

tion of foreign goods where they create unfair competition. Why not prevent the possibility of flies getting into the ointment? Mr. Fielding knows that the standard of living in Canada is much higher than in many of the countries from which our imports come; but the tendency of his tariff is to admit the products of the cheaper labor of those countries, to that extent forcing Canadian labor down to the lower level. The tendency now is towards a condition similar to that which prevailed previous to the introduction into our fiscal system of that tariff protection to our manufacturing industries which brought them into the prosperity which has characterized them of late years; and manufacturers are neglecting their best interests when they neglect and overlook the possibilities and requirements of their own home market, and gaze with longing eyes towards the green fields of distant foreign shores where they hope to do a remunerative export trade.

EL HAFED AND CANADIAN EXPORT TRADE.

Some interesting suggestions as to how Canadian trade with the West Indies may be further developed are given in a report from Mr. Robert Munro, president of the Canadian Manufacturers' Association to the executive of the Association who, with a secretary and several members, is making a tour in those Islands with the object of extending trade in them. Mr. Munro points out that on even terms Canada can have the greater part of the business done there outside of what is done by Great Britain, although at the present time about 60 per cent. of the entire imports are from the United States. He considers that the trade of the West Indies can be diverted to Canada only by persistent effort, long continued and at considerable expense.

In the February 21 issue of this journal was published an article showing in considerable detail the character of Canadian exports to the British West Indies and to British Guiana in 1901, the total value of which aggregated only \$2,254,701. The sources of these exports were as follows:

Manufactures.....	\$145,653
The mine.....	60,861
The fisheries.....	1,153,499
The forest.....	220,907
Animals and their products.....	107,150
Agricultural products.....	556,631
Total.....	\$2,254,701

And the statement mentioned every item and the value of it included in the list of manufactures.

In the same issue was published an exceedingly interesting article prepared for us by Mr. George Johnson, Dominion Statistician, in which was analyzed Canada's trade with the British and other West India Islands extending over a period of 21 years. The facts showed that our trade there was small and constantly diminishing, and that the subsidy given by the Dominion Government to the support of steamship lines was the only thing that had stayed a falling trade.

In our January 3 issue was given a lengthy tabulated statement showing facts in detail regarding the trade of Canada with the United States during the years 1898, 1899, 1900 and 1901, reference being had to the values of 75 different dutiable articles of metals, chiefly iron and steel, and of 30 different non-dutiable articles of similar character, the values of which were as follows:

	Dutiable.	Non-dutiable.
1898.....	\$3,678,734	\$4,231,930
1899.....	10,083,167	4,734,323
1900.....	14,559,526	5,952,741
1901.....	13,273,406	7,844,956

Without reference to the non-dutiable articles, which were of the character of raw materials to be worked up into merchantable commodities in Canada, we would point out that every one of the 75 different dutiable articles imported into Canada, as enumerated in the table, might be and should have been made in Canada. The Association is taking a most lively interest in our export trade to the British West India Islands, even to the extent of sending there its president, secretary and several members, hoping thereby to expand an export trade which amounted in value last year to only \$145,653 of manufactures, while during the same year the value of Canada's imports of only 75 lines of manufactures, which should have been made at home, amounted to \$13,273,406.

Anent the development of our export trade with the West Indies, we are reminded of a suggestive story told by Dr. Russell Cornwell, of the discovery of some famous diamond mines in India.

There lived on the banks of the Indus, long ago, he says, a Persian named El Hafed, a man of wealth. His orchards and fields yielded plentifully, and he had money at interest. His roof sheltered a beautiful wife and happy and well-beloved children. One day there came a priest to El Hafed's house, who, sitting by his fire, told him of the wonderful diamonds that were found in other parts of the world.

"If you had one as big as your thumb you could purchase many farms such as this," he said, "and if you had a bushel of them you could own the whole neighborhood."

Then El Hafed felt that he was poor. He longed for diamonds, and asked the priest to tell him where he could find them.

"Search for high mountains," said the priest, "with a deep river running between them, over white sand. In the sand you will find diamonds."

El Hafed sold his farm and went away to search for diamonds. He passed through Egypt and Palestine, and years later went over to Europe. The diamonds were never found, and one day, a broken-hearted, hungry stranger, he stood by the shore of the Bay of Barcelona. Crushed with disappointment, he looked at the big waves that came rolling in, and longed for peace. Then, in despair, he threw himself into the waters and sank.

The man who purchased El Hafed's farm led his camel one day to the stream in the garden to drink. While the camel buried his nose in the water the man noticed something sparkling at his feet. He reached down and picked up a black stone with an eye of light in it that seemed to reflect all the colors of the rainbow. He took the curiosity to his house, laid it upon a shelf and forgot it.

One day the same old priest came to visit El Hafed's successor. He saw a flash of light from the shelf. "Here is a diamond! Has El Hafed returned?" he asked.

"Oh, no," was the answer. "That is no diamond. It is a stone that I found out in the garden."

But the priest went out, and together the two men stirred up the white sand, and there came up into their hands other beautiful diamonds more valuable than the first.

This was the discovery of mines which enriched El Hafed's successor and led to the founding of a great line. The Arab guide who told the story swung his cap and said, "Had El Hafed remained at home and dug in his own garden, he would have been the wealthiest man of his time and the most honored."

The seventh annual convention of the National Association of Manufacturers of the United States will be held at Indianapolis, Ind., April 15, 16, and 17.