

because the volume of imports is comparatively much smaller.

United States Competition.

The United States, with a population of 105,000,000 buys from this country of 8,000,000 people only about one-half the value of the goods which it sells us. Our exports to the United States and imports from the United States for various years since 1907 follow—

VALUE OF IMPORTS FROM UNITED STATES.	
Fiscal year.	Amount
1907 (9 mons.)	\$155,943,029
1912	356,354,478
1917	677,631,616
1920	802,096,817
VALUE OF EXPORTS TO UNITED STATES.	
Fiscal year.	Amount
1907 (9 mons.)	\$ 79,021,480
1912	120,534,634
1917	486,870,690
1920	464,029,273

Last year each inhabitant of the United States bought \$4.41 worth of Canadian goods, while each Canadian bought \$100.26 worth of United States goods. Significant also is the fact that our purchases from the United States were largely in manufactured goods while their purchases from Canada were chiefly raw material. It is not surprising that the rate of exchange is against Canada and that our money is at a heavy discount in the United States. This is the situation with a Canadian tariff. What would it be if the tariff were abolished? Canada, in competing with the United States, operates at present under certain disadvantages which may be summarized as follows:

1. The United States has maintained a protective tariff for 131 years; Canada for 42 years.
2. The United States has a more highly organized industrial system, supported by immense wealth.
3. The United States manufacturers are guaranteed their home market of 105,000,000 people, guaranteeing a large output and specialization. The Canadian home market of 8,000,000 has already been seriously invaded.
4. The United States has comparatively a greater labor supply.
5. The Customs regulations of the United States discourage Canadian imports while the customs regulations of Canada encourage United States imports.

Briefly, we cannot manufacture ex-

tensively in Canada at the present age and stage of our industries, unless these industries are given protection against the industries of the United States. We have two choices. We can abolish our tariff and allow the United States to manufacture for us, while we produce raw materials for them, or we can persevere in our determination that Canada shall continue to develop as a manufacturing country as well as an agricultural country.

In Europe there is a well known phrase "peaceful penetration." Translated, this means the domination of a small country, by a big country. The small country, it is true, often keeps the forms of national independence after freedom has departed, and remains bound in fetters of financial and commercial subservience.

During the reciprocity campaign of 1911, Ex-President Taft and the late Ex-President Roosevelt were agreed that reciprocity would be a good thing for the United States. They wrote confidential letters to each other on the subject; then came the quarrel over the nomination for the Presidency and the correspondence was published by Ex-President Taft on the 25th of April, 1912, at Boston, Mass.

In a letter from Ex-President Taft to the late Ex-President Roosevelt, the following extract occurs:—

"The amount of Canadian products we would take would produce a current of business between Western Canada and the United States that would make Canada only an adjunct of the United States. It would transfer all their important business to Chicago and New York, with their bank credits and everything else, and it would increase greatly the demand of Canada for our manufactures. I see this is the argument made against reciprocity in Canada, and I think it is a good one."

In his reply, the late Ex-President Roosevelt stated:—

"It seems to me what you purpose to do with Canada is admirable from every standpoint. I firmly believe in free trade with Canada for both economic and political reasons."

Those who do not believe Canadians when they point out the dangers that free trade or a lowering of the tariff would bring to Canada, will perhaps

believe such men as Ex-President Taft and the late Ex-President Roosevelt.

The above reference to the United States are made in a friendly spirit. A certain amount of trade between the two countries is necessary and most desirable. But the people of the United States will appreciate the natural desire of Canadians to promote their own national development, while maintaining with the United States the most cordial relations.

Conservation.

There are two courses we can pursue in regard to our natural resources. We can plunder these resources and ship the raw or partly finished products out of the country to other countries, which will take these materials, manufacture them and sell them back to us in the shape of finished articles at greatly enhanced prices. The other course is to conserve, to manufacture in Canada not only the preliminary processes, but also the succeeding processes and export the products in a finished state. Under the first plan, for example, we would export our timber, ores and pulpwood. Under the second plan we would manufacture them into highly finished products for domestic and foreign consumption. Under the first plan only a limited amount of rough labor would be necessary. Most of the business connected with the processes of further manufacture, affecting banking, transportation and insurance, would go to enrich other countries, and part of our own population would be forced to emigrate in search of employment. Under the second plan we would carry these processes of manufacturing to the highest stage here, providing employment and creating business. The first plan is free trade. The second plan is protection.

Preferential Tariffs Within the British Empire.

On the whole, prospects seem bright for the general extension of British preferential tariff systems throughout British countries. Such an arrangement amongst British Overseas Dominions would correspond with the policy followed between the United States, and United States overseas countries, including Cuba. A similar policy is followed toward their respective possessions by France and Italy, and was followed by Germany.

Canadian Factories in the War.

Shortly after the beginning of the war the Canadian factory system was practically put on a war basis, and munition making was organized. How Canadian factories succeeded in war manufacturing is illustrated by the following statement from the report issued by the War Cabinet and presented to the Imperial Government. "The manufacturing resources in Canada have been mobilized for war production almost as completely as those of the British Isles." Munition work was done chiefly under the control of the Imperial Munitions Board—which placed orders in Canada amounting to \$1,200,000,000. At the peak of operations between 250,000 and 275,000 workers were employed in making munitions including shells, parts, 64 wooden ships, 44 steel ships and 3,000 aeroplanes. At the same time Canadian factories largely supplied the Canadian people at home and the Canadian army abroad. About half the Canadian army came from the factories and half returned to the factories on demobilization. If we had not built up a factory system and allied business, if our manufacturing and business had been done for us largely by other countries, then Canada could not have sent as many men to the war, could not have supplied shells, ships and aeroplanes, could not have given large financial aid, and could not have absorbed her demobilized soldiers.

Conclusion.

In the course of this statement an effort has been made to show that manufacturing in Canada is inseparably connected with other industries; that two million wage earners and dependents secure their living through manufacturing, and that the most of the remainder of the population derive indirect benefits; that this country as a whole has made remarkable progress under the National Policy of protection; that, with the entire world swinging towards protection, Canada cannot relinquish it; that the revision of the tariff should be scientific and take into consideration the requirements of all classes, that a stable fiscal policy of protection with some assurance of permanence is a vital need; and, finally, that the aim of the fiscal policy determined as a result of this enquiry, should be to advance Canada towards her destiny as a fully developed nation within the British Empire.—Adv't.

* A copy of the full statement may be had on application to any office of the Canadian Manufacturers' Association.

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The next highest price for a load of two-year-olds was \$16.50 per cwt., paid for a lot from the Kansas Agricultural College. These steers were not Shorthorns, and they averaged 960 lbs. per head.

These two lots of steers were the same age and were fed by equally skillful feeders, but the Shorthorn steers outweighed the others by 451 lbs. per head, and sold them by \$1.48 per head.

Those who tell us that steers of other breeds outsell Shorthorns will find difficulty in reconciling their statements with the facts given above, as well as with many other similar authentic instances which can be furnished.

Only One Conclusion

If you want quick-growing, early-maturing, easy-feeding, "market-topping" steers, use a good Shorthorn bull.

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