

people we have the advantage of tariffs, proximity, settled habits, and connections of trade.

The old idea of commerce was barter, or exchange of commodities. In modern times commerce is carried on with money, and people buy, not where they sell, or of those to whom they sell, but where they really can, or think they can, buy to the best advantage. No matter how much timber or hay the Canadians may sell us, they will buy where they are accustomed to buy, or can buy cheapest, when it comes to spending their money for cotton cloth or iron ware.

It is sometimes said that we could sell more to the countries south of us, if we would buy more from them. That would have no tendency to effect the object. What we need is to produce cheaply enough the articles they want, but most of all, and what we shall have in due time, a class of merchants with the enterprise and capital to push trading ventures with all parts of the world.

Our own commerce is full of illustrations of the truth that nations do not buy where they sell. We purchase raw products on an enormous scale of Cuba and Brazil, and sell comparatively little to either, and Brazil does not buy of us one dollar the more because we have exempted coffee from duty. The merchants in Rio Janeiro and Havana who sell coffee and sugar sell for cash or exchange on London, and know nothing and care nothing about the operations of other merchants in the same cities, who buy broadcloths, machinery, or piano-fortes. In our trade with Great Britain we sell more than we buy. The English purchase our wheat and cotton because they need those articles, and would purchase just the same if we did not buy a penny's worth in turn from them. They pay cash for cotton and wheat, and obtain that wherewith to pay as they can, and by disposing of their own wares wherever they can find a market.

By buying of Canadians, rather than of our own people, timber and agricultural produce, we diminish by so much the wealth and population of this country, and by so much a trade we now have with the home producers of those articles. We may or may not gain something by getting the same articles for less money. What we lose in trade with home producers we may gain by enlarged trade with Canadian producers, but there is not the slightest probability of it. And, until it can be shown that there is, the Canadian reciprocity scheme has nothing to stand upon. It will not be sufficient to demonstrate what is already plain enough, that the more Canada sells the more Canada can buy. It must be demonstrated