

MANUFACTURERS AND GRAIN GROWERS

The special train containing an exhibit of Canadian manufactures was visited by a large number of people at Winnipeg on Thursday last. Among those accompanying the train were T. A. Russell, and H. D. Scully, president and secretary respectively of the Canadian Home Market association, and T. H. Race, the official lecturer, all of whom made interesting statements. Mr. Race speaking to the Press representatives said:— "We hope by means of this train to bring about closer relations between the east and the west and to allay somewhat the agitations of the organized grain growers of the west. We hope to create sympathies between them and the manufacturers by a process of mutual concessions and making each realize that co-operation and sympathetic united endeavor is essential to success for Canada. The farmers charge the manufacturers with the defeat of the reciprocity pact and the failure to open the American market to them. Americans in the west use American machinery because they are accustomed to do that. They say when they can get Canadian goods equally advantageously with American they will buy them. They intend to become Canadians, they explain. Many British in the west are out and out free traders. They will buy, they say, on the cheapest market and irrespective of any consideration of goods being made in Canada. We want to impress on the American farmers that they can get goods just as cheaply here as anywhere. We want the British to learn from this trip the force of the factory and the need to patronize home industries.

"I have long been telling that this country offers exceptional opportunities for those coming in and seizing them. No country in the world offers such advantages. Australia, New Zealand, Argentina, all are limited in the scope of activities they offer. But Canada stands without a peer and supreme among the nations of the earth as the country of opportunity. It is bound to become the greatest nation in the galaxy of races living under the Union Jack. To realize this ideal it is essential that the east and the west live together in harmony and inspired by the same ideals of patriotism to a common Canada and loyalty to common ideals.

"We cannot hope to compete with the markets of the south either in the matter of transportation or size of output. The American manufacturers command enormous capital and have access to wide markets. They can produce five thousand pieces proportionately cheaper than five hundred and a measure of protection seems essential for a long while.

Woollen Duties too Low

T. A. Russell was the chief speaker at a banquet given to those accompanying the train on Thursday evening. He said it was eleven years since he had become the secretary of the Manufacturers' association of Canada. At that time there was just two members of the association in Winnipeg. The number here had increased to such an extent, that there were now more members in Winnipeg than there then were in all Canada.

Mr. Russell referred to his advocacy of the manufacturing interests of the country, but said he had not urged this to the exclusion of any others. On the contrary he had realized that all the interests of the country, mining, fisheries, lumbering, agriculture, manufacturing, etc., must advance together. What he advocated was the all round development of the country.

Mr. Russell then quoted statistics showing the great progress which had been made in the Dominion in the past ten years. He dealt especially with the progress of Ontario, and claimed that this advance in farm values was due to the fact that Ontario had secured control of the important home market, and had developed that market. He took up the matter of the very high duties which the United States had imposed on woollen goods, and compared these with the comparatively low duties which Canada had imposed. The result, he said, had been that there had been a very large increase in the woollen interests in the United States, and a decrease in Canada.

As to Mixed Farming

He referred to the demand, that had been made, that the farmers of Manitoba should enter on mixed farming, but stated that if the manufacturers and the farmers were to change places, the manufacturers would not enter on mixed farming any more quickly than the farmers were doing. The time for mixed farming must, however, come to this province very soon, and it was essential that the people should take steps to secure at once a great home market.

Object of Western Trip

H. D. Scully said the object of bringing the train to the west was educational. In the first place, it was desired to show the buyers of the west what could be procured by Canadian workmen, and in the second place, it was necessary to show the eastern manufacturers what was wanted in western Canada. It was especially desirable that something should be done to get manufacturers and buyers together in the provinces of Saskatchewan and Alberta. In Saskatchewan 70 per cent. and in Alberta 74 per cent. of the people were born outside Canada. They were accustomed to use certain lines of goods, which were not manufactured in this country. When they came to Canada they wanted the same lines of goods. They created a difficulty for the local merchant. It was necessary to convince these buyers that Canadian workmen were able to produce an article which was just as good as that to which they had been accustomed.

HALF CANADA'S WHEAT FAVORS U. S. OUTLET

That nearly half of the wheat which came down last year from the Canadian West found an outlet to the ocean through the port of Buffalo is the dominant feature of a report on Canadian canals just issued by the Department of Railways and Canals.

There were sixty-three odd millions of Canadian wheat transported through the Canadian canal at Sault Ste. Marie during the last year and 43.8 per cent. went to Buffalo. Wheat is supposed to follow the channel offering the lowest freight rates, other things being equal. In this instance, distance and freight rates were substantially in favor of Montreal and yet other considerations caused nearly half of the wheat which came down last year from the Canadian West to find an outlet to the ocean through the port of Buffalo.

The course of the wheat trade during the month of November, 1911, may be taken as illustrating the situation. In that month over 18,000,000 bushels of Canadian wheat were passed through the Canadian canal at Sault Ste. Marie, or nearly one-third of the total volume for the year.

All-Water Freight Rate

The all-water freight rate from Fort William to Montreal was 4½ cents a bushel. The water rate from Fort William to Buffalo was 3½ cents a bushel, plus 5½ cents by rail from Buffalo to New York.

Montreal and New York are the essential points of comparison. Thus in November, the freight rate from Fort William to Montreal was 4½ cents as compared with 9 cents to New York. This would seem to establish a controlling advantage in favor of Montreal and other things being equal it would be seen in that month 48.3 per cent. of all Canadian wheat, which came down from the West, including that which passed through the American canal went out by way of Buffalo-New York.

Careful inquiry made as to the conditions which operated in November last

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LICENSED AND BONDED COMMISSION MERCHANTS

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Handled on Commission

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We Solicit Your Consignments.

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REFERENCES:—Canadian Bank of Commerce, Winnipeg, Man., or any Western Branch
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McBEAN BROS., Grain Commission Merchants

As navigation is now open we advise farmers to ship their grain to Fort William or Port Arthur in preference to Duluth.

Send us a 5 or 8 ounce sample of your grain and we will advise you its real value. The poorest qualities draw a good price. We are licensed and bonded, and we UNDERSTAND this business THOROUGHLY and that COUNTS.

We want the handling of a fair share of the balance of this season's crop. Ship to us NOW, and we know that you will ship us ALL your grain next season. Before shipping next season, write us for market prospects. You NEED the BEST. It means DOLLARS to you.

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Wheat, Oats Car Option Flax, Barley
Lots Trading

NET BIDS Wired on Request CONSIGNMENTS Sold to
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Agents wanted at all points where we are not represented. Write us at once for terms

GRAIN GROWERS!

We have now in course of construction at Calgary a large Malting Plant, and will be in the market next fall for large quantities of suitable Malting Barley. Producers of Barley tributary to Calgary are requested to communicate with us regarding any information required concerning the growing and harvesting of Barley for malting purposes

The Canada Malting Co., Ltd., Calgary, Alta.

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Of London, England, and Glasgow, Scotland

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and which in some degree operated in all seasons, as a countervail to the lake freight rates in favor of Montreal. The conditions were ascertained to the availability of ocean tonnage at New York, lower insurance rates between New York and foreign ports and lower insurance rate from New York. These factors were obviously sufficient to divert in November last nearly half of all the Canadian wheat from the West into American channels.

November is the rush month in the wheat trade and market considerations may under such circumstances rise above the immediate question of rates. Marine insurance rates remained unchanged during the year. In November they ran from 65 cents to \$1 from Montreal as compared with 12½ to 15 cents from New York.

Of all the Canadian wheat which came down in 1911 through the Cana-

dian canal, at Sault Ste. Marie, 54.4 per cent. clung exclusively to Canadian channels. The proportion in 1910 was 68.6 per cent., so that the diversion to American channels was considerably greater in 1911.

ONTARIO'S ANTI-TREATING LAW

Toronto, May 27.—The anti-treating law which will be introduced by the Ontario government at the next session will be far-reaching in its effect. The hotelkeeper, the bartender, the man who buys the drink and the man who is given the treat will be prosecuted under the new law. The tentative plans are designed to reach every person who may commit an offense under the law. The bartender will likely be fined to the amount of \$100 to \$200, and the "treater" and "treated" will be dealt with in a similar way.

CURE THAT SPAVIN

or that Curb, Splint, Ringbone or other lameness with Kendall's Spavin Cure. Mr. Hugh McKinnon of Alexandria, Ont., writes this about Kendall's Spavin Cure: "I have been a user of your Spavin Cure for years and find it just what you say—safe and sure." Let us send you other letters. Get a bottle of Kendall's at once. You may need it any day. At your druggists \$1.00 a bottle. 4 for \$3.50. Ask for "Treatise on the Spavin" free, or write to Dr. B. J. Kendall Co., Eschburg Falls, Vermont, U.S.A.