

TRADE

NEW TRADE COMMISSIONER.

George Shortt, son of Dr. Adam Shortt and Mrs. Shortt, of Ottawa, has left for Rotterdam, Holland, where he has been appointed Canadian Trade Commissioner. Mr. Shortt was formerly employed in the Department of Trade and Commerce as a junior trade commissioner, prior to which he was industrial editor of the Journal of Commerce.

Holland and Belgium have been under the jurisdiction of one trade commissioner stationed at Rotterdam. It has been decided, however, to establish a separate trade commissionership for Belgium, and to this office J. Stuart Bleakney, formerly trade commissioner at Rotterdam, has been appointed. Mr. Bleakney will now be stationed at Brussels, with jurisdiction in Belgium, and Mr. Shortt will take over the work in Holland.

A FOREIGN MARKET AT HOME.

While American manufacturers are straining every nerve to build up a foreign trade for their goods, there is a foreign market at our doors which has hardly been touched. No doubt, just because it is so near at hand, it has been ignored, and its possibilities overlooked.

If it is profitable to spend hundreds of thousands of dollars and to send skilled "trade missionaries" to the Old World in order to educate the natives to American ways and American products, why would it not be quite as profitable to teach the thrifty foreigners on this continent to demand standard Canadian goods and to live in Canadian style? There is but one answer, it would pay and pay well.

There are in the United States 15 million foreign born, or including those of foreign parentage there are 33 million buyers of American goods. But a large proportion of them are not buying more than they have to, because they prefer the familiar wares from their own countries. Many of them do not know about American goods or how to use them. Another reason that they are not buying more is that they have the habit of hoarding their savings to send abroad, denying themselves every comfort while in America so that they can live in grand style later on in the Old World.

CANADA LOSES LEAD.

Reviewing the pulp and paper imports into Japan for the six months ending June last, it will be noticed that quite a change has taken place compared with the first six months of last year, and that Canada has lost the lead which she held during the last three years. Sweden—which during the first half of 1919 supplied 2-3 p.c. of the imported pulp—has this year shipped 47 per cent of the total, while Canadian mills have only sold 29 per cent of what was imported. The United States—which for this same period in 1919 was credited with 60 per cent of the imports—has this year fallen back to only 17 per cent of the whole. So that from January to June this year Sweden has shipped more pulp into Japan than have Canada and the United States put together. The reason for this, the Canadian Trade Commissioner to Japan explained in an address before the Canadian Pulp and Paper Association in July last: owing to the fact that Canadian mills were demanding payment in United States gold dollars, Japanese importers could land Scandinavian pulp in Japan, duty paid, cheaper than the Canadian article. "If Canadian shippers had been content with the funds of their own country, our pulp shipments would have been much larger than they were," he says.

AGRICULTURE

CATTLE EMBARGO TO REMAIN.

Although 40,000 British butchers have supported Canada's demand for removal of the embargo against importation of Canadian live cattle into Great Britain, recent communications received from England by the Dominion Department of Agriculture do not indicate that any action of the kind is imminent. The British butchers were told that although Canadian cattle might be free from disease, there was danger that Canadian herds might be infected with foot and mouth disease from the United States. In point of fact, it is pointed out, not a single case of the disease has been brought into Canada even when it has been epidemic in the United States. Canadian cattle may be imported into England through certain specified ports if they are slaughtered within ten days. The limited privilege, however, does not permit for the finishing of the cattle which have lost weight during the trans-Atlantic voyage. It is contended that the embargo was never justified and that its removal is very desirable now when efforts are being made to increase Canada's export trade.

N. S. FARMERS WANT TARIFF REDUCTION.

Nova Scotia farmers as represented by D. L. Taggart president of the United Farmers of the Province, expressed themselves before the Federal Tariff Commission as being in favor of a substantial reduction in tariff on articles necessary to agriculturalists. Manufacturers of the Province, on the other hand, urged upon the Commission the necessity of the retention of the present tariff system with possible revision in some respects downward and upward.

Mr. Taggart, presented a comprehensive brief on behalf of the farmers, advocating a substantial reduction in the tariff, "on the articles which of necessity must be purchased by Nova Scotia farmers to the end that production costs may be lessened and living costs reduced."

Beginning his case, Mr. Taggart said "I beg to state that it is our desire to see the largest possible development is not brought about by any legislation or other form of special privilege which will give this industry an undue advantage over the industry which we represent. In the way of earning money and in the way of inducing men to leave the farm because of more profitable employment which the artificially supported industry is able to offer."

Mr. Taggart attributed the "languishing" of the agricultural industry and the depopulation of farms, in part indirectly to a protective tariff which favored certain industries enabling them to offer better wages and shorter hours than did the farms. Mr. Taggart was in favor of a moderate degree of protection wherever he was convinced that it was absolutely necessary to maintain a natural industry. However, he believed, that all manufacturing implements and tools used in production should be placed as near as possible on the free list so that the costs of these might be lowered to the consumer and food production costs reduced.

Dealing with the question of commercial fertilizers, he urged the removal of ten per cent duty on acid phosphate which was used by the farmer in its raw form. He could not say whether the ten per cent protection was essential to the existence of Canadian fertilizer companies, but he would like to see the matter carefully investigated. In any case he pointed out that ten per cent duty at the present price of fertilizer meant nearly three times as much duty per ton as when the tariff was put on.

SHIPPING

BUYS FLEET OF STEEL TRAWLERS.

Of the large fleet of steel trawlers which were built for patrol purposes during the war, Montreal interests have now acquired 24. T. M. Kirkwood, of the Kirkwood Steamship Company, Limited, is the purchaser and it is now expected that an important river service will be built up out of the new fleet.

The vessels are all modern and were built to the specifications of the Canadian Government. Since the armistice these patrol boats have been on the market, but the only buyer of any consequence has been Mr. Kirkwood.

His purchases also include the yacht Speedy, formerly owned by Barney Barnato, the Diamond King, and used for patrol purposes by the Canadian Government. The Speedy naturally presents no difficulties in being converted to the passenger service.

Mr. Kirkwood is at present in Halifax, looking over his fleet of boats which are now being put into commission and will soon be ready for service. His most recent purchase comprised nine of the Government trawlers, all, with one exception, lying at Halifax. One of the trawlers, the Vigilant, is moored at Parry Sound.

Before navigation closes at Montreal, the former yacht Speedy is expected to arrive. She is at present being overhauled in drydock. The Speedy had a fine war service. With her fast turn of speed, she was used in examination work, being able to overtake the fastest steaming freighters.

LLOYD'S ANNUAL REPORT.

While it is gratifying to learn from the annual report of the operations of Lloyd's Register, of Shipping that the value of the society's classification still receives universal recognition, and that their activities have not only increased but extended to all countries where construction is taking place, shipbuilding figures have recently been receiving so much attention that the chief interest of the present report is centered in those sections which deal with the great increase in the use of oil fuel and of oil engines.

During the year ended 30th June, of the new ships classed, no less than 426 vessels, of 1,995,788 tons, were fitted for burning oil fuel, almost exactly double the previous year's figures, while a very large number of steamers which had previously burned coal have also come under the society's survey both in the United Kingdom and abroad, with a view to being converted to burn fuel oil.

Since the Armistice a great development has taken place in the use of oil engines. During the year under review 28 new vessels, of 79,805 tons, have been classed as fitted with such engines as their main propelling power, and there are at present in the course of construction under the society's survey upwards of 150 sets of Diesel engines, and about the same number of sets of oil engines of other than the Diesel type, approximately half of which are building in the United Kingdom. In addition, oil engines are being used in large vessels as emergency sets. The largest at present under the society's survey are those for the "Glenogle", a twin screw vessel of 9,150 tons, having 16 cylinders, while the largest oil engine vessel completed during the year was the "Afrika", of 8,597 tons.

It is also to be noted that an increasing number of firms are now manufacturing oil engines, and that some of these engines are intended for vessels owned by large firms who previously have exclusively used steam engines in their vessels.