

PARTIE DOCUMENTAIRE

UN TEMOIGNAGE ANGLAIS

L'Industrial Canada a reproduit, dans sa livraison d'août 1919, page 51, un extrait du *London Times Trade Supplement*, dont voici la majeure partie:

The intelligently directed organization and enterprise which are being employed by Canadian manufacturers and merchants in their endeavors to secure a full share of the markets of the world for the Dominion, will undoubtedly produce remarkable results in the near future... At the Lyons Fair this year most of the Canadian exhibitors displayed explanatory literature, printed in several European languages. Furthermore, offices and showrooms are being opened in both Paris and Brussels by the Export Association of Canada. Canadian trade commissioners have been established in most of the important countries of the world for some years past. They are "live" men, and their work has undoubtedly been very valuable to Canadian exporters. The Canadian Trade Mission in London is also rendering good service in the development of Canada's export trade. All this shows that Canada is becoming more and more important as a manufacturing State. Although the population of the Dominion is still under 9,000,000, and its chief industry is and will long remain the production of foodstuffs, the industrial development of the country is going ahead so fast that Canada must soon become an active competitor in many of the world's markets. This will be hastened in one way which was perhaps unforeseen when Imperial Preference was first proposed. In order to take advantage of the preferential treatment of British-made goods American manufacturers, in constantly increasing numbers, are establishing branch factories in Canada. American capital is, therefore, being employed in the industrial development of the Dominion to some extent at the expense of that of the United States. Whatever political effect this extension of the close ties between the Dominion and the Republic may have, it is clearly highly advantageous to Canada's industrial progress.

One remarkable advantage Canada possesses for attacking the Continental market is the presence of two and a half millions of French-speaking people in the Dominion. This means that there is seldom much difficulty about securing a thoroughly competent French-speaking representative. French is still the most useful language over a large area of Europe.

Fred WILLIAMS.