

UNITED STATES

Fiscal Year	IMPORTS—(MERCHANDISE)			EXPORTS—(MERCHANDISE)			Totals, Imports and Exports	IMPORTS FOR CONSUMPTION (MERCHANDISE)		
	Dutiable	Free	Total	Canadian Produce	Foreign Produce	Total		Dutiable	Free	Duty Collected
1893	\$ 35,378,271	\$ 23,800,399	\$ 59,178,670	\$ 37,296,110	\$ 2,493,202	\$ 39,789,312	\$108,983,860	\$ 28,562,050	\$ 23,777,746	\$ 7,636,076
1894	35,860,077	24,757,693	60,617,770	32,562,509	1,408,051	33,970,560	98,715,719	25,823,636	24,922,455	6,960,951
1895	30,556,589	24,426,211	54,982,800	35,603,863	1,860,794	37,464,657	100,735,993	25,795,538	24,383,466	6,897,395
1896	34,415,039	24,875,127	59,290,166	37,789,481	1,960,740	39,750,221	108,783,210	29,101,646	24,427,744	7,767,993
1897	39,534,792	26,605,825	66,140,617	43,664,187	2,216,735	45,880,922	120,139,788	30,482,509	26,540,833	8,147,075
1898	46,096,995	36,923,040	83,020,035	38,989,525	2,092,712	41,082,237	132,603,380	38,063,960	36,760,963	9,941,624
1899	53,281,683	43,821,274	97,102,957	39,326,485	1,795,885	41,122,370	146,776,471	44,471,824	43,995,349	11,713,859
1900	60,819,752	48,388,601	109,208,353	57,996,488	1,966,417	59,962,905	185,591,577	53,897,561	48,182,616	13,491,873
1901	62,823,061	53,148,031	115,971,092	67,983,673	2,423,168	70,406,841	191,689,005	53,600,278	53,549,047	13,311,750
1902	68,922,500	54,809,293	123,731,793	66,567,784	2,994,448	69,562,232	200,991,831	60,181,808	54,562,888	15,155,136
1903	75,278,483	60,670,934	135,949,417	67,766,367	3,443,602	71,209,969	216,548,299	68,538,323	60,251,914	17,069,881
1904	82,980,909	66,200,334	149,181,243	66,856,885	3,856,168	70,713,053	230,170,729	77,543,780	65,466,798	19,554,586
1905	83,239,604	72,494,341	155,733,945	70,426,765	5,136,250	75,563,015	243,444,961	78,797,440	73,634,186	20,580,302
1906	94,196,820	79,465,596	173,662,416	83,546,306	4,455,003	88,001,309	278,532,663	89,540,776	79,257,600	22,187,103
1907	81,889,753	69,368,529	151,258,282	62,180,439	3,658,197	65,838,636	237,624,730	78,969,028	69,629,033	19,084,738
1908	120,927,305	93,859,964	214,787,269	90,814,871	6,105,267	96,920,138	334,311,709	110,361,367	94,287,518	27,132,543
1909	102,138,457	80,552,531	182,690,988	85,334,806	5,687,581	91,022,387	285,265,717	90,584,507	79,471,671	22,526,807
1910	133,026,137	100,045,018	233,071,155	104,199,675	6,414,652	110,614,327	352,221,327	118,834,173	98,668,242	29,515,836
1911	161,535,448	122,789,873	284,325,321	104,115,823	8,092,853	112,208,676	413,812,903	153,067,232	121,777,626	37,854,728
1912	204,870,045	137,349,086	342,219,131	102,041,222	10,915,073	112,956,295	488,679,741	196,886,150	133,542,352	49,177,584

*9 Months

given a preference to the United Kingdom, while refusing a similar concession to Germany, and on April 17th, 1903, a surtax on German goods entering into Canada came into operation, the increased duties being 33 1-3 per cent. beyond the tariff common to all markets (except those from the United Kingdom). Its effect was to reduce the rapidly growing German imports by nearly 50 per cent. during the years following 1903, and that in a period when Canadian markets were undergoing rapid expansion. Early in 1910, negotiations of a more or less informal character took place between Mr. Fielding, then Canadian Minister of Finance, and Dr. Lang, German Consul-General at Montreal, which resulted in the signature of a provisional agreement, under which Germany gave up her demand for treatment similar to that which Canada extends to Great Britain under the preferential duties, and agreed to give Canada the conventional rates of the German tariff upon many of the important articles exported by Canada to Germany.

The operation of the Canadian surtax upon German goods was intended to be automatic and only to continue for such period as Germany discriminated against Canada. Upon the signature of the agreement referred to, therefore, the surtax terminated; the agreement, however, is provisional, and contemplates, at a later date, a formal convention for the regulation of commercial relations between the two countries. There is little doubt that Germany will recover much of the trade which was lost because of the imposition of the surtax, and trade so recovered will be mainly taken from that at present enjoyed by Great Britain and the United States. German houses are showing great activity and earnestness in their attempt to re-enter the Canadian market. If Germany succeeds in obtaining the benefit of the intermediate tariff, she will prove an extremely formidable competitor, and the utmost efforts would be required on the part of British and United States manufacturers and merchants to maintain their position in the Canadian markets.

Trade With Germany.

In view of these facts, the fluctuations of the trade with Germany, as shown in the accompanying tables, are unusually interesting. In 1904, the year after the surtax was applied on German imports, the total imports from that country to Canada dropped from \$12,000,000 to \$8,000,000, and in the following year to \$6,000,000. Then they rose to \$7,000,000 in 1906, \$8,000,000 in 1908, and declined again to \$6,000,000 in 1909. Tariff negotiations taking a more favorable turn, the figures have gradually improved, the imports last year totalling over \$11,000,000. Our exports to Germany in 1912 were \$3,814,000, as compared with \$750,000 in 1893.

Dr. Stresemann, president of the German Canadian Economic Association, was a visitor to Canada last year and addressed the National Club regarding the trade of Germany and Canada. The Association, with its headquarters in Germany, has for its object the promotion of trade relations between the two countries. The German merchants, he said, are no longer complaining against the British preferential tariff. They have recognized that the preferential duties involve a principle of relation between Great Britain and Canada concerning these two only.

Want Better Relations.

"It is a one-sided German interest, but a joint Canadian and German interest that we are looking forward to in the endeavor to strengthen the trade relations between these two countries," he continued. "Germany is a growing nation

with a population of sixty-six millions. In less than a score of years she will have to feed within her boundaries over eighty millions. She is an industrial nation, and her agriculturists are not in a position to furnish her with all the food stuffs she requires. The imports of agricultural products into Germany amount to more than \$750,000,000. How very small is Canada's share in these imports! How much more could the German market be enlarged for the Canadian farmer! And the prosperity of the Canadian farmer is of immense benefit to Canadian industry, inasmuch as prosperous farmers are the manufacturers' best customers. There is a large import of industrial products into Germany, notably from the United States. Canada furnishes Germany with a large percentage of the import of agricultural machinery.

"What is lacking for a mutual increase of the exchange of products between the two countries is the establishment of a closer and more friendly relation between the business men of both countries. Permanent trade relations on the basis of a fair give and take in the exchange of products, would, at the same time, tend towards an improvement in shipping facilities between Canada and Germany.

Big Steamship Lines Interested.

"Both the Hamburg-American Line and the North German Lloyd are represented on the board of the German-Canadian Association by their presidents. Both lines are much interested in having their service to Canada improved. This is only possible through an increase of freight, consequently dependent upon an improvement of trade relations."

Mr. R. S. Gourlay, president of the Canadian Manufacturers' Association, in replying to Dr. Stresemann, said that Canada's share of the \$750,000,000 of Germany's imports was so small that he was almost ashamed to mention it. Yet, he was sure that all had resolved, in so far as Germany's protective tariff will permit, to do all possible to foster and augment that trade.

Mr. Gourlay pointed out that in the ratio of respective populations we spend in Germany nearly \$40 for each \$1 they spend with us. "We must seek the trade of our friends in Germany as wisely, as energetically and as persistently as we follow trade in our own country, or as our German friends seek it here."

NEW GRAND TRUNK DIRECTOR

Mr. William Molson Macpherson, of Quebec, has been elected a director of the Grand Trunk Railway, to replace the late Sir William H. White, and not Sir William Whyte, as was stated in a previous issue. Mr. Macpherson is already a member of the Grand Trunk Pacific directorate, but he is the first Canadian director of the Grand Trunk proper.

The St. Catharines by-law authorizing the expenditure of \$250,000 to build a high-level bridge or viaduct across the old canal, and so continue King Street to the Grand Trunk station, was voted down.

The Alberta legislature, on a party division, turned down the resolution of the leader of the opposition, Michener, for the appointment of a commission of chartered accountants to examine into the financial affairs of the province. Premier Sifton asserted that nothing had been brought to the attention of the house to warrant such an inquiry.