

musical instruments, both of which did nicely in 1917 and 1918, and promise to gain a good foothold in this country.

It is rather surprising that the Swiss *graphic arts* have not made a serious effort in Canada. Before the war such products were imported here mainly from Germany. Our industry being well equipped in this line I think a thorough investigation of the market, especially in Toronto, with a view to increasing their export, would be justified.

The *official commercial relations* between Switzerland and Canada are governed by the Clause of the Most Favourable Nation, contained in Articles IX. and X. of the Treaty of Friendship, Commerce and Reciprocal Establishment, concluded between Switzerland and Great Britain on September 6, 1855, and by the additional Treaty of March 20th, 1914.

Thus, Swiss goods are entitled to the rates of duty provided under all commercial conventions made between Canada and other nations, especially to the intermediate tariff as extended to France, Belgium, Netherlands and Italy. The Franco-Canadian Treaty ceases to be in force after June 19th, 1920. The future development of the commercial relations between Switzerland and Canada will depend greatly on the way in which the proposed tariff reform is carried out in Canada, but we sincerely hope that the very friendly dispositions which the Canadian Government shows towards Switzerland will be reflected in any future arrangements which could be made in regard to the entrance of Swiss goods into Canada.

I hope this exposition has not been too long and too prosaic, but the statistical analysis will show better than any explanation the direction in which we have to work, what we have to do and how our countrymen and friends can co-operate. All Swiss Consulates in Canada will be glad to receive suggestions from countrymen and persons interested, with a view to supplying Canada's special needs from Swiss sources. It cannot be expected that the official representations do the business themselves, but we can help in bringing interested parties together. We can guide those who are coming from Switzerland to sell, and those who are going there to buy. We can centralize and forward the useful information which will be given to us by those