

CANADA'S MINOR CUSTOMERS AND THEIR SALES TO CANADA.

Owing to so large a proportion of our foreign trade being done with the Great Britain and the United States, those countries almost monopolize the attention of those who write or speak of the imports and exports of Canada. This practice not only causes a most imperfect impression to prevail generally in regard to our foreign trade, but it has done much to confine the efforts of Canadians to extending their business in those two markets instead of working with intelligence and enterprise to obtain a better foothold in others where an enlarged business might be done. This restricted view of foreign markets is directly contrary to the policy of the manufacturers and merchants of the old country, who esteem no market too small to be sedulously cultivated. To show the extent of business done by Canada with other countries than Great Britain and the States, with its amount last year compared with ten years ago, we have compiled the following comparative table showing the figures of exports and imports in 1889, with the aggregates compared with the totals of the old lands and America.

COUNTRIES.	EXPORTS TO		IMPORTS FROM	
	1899.	1889.	1899.	1889.
	\$	\$	\$	\$
France.....	1,557,722	334,210	3,889,295	2,228,683
Germany.....	2,219,569	143,603	7,393,456	3,692,570
Spain.....	59,178	13,526	534,482	407,268
Portugal.....	29,641	166,021	63,296	72,085
Italy.....	125,265	60,062	395,599	126,124
Holland.....	372,548	1,222	500,393	413,980
Belgium.....	849,413	64,756	2,318,723	536,740
Newfoundland..	1,808,317	1,303,335	527,006	4881,61
West Indies...	3,043,963	2,759,455	1,354,939	3,378,654
South America..	1,456,051	1,488,999	1,175,584	1,324,588
China & Japan...	425,350	84,174	2,769,499	1,964,538
Australia.....	1,506,138	661,208	.....	.....
Other Countries	1,218,374	481,066	2,493,264	2,024,337
Switzerland....	.....	.....	568,768	166,890
Total.....	14,671,529	7,561,637	23,984,304	16,818,618
Great Britain...	99,091,855	34,105,126	37,060,123	42,317,389
United States...	45,143,521	43,522,404	93,007,166	51,537,440
Grand Totals...	158,905,905	89,189,167	151,051,593	109,673,447

The following shows the increase or decrease of our trade with each country in 1899, as compared with 1889, also the proportion of each country's imports and exports to the total of Canada in 1899.

COUNTRIES.	INCREASE OR DECREASE 1899.		PERCENTAGE	
	OVER OR BELOW 1898	EXPORTS	IMPORTS	TO TOTAL EX. & IM. OF CANADA.
France.....	inc.	1,223,512	inc.	1,660,612 1.00 2.50
Germany.....	inc.	2,075,966	inc.	3,700,886 1.40 4.80
Spain.....	inc.	45,652	inc.	127,214
Portugal.....	dec.	136,380	dec.	9,789
Italy.....	inc.	65,203	inc.	269,475
Holland.....	inc.	371,326	inc.	86,413
Belgium.....	inc.	784,657	inc.	1,787,983 0.55 1.50
Newfoundland..	inc.	1,505,082	inc.	39,845 1.10
West Indies...	inc.	284,518	dec.	2,023,715 1.95 0.70
South America..	dec.	32,948	dec.	149,0004 0.90 0.75
China & Japan...	inc.	341,176	inc.	805,961 0.30 1.80
Australia.....	inc.	844,930	.....	0.95
Other Countries	inc.	737,308	inc.	468,927 0.75 1.60
Switzerland....	inc.	.....	inc.	401,878
Totals.....	inc.	7,119,892	inc.	7,165,686 9.00 15.50
Great Britain...	inc.	50,986,729	dec.	5,257,266 62.30 24.06
United States...	inc.	1,611,117	inc.	42,469,726 28.05 60.38
Grand Totals...	inc.	69,707,738	inc.	44,378,146

It will be observed that, since 1889, out of the 15 countries to which Canada exports goods there was an increase of exports in the case of 13 of them, the minor class of customers having increased their purchases by \$7,119,892, nearly 50 per cent. In the same period Great Britain enlarged her Canadian imports by 160 per cent., and the United States by only 3.68 per cent. The imports' returns show that, out of the 15 countries we buy from, there were 11 which sent us more goods in 1899 than in 1898. It is notable that, in the case of the countries doing a comparatively small amount of business with us, the increase of their purchases from us exactly balanced the increase of our purchases from them, the increases being respectively \$7,119,892 and \$7,165,686. The decrease of most significance occurs in the amount of imports from Great Britain, from which country we imported \$42,317,380 worth of goods in 1889 and only \$37,060,123 in 1899. Thus, although British goods had, for a length of time, the advantage of a preferential tariff in our markets, the imports from Great Britain were, in 1899, \$5,257,266 less than in 1889, during which period the total imports had grown from \$100,673,447 to \$154,051,593, an increase of \$44,378,146 or over 40 per cent. How far this decline in British imports bears upon the preferential tariff question our readers will be able to judge. In the same period, the imports from the United States were increased from \$50,537,440 to \$93,007,166, equal to 84 per cent. Thus, out of the gross increase in imports in 1899 over 1889, amounting to \$44,378,146, no less than \$42,469,726 of those enlarged imports came from the United States. The falling off in our trade with the West Indies and South America calls for attention; those markets are very large, and the food, and some manufactured products of Canada, might be sold therein far more extensively were more enterprise shown and better transportation arrangements established. So far as the minor class of Canada's foreign customers are concerned, it is evident from our business with them having increased in the last decade from \$24,380,255 to \$38,655,833 that these connections are worth cultivating, as the expansion in the past, without any special effort having been made, indicates that, were natural growth supplemented by vigorous and skillful and persistent trade husbandry, by determined "pushing," as we say, these smaller branches would become laden with more fruit.

COMPETITION STIRS A CORPORATION.—A little competition, says the New York "Commercial Bulletin," has a remarkable effect upon the management of the Elevated Railroad. Every time there has been a move in the direction of underground rapid transit the Elevated has offered the public some new inducement to patronize it. Now that the underground road has been begun the Elevated is seriously thinking of saving people the labor of climbing stairs by providing inclined elevators. If the company had been a little sooner in providing comforts for the public there might have been no underground road at all.