

THE BURDEN OF PROOF.

There seems to be an epidemic of thoughtlessness prevailing in Canada, strongly tinged in some instances with intentional misrepresentation regarding the intrinsic value of Canadian made goods as compared with similar goods made in other countries; the argument being, as intimated in the Toronto Evening Telegram, that tariff protection encourages Canadian manufacturers to sit down under the shelter of a favoring tariff, giving as little as possible to the consumer in value, and taking as much as possible from the consumer in money.

It is to be regretted that such impressions prevail, and, in our opinion, they prevail to a large extent through the apathy of the manufacturers themselves. There is another feature of the matter, however, where apathy does not prevail, for, as has heretofore been shown in these pages, the outcry against Canadian-made goods finds its incentive in unscrupulous salesmen who lose no opportunity to impress upon purchasers that under no circumstances are home made goods as valuable as those of foreign make.

The Telegram, however, insists that Canadian manufacturers should find out the lines in which English or American producers excel the Canadian producers of similar articles, and then attempt to bring his product up to the competing standard, instead of relying upon the tariff to compel the Canadian consumer to buy an inferior article of Canadian origin to save the duty on a superior article of foreign make. We have already pointed out to our erring contemporary that it was astray in its conclusions, and referred it to the recent display of Canadian made woollens at Ottawa as being the equal of any similar goods made anywhere else in the world, answering which The Telegram says:

THE CANADIAN MANUFACTURER cannot prove that the English or United States product is not, in some cases, better than the Canadian products.

The burden of proof does not rest upon us. The Telegram tells Canadian manufacturers in very plain language and without exceptions, that their products are inferior to those of other countries, the inferiority being measurable by the extent of the protection given by the tariff; and when we challenge the assertion, and point to a most forcible illustration of our contention, we are invited to produce proof showing that "in some cases" foreign products are not superior to the home made. We are willing to admit that "in some cases" foreign goods are superior to Canadian—for instance, in certain lines of silks, linens and laces, for they are not made in Canada—in certain lines of dye stuffs and chemicals, for they are not made in Canada; in certain lines of structural steel, for they are not made in Canada—in all these, and in some other lines we are willing to admit foreign superiority—because they are not made in Canada; but we invite The Telegram to prove, as it asserts by implication, that in cases where our manufacturers make things, they are in any degree inferior to the foreign product. We cited the Ottawa woollen exhibit; and it might surprise The Telegram to know that many lines of Canadian woollens are regularly sold to merchant tailors who make them up into clothing and sell them to the public under the positive assurance that they are of foreign origin; and the same fact prevails regarding many other lines of home-made textiles, hosiery, etc., the fictitious labels being the only thing about them that denotes that they are of so-called foreign origin. And we would like to have an expression of opinion from The Telegram regarding the excellence or otherwise of Canadian steam boilers and engines; Canadian steamers, yachts, boats and canoes; Canadian agricultural machinery; Canadian furniture; Canadian electric dynamos, motors,

etc.; Canadian street and railway cars and coaches; Canadian iron and wood-working tools; Canadian mining machinery; Canadian pianos and organs, and a hundred other Canadian manufactured products. There are a great many cads in Canada who prefer to think that Canada can produce nothing good enough for them, while at the same time they pay a larger price for what they purchase under the impression that they are getting imported articles, which, very often they are not.

We say that it is to be regretted that such impressions prevail as The Telegram entertains regarding the inferiority of Canadian goods; and we declare that this is to a large extent attributable to the apathy of the manufacturers. We are pleased to observe, however, that some of them always place distinguishing names, marks and signs upon everything they produce; and these do honor, not only to themselves, but to Canada; but there are others who attach no importance whatever to the legend "Made in Canada;" and who are quite willing to sink their identity, and that of their products, if it is so required by their customers.

AUSTRALIAN TRADE.

The Federal tariff, so far as it has been modified by the Australian House of Representatives, is unsatisfactory to all parties alike. A correspondent of Commercial Intelligence says it pleases neither the protectionist nor the free trader, and confirms the general impression that a simple revenue tariff would, after all, have been the best. The idea of the Federal Government was to impose heavy import duties on everything which could be manufactured in the Commonwealth, but how far it has been realized is illustrated by the manner in which the new duties affect the printing trades. Printed books, for instance, are admitted duty free, although it was originally suggested that they should be liable to a duty of 25 per cent. Consequently, an Australian author may have a book printed in Great Britain and shipped to the Commonwealth at a less cost than would be possible in any of the States, because, apart from the high wages and legislative control of labor conditions, the printing paper, printing ink, and book-binding materials are all liable to duty. This is declared to be a kind of protection which does not protect. Then again, it is laid down as a principle that there must be no general exemptions from payment of duty. Every article exempted must be specified. Consequently, the free list is of inordinate length, and the Customs officials confess their ignorance of many of the articles mentioned. It has since been ascertained that many articles placed in the free list have been declared dutiable under other names and classifications. Thus the linotype machine is admitted duty free, but all other type-setting machines are subject to duty because they have not been specifically mentioned. The discontent in the Australian commercial world is so intense and widespread that a political crisis is imminent at any moment. The Canadian proposal for inter-imperial commercial union is not regarded with favor in Australia. It is pointed out that Australian trade with the Dominion is so limited, and possesses so few possibilities of expansion, that to favor it at the expense of Australian trade with other countries, other than Great Britain, would be sacrificing the substance to the shadow. Here are some instructive figures:

COMMONWEALTH AND NEW ZEALAND OVERSEA EXPORTS.

To Great Britain.....	£36,000,000
To Foreign Countries.....	15,100,000
To Canada.....	175,000