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AFTEK WAR TRADE.

Discussing, the other day, the problem of Canadian trade after the war, Sir Edmund Walker emphasized the necessity, in regard to preparations for the development of *post-bellum* trade, of greater concentration upon industries which are native to the Dominion. The warning is not unnecessary. In popular discussion regarding after-war trade problems, there is frequently evident a vagueness in regard to the lines along which effort should be mainly directed, that renders these discussions of very little service, and in some cases, positively harmful. So far as can be foreseen through the present "fog of war," the circumstances of Canadian trade afterwards, particularly of export trade, which will be our main dependence in the meeting of our obligations abroad, will not be easy. As regards our food products, it seems certain that they will be in great demand abroad, though probably at gradually decreasing prices. But there is by no means the same certainty in regard to manufactures. With the period of rehabilitation over, a period which most authorities agree is not likely to be of long duration, will begin a time of extraordinary energy on the part of the nations, in the turning of swords into ploughshares, the recovery of lost trade markets and the development of new ones. There need be no question of a "war after the war" about this. To all the Allied countries the development of export trade will be an essential, in order that they may meet their enormously-increased obligations abroad, and gradually liquidate them. The United States will not be in this position, but there are many signs that the Republic's entry upon world-responsibilities, will be followed by a characteristically energetic and far-reaching bid for world-trade. If in some countries, as a result of the war, regulated combination displaces to some extent individualistic competition, in world-markets, competition will undoubtedly be severe.

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The problem, then, regarding Canadian *post-bellum* trade is its development most efficiently along lines in some of which a certain supremacy has been already established, in others where owing to our advantages in raw materials, it will be less difficult than otherwise to hold competition at bay. Sir Edmund Walker suggested as industries probably capable of great development here after the war, the construction of tractors and the cheaper type of automobiles, this developing from an acknowledged success with agricultural machinery, the paper-

making industry, from the cheapest to the finest qualities (the latter have yet scarcely been touched), our fisheries, the possibilities of which up to the present, have been largely ignored, and mining industries. It will be noted that all of these are industries, the products of which are practically in universal demand, and in some of them, at least, Canada is in an extremely favorable position in comparison with other countries in regard to raw material. The development of industries of this character far beyond their present stage, coupled with further agricultural settlement and production, would undoubtedly tend to place Canada in a strong position among the competing nations, while the well-being of industries in which a large export trade could not be built up, would be assured by a prosperous and steadily-growing home market, which for the greater number of our manufacturers and traders is a matter of primary importance.

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The degree of success achieved by our exporting industries after the war will naturally depend upon efficiency and economy in both production and distribution, to secure which the solution of a wide range of problems is necessary. While something is being done in industrial research, principally in a quiet way by the Dominion Government, it is perhaps doubtful if, as a whole our manufacturers are yet seized of its importance, and we have much to learn from the practise of the Germans in this connection. To obtain a footing in foreign markets will need both careful study of general trade conditions, and the employment of trained representatives, who are familiar with the language of the country and sympathetic with its manners and customs. Shipping and financial facilities present another group of problems, the adequate solution of which may ultimately call for far-reaching action. Something is already being done in the financial connection by those working on the proposal for a Canadian Trade Bank, to supplement the service at present rendered by the existing banking institutions, through the securing of information as to possible markets for Canadian products, the development of those markets, and the handling of financial and banking operations necessary for their supply. In the United States, ambitious plans are at present being put forward in various prominent quarters, and those Canadians who are interested in the possibilities of *post-bellum* trade development will do well to mark the trend of events there.