

THE COMMERCIAL

The recognized authority on all matters pertaining to trade and progress in Western Canada, including that part of Ontario west of the Lake Superior, the Territories of Manitoba, British Columbia and the Territories.

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Advertisements purporting to be newsworthy or which profess to express the opinion of this journal, will not be inserted.

The Commercial certainly enjoys a business community of the vast region lying between Lake Superior and the Pacific coast than any other paper in Canada, daily or weekly. The Commercial is the leading wholesale commission, manufacturing and financial house of Eastern Canada.

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EXPORT ROUTES.

The loading of a cargo of wheat and flour at Vancouver for export to South Africa by the ship Pythomee, will call attention to the possibility of largely increasing our exports of grain and cereal products from Pacific coast ports. The distance by the Canadian Pacific Railway from Vancouver to Fort William, on Lake Superior, is only 1000 miles. At present the export surplus of cereal products from Manitoba and the Territories goes to Fort William, where it is transferred to lake steamers for lower lake ports, thence by the Erie canal or by rail to an Atlantic port. A small portion of the crop goes all rail from interior points to Atlantic ports.

Dividing the distance between Vancouver and Fort William, we have, say 950 miles. This brings the entire grain districts of Manitoba and Assiniboia territory nearer Fort William than Vancouver. The western part of Assiniboia, west of Swift Current, is nearer Vancouver than Lake Superior, but this part of the territory is not a grain country and does not produce any grain for shipment. In the grain districts of Alberta, however, the situation is different. Settlement in Alberta has increased very fast of late years, and that part of the west will soon have a large surplus of grain for export. From Edmonton to Fort William, via the Canadian Pacific Railway, the distance is 1,450 miles, while from Edmonton to Vancouver it is 834 miles, making the latter port 616 miles nearer than the nearest Lake Superior port. Other grain sections of Alberta are relatively in about the same position as Edmonton in this respect. This shows that there would be an enormous saving in railway haul if the surplus of Alberta could be exported from Pacific coast ports. When the grain reaches Vancouver it is at an ocean port, while at Fort William it will be a long distance from the seaboard. The distance from Fort William by rail to Montreal is 907 miles, and Montreal is only a summer port. Fort William to St. John is 1,478 miles; to Portland, 1,283 miles, and to Boston, 1,339 miles. Thus, when the grain from our western prairies reaches Lake Superior, it is all from 1,000 to 1,500 miles say from the Atlantic ports by rail. Of course, as we

reach Atlantic ports. The water route via the lakes, however, involves three handlings of the grain. It is elevated at Fort William, elevated again at lower lake ports and again elevated at the ocean port, all of which adds to the cost of transportation to the ultimate market. By the Pacific coast route there would only be one handling. This further shows the great advantage there would be in shipping from Pacific ports, particularly for the western portions of the grain belt. By the Pacific ports there would be no necessity for storing grain over winter, to await the opening of navigation in the spring, as is the case with exports via the eastern lake route.

The difficulty, of course, regarding the Pacific ports is that our exports of cereals and cereal products go to the United Kingdom and western Europe, and this would mean an ocean haul around the continent, if shipped from a Pacific port. The chief prospect in working up an export trade via Pacific ports would be in a growth of trade with Australia, South Africa and eastern Asia. The construction of an isthmus canal, which would cut the continent of America in two, and also reduce the water route to Europe via the Pacific

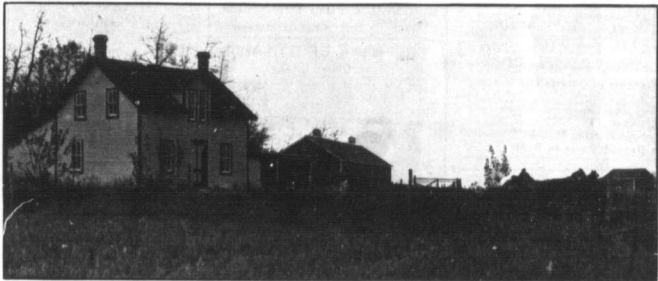
in Western Canada. Home sales of domestic makes no doubt increase in like proportion. In fact some of the Canadian factories were so busy with the domestic trade that they were able to give very little attention to export business. No doubt the growth of export business was retarded by the large demands upon manufacturers from the home market.

There are some peculiarities about our implement trade, as shown by the table of imports and exports. To a considerable extent our imports are made up of exactly the same class of goods as the exports. About the only difference is the brand, or the make. While our implements compete on even terms in foreign markets and are considered equal to the best, at home a number of people evidently believe that imported articles are better, for they pay the higher prices necessitated by the duty for the imported goods. While Canadian machines have taken the highest awards in foreign lands in competition with the world, at exhibitions and field trials, at home they are regarded by some consumers as inferior to foreign makes. Different makes of machines may perhaps be better adapted than others to conditions peculiar to certain

the report, without going into the question to any extent.

One point which is eviient in the consideration of the question is the strong feeling of sympathy which exists among the members of the board in favor of British Columbia interests. It seemed to be the feeling that as it is a western interest which is concerned, it deserves the sympathetic assistance of the Winnipeg board in every way possible. There is another feature which is worthy of notice. This was voiced by Mr. Ashdown, and no doubt represented the general feeling of the members. Canada has at the present time a protective policy in effect. Whatever party politicians on either side may declaim, this fact remains. This being the case, why should not western interests be protected as well as eastern? The lead mining industry is a western interest. It is one of the very few interests which the west has, to protect. Then why should not be included in the general policy of protection?

The west is occasionally lectured by eastern journals and politicians for lack of sympathy for the "national" policy of protection. The people of the west have been told that they should submit to the payment of high



Manitoba Farm Homes—Residence of W. S. Randall, Shoal Lake.

by over one half, would perhaps permit of grain exportation even to Europe via Pacific ports.

EXPORT OF FARM IMPLEMENTS.

Canadian exports of implements and farm machinery are somewhat larger than many people imagine. Our exports of implements make about the largest item on the list of exports of finished goods. Some commodities classed as manufactures, such as wood pulp, for instance, show a larger volume of exports than implements, but these cannot be classed as finished goods. White wood pulp is in a sense a manufacture, it is in another sense a raw material. The following table shows both our imports and exports of implements for a series of years:

Year.	Imports.	Exports.
1906	46,072	506,277
1905	48,469	703,362
1904	90,140	1,144,463
1903	1,828,858	1,847,223
1902	1,826,944	1,850,351
1901	2,051,468	1,820,800
Total.	\$9,944,674	\$9,983,171

It will be seen from this table that our exports and imports of implements practically balance, taking the figures for a series of years. Imports increased very largely last year, due no doubt to the great increase in trade

localities, and this may account in some cases for the preference for imported lines. The main reason for the imports, however, is probably custom. People often become wedded in their notions to a certain article which they have used, and they think no other is quite as good. They will have the particular article which they have used in the past, regardless of cost.

BOARD OF TRADE AND THE LEAD DUTY.

As will be seen by the report of the annual meeting of the Winnipeg Board of Trade, published in The Commercial this week, the board had declared in favor of protection for the lead industry. It must not be understood from this that the board is in favor of protection as a principle. The Commercial is well, of course, speaking officially for the board, but simply from a general knowledge of the facts which govern the situation. Outside of the committee of the board who undertook a study of the question, and possibly two or three others, it is not likely that the members had any very clear idea of the situation as regards the lead-mining industry in Canada. The committee reported in favor of protection for the lead mining industry and the board simply voted to endorse

duties in favor of eastern industries, because the east has expended much in developing the west. Western people as a rule admit neither the truth nor the logic of this statement. When it comes to the protection of a western interest, however, the boot is on the other foot. The result is that we see eastern interests are strongly opposed to this kind of protection. Eastern manufacturers who want cheap lead as a raw material, are the main obstacle in the opposition to the protection of the lead-mining industry. They will take all the protection they can get, but don't tax the materials they are obliged to purchase. This, of course, is one of the contradictory features of a protective policy. What is one man's manufactured product, is another's raw material.

Of course there are two sides to the question of protecting the lead-mining industry, and two very important sides, too. Like almost every other interest where tariff protection is concerned, a great deal can be said on both sides. The board, however, did not go into the question deeply and was influenced mainly by the considerations herein stated.

The last day lies hid; therefore watch every day.