



**NOTICE TO CORRESPONDENTS**  
 This department of The Guide is maintained especially for the purpose of providing a discussion ground for the readers where they may freely exchange views and derive from each other the benefits of experience and helpful suggestions. Each correspondent should remember that there are hundreds who wish to discuss a problem or offer suggestions. We cannot publish all the immense number of letters received and ask that each correspondent will keep his letter as short as possible. Every letter must be signed by the name of the writer though not necessarily for publication. The views of our correspondents are not of necessity those of The Guide. The aim is to make this department of great value to readers and no letters not of public interest will be published.

**NOT A FREE TRADER**

Editor, GUIDE:—I am a farmer living in Alberta, and as the tariff is a subject that always interested me, I have read with interest the articles you have printed on that subject. I do not see any of them which express my views, so would like to use a little of your valuable space. This is all a question of labor, and must be examined from the labor standpoint, in order to get a full understanding of it. If we place two factories side by side, one paying twice the wages of the other we can readily see that the factory paying the highest wages will not last long. An ocean between the two factories will not make any difference. Not many months ago every thinking Canadian objected to having our country flooded with cheap Japanese labor, and so the immigration of the Jap was stopped. That industrious little country is already bristling with factories and will soon reach out for the markets of the world.

The free traders want us to admit to this country, free of duty, the products of that cheap labor. Now, whether we admit that cheap labor or the products of that cheap labor free, the result will be the same,—the lowering of wages and the degradation of the laboring classes. The former method would be the quickest. The latter method puts off the evil day by travelling a longer road to get there. If any of my free trade friends think ocean freight is any barrier I refer them to hosiery which crosses the ocean for \$4.25 per ton. How much does freight add to the price of a pair of stockings made in Germany. A protective tariff is a duty levied on an article, that could be produced sufficiently in this country, to cover the difference between the wages paid to produce it here and the wages paid to produce it in the cheapest labor country that produces that article. This is simply placing the capital of this country on an equal footing with the capital of any other country. If our friend Stevenson will find a way to equalize wages all over the world he will have the question all settled and we will all be free traders with him and he will not have the trouble of forming a free trade league.

Why tell us that free trade has given England sixty years of prosperity. It has not, for the last five years, with the thousands of unemployed in her cities, has been anything but prosperity. When she was the manufacturing centre of the world free trade answered her purpose. Other nations with cheaper labor are now manufacturing as extensively. That is why we read in the papers of workmen there accepting work in some industry at greatly reduced wages. England has ridden Free Trade to the forks of the road. She must either levy a tariff to cover the difference between her accustomed wages and the wages of continental Europe, or her laborers must accept the same miserable wages paid on the continent. The thousands of unemployed in England are idle because they have to be.

We also have some unemployed on his side of the ocean, some because they want to be, and some because they drink so much they are worthless, and some because they will not leave the overcrowded city to find work elsewhere. There is no trustworthy, able-bodied man on this North American continent who could not find work if he was willing to take any kind of honest employment and go where it awaited him. Investigation shows that where an industry has been thoroughly established by protection that home competition and invention have with very rare exceptions, given that

article to the consumer cheaper than he bought it when at the mercy of the foreign manufacturer. And he always buys it for less labor than he can in the country where it is sold the cheapest.

If I insist on buying an article for the same number of dollars that I can in Germany or Italy it surely and logically follows that I must work for the same wages they do there. Labor is the only true measure of cost. If I can buy an article under protection for less labor than I can in some foreign country if I reside there, then I must be better off under protection.

I now come to the farmer and his interests in a protective tariff. Every industry created in this country widens the home market for the farmer and his home market is always his best one. As farmers we are not interested in the opening up of all the vacant land in the Peace River country or the Yellow Head Pass. But we are vitally interested in widening our home markets. That is the fundamental principle we should never lose sight of. It is consumers of farm

or at least in the country where they would stand a chance to come back to us sometime. We now send them south over the line where we know they will never return. We farmers have, by the wire we use, contributed no small amount to the great balance of trade against Canada, and we should not lose sight of the fact that a country is like an individual. If she buys more than she sells, she gets poorer all the time.

We cannot all be farmers and have any market for what we raise. The prosperity of the farmer depends upon the prosperity of every other industry in the country. The laborer who gets steady employment and good wages in the city buys large quantities of meat and vegetables which he can exist without when times are hard with him. So I say to my brother farmers, let us not be selfish and narrow, but broadminded and patriotic and work shoulder to shoulder with every other industry that can be established in Canada and so build up a rich and prosperous nation.

I have nothing to say against the general principle of reciprocity. It is good especially between countries that are so geographically situated that each produces something the other cannot. But reciprocity should be handled with constant care not to discourage the investment of capital or damage the employment of labor here.

WALDO BLODGETT,  
 O'Mara, Alta.

**RE THE TARIFF**

Editor, GUIDE:—Your request for opinions in regard to the tariff has brought out quite a number of answers. We seem to be pretty much all agreed that a tariff which favors the few at the expense of the many, is unjust. The thing is to find a remedy. We are told that the secretary of the manufacturers association boasted that by organizing they had become able to paralyze the industry of

Minn., and the grade of coal oil that we pay 40 cents per gallon for here, was delivered by retailers there for 11 cents per gallon. The duty will scarcely account for a fraction of the difference. Then what does account for it. Here is something for the Grain Growers to ferret out and remedy if possible. There are others, but one at a time is good fishing they say.

Kenton. JOHN McLAREN.

**GOVERNMENT OPERATION BEST.**

Editor, GUIDE:—Enclosed herein we send you check for \$1.50 for one year's subscription for the GUIDE.

We are very much interested in the work that you are doing for the farmers of the Canadian Northwest and believe that if such a move had been made fifty years ago in this country that the entire grain trade would have been very much benefited by it.

We hope you will succeed in getting the consent of Sir Wilfrid Laurier to your petition to the government for the absorption of the terminal elevators at Fort William and Port Arthur. It will be of untold benefit to the farming community of your country, and we trust also that the elevators at Hudson Bay, when the railroad is completed there, will also be under government control. Our experience is that the weights at all the government elevators at Montreal are better both for the vessel and for the owner, and in checking over our shipments abroad we find the percentage of shortages from the government elevator to be a great deal less than from other points where the grain is not under government control.

We compliment you on the fight you are making and believe that, if successful, it will produce wonderful results, not only to the grain grower, but also to the dealer.

You have our best wishes for success.  
 Yours truly,  
 GIBBS & RICHARDSON,  
 New York.

**CHEAP ROUGH FEED**

Editor, GUIDE:—In my trip last week through the West and in conversation with members of the Grain Growers' Grain Company at their annual meeting I had brought home to me most forcibly the condition of crops in Southern Manitoba and parts of Saskatchewan and Alberta. Many of the farmers are going to be without any crop and without feed for their stock and horses. If they have money it will not be so bad but what about those men who are not too well fixed? We know the kind of help the poor man gets in hard times from the financial institutions. Now the Grain Growers' Association is for the mutual benefit and protection of its members and here and now is a practical way of demonstrating how much practical sympathy its members have for each other. In the North and in a lesser degree in some other parts there is going to be a heavy straw crop and the usual procedure of burning up thousands of tons of good straw to get it out of the way. That same straw in other parts would be a veritable blessing to these men who are short of feed. Now I suggest, Mr. Editor, the right thing to do is for the Associations that are in the favored districts to call a meeting before harvest and notify their secretary how much straw they can spare and that their secretary communicates this information to THE GUIDE, so that those districts who are without rough feed may make arrangements to send men to those parts with a bailer and bail this straw up for shipment and that the executive of the Association interview the railway company to get a reduced rate on this feed. This should be done at once. No doubt some who have straw if written to would bail the straw just for actual cost of wages in so doing. The disadvantage of this would be that they would not do it till it frozen up and the straw would be more or less spoiled with possible rain or snow. In the case of this part of the Emerson district there will be straw to spare and if any one short or without rough feed will write me through his association I can spare 50 or perhaps 75 loads which they are quite welcome to have free. I think that the members of the association should have the first chance and then those who have not seen fit to join the Association have what is left.

T. W. KNOWLES,  
 Emerson.

**MADE IN CANADA**



This photograph shows the first car produced by the Dominion Motors Ltd., of Walkerville, Ont. This new car is made entirely in Canada. Seated at the wheel is seen the designer, Mr. E. W. Winans, who for the three years preceding his present connection, was at the head of the Engineering Department of one of the largest licensed automobile companies in Detroit. By his side is Mr. A. J. Kinnison, secretary and general manager of the company. Mr. Kinnison has also been long and prominently identified with one of the largest Detroit companies. The photograph shows the new car in its "testing out" process, as the handsome body with which it is regularly equipped has not yet been set on.

products that we want. We have producers in large numbers. The other industries of Canada have not kept pace with the increase in farming. The politician who will not promise to do all he can by tariff legislation and other legislation to give us consumers of farm produce, should always be turned down by the farmers.

If any farmer thinks that free trade is for his benefit all he has to do is to look at barbed fence wire admitted to this country absolutely free of duty. To-day when 80 rod wire sells in Chicago for \$1.70 a spool, we pay from \$5 to \$5.25 a spool according to our locality and the merchant we deal with. That is what we get by leaving the industry totally at the mercy of the foreign manufacturers. If we had encouraged the industry in Canada we certainly would not have to pay any more for it, not likely so much, as we do now. We would have had the satisfaction of keeping some of those dollars at home,

the whole Dominion if they wished. Now, I have cherished the idea that if we (the consumers) were properly organized we could very soon paralyze every manufacturing industry in Canada without much inconvenience to ourselves. We would simply have to get our supplies from abroad. True we would have to pay the duty, which would go into our own public purse, and if we had honest, efficient management at Ottawa it might do us more good than if we handled it ourselves. In any case it would be better than allowing our manufacturers to slich it from us in unreasonable profits, and I think it would make it easy for the government to lower the duty as those now clamoring for an increase would soon about face and pray for lowering the tariff.

But, Sir, lowering or removing the duty is not going to remove all our grievances. For example I was lately for a few days in a city about 100 miles from St.-Paul,