

desirable visitor. The following pathetic narrative from the New Bedford *Morant*, shows one of the many trials to which a retail storekeeper is exposed. Many of our readers will, no doubt, recognize the picture:—"One midsummer day, when Æolus slept and the thermometer stood in the nineties, a lady entered a store not a thousand miles off, and inquired for parasols. The obliging proprietor spread out before her samples of a large and varied stock. "Have you any of this shade of a size larger?" said the lady. The size larger was produced. "I think, on the whole, I prefer the size smaller." The size smaller was presented. "Have you any of this size a lighter shade of blue?" The required shade was brought out. "Haven't you any of this kind with a crooked handle?" The shade with the crooked handle appeared. "Have you any with the crooked handle not quite so heavy?" said the lady, and so continued her inquiries for every conceivable size, shade, and weight possible in the line of parasols. After nearly an hour had been thus consumed the fair shopper gathered up her handkerchief and gloves, and moved for the door. "Can't I sell you a parasol?" inquired the exhausted proprietor. "O dear, no," replied the lady, "I was merely inquiring the price. I am going into mourning and have one for sale."

Communication.

THE TREATY.

To the Editor of the Merchantman.

SIR,

In Canada the great question of the day is Reciprocity, and I doubt if ever in the history of the Country any commercial question has ever arisen which has evoked so much, and such bitter partisanship. That there should be two sides to the question is only natural, for so surely as one of the great political parties declares itself on one side, its opponent, if for nothing else than opposition's sake is sure to array itself upon the other. While taking sides with no political party in this question, I as a Canadian, cannot but feel a deep interest in watching the progress of this treaty, for on its adoption or rejection, depends in a great measure the future of our country. Some say, "adopt the treaty, and the country will at once be flooded with goods of American manufacture, our factories unable to compete with those of the United States will be compelled to close up entirely, while last but not least, you will pave the way for ultimate annexation." The annexation cry is so transparent that it only requires mention to shew its absurdity. Great Britain possesses no subjects more loyal than Canadians, who are proud of being connected with a country "on whose possessions the sun never sets" which is as rich in venerable traditions of the age of chivalry as in the more modern trophies of conquest by sea and land; a country which leads the van of civilization, whether in the promotion of the arts and sciences, or the protection of the weak against the strong. Her flag sweeps every sea, and is everywhere recognized as the synonym of Justice and Peace. Is it any wonder then, that we are proud of our connection with such a country, or should be loth to sever it for one, which although honorable enough in itself, and to those who prefer it, offers but few advantages compared to Great Britain, and is distasteful to the vast majority of Canadians. The first series of charges, viz., throwing our trade into the hands of American dealers, and destroying our manufactures are really the questions at issue, and upon them I beg leave to offer a few suggestions.

So far as the question of Reciprocity is concerned, the population of Canada may be divided into two classes, Manufacturers and Consumers. The appropriate proportion of Manufacturers to Consumers is about ONE to FORTY, while the proportion of Capital invested, would not bear anything like the same ratio. As the primary object of all legislation is to benefit the

greatest number, it follows, that if Reciprocity were beneficial to the Consumers, even though it were detrimental to the Manufacturers it ought to be adopted. The theory of cheap goods by protection has been long since exploded. Everyone now knows that the higher an article is protected, the less competition there is in it, and consequently the profits are greater, thus while it is beneficial to the Manufacturer it is injurious to the consumer. Taking these facts into consideration and even admitting for the sake of argument that Reciprocity means ruin to our Manufactories, why, I ask, should the Forty consumers impoverish themselves that the One Manufacturer might be made rich? But while the force of this argument cannot be denied, I am not prepared to admit that the passage of this treaty would destroy our manufactures. Everyone acquainted with the production of an article, knows, that the price greatly depends upon the quantities produced, the larger the quantity the cheaper it can be manufactured, and *vice versa*. It follows that in the United States, where manufacturers cater for a population of say Forty Millions, they can manufacture cheaper than Canadian producers, who (on account of the protective policy at present enforced by their neighbours) can only extend their sales over the limited area and population of their own country. Let however this treaty come into force, and in this respect our Manufacturers would be immediately upon an equality with those of the United States, and instead of their trade being confined to Four Millions of customers as before, they would find the numbers increase to Four and Forty Millions. At the present time, and with the existing Chinese wall of protection, with which the United States have hedged themselves about, it is impossible for Canada to export manufactured articles into that country. We export nothing but raw material, much of which we import back again in the shape of manufactured goods, and in so doing, we not only help to keep up the foreign trade of the United States, but also increase the revenue of our own country by paying duty on what, were the treaty in force, would be manufactured at home. The great advantages that Canadian manufacturers would have were the Treaty in force, would be cheap Raw Material and cheap Labor. With equal facilities for selling what they make, and the advantages just enumerated, I cannot see why Canada should be afraid of competing with the protected manufactures of the United States. In many branches of manufactures Canada is not only able to make for her own consumption, but also for exportation, and at the present time certain articles manufactured here are sold in almost every civilized country in the world, and at prices which defy competition. Practically shut out as British manufacturers are at present from the United States, the Treaty passed, they would at once see in Canada a vantage ground, from whence, by the aid of transplanted manufactures, they could again hope successfully to compete with its hitherto protected manufacturers. That this would cause a great influx of both capital and skilled labor to this country I have no doubt, as here the British Capitalist would not only find a safe and remunerative investment for his money, but also live under the same flag, similar laws and institutions. In the face of these facts I think we have no reason to fear the extra competition, which its opponents assert the working of the Reciprocity treaty, would furnish to our manufacturers, or the embarrassment which it would entail upon our wholesale merchants by throwing the trade into the hands of American dealers, but on the contrary not only that our manufactures would be increased, but that Canada acting as middleman between the United States and foreign countries, must derive a great trade and considerable sources

of revenue from the transaction. Shakespear says, "There is a tide in the affairs of men, which if taken at the flow leads on to fortune." If this be true, in regard to individuals it is also correct in regard to nations as history will abundantly testify. Let us not then wait for the re-action and ebb of our commercial tide, but sweeping boldly onward, and utilizing the adventitious opportunities by which we are at present surrounded, let us go forward in the vigorous prosecution of the mighty destiny which awaits us in the not far distant future. Thanking you for your valuable space, and trusting that you will continue to give your valuable support to this advantageous measure, until it shall have been crowned with success.

I am,
Yours truly,
CORRESPONDENT.

Toronto, August 18th, 1874.

THE TREATY.

(From the Toronto Globe).

We are free to confess that the violence of the attack on the Treaty has not been without some advantage. The shriek of affected horror and alarm at the utter ruin about to fall on our doomed country from the consummation of the Treaty, obtained for the subject a degree of prompt and earnest personal attention that but for these wild utterances it might not have secured. Every man in the most remote degree likely to be touched by its operation—every one in dread of loss, real and imaginary, likely to accrue from it—every protectionist manufacturer who thinks the people of Canada bound to pay him, on every article he makes 17 1/2 cents per dollar more than they can buy the same article for elsewhere—has had his grievance dished up for popular edification, and has extended to him the tender sympathies and condolences of his brethren in misery. All that could be conceived against the proposed Treaty—intelligently or ignorantly, justly or unjustly, honestly or dishonestly, innocently or maliciously—has been said. The public ear has been wide open to the wail of the discontented—the Reform press (mindful of the inconvenience of discussing an incomplete measure under negotiation with a foreign State) has refrained from interference—the wild stories of a bitter and reckless Opposition alone have been heard, and yet what has been the sum total of the whole din? Why, that ninety per cent. of the provisions of the Treaty have been all but unanimously approved of, and that the entire objections scraped together against the remaining fraction (were every one of them well founded and justly stated) would be as nothing in comparison with the impetus that would be given by this measure to the great industrial interests of the Dominion.

The agricultural interest of our country definitely surpasses all other interests put together; seventy per cent. of our entire population are directly or indirectly engaged in it; it feeds all our people, largely aids in clothing them, and contributes enormously to the foreign exports of the Dominion. The lumber interest comes next, and by it one hundred thousand families are said to obtain their living. The sailors, fishermen and shipbuilders follow next—and they form a vast and most valuable interest.

After them come the miners of coal, iron, copper, silver, gold, petroleum and salt—an interest destined at no distant day to vie in importance with that of agriculture. All these branches of industry will be much benefited by having a market of forty millions of people thrown open to their productions—and yet not a whisper of dissatisfaction with the treaty has come from any one of them.

The alarm has come entirely from the manufacturers—and these are more frightened than hurt. It is possible that some of them may suffer from the withdrawal of the protection they now enjoy; but assuredly, if they cannot compete with manufacturers across the line on equal terms, it must be because they lack capacity or sufficient capital to prosecute business with advantage. It requires, moreover, but a glance at Schedule C, to perceive that every one of the articles named in it is either of prime daily necessity to the masses of our people, or necessary to the sufficient prosecution of some useful branch of industry, and, therefore not a fit object for taxation.