

information given out from the Ontario Model Farm that Canadian cheesemakers "have taken possession of the English market." And how ridiculous it is to compare the value of Canadian exports of cheese with our exports of manufactures. Under our National Policy of Protection Canadian cheesemakers have possessed themselves entirely of the home market, and their industry is in a most flourishing condition, protected as it is by a specific duty of three cents a pound, the equivalent of about 40 per cent. ad valorem—twice as much as the average protection afforded to many other classes of manufactures. It is true that the Dominion Government have been "fostering" manufactures for eleven years, as the *Globe* says, but the manufacture of cheese is included in this; and it is more than probable that if all other classes of manufactures had been "fostered" by a duty to the extent of about forty per cent. as cheese has been, Canadian manufacturers generally would now be in as undisputed possession of the Canadian market as Canadian cheesemakers are.

### IS PROTECTION A BENEFIT?

In a recent issue of a Canadian trade journal the following editorial remarks were made:

Canada is sadly in need of some manufacturers who can compete in a foreign market. The conflicting arrangements of a rascally tariff system, in which the protection of one industry is a tax upon the raw material of another, makes production at export prices a simple impossibility in nineteen out of twenty of these protected industries. It is pleasing to note such exceptions as the Massey Manufacturing Company.

The tone and style of this screed clearly indicates that the writer was an ignoramus actuated more by venom against Protection than by good sense in his argument in favor of Free Trade. But he endeavored to give importance to his tirade by mentioning the name of one of Toronto's large concerns engaged in the manufacture of agricultural implements, seeking thereby to create the impression that this company was about the only concern in Canada able to "compete in a foreign market." Desiring to have the views of this company, we enclosed the clipping to the Massey Manufacturing Company, with the request that they would indicate to us how this matter of Canadian foreign trade impressed them. Their reply will be found in another page.

There are a number of concerns in Canada engaged in the manufacture of agricultural implements who export largely; and we are aware that no better machinery is made in any country, as is evidenced by the award recently made to the Massey Company at the Paris Exhibition: and when it is remembered that the industry is quite new in Canada, specially as compared with that of the United States, Canadian manufacturers have just reason to be proud of what they are doing. Before the industry was ever established in Canada American manufacturers were striving to build up an export trade in agricultural implements; yet, during last year, the exports from Canada aggregated nearly ten per cent. of the exports from the United States; the American exports being valued at \$3,623,769 against \$321,341 for Canada. The exports from Canada were as follows:

Great Britain.....	\$ 45,379
United States.....	9,730
France.....	16,352
Germany.....	11,306
Holland.....	121
Argentine Republic.....	81,039
Newfoundland.....	312
Australia.....	109,364
New Zealand.....	47,738

Total \$ 321,841

And of this amount \$311,662 was produced in Ontario, and but \$9,679 elsewhere in Canada. The imports of such goods into Canada, however, were exceedingly small, there having been but thirty-five harvesters, with and without binding attachments, imported, the value of which aggregated \$3,815, and upon which a duty of \$1,335 only was collected. The distribution of this machinery was as follows:

	MACHINES.	VALUE.
Ontario.....	4	\$ 510
Manitoba.....	21	2,745
P. E. Island,.....	10	560
Total.....	35	\$3,815

It is clearly evident, then, that, considering wealth, population and investments in manufacturing agricultural implements, Canada compares most favorably with the United States. With less than a twelfth of the population, Canada exports ten per cent. as much as the United States, nearly ten thousand dollars worth of which goes to that country, while Canada takes from there less than four thousand dollars worth.

Mr. Massey suggests some valuable facts as regards the success of certain Canadian manufactures. He tells us what we all know, that screws, nails, rivets, etc. are made in Canada in every respect as good as American or English productions. He calls these "raw materials," and to him in his business that is what they are; but he seems oblivious to the fact that to the manufacturers of them they are the finished product. He speaks with pride of the excellence of the machinery made by his Company, and in this that Company is entitled to all that can be claimed for it, the evidence lying in the fact that it has built up a large foreign trade in the presence of the competition of the long established foreign trades of the largest English and American manufacturers. He tells us that but three years ago his Company sent a consignment of a couple of dozen reapers to Australia. At that time a celebrated English manufacturer, who builds first-class machines, had an annual trade there of some four hundred such machines, and that several American manufacturers also enjoyed large trade there. It seems that the trade of the English and American manufacturers has increased but very little since then, while the trade of the Canadian company last year demanded over two hundred machines, which, this year, was increased to nearly six hundred. As we have shown, the demand in Europe last year for Canadian machines amounted to nearly \$75,000; while this year the demand on the Massey Company from there already amounts to 450 machines. Mr. Massey says, however, that it costs more to manufacture in Canada than in the United States; and that this fact makes an inroad upon their profits in their foreign trade, considering the competition they have to meet from foreign manufacturers. As we have shown, Canada in proportion to population, and in the face of other disadvantages, actually does a much larger export business in agricultural implements than the United States; and, according to these