

with the United States whereby their respective monopolies would be terminated. If the rumors of negotiations with Washington continue to grow, we shall see deputations going to Earncliffe to demand written pledges from him as security for the campaign contributions, past and to come. To call such flabby brethren as these "successful manufacturers" is to sacrifice truth to politeness.—*Toronto Globe*.

We do not desire to make any draft upon public credulity. The *Globe* attempts to make us say that such men as Mr. Armstrong and others are "bunglers" in their business. This is false. Those who have read this journal know that many and many a time some of these very men have been alluded to by us by name as being worthily numbered among the most eminent of Canada's captains of industry. What we have said and again say is that, as in the case of Mr. Armstrong, many of the "reciprocitarians" who desire closer trade relations with the United States, possess some peculiar features in their business much more valuable to them than any benefits they may derive from tariff protection. Mr. Armstrong cannot possibly be afraid of meeting American competition in a common market, not because of the tariff, but because of that which places him beyond the operations of the tariff—patents upon the articles he manufactures. No man can manufacture these goods in Canada because his Canadian patents protect him here, and no man can manufacture them in the United States because his American patents protect him there. From the standpoint of selfish interest Mr. Armstrong does not wish to maintain a factory in Canada and another in the United States for the manufacture of his patented goods, and only the tariff compels him to do so. With reciprocity this necessity would cease, and he could then supply both his Canadian and his American trade from one factory. Reciprocity would not bring him any competition whatever from either side—it could not, for his patents would prevent it. It would not be difficult to point out which of Mr. Armstrong's two factories would be closed if his wishes could bring reciprocity; Guelph, Ontario, would be the loser, and Flint, Michigan, would be the gainer.

It is an insult for the *Globe* to say that Canadian manufacturers who object to meeting American competition are successful only by being enabled to "sweat" the Canadian consumer; and that they are "inferior in brains or in experience, or in both, to their American rivals as well as to the Canadians who are ready and willing to face those rivals." The *Globe* mentions the name of Mr. Doherty, of Sarnia, and Mr. Thomas,\* of Woodstock, as being of this latter class. Mr. Doherty is a manufacturer of stoves, and Mr. Thomas is a manufacturer of organs. Both these gentlemen are criticised by name in the *Globe* as being strongly favorable to reciprocity. We suggest the names of two other gentlemen of equal prominence at least as Canadian manufacturers, who object to reciprocity—Mr. Edward Gurney, of Toronto, and Mr. William Bell, of Guelph. Mr. Gurney is a manufacturer of stoves, and Mr. Bell is a manufacturer of organs. Both these gentlemen are "afraid of meeting American competition;" that is, they are opposed to reciprocity, and we challenge the *Globe* to say if their success as business men has been achieved only by their being enabled to "sweat" their Canadian con-

sumers through the operations of the N.P.; and if they are inferior in brains or experience, or in both—Mr. Gurney to Mr. Doherty as a manufacturer of stoves, and Mr. Bell to Mr. Thomas as a manufacturer of organs. Yet this is just what the *Globe* says. The *Globe* proclaims it as a truth that the stove and organ industries as represented by Mr. Gurney and Mr. Bell "shrink from a square competition" with the stove and organ industries as represented by Mr. Doherty and Mr. Thomas; and are the "most sickly of the lot!"

We are told by the *Globe* that Mr. Gurney and Mr. Bell are shaking in their boots lest some trade arrangement be made with the United States whereby their respective monopolies would be terminated; that these men are "flabby brethren," and to call them "successful manufacturers" is to sacrifice truth to politeness. Fortunately for the good sense of the people of Canada, public opinion of such men as our Gurneys and Bells, and the hosts of successful Canadian manufacturers and captains of Canadian industry who have done so much to make Canada what she is, is not formed from any expressions made by the *Toronto Globe*.

Attention is called to the fact that in the short paragraph from the *Globe* reproduced at the head of this article, such Canadian manufacturers as Mr. Gurney and Mr. Bell, who are not favorable to reciprocity, are denounced as "sweaters"; that they are "inferior in brains and experience"; that they "shrink from square competition" in business; that in their respective trades "they are the least vigorous and most sickly of the lot"; that they "shake in their boots"; that they are "flabby," and that to call them successful is to "sacrifice truth to politeness." These be powerful arguments in favor of reciprocity.

Again we beg the *Globe* to note that successful manufacturers do not whine and beg for reciprocity.

#### SUCCESS vs. FAILURE.

A STOVE manufacturer doing business in the western part of Ontario has had himself interviewed by a Grit newspaper, and he does not hesitate to declare his belief that unrestricted reciprocity with the United States will improve the condition of Canadian stove manufacturers. His reasons for his belief are: In the first place the N.P. induced a large amount of capital to go into the business by its bright promises, and, having drawn in four times as much money as the trade could profitably maintain, it increased the cost of production from forty to fifty per cent. Then there is a duty of \$4.48 per ton, and a duty also upon coal and coke. In the United States stove manufacturers not only make their stoves untaxed on their iron and fuel, but their market is in better shape—they get good prices and have a market more than twelve times as great as ours. Immediately across the river from where this Canadian stove manufacturer lives is the State of Michigan, with more people than there are in Ontario. There is a market there of over 2,000,000 people in a territory much smaller than Ontario. "Instead of going to Manitoba and the North-West, as I do at present with my stoves," says this manufacturer, "I need, under reciprocity, only cross the river." Further: says he, "If we"—meaning all Canadian manufacturers of stoves—"could get into the American market we

\*Since this article was put in type the death of Mr. Thomas has been announced.—EDITOR.