

In considering the question of reciprocal preferential trade within the Empire The Globe seems to forget that which it is of importance that we all should remember that the established policy of Canada is to maintain a tariff that is strongly flavored with protection. In the opinion of many the customs duties now imposed are too low to effect the greatest benefit to the country; and it is because of unnecessarily low duties that many millions of dollars worth of merchandise is imported, the like of which could, to good advantage, and without undue enhancement of price, have been made in Canada. As low as our duties are the Government saw proper to make a further reduction in favor of British goods; and it would be practically impossible to go any further in that direction under any circumstances; and this should be an answer to The Globe's suggestion that Great Britain would be sure to ask what further concessions we might be willing to give for a tariff preference in that market. If Great Britain cannot at this day, considering the circumstances which environ her, comprehend why it would be to her advantage to cease to depend upon not over friendly foreign nations for her breadstuffs; to cultivate the markets of her own colonies; sell her manufactures in them and buy her food in them, her case is a hopeless one.

#### A RECIPROCITY LEAGUE.

Representatives of sixty leading manufacturing and other industrial establishments of the United States, recently met in Chicago, and organized the National Reciprocity League, of which W. E. Stanley, Governor of Kansas, was elected president. The object of the organization is to wage a campaign of education concerning the "urgent need of reciprocal trade relations with foreign nations." In a word, the organization says that the manufacturers are manufacturing in excess of the consumption of the home market. They want the United States Government to establish trade relations with other countries that will throw open the markets of the world for the disposal of their goods.

We notice that included in the list of names of these ardent advocates for reciprocity are a number of concerns who desire to dispose of their products in Canada, and who cannot do so to as good advantage as they might if the Canadian market were thrown open to them; and this is noticeable as regards agricultural machinery. It is also noticeable that there is a constant transference of works producing such and other articles, or branches of them, from the United States to Canada; and these are the concerns who, however much they may desire to see our Canadian tariff reduced to a merely revenue basis, do not believe it will soon occur, even as a result of the "campaign of education" which the National Reciprocity League are inaugurating.

The National Reciprocity Convention which was held at Washington in November last, at the instigation of the National Association of Manufacturers, passed a resolution recommending to the United States Congress the maintenance of the principle of tariff protection for the home market, and to open up by reciprocity opportunities for increased foreign trade by modifications of the tariff in special cases, but only where it can be done without injury to any home interests of manufacturing, commerce or farming; and this resolution was most emphatically reaffirmed at the recent Indianapolis convention of that Association.

Our American friends are, in this matter of reciprocity, exceedingly kind—to themselves. They would like to have some sort of reciprocity with Canada which would give them

free entry to our markets, but it should not in the least degree unfavorably affect any of their manufacturing, commercial or farming interests, but they overlook the fact that Canada's prosperity depends upon our manufacturing, commercial and farming interests. Canada does not desire, nor will she entertain any propositions looking to any such jug-handled fiscal arrangement.

#### SOUTH AFRICA.

The report of the Special Canadian Trade Commissioner sent to South Africa some time ago furnishes considerable valuable information regarding present conditions in that country, and many suggestions as to lines in which trade can be extended there. While prepared primarily for Canadian producers, the ideas presented may in many instances be valuable to manufacturers and exporters in other countries as well.

Although not designed by nature to be a great farming country, owing especially to the absence of water through irregular rainfall, South Africa produces a variety of agricultural products, notably potatoes, corn, wheat, vegetables, apples, pears and grapes, and in some districts of Cape Colony, sugar, pineapples and tea are raised to some extent. Irrigation is possible, although difficult, and will no doubt be employed to extend the area of arable soil at an early date. It is important for manufacturers intending to ship to this market to bear in mind the fact that oxen are largely used as draught animals; that the farm hands are usually ignorant natives or East Indians, and that the soil is rough and hilly and often baked hard, owing to lack of rains. Implements to meet such conditions should be strong, easily controlled, not liable to get out of order and capable of being readily repaired. The Commissioner emphasizes the importance of local agencies or travelling agents visiting each city so as to keep in touch with the dealers, and also to learn the actual working of the implements on the veldt. Plows, harrows, seeders, cultivators, mowers and rakes, are sure to be in demand at once in connection with the re-stocking of the farms. Windmills and pumping machinery are already considerably used in South Africa, and the demand for them is certain to extend as more territory is reclaimed from the veldt. At present the bulk of this trade, as well as that in agricultural implements, is enjoyed by American manufacturers. There will also be a large demand for barbed wire fencing in all parts of South Africa. The American Consul-General reported two years ago that the fences were down, and the period that has since elapsed has no doubt completed their destruction. Another article likely to be in great demand is artificial fertilizer. The soil of South Africa is deficient in lime, and it is necessary to use fertilizers for many crops.

The Commissioner remarks that the people of South Africa are musical, and that nearly every house, particularly in the Transvaal, had a musical instrument of some kind. Medium-priced pianos and organs will be in demand. Aside from the timber imported for the mines, most of which is pine from Southern United States, there will be a heavy demand for lumber in more or less finished forms for building farmhouses, etc. In general, the South African trade prefers material dressed as much as possible so that an ordinary carpenter can work it up. Red pine and spruce, dressed and undressed, 12 to 25 feet in length, and  $\frac{3}{4}$  in. to 2 in thick, and 6 in. to 11 in. wide, are in steady demand. Cedar and Oregon pine are also imported, and there is a growing demand for finished white pine doors and trimmings. There is some trade also in