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WESTMINSTER OR WASHINGTON?

With reference to the trade of the United States with Great Britain, The Globe on October 18th made a remark that we took note of in our last issue. The Globe said:—

The cutting off of this trade would be a great misfortune to both countries, and its continuance is one of their highest interests.

New Zealand has a surplus that is estimated at a total of £524,000. At its last session of parliament, the finance minister, Mr. Seddon, said that, if the customs revenue would allow it, it would be advisable to make a reduction in the

tariff on goods from the United Kingdom, and leave the tariff on foreign goods at the same figure it now is. That the government of New Zealand are not unaware of the latest methods of promoting trade is witnessed by their proposition that they will establish business agencies in the principal cities of Great Britain. Listen to The Globe:—

This is a further proof that the southern colonies are appreciating the Canadian policy and are inclined to profit by our good example. The reduction of the duty on British goods is an easy, and at the same time, effectual line of tariff reform. It also awakens the interest of British financiers and brings the colonies making the experiment into commercial prominence. The establishment of commercial agencies is a necessary supplement of a preferential tariff. The Globe has recommended it as an essential part of Canada's trade policy, and it is gratifying to find sister colonies moving in the same direction.

"The Canadian policy," forsooth. Laurier and The Globe evidently know what the Canadian policy is, and the Government of New Zealand would confer upon Canadians a great favor if they would give us an idea of what that policy really is. It is safe to say that it would be received as a very interesting piece of information. The Globe's annexed endorsement of the action of the New Zealand Government of course places it beyond peradventure that the New Zealand Government must be right. One can almost picture the exuberant gratification of the antipodeans when they observe this praise from Sir Hubert, and, no doubt, they will expect the hearty assistance of the Canadian Liberal organ in the formation of the league of preferential trade between Great Britain and her colonies. The Globe talks of "our example." Will The Globe inform us where it is to be found? It seems to us that it would be more becoming for The Globe to refer to "New Zealand's example," and set it up for Canada to follow.

There is one drawback to the joy which we anticipate will run riot in the New Zealand Government when The Globe's commendation is announced at a council meeting. They may see the issue of The Globe that contained The Globe's other policy. Then they will observe that The Globe's ardent desire for preferential tariff is not too strong to prevent it from taking all care to divert any possible harm from the trade that brings wealth to the coffers of their good friends at Washington. The Globe wants preferential trade with Great Britain but the thought that the United States would lose its trade with Great Britain in that event brings tears to its eyes.

Which is it, Mr. Globe, Westminster or Washington?

LOOKING FOR A MARKET.

The British Vice-Consul at Kansas City recently reported that German goods are finding their way into the western market. The German manufacturers send out commercial men and good catalogues, and they have nineteen consuls in the United States while the British Government have only eight. Furthermore, the German exporter sends out his goods by ship to the Gulf of Mexico, and thus gets cheaper transportation than the British merchant who ships direct to Atlantic ports. The Vice-Consul gives some advice to British exporters that also applies to Canada.

He advises them not to be afraid to ask questions of their consular agents. We advise the Canadian manufacturer to lose no opportunity to make use of our trade commissioners in other lands. Send them your catalogues. Write to them for