

Canadian Trade and Emigration

By FRED C. SALTER.

There are two questions to-day prominently in the minds of all thinking men who are interested in the welfare of Canada.

What is the general business man's opinion in Europe, especially in Great Britain, as to trade possibilities with, and emigration to, Canada after the war?

What should be Canada's policy?

These two questions I am constantly asked. Rather than give an individual opinion, I wish simply to be the means of reflecting, through a Canadian mind, opinions expressed to me by business men throughout Europe.

Let us remember the words of one of Canada's foremost statesmen:

"Canada is the latest star in the firmament of Nations."

In this National spirit, when I speak of "British Nations", I mean the United Kingdom, Australasia, South Africa and Canada. In Europe, the latter three are often miscalled "Colonies," much to their detriment commercially.

As to Canada's policy, she should be guided by a council of her business men, after they have reviewed all the facts that may be laid before them, or from knowledge which they possess of world conditions affecting Canada. In this way Canada's position as a sister Nation of the British Nations, or a Nation of the world, will be advanced.

Opinion in Great Britain, both practically and politically, concerning the questions under discussion, is far from unanimous.

Firstly.—As to preferential trading relations among the Allies, to the exclusion of all enemy and neutral countries.

Secondly.—As to preferential trading relations among the British Nations.

Thirdly.—As to the keeping of the manhood at home.

A very strong feeling is asserting itself that Great Britain must not allow prejudice and bitter feelings towards the enemy and some of the neutrals, or extreme sentimental ideas of Imperial Unity, to guide her trading policy after the war. Such a policy might limit the purchasing power of her people. They can pay for their food or raw material for manufacture only by the exchange of their manufactured and mining products; this, of course, through the great facilities of their mercantile marine service, and their banking arrangements in the large markets of the world.

The people of Great Britain realize plainly that they cannot consume their products among themselves, nor can the sister British Nations and Colonies do so, since, in these Nations and Colonies, in many cases, similar manufactured goods and mining products are produced.

As we look closer into the situation, we find, for instance, in coal alone, that Great Britain in normal times exports annually 72 million tons. This coal is produced by millions of workmen, and is carried by thousands of ships to ports throughout the world. Listen to what the Premier of Great Britain said to the miners when pleading for further efforts on their part to do their utmost for the Nation:

"Coal helps to feed the country by bringing food from abroad. It helps to pay for the war. It assists, probably more than any other commodity, to keep up the rate of exchange. We send coal to Norway and Sweden in exchange for special kinds of iron and steel; for pit and other timber; to Denmark and Holland in exchange for agricultural and dairy produce; to Spain, to get back in return, sulphur, copper and iron ore; to South America, to get back what we need in meat, grain and other agricultural products."

It is calculated that about 90 per cent of Great Britain's wealth comes from manufactures, mines and shipping, which simply means labour, transportation and banking.

Great Britain, in normal times, has had unlimited markets in the neutral countries of North and South America, and in nations like Norway, Sweden, Holland and China. These trading facilities are of great value to her labour class.

These facts cause a feeling to exist that preferential or exclusive trading arrangements among the Allies might throw all neutral countries into close trading relations with the enemy countries, dividing the world into two antagonistic trading and war-like groups.

French and Italian business men are looking at this subject in somewhat the same way as British business men, realising the seriousness of the question of limiting their markets. The Russian business policy is subject to an autocratic government, which can adjust itself to suit favoured interests.

As to emigration from Great Britain, there is a strong policy already announced to protect and maintain the nation's manhood at home, especially the ex-soldier, rather than to encourage emigration schemes that might stimulate men to leave the Isles. From the Continent there is no definite policy yet announced, but it is the general opinion that conditions will be the same as prevailed before the war, that is, the Northern Nations will do all they can to check emigration. These two classes, British and Northern European emigrants, make the most desirable Canadian citizens.

How can Canada re-establish herself industrially, become financially strong, and attract and hold immigrants? After the war she must make herself industrially very attractive if she is to draw the vigorous or strong man, the man who leaves his home to improve the industrial and social condition of himself and his people, the man who is not unduly influenced by flag sentiment, but who wishes to free himself of European conditions. These are the men responsible for the rise of new and prosperous nations, rather than spoon-fed immigrants, or those encouraged by land sale colonisation schemes. These latter emigrants are of little value to a new country. Experience has taught the world that they soon become dissatisfied and re-emigrate, as shown in the slow growth of our population, compared with the immigration figures.

Seek Markets! Markets! Markets! anywhere and everywhere; that is the advice of the world's business men. The basis of Canada's future rests upon her exports. Precisely in proportion to her export trade, will she be able to keep her credit good.

Railroad construction, with all its diversified interests, has drawn millions and millions of dollars from the investing world into our country. It has been a wonderful stimulus in Canada's development in the past twenty years, attracting millions of men to our shores. This kind of enterprise, however, has now ceased to be a power for some years to come. These railroad investments may be in jeopardy, darkening Canada's credit, if greater industrial and trading possibilities are not developed. In normal times, British capital seeking investment does not follow the flag any more than Canadian capital. "Safety First!" in security and good returns, is the policy of both, as it should be.

The point which I am trying to establish and emphasize is this. If Canada is to continue a prosperous country and attract and hold desirable British and Continental emigrants, against the attraction of competitive countries, such as the United States of America, Brazil, Chili and the Argentine Republic, a greater expansion must take place in her exports. She must develop exports, in order to give employment and opportunity to her people. Then will she stand boldly before the world, industrially and financially strong, and emigrants of the right class will be attracted. It must be borne in mind that the United States of America and certain South American States are veritable magnets, attracting to their shores numbers of able and ambitious youths from the British Isles; men seeking broader fields of opportunity, free from European conditions.

Canada cannot consume, with her present limited population what she is able to produce from field, forest, lake, mine and manufacture. She must have men! She must have markets! She must keep her moral and financial credit sound and strong.

The general opinion expressed is that, owing to the uncertainty of political action in Europe, Canada should not wait for any favourable preferential trading relations among the Allies, or for closer inter-British trade. Her business men should at once take advantage of the unlimited markets available, especially among the Allied and British Nations. She should show to the world at large her industrial genius, by sending her business representatives to the world's markets. These representatives should be men thoroughly capable of competing with United States business men, who are well entrenched and organized throughout the Allied countries, especially in Great Britain, and who are backed by their international banks and transportation facilities. Canada's salesmen should be as strong specialists in their par-

ticular line, as we expect Great Britain to send to us when competing with the United States for Canadian trade.

The question of cost of ocean transportation is, of course, a very vital one to Canada, as she has to compete for foreign trade with nations who have the benefit of cheap "tramp" transportation. These "tramp" steamers must be attracted to Canada.

To sum up, British and Continental business men's advice to Canada—if she wishes to make effective her political will—is this:

"Await no political preferential favours from Great Britain or the Allies.

"Show the world at once your commercial activity and financial stability as a British nation. Be yourself and realize yourself!

"Have Canadian bankers support the exporters.

"Adjust your ocean transportation.

"Establish your position as an independent trading unit of the British nation, and then talk trade arrangements with Europe.

"Put the same practical enthusiasm into your commercial development that you have into your military activity.

"Recognize and honour sound political sentiment, but make it a driving force in your commercial and industrial progress, not a blind hindrance."

The people of the British Isles and of the continent do fully recognize Canada's great sacrifice, willingly offered, and given in defence of People's Government. The earnest prayer heard everywhere is: May democratically governed nations have closer union hereafter, in both commerce and defence! Canada, be Canada!

CONDITIONS IN GERMANY.

Both the Allies and neutrals are keenly interested in what is going on in Germany, if that country is suffering from economic pressure, if her people have become antagonistic to the Hohenzollern Dynasty, a thousand and one other questions relating to their mental attitude. One of the most interesting articles recently published on conditions in Germany is from the pen of D. Thomas Curtin, an American who has spent pretty much of the last three or four years in Europe, most of it in Germany. Curtin graduated from Harvard some years ago, then spent his time in free lance work and travel, with a special eye on the European situation. He was in the Balkans when the war broke out, and since then has travelled up and down through the four Central Powers and among the neutral nations of Europe. Food and peace are the two topics discussed in Germany according to Curtin, and he states that if the people only knew of the terrible losses inflicted upon the flower of the German Army in the Somme fighting they would rebel. He states that whole trainloads of wounded consisting of the Prussian Guard are coming into Potsdam from the Somme, but with characteristic German thoroughness knowledge of these losses are concealed from the public. Altogether his picture of conditions in Germany should put heart into the Allies. He concludes his summary with the following significant sentence, "I have seen both sides and have come to an unshaken belief that Germany should be beaten."

WHAT A HANDSHAKE MEANT.

The election of the president of the United States depended upon a handshake—that didn't come off. California, where the recount took place is the pivotal state. In the last election Governor Hiram Johnson, who was an out and out Progressive, fought hard for the election of Theodore Roosevelt. When Mr. Hughes visited California in his campaign a few weeks ago he sent a half hearted message to Governor Johnson to meet him. Johnson and his adherents claimed that the message was not cordial enough, so the Governor did not see the Republican candidate. Had they met and had Hughes been able to convince Johnson of the Progressive end of his policies, Johnson would undoubtedly have swung California into line, as he is all-powerful in that state. Johnson was born at Sacramento, Cal., in 1866, studied law and made a big name for himself as a prosecuting attorney in connection with the San Francisco graft charges. He has been Governor of his native state for the past half dozen years and was one of the leaders of the Progressive party and ran for the vice-presidency of the United States on the Progressive ticket in the 1912 election.