

# The Commercial

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## RECIPROCIITY OF TRADE.

The opinion seems to prevail to quite an extent in the United States that reciprocity with this country would be a very one-sided affair—that is, that Canada would receive about all the advantage from such an arrangement, and with but indifferent advantage to the republic. Those people who talk that way are really very ignorant of the true situation. If they would take the trouble to look up the actual figures, they would find that the trade between the two countries is in their own favor. The most reliable statistics obtainable plainly show this. Canada is one of the very largest buyers from the republic, and we purchase a good deal more than we sell to that country. In a little pamphlet prepared by Robert H. Lawder, of Toronto, the author has at considerable pains prepared statistics regarding trade between the two countries. Some of these statistics we will make use of in this article.

The value of all merchandise imported into Canada from the United States during the fiscal year 1891 is placed at \$58,044,081, and for the previous year at \$60,449,360, making a total for two years of \$118,493,447. For the same two years, our exports to the United States were about \$39,000,000 each year, or an exact total of \$78,130,759 for the two years. Thus the last two fiscal years ended June 30, 1890 and 1891, show a balance of trade in favor of the United States of \$49,362,688. For ten years the balance of trade with the republic has been \$78,514,521 against this country. That is, in ten years we have purchased \$78,514,521 worth more of goods from them than they have purchased from us. These figures are supposed to be really under the mark, as they include all imports, whether entered for consumption or otherwise. It is estimated that if the statistics discriminated as to goods actually entered for consumption, the balance of trade in favor of the republic would be nearer \$125,000,000. These figures show what a valuable customer this country has been to her neighbor to the south. In spite of all the obstructions thrown in the way to hamper commercial intercourse, we have continued to purchase very largely from our neighbors. The McKinley bill has operated severely against Canada by reducing our exports to the States. This accounts for the larger balance against us for the last two years.

The balance of trade in favor of the United States is principally in manufactured goods. In raw products we export more than we import. This shows that the balance of trade is even more largely in favor of the republic than the bare figures would indicate. The sale of manufactured goods represents greater labor than that of raw products, and our large purchases of manufactured goods indicates that we are giving employment to United States artisans. Again, the fact that our exports to the republic are largely of raw materials, is a feature very

favorable to the latter country. It indicates that we are supplying raw material needed to carry on industrial work, or for consumption. Thus we not only purchase the manufactured goods, but we are supplying needed raw material for manufacturing, or food products needed for consumption. Here again the valuable nature of our custom to the republic is shown. Were the total figures of trade between the two countries about even, the advantage would largely preponderate in favor of the United States, on account of the fact that we purchase manufactures and sell raw material. But when added to this is a vastly preponderating balance in figures against us, the great advantage in favor of the United States is incalculable. This much is clear, that our trade is proportionately of far more importance to the United States than their trade is to ours. Those who talk about one-sided arrangements, and giving a market of 60,000,000 people in return for a market of 5,000,000 as an unfair proposal, have not taken the pains to study the actual situation. With these figures before us, it is nonsense to talk about the advantage being with Canada. A more liberal trade policy between the two countries would certainly increase our exports of products of the farm, forest, fisheries and mines, and perhaps the balance of trade against us might be somewhat reduced; but this would not indicate that it was disadvantageous to the United States. On the contrary the purchase of these raw materials at a reduced cost would benefit the manufacturers and consumers of the republic. In turn we would certainly purchase United States manufactures more largely, even were the duties to remain as they now are on such goods. The improved sale of our products would give us the ability to purchase manufactures and other commodities now imported from the United States more largely.

The value of our products of the farm, field, mines and fisheries exported to the United States for actual consumption in that country, is given at \$38,039,165 for the last two fiscal years. This is \$5,742,341 in excess of the amount of similar commodities imported from the States. In manufactures we imported \$43,438,217, while we exported only \$1,343,311, showing a balance of \$42,094,906 in favor of the republic in two years.

We imported \$15,426,273 worth of agricultural products from the United States the last fiscal year, principal things being hides, skins and wool, \$2,400,000; animals and products, \$2,700,000; corn, meal, flour, etc., \$2,200,000; tobacco, \$1,500,000; raw cotton, \$3,500,000; fruit, seeds, vegetables, broom corn, etc., \$3,000,000. We exported principally horses, \$1,600,000; sheep, \$1,100,000; eggs, \$1,200,000; hides, skins, furs, \$900,000; barley, \$3,200,000; hay, \$450,000; beans and peas \$900,000; potatoes, \$1,750,000.

In products of the forest we exported \$13,300,000 and imported \$1,300,000. In fisheries we exported \$3,200,000 and imported \$500,000. These two classes of products are largely in our favor. In products of the mines we imported \$8,400,000, chiefly coal, and exported only \$3,200,000. Our imports of manufactured goods from the United States are chiefly metal manufactures and hardware, leather, India

rubber goods, stationery, drugs and chemicals, glassware, fancy wares, cottons, manufactured groceries and liquors.

That the customs duties are much higher in the United States than in Canada is a well known fact. Statistics indicate that the proportion of goods admitted into Canada free is about 40 per cent. greater than the proportion of our goods admitted free into the United States.

## THE AUSTRALIAN-CANADIAN TRADE ARRIVAL OF THE STEAMSHIP "MIOWERA."

S.S. *Miowera*, Capt. Stott, arrived at Victoria on Friday night, and at Vancouver on Saturday morning direct from Sydney via Honolulu. This is the first of the new Australian steamship line recently established to make the trip, which hereafter will be monthly, and will be continued for one year at least, and permanently if trade warrants it. The *Miowera* had about 100 tons of freight, principally experimental shipments, and some 77 passengers, 31 first and 44 second saloon.

She was received with every token of welcome both at Victoria and Vancouver, being met by deputations of representative citizens and presented with addresses. At Vancouver a banquet was given in honor of the occasion at which F. W. Ward, representative of the owners, the officers and several of the passengers were guests, and a number of enthusiastic and congratulatory speeches were made. It is not, however, the business of THE COMMERCIAL to go into rhapsodies over the event, or present the sentimental side of the affair, but to consider the more serious aspect, viz, how trade can be best developed, and on what lines, reserving demonstrations of joy for the time when the success of the line shall have been established and a trade developed which shall be of real benefit to both countries interested. As to the present ship the following are the consignments appearing on the manifest: Wine, 5 cases; fruit, 758 cases; butter, 2 boxes; salt beef, 12 kegs; bananas, 943 crates and bunches; lemons, 20 cases; samples, 3 packages; oranges, 43 boxes; immigrant's effects, 1 case; jam, 12 cases; mutton, 6 carcasses; arrowroot, 16 cases; furniture, 11 cases; refined sugar, 1 bag; melons, 70 crates; pineapples, 8 cases. The following are the consignees: De Wolf & Munro, Canning, C. G. Johnson, Dom. Ex. Co., Hibbard & Hudson, Farrar, W. Brown, Oppenheimer Bros., W. D. Burdick, F. Bauer, Simon Leiser, J. M. Hickson & Co., H. S. Connor, H. Redward, Nick Nong.

As already stated the above were mainly experimental shipments, and principally fruit. These were placed on the market as soon as possible after the ship arrived and were quickly bought up. Of course, the first cargo could hardly be regarded as a criterion as the novelty connected with the affair was sufficient to create a demand and, therefore, any conclusion based on that alone would be sure to be misleading and being entirely local can afford no clue to the possibilities of a more enlarged trade with the Dominion as a whole, which, of course, is really the important factor. Still a