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### GONE WRONG.

In its fine tooth comb search for Canadian manufacturers who are wild to have access to the sixty million American market, the *Globe* has discovered Mr. Charles Raymond, a sewing machine manufacturer, of Guelph, Ont., who wants to advertise the fact that he is in favor of unrestricted reciprocity. According to the interview published in the *Globe*, Mr. Raymond is quite willing to be put on an equal footing with American sewing machine manufacturers. Says he:—"Release my materials from paying duty and let me get into the American market, and I will take chances with them in Canada. I am prepared to go into the territory over there if a treaty of free trade is conceded. In Chicago I would find a market as good as all Canada. I would in that one city sell as many machines as in the whole of this Dominion. I paid out in duties last year something like \$5,000. There is, perhaps, in the case of some things that go into our machines, some reason for the duties, for they are made in Canada, although of so poor quality that I will not use them. There is a duty of thirty per cent. on needles; they are not made in Canada fit for my trade. The Government offers us a drawback on machines exported. I pay more than that on the attachments, and on a machine the duties I pay amount to nearly a dollar. It is a burden heavier than I can bear." Mr. Raymond suggests that the Government might say that he need not pay so much in duties, being able to buy his materials at home. "True," says he, "I could buy at home some of what I import, but it would be poor stuff that I do not care to use. I could get Japan varnishes here, but they would be unsatisfactory. I might continue to enumerate in the same way all the stock that goes into my manufacture." The remedy for these ills under which Mr. Raymond suffers so woefully lies in reciprocity. "These burdens," says he, "would be lifted by the adoption of free intercourse, and our

manufacturing would be relieved to the extent indicated. Further, there would be the enlarged market opened to us. The trade I would do over there would more than make up for what the American manufacturers might reap here. Under reciprocity the duties on our raw materials would be lifted from us, and we should be placed on an equal footing for both the American and foreign markets."

We regret that Mr. Raymond allowed himself, like a fly, to walk into the trap set for him by the *Globe* spider. His experience should have taught him better. The *Globe* tells us that the Canadian sewing machine industry is not as crowded as many others; that, in fact, Mr. Raymond is now the only manufacturer in Canada, and that Mr. Raymond has no other reason for denouncing the National Policy than that it taxes his raw materials and limits his market. Mr. Raymond has always been an industrious and hard-working man, whose mechanical knowledge and inventive genius was always greater than his business ability. An American by birth, he first commenced the manufacturing of sewing machines in New England more than thirty-two years ago. He was not successful there, and a few years later he made an effort to establish the business in Canada—at Montreal. He was not successful there, and a few years later still, he located at Guelph where he began the manufacture of a small hand machine. Not until the inauguration of the National Policy did his business exhibit any remarkable thriftiness; and if he was not an original supporter of that Policy, he attached himself to it soon after its advent, and until now has been a supporter and advocate of it. His factory is well equipped with machinery, with capacity to manufacture twenty thousand sewing machines annually, the yearly output, however, being about ten thousand machines, the home consumption demanding about seven thousand and the foreign trade about three thousand machines.

The Canadian duty upon sewing machines is \$3 each and 20 per cent. *ad valorem*. For the fiscal year ending June 30, 1889, the imports into Canada for home consumption aggregated 5,272 machines, valued at \$118,068, upon which duty amounting to \$39,430, was collected. During the same period the exports of sewing machines manufactured in Canada amounted to 7,581 machines, valued at \$56,563, of which number 6,056 went to Great Britain and 464 to the United States, the American trade from Ontario including 213 machines.

According to these figures the consumption of sewing machines in Canada in 1889 amounted to 12,000 machines, and the exports to over 7,500; of which Mr. Raymond manufactured only about 3,000. Others than Mr. Raymond must then have been engaged in the business.

As to releasing Mr. Raymond's raw materials from the payment of duty, so that he might be benefited thereby, according to his own statement the duties upon all the materials he uses, and they are all imported except the rough lumber, nothing made in Canada being good enough for him, amounts to less than one dollar upon each machine—call it a dollar. The specific duty of \$3 and the *ad valorem* duty of 20 per cent., making the duty average about 35 per cent., affords a valuable protection to the Canadian manufacturers of sewing machines. It means that the machines imported into Canada in 1889 paid about \$7.50 duty each; and even if Mr. Raymond did have to