

been engaged in the manufacture of musical instruments as long as some other concerns, they have what they claim to be the largest and best equipped factory in Canada; that the profits growing out of the business has enabled the owners to pay for it; that they have no rent to pay, and that living in Bowmanville is cheaper than in the city. If these are facts why should the farmers be asked to pay Mr. Glendon's company twenty-five per cent. more for their pianos than they now ask?

Mr. Glendon is not alone in giving testimony regarding the excellence of Canadian-made pianos, and the injury to Canadian farmers and all other users of pianos that would follow unrestricted reciprocity. In interviews recently published in the *Globe* Mr. E. G. Thomas, a manufacturer of organs at Woodstock, Ont., acknowledged that, following the destruction of the N.P., "the large number of cheap instruments turned out of American factories would have an undesirable effect on this market"; and Mr. W. B. Nelles, of the Evans Bros. Piano Manufacturing Company, of Ingersoll, Ont., anticipated that "with continental free trade there would be a certain amount of competition from the cheapest sorts of pianos made in the United States." Complaining of the low prices of pianos in Canada, the *Globe* reported Mr. Nelles as saying: "A comparison of present prices in the United States and Canada shows that there is no danger of this being made a slaughter market, for it is already a worse market than their own," and that "the only way that the piano trade of Canada might be injured by reciprocity would be by the very cheap class of instruments which are made in large numbers in the United States." In a previous issue of the *Globe* Mr. Thomas, already alluded to, explained the low price of musical instruments in Canada by saying: "There has been a lowering of the price these last ten years or more of at least twenty per cent. Competition accounts for it." This is important corroborative testimony regarding the value of the N.P. to Canadian farmers, all the more convincing from the fact that it was elicited from the witnesses by the *Globe* itself. The N.P. was inaugurated only a dozen years ago, and Mr. Thomas tells us that since that time "there has been a lowering of prices of at least twenty per cent.," accounting for it by the competition that then arose in the trade; and both Mr. Thomas and Mr. Nelles agree with Mr. Glendon that under the N.P. pianos are much cheaper in Canada than they would be under unrestricted reciprocity. This being the case, why should the farmers desire a change?

It is not in pianos alone that Canadian farmers are vastly benefited by the competition of manufacturers whose industries were brought into existence under the N.P. The *Globe* furnishes abundant evidence on this point in the testimony it has obtained from manufacturers, interviews with whom it has reported in its columns. The Waterloo Manufacturing Company, of Waterloo, Ont., are manufacturers of agricultural implements; and it was only last week that Mr. Merner, who is interested in the concern, was reported in the *Globe* as saying: "Our prices here are lower than they are in the United States. Then unrestricted reciprocity would have the effect of shortening the terms of credit and bringing our business very much nearer a cash basis than it is at present. The average term in the United States is four months, while

here credits are often prolonged to four years. We manufacture better machinery than is manufactured in the United States. We are manufacturing cheaper than the Americans, and if the terms of credit were shortened we could manufacture cheaper still." This is commended to the consideration of our farmers. Here is one of the most reliable concerns in Canada manufacturing agricultural implements, telling its customers, the farmers, that under the N.P. prices are lower here than in the United States; that they are making better implements than are made in the United States; that they give much longer terms of credit to the farmers who buy their implements than American farmers obtain, and that if they could only obtain unrestricted reciprocity they would charge American prices and grant only four months' credit as against the four years' credit they now allow. And Mr. Merner is not the only one who testifies to this effect. Mr. J. P. Macdonald, of the Macdonald Manufacturing Company, of Stratford, Ont., manufacturers of threshing machines, tells us, according to an interview published in the *Globe*: "Our prices are lower than those for American machines. Such a machine as we sell here for \$400 they sell for \$600." Why, then, should Canadian farmers desire unrestricted reciprocity, so that the Macdonald Manufacturing Company could have free access to the American market while the change would force them to pay \$600 for a machine that the Macdonald Company will now sell them for \$400? Messrs. Farren, Macpherson & Hovey are also manufacturers of threshing machines, at Clinton, Ont., and Mr. W. W. Farren, senior member of the firm, according to an interview published in the *Globe*, tells his farmer customers that "at the present time we are selling machines lower than the Americans are," and that "Canadian manufacturers give longer terms of credit than the United States men, and we are making a more substantial article." What inducement can it possibly be, then, for the farmers who are now getting a better machine at a lower price and on longer credit to swap the N.P. that guarantees them these conditions for unrestricted reciprocity that is to cost them so much, merely to benefit Mr. Farren's concern?

So, too, as regards stoves. All farmers use stoves, and naturally enough they desire to buy them as cheaply as possible. According to Mr. Thomas Doherty, who operates a stove works at Sarnia, Ont., the N. P. has brought into existence a very large number of such works in Canada, and the competition among them has depressed prices to a low point—lower than in the United States—and for this reason he wants to do away with the N. P. and have unrestricted reciprocity with the United States, where the prices of stoves are higher. According to an interview reported in the *Globe* Mr. Doherty says: "If we could get into the American market we should be relieved of a part of the high pressure of our competition here;" and that "the combination of Canadian stove manufacturers require protection from themselves. The combine has not raised prices. If the tariff walls were taken down the Canadian stove manufacturers would find themselves with easier competition than at present." Mr. Doherty here tells the farmers that under the N. P. competition has depressed prices until they are lower than in the United States; that the combination of stove manufacturers are ruining themselves by the exceedingly low prices at which they sell stoves; that