

duty. The agent of the American firm and the agent of the English firm are competing for the order. The Canadian importer will buy it from whoever can lay it down more cheaply in his warehouse. The Englishman has the advantage of this \$81.00 in the expense. The Yankee will have to agree to deliver it at the same price, notwithstanding the fact that he has to pay the higher duty, or the Englishman will get the trade. No doubt, in many instances the pushing, enterprising American delivers the goods and pays the difference of the duty out of what he would otherwise pocket in profits; but in either case, the Canadian consumer gets the advantage of the reduction of taxation by reason of the preference.

There is no doubt, moreover, that the giving of this preference has been a material factor in the demand in England for Canadian food products. The following table shows the magnificent extent of this improved demand :

Statement showing the value of Canadian Exports to Great Britain (Home Produce) for the years 1891 to 1902 inclusive. (pp. 4 Trade & Navigation Reports for 1902—and P. 13 Trade & Commerce Reports, 1901.)

Years	Exports Home Produce
1891.....	\$43,243,784
1892.....	54,949,055
1893.....	58,409,606
1894.....	60,878,056
1895.....	57,903,564
1896.....	62,718,941
Total 1891-1896	<u>\$338,103,006</u>
1897.....	69,533,852
1898.....	93,065,019
1899.....	85,114,555
1900.....	96,562,875
1901.....	92,857,525
1902.....	109,347,345
Total 1897-1902	<u>\$546,481,171</u>
Total 1891-1896.....	338,103,006
Increase for 1897-1902....	<u>\$206,378,165</u>