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A CANADIAN COMMISSION TO NEWFOUNDLAND.

The St. John's Trade Review, taking up the question of trade between Canada and Newfoundland, discussed in the August number of the Canadian Engineer, essays to give some of the reasons why United States firms have got ahead of Canadian firms in cultivating trade on the island. Our contemporary says United States manufacturers have gained most in those lines that are of their own manufacture, whereas in the past Canadian firms have been selling goods, a large proportion of which are not of Canadian manufacture, but imported and re-shipped to the island. The Review then quotes the interesting letter of the Toronto Globe's special correspondent, in which attention was called to the work of the United States consul at St. John's, who, while personally very popular among the islanders, never loses an opportunity of giving hints of trade openings to United States manufacturers.

As to the first point raised, our contemporary proceeds to say: "All the United States goods we import are manufactured in the United States and have no previous duty handicap, while the most of the goods Canada has to sell us have come from some

other country. If Canada is content in exploiting her own bona fide products here, we will show her a fair field and no favor, but products of other countries coming to us through the Dominion (except in bond) cannot be expected to get a foothold." We fancy there is a misconception here, due to the fact that a large retail trade by parcels post has sprung up between some of the Canadian departmental stores and Newfoundland; and these goods, which would be of all sorts and from all countries, are taken as typical of the business of manufacturers and shippers. This trade, it is said, is turning out rather unsatisfactory to the islanders, who, in many cases, find the goods unsatisfactory, but will not or cannot return them; but, lest it should work harm to the future trade of Canadian manufacturers and merchants, those concerned should get into closer touch with the island and make known the variety and extent of Canadian products which already find, or should find, their way to the island under their own colors.

The second point is equally serious to Canadians who wish to increase their trade with Newfoundland, and it is of importance from a national and political as well as an industrial and commercial standpoint. Canada has commercial representatives in Australia, South Africa, Great Britain, France and other countries. Why should she not have a commissioner in Newfoundland, who, through our Government, would keep Canadians posted on trade conditions and on opportunities for Canadian manufacturers? A discreet man of the type of the United States consul, so highly praised by the Newfoundland papers, would be a great power for promoting good relations between Canadians and Newfoundlanders. He would be a man who would have enough sense to keep himself out of the domestic politics of the island and take no part in sectional contests, but would go among the merchants and people, giving them information on the country, and showing them that we were a friendly and fraternal people, with a real interest in the island's prosperity. He could prove this by calling the attention of Canadian manufacturers to the openings for Canadian capital and enterprise there, and this feature of his work would be an earnest to the people of the island of the advantages of closer commercial and social relations with Canada above all countries except the Mother Land. A Newfoundland commissioner in Canada would be a complement to the work of the Canadian commissioner at St. John's. Such a commissioner would do good service to his country if all he accomplished was to direct the attention of enterprising Canadians to fields of investment in developing the resources of the island and giving better employment to its people.