

Taking the Express on its own ground and assuming that by lumber it even meant round and square timber as well as board, plank, and other sawn lumber, its editorial is the best possible endorsement of the government's action. Making the term lumber as wide as possible, those who conduct building operations in the northern states are very much in the same position with regard to Canadian lumber as the little boy was with regard to the pair of skates, which he wanted and had only seventy-five cents to buy while their price was a dollar. Canadian lumber may not be much to them, but it's just as necessary to their building operations as the quarter the boy didn't have was to the purchase of the skates. The United States is an exporter of lumber. The stoppage of the supply from Canada will have one of two effects. It will force the United States lumbermen to cut millions of feet more from Uncle Sam's forests every year or it will force him to stop supplying South Africa or Argentina, in event of which Canada doubtless could find enough lumber to keep those countries from a lumber famine.

The last paragraph of the quotation is very laughable. Our contemporary knows full well that if a high tariff would have secured the American market to American lumbermen and given them better prices that step would have been taken long ago. It is always distasteful to us to call attention to these little discrepancies, but we could not let such egregious misstatements pass unchallenged. Perhaps the Express will vouchsafe us a word of explanation.

WILL IT END IN TALK?

The manufacturers of Canada who ought to monopolize the trade of the Yukon should make it a matter of pride as well as of good business that any goods intended for that country should be of the best quality. It will be the best kind of an advertisement for Canada if "Canadian" and "good" be synonymous terms with reference to the supplies which the miners and prospectors bring in. Where a man's life depends on the reliability of his outfit there will be no unwillingness to pay a price for a first-class article. The boots, rubbers, mitts, clothing and camp outfits should be excellent in every respect. A man who gets a bad article cannot in that country throw it away and buy another very conveniently. What he gets, therefore, should be made for service and not for show. The miner will care very little where an article comes from so long as it serves his purpose well. Let the legend prevail from the first that what is Canadian is good.—Toronto Globe.

Our contemporary is correct. This statement has the right ring about it, but, perhaps, its energy might better have been turned another way. We have yet to hear that Canadian manufacturers are in the habit of turning out from their factories a poorer class of products than those of any other country. If The Globe desires to assist along the line its remark indicates, there is a way open for it.

How will the miner know that the good article he gets is not American, while the bad article is Canadian? Does The Globe not know that cheap German imitations of Canadian manufactures are sent into this country, some of them even bearing the trade-mark, or the slightly-differentiated trade-mark, of Canadian firms? In such cases how is the miner to know that the poor article, for which he paid good money, is not Canadian? Here is an opening for The Globe to be useful. Parliament is in session, and if The Globe will use its best efforts to secure a Merchandise Marks Act for Canada,

THE CANADIAN MANUFACTURER will join hands with it to the utmost of its ability.

That is one side of the case. A poor grade of a foreign article, made in imitation of a high grade Canadian article, may in this manner prove very detrimental to Canada's commercial interests in the Klondike. There is another phase of the question. There are, we are sorry to say, importers in Canada whose imported goods are all too frequently the product of Canadian mills, although sold as imported and at the price of imported goods, and giving such satisfaction to their purchasers that they almost certainly return to again purchase the same line of imported goods. Suppose the miner invests his cash in goods of this class, he gets good value for his money and is abundantly satisfied. But who gets the credit? Canadian workmen in Canadian mills made the goods from Canadian material, yet Canada gets no credit for it, because the miner has been told that the goods were made in England, in Ireland, in Scotland, or in whatever other part of the earth the salesman chose to ascribe their origin. Thus Canada is indirectly the loser in both instances. In the first case she has to suffer discredit. In the second case she does not get that credit which is properly her due. That the miner may learn that "Canadian" and "good" are synonymous terms, and that the manufacturer may thus be placed in the proper light, viz., in the position which he wins upon merits of his wares, we shall expect The Globe to advocate the passing of a Merchandise Marks Act with all possible speed.

On the Imperial Statute Books a law of this nature is to be found, and The Globe may very easily ascertain, from any of the leading authorities on trade matters in the United Kingdom, that its operation produces very good results indeed. THE CANADIAN MANUFACTURER has all along advocated a Merchandise Marks Act for Canada, and we are glad The Globe realizes the necessity that Canadian made articles should be given all the advantages of their recognized merit.

THEY SEE THEIR MISTAKE.

We quote below from The London Iron and Coal Traders' Review. The article was evidently written by way of reproach to British manufacturers and tariffs, but is there not in it food for the thought of Canadians who are interested in the development of intercolonial trade? Here is our English contemporary's view of the situation:—

The time has long gone past when the United States required to resort to "brag." They have for the last quarter of a century been earnestly and successfully translating theories and programmes into action. One of their theories, as a commercial people, was that they should capture the Canadian markets, which were up to that time almost exclusively held by England. That, however, is a theory no longer. Canada is already theirs, to a larger extent, at any rate, than it is the Mother Country's, so far as iron and steel are concerned. During the fiscal year, 1896, Canada imported from the United States iron and steel to the value of nearly thirty-five per cent more than was supplied by the Mother Country. Slowly but surely the Canadians have been yielding themselves up to the manufacturers of the United States, despite their professions of loyalty to the Mother Country, and their undoubted interest in giving English manufacturers the most favorable terms. And the principal markets of Canada are not near to the chief producing-centres of the American iron-trade. On the contrary, for all practical and economic pur-