

And this notwithstanding the abatement of duty in favor of Great Britain. The reasons for the larger imports from the United States are the cheaper prices charged for American goods and their better adaptability to the requirements of the Canadian market.

Following are some facts regarding the respective trade of Great Britain and the United States with Canada during the year 1899, reference being had to values of manufactures of iron and steel:—

Articles.	Great Britain.	United States.
Anvils and vises .....	\$ 8,091	\$ 11,037
Springs, axles, etc. ....	7,186	36,654
Bar iron and steel.....	61,662	382,753
Butts and hinges .....	438	16,686
Castings, rough .....	1,203	110,499
Cast iron pipe .....	8,641	96,418
Chain, sprocket .....	29	26,624
Cut tacks.....	340	11,488
Engines, locomotive.....	none	398,118
Fire extinguishers.....	261	30,936
Steam engines and boilers...	7,967	103,187
Fittings, pipe.....	901	164,467
Forgings .....	34	59,648
Hardware, builders'.....	44,103	523,007
Horseshoes .....	5	12,762
Bridges and parts .....	77	281,096
Locks .....	8,359	120,419
Ore crushers.....	none	33,780
Portable engines .....	none	74,578
" sawmills .....	none	15,779
" threshers.....	none	78,264
Sewing machines.....	4,360	154,753
Typewriting machines..	12	91,898
All other machinery n.o.p....	466,628	1,838,721
Malleable castings .....	351	16,289
Nails and spikes, cut.....	1,281	15,522
" wire.....	9	10,321
Iron pumps.....	949	112,952
Fish and tie plates .....	7,448	123,693
Rolled angles and shapes....	736	241,534
Safes and doors.....	none	19,236
Wood screws .....	135	17,071
Weighing machines.....	1,627	73,125
Skates .....	114	13,368
Stoves .....	711	125,806
Tubing, boiler.....	10,281	161,064
" bicycle .....	5,364	53,406
Wire fencing.....	4,347	19,379
" covered.....	13,128	290,459
Nuts, washers, etc.....	1,363	76,673
Steel bridge plates.....	1,046	38,358
Tools, adzes, hatchets, etc. .	986	22,787
" axes .....	9	41,547
" saws .....	3,337	73,297
" files and rasps.....	10,918	65,546
" n.o.p.....	39,722	404,818
Articles of iron or steel, n.o.p.	61,518	849,765

As will be perceived, the preponderance of trade is overwhelmingly in favor of American manufactures, and tariff preference in favor of British goods to the contrary notwithstanding, American manufacturers are taking the cream of the business. Is it possible that British manufacturers are entirely unable to compete in the Canadian market?

### THE ISTHMIAN CANAL.

The importance of a canal connecting the Atlantic and the Pacific Oceans to the agricultural implement industry of the United States is discussed in American Trade, the official organ of the National Association of Manufacturers of the United States, in a paper by Mr. W. C. Barker, and whatever may be said as to the effort of cheaper and quicker transportation between Atlantic and Australian and Asiatic

ports is as applicable to the Canadian as to the American industry. Mr. Barker discusses the several phases of the subject, two of which, he observes, are of special importance to the agricultural implement trade. His argument is as follows:—

First. What will be the effect of an Isthmian canal on different sections of the country as compared with other sections; that is, would it affect the eastern states more than the central west or western states?

Second. Would the canal change the routes by which our goods would reach the countries referred to? If so, what effect would it have on the trade?

There seems to be a general impression among the manufacturers of the central and western states that this canal will be of little value to them, in a monetary sense, and it is in this sense we will consider this matter.

In talking with manufacturers and dealers located in these states they tell you that the Isthmian canal no doubt would help the manufacturers of the eastern and New England states, but they could not see wherein it would be of any benefit to them.

The character of agricultural implements produced by a manufacturer is largely influenced by the requirements of the section in which he is located; therefore the eastern and New England manufacturers make a class of implements adapted to the conditions of those sections. The western and central western manufacturers produce those suited to the conditions of their sections. Therefore, in seeking a foreign market the manufacturers of these various sections seek that market where the conditions are similar to those of their own.

The conditions found in the United Kingdom and on the continent of Europe are very similar to those of the eastern and New England states; therefore those manufacturers seek a market in those countries, while the conditions of Australia, Chili and Peru are closely allied with those of the central and western states; hence the manufacturers in those sections naturally seek the market of these countries, and as a consequence they are the ones who will reap the most benefit by the completion of the Isthmian canal.

There are four routes by which the products of our manufacturers reach these countries at the present time from the Atlantic seaboard—

First. Panama route to the Pacific ports of this continent.

Second. Direct steamer, going via Straits to same ports.

Third. Trans-continental rail to Pacific ports, thence by steamer to Australia.

Fourth. Direct steamers to Australian ports.

To show the comparative cost of transportation by these various routes we will take two countries, Australia and the west coast of South America.

The first and second route reaches the west coast only. The average time between ports for transportation of goods is via Panama, 40 days; via Straits, 120 days. The average rate per cubic foot is via Panama, 50 cents; via Straits, 20 cents.

The great drawback to shipping implements via Panama is the liability to damage in breaking bulk at Panama, transporting across the Isthmus and re-shipping from the Pacific side and the delays incident thereto, and all who have occasion to use this route know what this means.

In making an estimate of what the saving will be in shipping to the west coast of South America via canal we are safe in calculating that steamers on this route will deliver our freight in the same time as at present via Panama and at the same rate as via Straits; therefore, there will be a net saving of 30 cents for each cubic foot and 60 days' interest and insurance on the value of the shipment. This means a total difference as shown below on every implement or machine that goes to the west coast of South America between the cost now and what it is estimated it will cost via the