## GENESIS OF RECIPROCITY

Unrestricted Trade Demanded by the United States?—We should be very pleased Manufacturers.

The "National Policy" Adopted as a Means

That End Complete Freedom of Trade With Our Neighbors.

Evidence Given Before the Parliamentary Committee

The One-Time Declarations of The Conservative

In Accord With the Liberal Policy in the Present Campaign.

clamorers for restriction and a continuance of the policy that has made some Combine members millionaires, while it has ruined hundreds of formerly prosperous manufacturers, urged the adoption of the N. P. as an aid to procure unrestricted trade with the States. It will be shown from the speeches of the chief political agent of the Combines that he, too, in-.troduced the N. P. as a policy of retaliation to force the United States people to concede "reciprocity in trade." Time and space need not be wasted in preliminary discussion; let us to the proof.

In 1876, while the worldwide depression

was at its height, while hundreds of thousands of men were out of work in Great Litain and the United States and the best customers of the Dominion were crippled through a financial panic that destroyed conthrough a financial panie that destroyed confidence and paralyzed commerce, Canada also felt the shock. The Liberal Government of the day were blamed because they did not try to find a remedy for the trouble by adding to the tax burdens of the people, and though for over two years the late Josiah Black burn, of the London Free Press, good free trader that he was, stuck out against that heresy, even he finally capitulated, and the Conservative policy became a retaliatory tariff against the States, in order to force the concession of reciprocity.

tariff against the States, in order to force the concession of reciprocity.

To ascertain the feeling of the manufacturers, however, the Dominion Government set on foot a special committee on the depression. That committee met in the winter of 1887, and took the evidence, on oath, of leading manufacturers and merchants from every portion of the Dominion, and it is on their testimony that we purpose thoroughly reconciling the Liberal policy of the day with the confessed demands of the manufacturers.

THE STOVE MEN.

Mr. Edward Gurney, of Hamilton and Toronto, gave evidence before the committee for the manufacturers of stoves, furnaces and castings. He said his firm tegan "business in 1843. In 1876 they employed "business in 1843. In 1876 they employed 400 hands. United States makers have no better facilities for manufacturing stoves cheaper than my firm can. The firm paid higher wages than those paid in Buffalo. Molders, he said, then were paid by the piece, varying from \$2 to \$3 50. The wages for skilled labor and unskilled was higher than in the United States. Mr. Gurney further stated that stove men in Canada as well as in the United States were in the habit of selling their goods at less than cost when they get out of style. After goods get out of style," he said, "they are sacrificed, and we send them to Buffalo and sell them at 50 per cent. of what they cost to the Germans in the poorer parts of the city."

duced by the business itself, and it increased four fold, according to Mr. Gurney's testimony, between 1861 and 1877. Was not that a substantial increase, obtained, too, at a time when, if we are to believe the restrictionist organs of to-day, the stove business and every other manufacturing industry in the country was languishing though lack of ability to charge customers a higher price than their market value?

The next question and answer is of much importance at the present time. We have affirmed that in those days of agitation for special privileges, the advocates of "protection" invariably asked to be "protected" from the "old world pauper labor" and to be put on a level with their neighbors in the United States. When Mr. Gurney was examined by the Parliamentary Committee in 1876 he was asked by Mr. Platt, M.P.:

"If WE HAD RECIPROCITY WITH THE UNITED STATES IN YOUR BUSINESS WOULD YOU BE IN FAVOR OF IT?"

His ready reply was:

His ready reply was:

into the States and establish a branch foundry for their business, bears out the contention that in those days the men who are now members of the Stove Combine were moderate in their desires, and were ready to compete with the United States in a fair field. About that time, as Mr. Gurney tells us in his evidence, they had tried to like the Liberal argument of to-day for the content of the cont

To procure Unrestricted Reciprocity the N. P. was set on foot in Canada. This may be regarded by some as a bold statement, but we purpose showing that it is in every respect true.

We will give undeniable proof that the representative manufacturers and millers so asserted, and we will show out of their own mouths that some of the loudest own mouths the some of the loudest own mouths that some of the loudest own mouths the some of the loudest own mouths that some loudes

By the way, though the Gurneys were so anxious to see "protection" established, because, as they represented, they could not make a living, it is an undeniable fact that they started with \$800 capital in 1843, and before 1876 were worth nearly side of the mills on a variety of cotton goods, and to-day a large number of the molth when they were clamoring for Government aid to enable them to hold their own. Edward Gurhey, of Toronto, is now reported to be alone worth \$2,000,000! He likes the Combine system, and is moving heaven and earth to have it continued. AGRICULTURAL IMPLEMENTS.

unanimously in favor of Unrestricted Reci-

The Massey Company, of Newcastle protested against an increase in tariff for their benefit. Perhaps even a little less protested against an increase in tariff for their benefit. Perhaps even a little less would be better, said the company, in a letter to the Parliamentary Committee. "A still further advance would certainly prove adverse to our interests." This company favors Unrestricted Reciprocity at the present time.

G. M. Cossitt & Bro., Brockville, said: 'If allowed an equal chance in honorable competition we can successfully sell our machines anywhere against American manufacturers."

That was spunk for you.

No less pronounced was that grand old Canadian manufacturer, John Watson, of Ayr, who appeared before the committee and said he employed from 60 to 75 men on a capital from \$75,000 to \$100,000. He had worked up his business from two men and himself, his trade increasing each year.

The chairman asked—The capital invested is capital provided by the business?

Mr. Watson—Yes; every dollar of it. How does the cost of production here compare with the United States!—I think we can produce as cheap as they do.

What would be the effect if we had reciprocity with the United States in your line of head were the control of the

we can produce as cheap as they do.

What would be the effect if we had reciprocity with the United States in your line of business?—We would hold up both hands for that. There would not then be so many manufacturers conflicting with each other here, for we would strike out with particular branches of the trade, say in one or two articles, and after we had supplied Canada we would send the balance into the States.

Mr. Watson further protested against increasing the tariff for his alleged benefit. He manufacturers of course it must be disadvantageous to the farmers. I have noticed that in a season when the farmers were prosperous I was prosperous; the better position they were in the better I was in."

Against the advice of this shrewd manufacturer, the tariff wall was raised, the farmer was oppressed, the independ.

habit of selling their goods at less than cost when they get out of style. After goods get out of style," he said, "they are sacrificed, and we send them to Buffalo and sell them at 50 per cent. of what they cost to the Germans in the poorer parts of the city."

So that in those days there was slaughtering on both sides of the line, when it was deemed expedient by the dealers. Still, the business of this representative firm grew. All the capital invested was produced by the business itself, and it increased four fold, according to Mr. Gur-

ANOTHER PLEA FOR RECIPROCITY. "I WOULD BE MORE THAN CONTENT."

This confession, coupled with the fact that the Gurneys were compelled to go over into the States and establish a branch foundry for their business, hears out the cheanly in Capada at they could not manufacture as cheanly in Capada at they could not manufacture as

RECIPROCITY IN SALT. alt industry, was asked:

You would be quite content with that ?-

It would help us wonderfully. RECIPROCITY IN BRASS FOUNDING

deposed that he employed from 170 to 175 By Mr. Platt-Free trade would suit you?-I would not be afraid to compete with the Americans if we had their market; but we are placed at a disadvantage as

COMPETITION IN COTTON.
W. J. Whitehead, manager of the Cornwall cotton factory, deposed that the com-

wall cotton factory, deposed that the com-pany made goods as cheap and as good as United States products.

By Mr. Charlton—How would reciprocity affect your business?—I think that our people would be inclined to go for that as it would give them access to a larger market.

market.
G. H. Nye, proprietor of the Hochelaga cotton factory, said he began business in 1872. The mill employed 250 hands. His raw cotton was laid in Hochelaga at about the same cost as it is supplied to the New England makers.

the same cost as it is supplied to the New England makers.

There is no reason why you should not manufacture as cheaply as in the United States:—Yes, sir. I will state one reason against us. In the United States there are 875 cotton mills. Some of these mills from the commencement have been running on one style of goods. I know one particular mill that started in 1845 on one style of goods and it has heen running ever since on the same style. The consequence is that they are able to produce a larger quantity for less money. Here we have run on different styles, and therefore cannot manufacture so cheaply.

different styles, and therefore cannot manufacture so cheaply.

If we had free trade could you compete with the American manufacturers?—I should go for free trade very quickly.

How can you feel confident you can hold your own if they can really produce cheaper than you can?—I say that in their mills they run specialties, whereas I am running different styles, and have to do it at the loss entailed by different styles.

Mr. Nw's avidence is horse out by the

Mr. Nye's evidence is borne out by the experience of the cotton industry in Canada. espite the high tax policy millions of dollars have been sunk in trying to run Canadian mills on a variety of cot-ton goods, and to-day a large num-ber of the mills are either standing bine, which has bought out the greater portion of the mills at a loss to the original stockholders of several millions of dollars. They are now trying to run each mill on one line, and thus make them pay. But it is understood that in exchange for political support now given, the present high tax vernment has promised, if again returned to power, as now does not seem probable, to raise the tax on cottons, and give the Combine a chance to recruit its purse at

taxpayer it is a very expensive way to do BOOTS AND SHOES.

the expense of the consumers. For the

Mr. Mullarky, boot and shoe manufac-turer, said he had been in business since 1857. He had no money when he began; he was worth \$108,000 in 1876 and employed from 300 to 400 hands. He wanted reciprocity in tariffs.

Then you come here to ask for protec-tion?—I come here to ask for reciprocity of tariffs with the United States. If they take their tariff away altogether I am perfectly willing that ours shall be taken away. If they ask for 35 per cent. duty I want a 35 per cent. duty.

per cent. duty.

You are willing to compete with the United States if you have reciprocal trade with the United States?—Yes; I should be perfectly delighted with re COULD BEAT THE YANKEES.

Mr. Boivin, boot and shoe manufacturer, who employed 200 hands and did a business ranging from \$300,000 to \$400,000 a year, was asked:

Numbers of the manufacturers of Canada commenced with a very small amount of capital?—Yes; I was one of those who be-

capital?—Yes; I was one of those who began with nothing.

Is it not a fact that at the present day these same parties have large capital?—That is a secret of the trade.

Are there any boots and shoes imported into this country similar to those made in this country?—There are a few. I believe the Americans are able to compete with us in the higher lines. When we speak of stogas, brogans and women's split backs, the common kinds of work, they are not able to compete with us, as we have the raw material here, and they can be made cheaper here than in the United States.

As a proof of the stand taken by the

As a proof of the stand taken by the trade, Mr. Boivin produced a resolution passed on June 22, 1876, as follows:

passed on June 22, 1876, as follows:

Moved by G. F. Boivin, seconded by E. F. Ames, and resolved: The above members of the Shoe and Leather Association and others in the trade desire to urge on the Federal Government to grant us an incidental protection equal to the United States tariff against us on all kinds of boots and shoes, of whatever material they may be made, and that petitions be forthwith drawn up for signature to be presented to the Honorable the Minister of Finance.

It was explained that this was simply a move in favor of reciprocity.

ENGINES, E7C.

Hon. E. Leonard, London, was examined: Do you find American competition in your line of business?—I do not.

What effect do you think free trade between the Huister States.

your line of business?—I do not.

What effect do you think free trade between the United States and Canada would have in your business?—Prices of raw material remaining the same, it would be of great advantage to our manufacturers.

Do you think you can manufacture as cheaply as manufacturers in the United States?—I think as cheap.

Senator Leonard has not altered his

Senator Leonard has not altered his mind, and his sons, who now energetically manage his business are now the most

enthusiastic upholders of unrestricted reci-

WOOLEN MANUFACTURERS.
D. McCrae, Guelph, was sworn.
The Chairman—No attempt has l made by American manufacturers to made by American manufacturers to compete with you?—No; they could not do so.
Suppose Parliament obtained reciprocity, would you be able to find a market in the United States?—I think we would. I believe if we had higher duties we might make more money now, but I don't believe we would be gainers in the long run.

WOOLEN CLCTA.

B. Rosamond Almontonial in

B. Rosamond, Almonte, said his principal competition was with England. By the Chairman—You would be content

to have reciprocity with the United States?

—Yes, I believe it would be for the benefit of everybody.

of everybody.

In what way would reciprocity prevent the competition from English goods of which you complain?—It would not prevent it; that has always been a difficulty, but so long as the country was prosperous, we did not feel very much inconvenience from it.

By Mr. Platt—You would have a larger field if you had reciprocity with the United States?—Yes.

TYPE-FOUNDING.
P. A. Crosby, type-founder, Montreal.

P. A. Crosby, type-founder, Montreal

By Mr. Dymond-It is not the American producers you are competing with so much as the English and Scotch?—Yes, we have large American market we could send to la large American market we could send to
if it were not for the high tariff. We
have had offers to supply several of the
border States with type.
You are not aware that anything could
be done here that would obtain the American market for you except reciprocity?
No, nothing except reciprocity.
THE MILLING INDUSTRY.
Wm. Lukes, Newmarket, flour miller,
was examined;

as examined:

Have you considered what duty you de sire to see imposed upon flour and wheat in order to carry out the policy of yourself and your friends? I am a member of the and your friends? I am a member of the Manufacturers' Association of Ontario, and a representative of the Board of Trade, by whom a resolution was passed stating that equal duties should be imposed on all foreign produce of the farm, the forest and the mine and manufactures thereof which the country where these articles are produced impose on similar articles when produced impose on similar articles when produced in Canada. Further, he was asked:
"What duty would you propose?" and the answer came promptly:
A reciprocal tariff.
"That is what you ask?" queried Mr. Dymond, M.P.
"Yes, I ask for that as a representative of the Manufacturers' and Millers' Association. If we had the United States market we would be pleased."
You have no market in the West Indies or South America?—None at all.
Your flour would require a particular mode of preparation for those markets?—The expense would be such that the operation would not pay; it was tried some ten years ago.

Have we not conclusively shown by the evidence of these representative manufac turers, sworn to before a Parliamentar Committee, that the demand made to Parliament was that there should be RECIPROCITY IN TRADE OR RECI PROCITY IN TARIFFS?

re can be no mistake regarding the attitude of manufacturers then. They were for Unrestricted Reciprocity first; failing that, restriction in trade. The Conservative party, in opposition

undertook to carry out the programme or retaliation. Here are some of the declara tions of its leader: Sir John Macdonald said on March 10, 1876, in the House of Commons:

The United States should be dealt with as they deal with us. If they do not grant us reciprocity in trade we should give them reciprocity in tariff.

At Montreal, July, 1877, he said:

At anontreal, July, 1877, he said:

They the Tories) are going to say, "We must either have a reciprocity of trade or a reciprocity of tariffs. If they are going to build a Chinese wall we will subscribe to that wall."

At Owen Sound, Oct. 5, 1877, he said: There is only one way of securing prosperity, and that is by adopting the Conservative maxim that if we cannot get reciprocity of trade we will have reciprocity of tariffs. In his speech on the tariff, 1877-78, he

What he was aiming at was reciprocity At Yorkville, May 28, 1878 he said:

What I contend for is a reciprocity of tree reciprocity of tariffs between Canada a He said at Hamilton, Oct. 17, 1887: I.want the Canadians to say to the Americans, "We will have free trade, fair trade or reciprocal trade if you like; but if you will not have any of these, we will have a reciprocity of tariffs.

The logical conclusion is that as the Conservative party has now proved that the N. P. has been a thorough failure, and the reciprocity in tariffs has resulted in crippling Canada's ever-growing trade with her neighbors, a change should take place. We have had reciprocity in tariffs too long. It has been a losing game. Let us now try reciprocity in trade on the basis laid down by the manufacturers themselves in 1876 and indorsed by all independent manufacturers now.

The Combines have ruled this country



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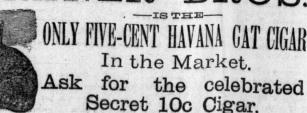
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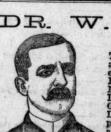
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CURLING.

St. Marvs, Feb. Sarnia curling clubs here Friday, four rin victory of the St. M The Ottawa Cur Rideaus at Ottawa the Quebec challeng SKATING.

The New Englan held its champion Pond, Arlington, M first race, Massachu mile, was won by R town, in 3:50. The town, in 3:30. The to all, was won by burgh, N. Y., in 20; race, open to all, w Donoghue, of New Warner second, John, N. B., son easily won trace, finishing twent The hurdle race. skaters only, one lay by H. G. Barnes, Ca onds. The great remile contest, open starters. The we Donoghue, had save while his principal had taken part in which he received a plack of the both the contest of the con which he received a plucky fight, but Do for him and the finished in 18:07, half a lap behind, R Craft fourth. This

snow storm. The medals. BILLIARDS. At latest advices : in London, Eng. Nor start in a game of score stood at 19,18(champion, who, in hours on the sevent put on over 1,400 pc tributed less than 20 ATRLETIC.

At the games of the start of the st At the games of the Buffalo Athlet Thursday night Ge Lacrosse Club of Br adian competitor.

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Lyou would like to the sub-RIAL HEALING, ted, will cheerfu by iteries of the sub-late, Magnetic Merid Separate rooms