

GETTING TOGETHER IS THE POLICY

Relations of Farmers and Manufacturers—President Gordon and Mr. Charles Dunning

The recent annual meeting of the Canadian Manufacturers' Association in Montreal was noteworthy for the fact that Mr. Charles Dunning, manager of the Saskatchewan Co-operative Company at Regina, delivered, on special invitation, a striking address on the problems of Western Canada. Mr. Dunning's frank but friendly address was heartily received by the manufacturers, who found much to ponder over in his remarks on the relations of the farmers and the manufacturers, and the East and the West.

Mr. C. B. Gordon, the retiring President of the C.M.A., in his annual address, spoke in some measure along the same lines as Mr. Dunning, emphasizing the desirability of better relations being established between the farmers and the manufacturers, and pointing out that a good deal of the friction arose through misunderstanding.

Bear No Ill Will
Commenting on the meeting, "The Journal of Commerce" of Montreal, of which Hon. W. S. Fielding, former Minister of Finance at the Laurier Government, is editor, deals as follows with the question of the relations between the farmers and the manufacturers:

"President Gordon of the Canadian Manufacturers' Association delivered an instructive and, in the main, fair-minded address yesterday afternoon on the present economic situation in Canada, though there may be parts of it that cannot be endorsed by all. It is refreshing to find that a representative of a particular class in the community is able to take a large and detached view of an admittedly delicate situation in which class interests have too largely predominated. Extremists on both sides sometimes use language which tends to needlessly broaden the differences between manufacturer and farmer. The leading editorial in a recent issue of a well known farmers' paper is a case in point, in which the programme of both the Liberal and the Conservative parties in the Province of Ontario, was held up to merciless criticism because these were said to deal exclusively with the interests of town and city dwellers and had little or nothing to say of the place and welfare of the farmer in our social economy. The truth is, that the tremendous development that has taken place on the American continent in the last generation has been largely urban development, with European problems and policies to be investigated. It is perfectly true, as Mr. Gordon suggests, that neither the artisan nor the manufacturing classes have any ill-will toward the farming class. Nor is there any ill-will on the part of the farmers towards the manufacturers. The interests of the two classes seem at times to conflict. It should be the work of thoughtful men on both sides to diminish the causes of difference and to bring about that friendly co-operation that is needed for the success of all.

Home Market Necessary
Mr. Gordon's remarks on the question of our tariff policy were moderate and on lines that will be largely approved. He told his auditors in no uncertain terms that they should not look for any immediate or considerable increase in the tariff, but rather that the future development of the tariff should be along scientific lines, modified as it must be from time to time to meet particular problems. Naturally, he claims the tariff is not responsible for any apparent lack of success in the farming industry. He appealed to the farmers to take advantage of the great and continually increasing home market for cattle and dairy products, and drew attention to the contention that wheat farming is a losing game in the West. The opinion was advanced that our Western farmers must adopt the mixed farming methods of the East if they are to meet with the fullest measure of success. He deplored the fact that our stock industry is not as prosperous as it ought to be, and maintained that the tariff could in no way be blamed for that state of affairs. Rather, he found here a particular instance in which the tariff might be modified to meet a particular need.

Even those who entertain views on the tariff question which are not entirely in line with his will find much in his address for approval.

In addition to the Ogilvie mill which was completed in Medicine Hat last year, the Maple Leaf Milling Company have purchased a site and commenced operations on a large mill in the same city. Large mills are also going up in Calgary and in several other Western cities and towns.

Paris, Sept. 7 (3.30 p. m.)—A general action is today proceeding to the east of Paris from Nanteuil to Le Havre and Verdun, according to an official communication given out this afternoon.

For afternoon wear the large, flat hat is fashionable. It is made of velvet, crepon, mousseline de soie, tulle or satin.

ITALIAN SPAGHETTI MADE IN CANADA

How Canadian Housewife Was Deceived—The Virtues of the "Made in Canada" Article

According to the "Monetary Times" of Toronto, British Columbian manufacturers are losing no opportunity to impress on the public the advisability of using home-made products. The association includes all the manufacturers both on the lower mainland and Vancouver Island, so that the markets in the coast cities are carefully looked after. Foreign products have been the rule here. A manager told "The Monetary Times" of an instance of how people apparently prefer something made elsewhere.

Empty Prejudices

A local brand of spaghetti was put on the market, and proud of their product the manufacturers had their name on the box. A housekeeper saw the brand at her grocer's and she tried it, but reported adversely. Evidently others did also, proving that a maker has little honor in his own country, for the firm got out a new package, taking off their name, and labelling it "Finest Italian Spaghetti." In one instance, the same woman who had said the other was no good tried it, and declared it was "the loveliest she had ever tasted." Not knowing it was the same brand. Acting on the knowledge that British Columbia products are not behind any other in quality, the manufacturers are making a determined campaign to interest the public. The latest move is the resolution of the board of trade that the Burrard Inlet Tunnel and Bridge Company be urged to insert in the contract for the construction of the bridge across the Second Narrows a clause to the effect that the iron and steel for the bridge be fabricated in Vancouver, where there are two companies which have a combined investment of over a million dollars in plant.

Favor the Home Product

There is a moral in this that has a far wider application than in the case of spaghetti. A vast amount of material is sold in Canadian stores labelled "Latest Importations," "Best Imported Brands," "Direct Imports from France," "Best British Make," etc., that is the result of an honest day's work by a Canadian workman in a Canadian factory. The imported idea is a delusion, and it is gratifying to those who believe in the "Made-in-Canada" product to know that the consumer who is so prejudiced against the Canadian made article cannot note the difference between the home and foreign made product. This is an indirect compliment to the Canadian manufacturer and the Canadian mechanic, and should convince the most sceptical that he should patronize the home product wherever possible. Now is the time to pursue this policy if we wish to restore good times in Canada.

CHINESE EGGS AGAIN

Big Importations Tend to Lower Price of American Eggs

"The Canadian Countryman," in a recent issue, had this to say about the Chinese egg trade: At the present time Chinese eggs are reaching the Pacific coast at 14c per dozen. For some time past they have been sold by the wholesale and retail trade in the Western States labelled "fresh pullet eggs." This was done because they are a smaller egg than the home product. Now legislation is compelling them to be labelled as "from China" instead. They are sold to reach the coast in first-class condition for immediate use, but are valueless for storage as they soon develop "spots."

The Canadian tariff provides a duty of three cents per dozen on foreign eggs, and while this is not sufficient to keep Chinese eggs out of Canada, it affords a protection to this extent for the Canadian egg producer. No one will begrudge the Canadian farmer who has eggs to market, protection to this extent. In fact the majority of the Canadian people who realize that the prosperity of the country is bound up with the prosperity of the farmer, would probably agree to increase protection on eggs in order to ensure the farmer the home market at steady and profitable prices. No one wants to see his interests injured by an influx of cheap eggs from such countries as China, where living conditions are far below the Anglo-Saxon standards.

It is interesting to note that under the reciprocity agreement the duty on eggs would have been wiped out, which would mean that Chinese eggs could be laid down in Vancouver at 11c. per dozen instead of 14c. In view of this it is hard to see how it can be successfully maintained that the policy of moderate protection on farm produce is of no value to the farmer.

ADMIRALTY WARNING REGARDING NORTH SEA

London, Sept. 6—The British Admiralty has issued the following notice:

"All the aids to navigation on the coast of England and Scotland, both by day and night, may be removed at any time without further warning than is contained in this notice."

WHY CHEESE EXPORTS HAVE BEEN DECLINING

Want Home Market For Dairy Products in Other Forms Makes Cheese For Export Less Profitable

According to the "Canadian Countryman," the products of Canadian farms have one by one dropped out of the class of exportable commodities. Eggs, butter, cattle, hogs, sheep, have all consecutively realised a home market better than any that could be found abroad. Two items, however, which no one had the hardihood to claim would ever be dropped from the list, were our cheese and our wheat. But cheese seems to be heading that way at the present time. Canadian consumption of cheese never was very heavy, per capita. Nor is it today. But it is far heavier than it once was, a fact for which wholesale, and many retail dealers will vouch. So far this season, the Canadian make has managed to find a market at home. The prices asked and paid are very close, as yet, to export quotations, but they are still held above the ideas of the Old Country tradesmen. Of course, little doubt is entertained but that Canada must find a foreign outlet for a great bulk of her cheese make. But, after all, it is just about as logical to look for another kind of thing to happen. The way in which eggs, butter and other items went up above Old Country ideas, and stayed there, might well happen again.

The reasons given for the disappearance of the various commodities from the export trade columns are sound. The home market is ever the best and most profitable market for the farmer. This has been demonstrated over and over again in the last fifty years in the United States, where the growth of large industrial centres such as Chicago, Cleveland and countless other places in the Middle West, has afforded an ever-growing market with steadily increasing prices for all that the farmer can produce. A factory with hundreds of employees, and its employees with hundreds of dependents, constitutes a vast food consumer.

The same development has taken place in Canada in the past ten years under the stable trade policy which both parties have maintained. Instead of looking for an export market, the farmers in the neighborhood of Montreal have all they can do to supply the ever-increasing demands of Montreal's population. The same is true of Hamilton, Brantford, and in fact of every other populous centre in Canada. It thus becomes fairly clear that a reasonable policy of encouragement for manufacturing industries in Canada brings good results to all classes in the community.

THE NATION'S WELFARE BY ELBERT HUBBARD

"The Philistine" Comments on National Welfare—How Manufacturers Help in This Matter

In a recent number of "The Philistine," of which Elbert Hubbard, the East Aurora philosopher, is editor, has this to say on how the nation's wealth is increased by manufacturers.

The country that sells raw materials will always be poor, just as the farmer who sells corn, and not hogs, will never lift the mortgage. If you have a forest, and can work it up into tables, chairs, bookcases and violins you will make a deal more money than if you sell firewood.

The United States has one-sixteenth the population of the world. But we have one-third the wealth of the world. The North American Indians had the raw stock, but they did not know how to use it. Our wealth comes from the ability to combine coal and iron-ore; lumber and steel bolts; leather and shoestrings; paint and glue; rubber and steel.

So we have supplied the world for automobiles, shoes, farm implements, locomotives, engines, brass castings, machinery and manufactured commodities in a million forms.

And to-day there is being brought into America in payment for goods manufactured in the United States, five thousand, five hundred dollars every minute for ten hours, three hundred days in the year.—"The Philistine."

The development of the milling industry in Western Canada is one of the best assets for the mixed farming industry, as it will ensure a plentiful supply of mill feeds, which are essential to successful mixed farming. In addition it provides steady work at good wages for a large number of workmen, and coming at a time when the unemployment problem is staring nearly every Western community in the face, the advent of a number of new channels of employment will be very welcome.

GREAT MILITARY ACTIVITY IN ITALY

Geneva, Switzerland, Sept. 7—All railroad traffic between Italy and Switzerland was stopped today. It was stated that this was due to action by the Italian Government on the ground that the trains were needed for military purposes. Passports properly issued are now demanded by the Italian frontier guards.

OUR COTTON MILLS IN GOOD CONDITION

Well Equipped to Handle Heavy Business But Dumping of Foreign Goods Should be Prevented

Continuing its policy of interviewing leaders in various Canadian industries, the "Journal of Commerce" of Montreal recently published an able review of the Cotton Industry contributed by Mr. A. O. Dawson, head of Canadian Cottons Limited.

After reviewing the present state of his own industry, and forecasting the future prospects, Mr. Dawson had this to say about the tariff:

The Tariff and the Trade
"In addition to the necessity of overcoming serious obstacles in a depressed market, we are subjected to keen competition from abroad, and particularly from England. At present the protective duties are 15, 17½ and 25 per cent, respectively, on greys, whites and colored goods. In my opinion these duties are adequate, and would give the Canadian cotton industry protection if the dumping clause were strictly enforced. As it stands at present the output of foreign mills is from time to time slaughtered on the Canadian market.

In another direction Canadian manufacturers have to meet English competition. Our market is not large enough to permit of our going in extensively for specialties. On this class of goods the Canadian jobber obtains a profit of about 25 per cent, and in addition, gets an exclusive market for his goods in this country. Canadian buyers naturally prefer to make 2 per cent on this specialty trade rather than average 10 per cent on Canadian products. The final consumer, however, gains nothing by purchasing these goods, which are higher in price and poorer in quality than are Canadian products. As our country grows, however, and as our markets expand, we shall undoubtedly branch out into specialty lines.

Stability of Tariff Essential

"I am not complaining in the least, however, of the present level of tariff protection, moderate as it may be. What is desirable above all else is that the tariff shall be stable, and that manufacturers may know that it will remain fixed for ten years, or more, to come. Then we can adjust our business to meet permanent conditions, and proceed to invest large sums of capital in machinery and plants. The importance of the element of stability, therefore, cannot be too strongly insisted upon.

"It should not be forgotten that in competing with English manufacturers we are working under several severe handicaps. The English have at their command cheap money, cheap coal and cheap labor. Besides their buildings need not be so substantially built, as they have not to face the rigors of a hard winter. Thus, a considerable saving may be effected in the item of construction alone.

But their advantage is even greater in the matter of buying machinery. We are obliged to buy our equipment, for the most part, outside of Canada. The machines must first be erected and tested, then taken down and vased and finally crated for shipment. After paying a duty of 10 per cent, further expense must be incurred through the necessity of cleaning the machines of their coat of vaseline, and once more erecting and testing them. Add to this the cost of transportation and you will understand why it costs more to manufacture cotton goods in this country than abroad.

The manufacturers, particularly in the textile industry are so often misrepresented as demanding higher protection that it is gratifying to see a paper of standing, of which the Hon. W. S. Fielding is president, placing the views of a representative manufacturer in a proper light before the public. The Canadian cotton manufacturers are not seeking increased protection, but do require stability of conditions, which will enable them to develop their industry to a point where it can meet any competition.

The reasonableness of the Canadian manufacturers' position is seen when it is realized that even under the new Wilson tariff in the United States the cotton duties average very much higher than the present Canadian duties. The cotton industry is one of Canada's biggest manufacturing assets and affords employment for a vast number of our French-Canadian fellow-citizens, who until it was established firmly in Canada, deserted their native lands to seek employment in the cotton mills of Fall River, Worcester, Lowell and other New England points. No one will question the wisdom of a policy which has stopped this exodus of Canadians and afforded them employment in their chosen field at the highest wages paid in any cotton industry in the world at home.

ALLIES SIGN AGREEMENT TO FIGHT TO BITTER END

London, Sept. 7—The war will continue to the bitter end, and none of the three great nations allied will conclude peace on an individual basis. This was decided today, and Sir Edward Grey, the British Foreign Minister, and the French and Russian ambassadors signed an agreement to that effect.

WOMAN'S BEST MEDICINE

Mrs. Kelly Advises all Women to Take "Fruit-a-Tives"

HAGERSTOWN, ORE., Aug. 26th, 1913.
"I can highly recommend 'Fruit-a-Tives' because they did me an awful lot of good and I cannot speak too highly about them. About four years ago, I commenced taking 'Fruit-a-Tives' for a general break-down and they did me a world of good. We bought a good many dollars' worth, but it was money well spent because they did all that you claim for them. Their action is so pleasant, compared with other laxatives, that I found only pleasure, as well as health, in taking them. They seemed to me to be particularly suited to women, on account of their mild and gentle action, and I trust that some other women may start taking 'Fruit-a-Tives' after reading my letter, and if they do, I am satisfied the results will be the same as in my own case."

Mrs. W. N. KELLY

"Fruit-a-Tives" are sold by all dealers at 50c. a box, 6 for \$2.50, trial size, 25c, or sent postpaid on receipt of price by Fruit-a-Tives Limited, Ottawa.

CAUSES LEADING TO IMMIGRATION

Low Wages Often a Determining Factor—The Situation in Canada, England, Germany and France

There is no question that even with the higher cost of living, a foreign workman in Canada is better off than in the country of his birth. Canada's immigration policy has been the cause of a good deal of study during the past few months. One fruitful source of investigation is the causes which have led the vast number of immigrants who have come to our shores in the past few years to change their abode. It seems generally agreed that the wages question is a big factor.

Some Comparisons

In a statement in the "Journal of Commerce" of Montreal, recently the relative wages and hours of labor at a comparatively recent date in Canada, Great Britain, Germany and France were given.

As the economic status of wage-workers is much higher in the three latter countries than in southern and eastern European countries the approximate difference between wages in such countries and in Canada may be inferred.

A few examples of differences in wages will suffice. The wages, in cents, per hour, for the following trades, in the countries mentioned are:

	Canada	Britain	Germany	France
Bollermakers	28	17	11	15
Bricklayers	55	21	13	13
Carpenters	36	20	13	15
Laborers	17	10	8	10
Machinists	27	17	13	13

As before stated, there are available but little data relative to wages in southern and southeastern Europe, but it is a well known fact that they are much lower than in Great Britain, Germany or France. This is particularly true of Italy, Austria-Hungary, Greece, Turkey, Russia and the Balkan States. In fact, it may be safely said that in the latter countries the average wage of men engaged in common and agricultural labor is less than fifty cents per day, while in some sections it is even much lower. It is true that in some countries agricultural laborers receive from employers certain concessions in the way of food, and so forth, but the value of the concessions are insufficient to effect materially the low wage scale.

Low Living Conditions

It is a common but erroneous belief that peasants and artisans in the European countries, from which the new immigrant comes, can live so very cheaply that the low wages have practically as great a purchasing power as the higher wages in the United States and Canada. But the low cost of living among the working people, especially of southern and eastern Europe, is due to a low standard of living rather than to cheapness of food and other commodities. As a matter of fact, meat and other costliest articles of food, which are considered almost essential to the Canadian workman, cannot be afforded among laborers in like occupations in southern and eastern Europe.

Canada welcomes immigrants from these countries, but it is questionable whether we should welcome the products of the workers they left behind them in their old homes. Canada's policy thus far has been to ensure as far as possible the manufacture within her borders of the bulk of the products which she consumes, and we welcome the co-operation of immigrants in this work in Canada. There are some who would take down the bars and allow a flood of foreign goods made in the sweat shops of Europe, among the low living conditions indicated above, to come in and compete freely with the product turned out by the Canadian workman who is paid a high wage and enjoys good living conditions. A study of the question would seem to indicate that it is better to raise the foreign workman to Canadian standards in Canada than to keep him working at his old standards at home and import his products.

"A Man who tries to run a business without Advertising might as well try to run a motor without gasoline. It may be a good business, but it won't go."

Why be content to remain in the same old rut, never making any effort to increase your business, and, worst of all, not offering any inducements to hold the few customers you have?

When you come to look over the matter, do you ever figure out what assurance you have that you will always cater to your present trade? How do you know but what your customers are passing your store and patronizing the man next door, who advertises? In all probability this is just what is going on, and there is only one way to stop this and that is to advertise. This you want to do in the

Union Advocate

ESTABLISHED 1867

one of the oldest papers in the Maritime Provinces. You say you never did advertise, and you do not believe it pays. Don't you think you are giving your own opinion rather a high rating when you put it against that of the great majority of those who do advertise? Surely majority is a better judge.

Do not let your mind rest too strongly on the amount of money you would have to pay; rather think of the increased business which is sure to be yours. You say you do not want any increase, because you would have to increase your staff. Well, if ten new customers came to your store every week would you turn them away? And if that number increased until you had to enlarge your staff of clerks, would you not do so, or would you neglect them? You would certainly increase your staff, attend promptly to your new patrons, and keep your stock of goods on the move, so why not make up your mind to-day to take a space in this paper and keep your name constantly before the buying public.

As an advertising medium, The Advocate is firmly taking its place at the head. If you, Mr. Merchant, are not among the number who are using its columns, why not talk the matter over with our representative and select a good space while you have a chance. We are at your service any time you wish to consult us, and would only be too glad to quote you rates. A telephone call will bring our representative to your store in ten minutes.

THE UNION ADVOCATE'S JOB PRINTING DEPT.

The Advocate is not only taking the lead as an advertising medium, but its Job Department is decidedly in the lead.

Remember that this office is in better shape to handle your Printing than it has ever been before, due to the fact that only competent printers are employed and the most modern machinery used.

There is a difference between plain Job Printing and the kind of Printing that draws business. At one time any kind of a printed letter-head or envelope would do so long as the work was done by a printer. Good paper and high priced ink, the customer did not know enough about to be fussy. It is not so now. The customer to-day figures these items into his contract for printing the same as he does the quality of the goods he purchases to carry on his business.

This is the class of customers who have their printing done at The Advocate Job Dept. Only the best lines of writing paper are kept in stock and the highest grade of inks used for all work. There is not a CHEAP line in our office, for experience has taught us to carry only the best and the most serviceable.

People who leave their order for printing with this office, have that inward feeling of assurance that they are going to get just the kind of a job they want. They do not speculate—they know, and they are never disappointed. We spare no pains to give our customers just what they want, and that is, one reason why this office has gained the reputation it has for turning out the highest class of Job Printing only.

If you are not yet a customer, join our list and have your letter heads and envelopes, or whatever nature your work may be, printed in an artistic manner. It does not cost any more for good printing than it does for the cheaper kind, and a small order is given as good care as a large one.

We are now in a position to handle all kinds of

CATALOGUE PRINTING

and would be pleased to quote prices for this class of work at any time. We guarantee strict satisfaction in all cases.

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