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THE FARMERS' INTEREST IN THE NATIONAL POLICY.

The Toronto *Globe* publishes the following frantic appeal to Canadian farmers :

"It is you, farmers, who must bear the brunt of the battle against monopoly and privilege, against the trusts and the combines. You have a greater voting power than any other single class, and therefore the country awaits your verdict. Yet this is no battle of the country against the town and city. The mechanics, the laborers, the solid business men, the manufacturers who do not depend upon protection are with you. The gaily-colored cartoons bearing the name of 'The Industrial League' are ignored by the highly-protected manufacturers who are afraid to face American competition because it will compel them to relinquish a part of their inordinate profit, a part of their power of fleecing you. The best manufacturers who are content with a moderate profit are not afraid of reciprocity. On the 5th of March you will have a chance of getting cheaper supplies."

In the same issue of the *Globe* in which this appeal is paraded is a report of an interview with Mr. M. W. Glendon, managing partner of the Dominion Piano and Organ Company, of Bowmanville, Ont., who, as the *Globe* puts it, gives very valuable information as to the relation of the piano manufacturing industry to the tariff, and the probable effects upon it of unrestricted reciprocity. "We are strongly in favor of complete commercial reciprocity," says Mr. Glendon, "because we can see quite clearly that it would be beneficial to our business without injustice to any other interest. We have nothing to fear from competition so long as increased markets are given. We have no combine of piano manufacturers, and the competition has had the effect of reducing prices, even for the best goods. The piano we are now making we sell at twenty-five per cent. less than an instrument of corresponding grade can be bought for in New York, the head-centre of the pianoforte trade in America. The present duty

on pianos is \$30 specific on each piano and twenty per cent. *ad valorem*. This is over-protection, and the result has been to attract more capital to the business than can be profitably employed at it. This means competition. I speak only what is known to every man in the trade when I say that there is an over-supply of pianos in this country, and that the population cannot absorb the combined output of the factories. In the effort to keep the stock from accumulating, pianos have virtually been forced upon people. There are enough pianos being manufactured in Canada to-day to meet the legitimate demand of 10,000,000 people. We must combine to reduce the output, or there must come a crash and financial distress among the manufacturers. The only alternative is an enlarged market, and that unrestricted reciprocity would give us. I do not speak of the competition from my own knowledge of the case alone. The fact is noticed by Americans in the trade who come here. They all say that they find greater efforts made here to sell goods, and a finer grade of pianos for the money than can be bought on the other side. I sincerely hope that the present policy, which means either disaster or combination, will not be continued."

The *Globe* expresses only an opinion regarding the operations of the N.P., and Mr. Glendon states facts; and these are strangely and strongly at variance. In its editorial the *Globe* tells the farmers that the piano manufacturing industry, because of the N.P., is a monopoly, a privilege, a trust and a combine; and that the overthrow of the N.P. will compel the manufacturers to relinquish a part of their inordinate profits, and of their power of fleecing them. The manager of an immense piano manufacturing industry in his interview in the *Globe* tells the farmers that under the N.P. there is no monopoly, no privilege, no trust and no combine; that he has no fear from competition, and that the competition now existing in the trade "has had the effect of reducing prices," and that the pianos his company are now making "are sold at twenty-five per cent. less than instruments of corresponding grade can be sold for in New York, the head-centre of the pianoforte trade in America." If these are facts—and who doubts them?—as far as pianos are concerned, why should the farmers desire the destruction of the N.P.? Why should the farmers, merely to please and benefit Mr. Glendon, give him the opportunity of forcing them, under unrestricted reciprocity, to pay twenty five per cent. more for their pianos than they now have to pay under the N.P.? Suppose it is a fact—and it is a fact—that there is a heavy duty upon imported pianos, Mr. Glendon shows conclusively that the duty is not a tax upon the farmers who buy pianos; for his testimony is that he sells his pianos twenty-five per cent. lower than the same class of piano can be bought for in the United States. He claims that "it is only the manufacturers of the lower grade of pianos and organs in Canada who need protection." The use of the term "lower grade" is merely a fling at other manufacturers that is undignified and without weight; but it is a fact, nevertheless, that under the N.P. competition in the trade has become so great that Canadian farmers can now buy pianos twenty-five per cent. less than they could be bought for under unrestricted reciprocity. Perhaps Mr. Glendon is greedy for exorbitant profits which competition prevents him obtaining; for he shows that, although his company has not