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PROTECTION WILL CAUSE THE DEATH OF FREE TRADE.

THAT protection encourages the successful establishment of manufacturing industries, and that free trade does not always offer such encouragement, is evident from facts that are continually presenting themselves. The *Textile Mercury*, of Manchester, Eng., enquires of certain English manufacturers why they allow the Continent to monopolize certain branches of the textile industries included under the heading of "the fancy trade." It says:

"The excuse that we are inferior to the French, Germans and Swiss in artistic skill, and that the latter therefore are better able to manufacture high-class goods, which may be looked upon as *articles de luxe*, is not sufficient, for it is known that some manufacturers in this country—quite as English as the rest—have made a success of the fancy trade, and that, too, in competition with the Continent, and handicapped by tariffs abroad and the absence of tariffs at home. The Swiss embroidery which one sees in the wholesale houses at this season, with a groundwork of fine silk net, is an article that brings large profits to the coffers of manufacturers in the little Republic, and one would fain see an attempt made, say in Nottingham, to establish the industry here. The fancy linen trade, which is largely in German hands, is another branch that does not receive a due amount of attention at home. The decoration of silk goods has, we believe, been conducted extensively by a Macclesfield manufacturer, and by that means cloth has been sold at prices which would not otherwise have been obtainable. And it must not be forgotten that even the Americans are paying closer attention to artistic work. The fact that Messrs. Kendall & Company, a well-known United States house, is now selling its printed draperies in the English market, is not, we admit, a matter that need create uneasiness; but the tendency on the part of American cotton manufacturers to enter more largely upon the production of fine cloths, with the view of securing for themselves a trade which is at present principally in European hands, shows that a forward movement on our own part is necessary. When it is stated that a certain shipper of high-class Lancashire goods

has seen his American trade dwindle from an annual total of £800,000 to £200,000, and that the retention of his present diminished connection is due solely to the exceptional ability he possesses as a manufacturer, it becomes obvious that inferior men can have no chance at all. By inferior men we mean men who go on from year to year producing inferior goods for market which can only be successfully cultivated by a steadfast adherence to the recommendations of Mr. Swire-Smith and others. We hope to see the day when it shall no longer be said that twenty-five per cent. of the stock in the wholesale drapery houses of the United Kingdom is of foreign manufacture. Such a change cannot be accomplished unless there be a radical alteration in the aims of a large section of English manufacturers."

The *Mercury* is not an advocate of tariff protection to British manufacturing industries, nor has it ever declared in favor of fair trade, but, as will be seen, it points out how protection abroad and the absence of protection at home has handicapped British manufacturers to such an extent that they do not even attempt to produce certain lines of goods wherein large profits occur to foreigners, and that twenty-five per cent. of the stock in the wholesale drapery houses of Great Britain is of foreign manufacture. France, Germany and Switzerland have high tariffs, and yet these countries are able to flood the British market, where there is no tariff, with a class of goods that the *Mercury* says should be made in Britain, but is not. There is no material that enters into the manufacture of embroidery in Switzerland that does not have free entry into Britain; and the machinery and appliances that are used in that manufacture can be made quite as good as in the little Republic, if not as cheap. Why, then, if free trade is of such great benefit, and if protection is so objectionable, Nottingham, so celebrated for its lace products, does not take up this fancy branch of the trade and thereby exclude Swiss laces from the British market? So, too, as regards the fancy linen trade which the *Mercury* asserts is so largely in the hands of German manufacturers. Germany is a producer of the material of which linen is made, but this material is produced under the influences of protection. Britain, too, is a producer of such material, but this is produced under the influences of free trade. Yet we observe that British manufacturers decline to engage in the production of such fancy linen goods as the German manufacturers are adept in, and that twenty five per cent. of such goods carried by British warehousemen is of German manufacture.

Some might say that this successful competition of France, Germany and Switzerland in the British market occurred from the fact that labor is cheaper in those countries than in Britain. But this argument cannot hold good as regards the United States, for it is well known that the wages of operatives there are higher than in Britain. This being the fact, it is important to British manufacturers to learn how it is that Messrs. Kendall & Company, a well-known American house, are making a success of selling American-made draperies in the English market. The argument that explains the presence of French, German and Swiss goods in the British market works the other way when applied to the presence of American goods there. How is it that a certain shipper of high-class Lancashire goods has seen his American trade dwindle from an annual total of £800,000 to £200,000, while American goods are flooding the British market? We are told that