made up of coin and bullion to the value of \$3,500,000 sent to the States to pay for goods bought there. As the Americans shut out many of our goods by high tariff, we have to pay for the American products we buy either in exports to England or in hard cash. This is an unfair state of things. I would copy the American tariff, word for word, as far as it suited our interests, if I were the Premier of Canada, and cut down the duties on British goods, so that those who trade freely with us should get the advantage. However, to let that go for the present, it is interesting to observe that, in 1897, Canadian products went to nearly every country in the world: To South America and Russia, to Bulgaria and Belgium, to Chili and China, to Mexico and Spain, to Turkey and Uruguay, to Hayti and South Africa. We are, therefore, beginning to get our finger in the pie of international commerce, and the success of the future depends upon the vigor and insight of our manufacturers and shippers, and also upon the development of our transportation routes by land and sea. One fact regarding our exports should be borne in mind: The figures are apt to be under, rather than over, the real amounts. Shipments are made from inland points which are never reported to the Customs authorities at all, since there are no export duties, and sometimes, in the hurry of the moment, the shipper forgets to send a copy of his manifest, or invoice, to the Customs. In 1897, the Customs estimated \$3,947,000 as the value of the exports not reported to the officials.

Canada sold abroad, in 1897, \$10,000,000 of what Development the official statistician calls "manufactures." The Of word manufacture does not take in certain lines which Industrios might fairly be included in the list. But, for my present purpose, there is comfort enough in the figures as they are given. It is not idle boasting to assert that, in certain branches of trade, Canada has reached a high level of skill and perfection. Her factories are not on so large a scale as some of the establishments in Europe and North America, but they are fully equal in the standard of excellence which prevails. I am not going to overload this article with tables of figures, but the following list of exported goods, in 1897, is worth a glance at least:

Cottons	\$915,000	Musical instruments..	\$399,000
Agricultural implements	761,000	Wood pulp.....	675,000
Whiskey and beer..	442,000	Woolens and clothing	89,691
Matches	151,000	Machinery.....	166,000
Rope and twine.....	109,000	Iron and steel castings	127,000
Doors, sashes and blinds	170,000	Leather goods.....	154,000
Bicycles	299,000	Furniture.....	115,000

These few items will indicate what Canada has been doing in industrial enterprises, not merely supplying her own wants to a great extent, but producing a surplus for export. Cottons are made in Canada to perfection. Musical instruments, especially organs, cannot be surpassed elsewhere, and they are purchased in thousands yearly, by the English, the Germans, the United States, the Belgians, the Australians, and even the Chinese. Farm implements go in large numbers to England, Australia, France, Germany, South America, Africa, Holland, Russia and other distant parts. There is a small, but growing, export in buttons, an industry that deserves to succeed. Canadian carriages, buggies, carts, sleighs, wagons, etc., are, I believe, unique in design and execution, and we send a number yearly to Europe, Australia and Africa. We know how to make bicycles, and people are riding them all over the surface of the earth—in Portugal, in Russia, in Sweden, in Japan, in Turkey and elsewhere. Canadian household furniture should be, and is to a certain extent, a household word abroad, and orders come here from judges of these things in England, the United States, etc. Our match industry has been made famous by Mr. Eddy. Wooden ships, even in this age of iron and steel, still find buyers abroad. In 1897, we sold 30 vessels, with a tonnage of 9,158 tons, and they brought us \$105,000.

As you may perceive, I am dwelling rather upon The Exports features of our export trade that are little known than By Provinces upon the familiar facts connected with our great staples of lumber, fish, cattle, cheese, wheat, etc. These things are talked of every day. But it is not so generally known what each Province exports. Let us pass over Ontario and Quebec, for the reason that Montreal, being a port of entry used largely by Ontario, it is difficult to distinguish with exactitude the exports of one Province from those of the other. But the other Provinces are rather apt to be overlooked in this connection. Nova Scotia's exports in 1897 were valued at \$11,300,000, and consisted principally of fish, lumber and agricultural produce. New Brunswick's exports amounted to \$9,500,000, the great bulk being lumber to Britain and the United States. Prince Edward Island's exports, amounting to \$1,300,000, were about equally divided between fish, animal products and agricultural products. It is impossible to figure out the exports of Manitoba and the western prairie Provinces from the official returns, because they ship chiefly through the ports of other Provinces. British Columbia, a sea Province, has its own ports, and the total export trade in 1897, of \$14,000,000, is likely to be much augmented in the near future. Minerals are the chief item, \$8,900,000; then fish, \$3,400,000; thirdly, lumber, \$750,000, with the rest divided between animals, agriculture and manufactures.

There are certain facts to be kept in mind. One is that some of our manufacturers are not anxious to make a noise about their sales abroad. They do not care to stir up fresh competition, and, doubtless, do not take much trouble to report all their sales abroad to the Customs authorities. Another fact is, that the great fall in agricultural prices the last ten years diminishes the total value of some exports in that line, although in bulk the exports have greatly increased. On the whole, the record is creditable. Partly by reason of a superior climate, and partly by excellent farming methods, our food products have acquired a good name abroad. Our factory-made articles, if produced cheap enough, may be compared with the products of older and larger countries. Wherever a Canadian mill or factory has a specialty, it can find a market for it abroad. Sometimes, I think this is not sufficiently developed by our manufacturers. This should be remedied. I believe Canada is in a favored position to do a larger slice of the world's trade, and that the skill, industry, and integrity of her workmen and farmers are equal to the competition of any other country.