

mony. Mr. W. H. Lever is the biggest soap man in the world. By the way I might remark that we manufacture in free trade England, as little things as soap and as big as Mauretianas, although my hon. friend (Mr. R. L. Borden) tells me, without proof, that the United States is the greatest manufacturing nation in the world.

Mr. BORDEN (Halifax). I meant by that, that I was under the impression, and I am still under the impression, that the manufactured product of the United States is greater than that of any other country in the world.

Mr. CLARK (Red Deer). I have no desire to misrepresent my hon. friend, but I am sure I quoted his exact language.

Mr. BORDEN (Halifax). That is what I intended by it, and I stand by that still.

Mr. CLARK (Red Deer). Very well, I do not want to labour the point. Mr. Lever is at the head of a well known company, which manufactures soap, and allied products. They have factories in the United States, in Germany, in France, in Switzerland, in Belgium, in Australia, in Canada, and in South Africa, all grown up from little free trade Britain. I take it that Mr. Lever is somewhat of an expert in this particular line of manufacture, and the story he tells is very interesting. It was published in a magazine article, and it has been reprinted and scattered broadcast in pamphlet form.—It is because of the wide information the British people get on these points that they vote so remarkably well. Mr. Lever says that Gladstone took the duties off soap and soap maker's materials in the middle of the last century, and at that time the exports of soap from Britain were scanty; protection had not built up the manufacture of soap to any great extent, and not only was the manufacture of soap scanty, but the soap was poor in quality, dear in price, and the soap imports large. That was the state of affairs in the middle of the last century, and to-day Mr. Lever makes himself responsible for the statement that Britain's exports of soap are equal to the exports of soap of the whole of the rest of the world put together, that the imports of soap into Britain are a negligible quantity and that soap is to-day to be had in Great Britain of the best quality in the world, and at the cheapest possible price. That is not a bad way to build up manufactures surely—to build up an industry which extends all over the world and produces these magnificent results. Contrast that with a telegram from Washington, which appeared in the London 'Daily Telegraph' at the time of the Payne-Aldrich tariff was before the United States Congress, stating that a member of a firm of manufactures in the States, was in Wash-

ington—you know for what purpose—and that he had sent an urgent appeal to his partner to come to Washington at once, even if he had to leave the affairs of the firm in the hands of the office boy. He went there, and of course, began log-rolling at once. Mr. Lever's statement is, that he has been able to make the great advances that he has made in his manufacturing, by means of cheap raw materials added to attention to business, and he asks the very pertinent question: is it not in accordance with the common sense of any one of us that manufactures or anything else will be built up better by cheap raw materials, and attention to business, than by dear raw materials and attention to log-rolling.

My hon. friend had something to say in this connection about the kind and variety of manufactures, and he implied, though he did not state, that it was only under protection that you can secure variety in manufacturing. My reading on this question goes to prove the exact opposite. It is being proved by the best-informed minds in Germany to-day, that the effect of protection there, is to build up cartels—known on this continent as trusts, which pay lower wages than are paid in Great Britain, and whose whole object is to turn out huge amounts of goods, and make big profits for those at the head of the concerns. It had been proved that the half-finished articles produced in Germany are being sent to Britain, and that British workmen are getting the higher wages for doing the finishing work upon them under free trade—the exact opposite of the argument used by my hon. friend. In this connection, my hon. friend must know what was stated in the tariff debates in the old country. Mr. Joseph Chamberlain thought he had discovered a magnificent illustration in support of his views when he found that a number of steel billets had been shipped from Germany to Barrow-in-Furness. But the fact was explained by Sir Hugh Bell, one of the greatest manufacturers in England, thus: 'It is true that the steel billets went there, but Mr. Chamberlain did not find out what happened to them there. It is the business of a manufacturer to find that out. A firm of Barrow ship-builders had a contract for ship-building which they secured in competition with the whole world, and the contractors put those billets into the ships and sent the ships back to Germany where the steel billets came from.'

Intensive farming was a subject which I had hardly expected to hear my hon. friend from North Toronto growing eloquent upon. He did, however, seem to hint that intensive farming would be hurt by this reciprocity arrangement. He did not give any facts to support that idea. What are the facts? Mr. Cobden, in a speech which he