

the Victorian railway when I was there, and I understood from Sir Thomas Tait that they were satisfactory. It is easy to see what an advantage a slight reduction on these six items would be to Canada. Take, for instance, fish in tins. These imports into Australia consist almost wholly of salmon, the total imports of fish in tins being about \$2,285,000 annually. As I have shown, we send about \$471,000 worth. That is, we supply about 21 per cent, or one-fifth of what Australia imports, the other four-fifths coming from the United States. The duty on tinned salmon going into Australia, wherever it may come from, is 1d. per pound. But if we could get a slight reduction, we could certainly largely increase our exportation at the expense of the Americans. Australia already gives South Africa a rebate of ½d. per pound on fish from that country. Thus the precedent has been established, and there is no reason why Australia should not give to Canada a rebate on the duty on fish. Take the case of timber: Australia in 1910 imported \$10,278,900 worth of timber, of which \$4,500,000 worth was from the United States, \$2,600,000 from Norway and Sweden, and \$375,000 worth from Canada. It will be seen that the United States sends to Australia twelve times as much timber as we do—practically the same kinds of timber and if anything not quite so good. The tariff upon that timber is 2s. 6d. per 100 superficial feet. We feel that if Australia would make a slight reduction, we could get a much larger quantity of British Columbia timber into Australia than we do. They allow white pine from New Zealand to come in at only 6d. per 100 feet. If they would give us anything like the same rate, we should be in a very much better position than we are. Another product of which we could send very considerable quantities at certain times of the year is apples. I had the opportunity of going through some of the most magnificent apple orchards in Tasmania, where apple culture is brought, perhaps, to the highest stage known in the civilized world. But as everybody knows, Canada and Australia have alternating seasons. I was in Tasmania in November, and the apple trees were in full bloom—it was the beginning of spring. The apple crop would be harvested in February and March. But they have practically no apples of their own in October and November and December, the very months when our apples are at their best. New Zealand has gone so far as to recognize this by reducing her tariff from 1d. per pound to ½d. per pound during November and December, thus permitting apples from the north to come in, though she is a large exporting coun-

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ty in the right time of the year. It does not seem to me altogether an unreasonable proposition that we should admit Tasmanian apples into Canada at a time when our apples are practically exhausted and that they should allow our apples in when their native supplies are low. There are quite a number of other fruits that could be exchanged on the same basis.

The same is true of eggs—these could be admitted on favourable terms at the time when the importing country has least and the exporting country has most. Another item in which our export to Australia is large, is newsprint paper. It is admitted free into Australia no matter where it comes from. If the Australians could be persuaded to put a slight duty against newsprint from foreign countries, and allow ours to go in free, it would give us a tremendous advantage; and I do not think it would raise the price of paper to them, because we can offer far more for export than they can consume. And if they would reduce slightly their duty on wrapping paper made by the Kraft process—the general tariff is 5s. and the United Kingdom tariff 4s. 6d.—if they could give us this slight advantage we could compete with Sweden and Norway on a basis that would largely help some of our mills in the province of Quebec. New Zealand gives an advantage of \$12.21 per ton on Canadian wrapping paper over that produced in Norway and Sweden, and the result is that our Canadian mills are sending quantities of wrapping paper to New Zealand. Were we permitted some slight preference in the Australian market, it would be a great advantage to the mills in Quebec that use the Kraft process in the manufacture of paper. There is quite a range of articles which I have referred to, on which the Australians have a double tariff, with a slight difference between them. If we could gain the advantage of the minimum tariff we could replace to a large extent the goods manufactured by the United States. Among them are agricultural machinery, rubber goods, boots and shoes, metal manufactureries, textiles, vehicles, bicycles and motors. If an arrangement could be made by which we could get our lumber, our fish, our fruit (at certain times of the year), and our paper free into their markets; and if they will be prepared to put on a slight tax on the paper produced elsewhere, and give us their preferential rates on a number of manufactured articles, I think we should be content, and we should have the means of considerably increasing our trade.

But, of course, if we ask these boons, we must be very generous in dealing with Australia. We can hardly expect her to give us further advantages, particularly as trade stands eight to one in our favour, unless we are prepared to make concessions