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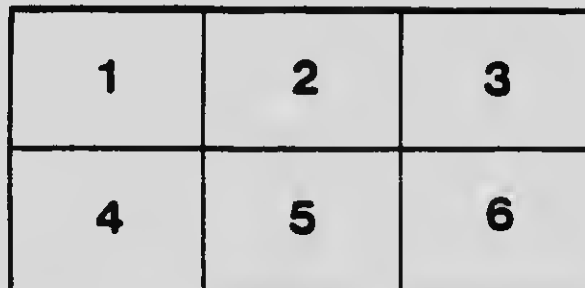
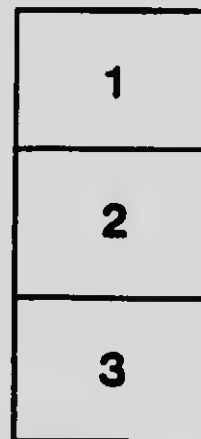
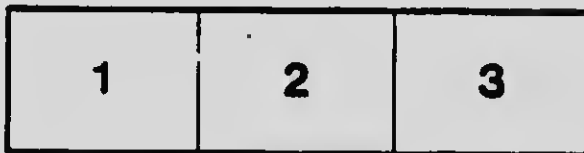
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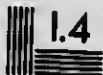
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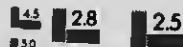
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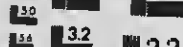
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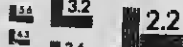
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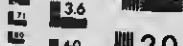
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RECIPROCITY AND THE FARMER



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RECIPROCIETY

and THE FARMER



THIS Reciprocity pact is generally stated to be in the interest of the farmer. In Canada that surely is no great ground for condemning it. Agriculture is so important in Canada that if it is benefitted, the whole country must be.

Let us examine the pact, from an economic view, as it affects our farmers. At present, Canadian farmers produce much more than Canada can consume. The price of agricultural produce, where there is a surplus for export, is almost entirely determined by the export price. If, therefore, the export price can be raised, the farmers will be benefitted all round.

The opponents of Reciprocity claim that the British market is the best market for Canadian agricultural products. It is true that for some products it has been the best and, for a few, is still; but one single market can never be as good as two. To-day, the Canadian farmer has free entry only to his home market and the British market. With free entry into the big American consuming centres, he will have that additional market without in any way interfering with his privilege or right to sell when it suits him in the Canadian and British markets.

To-day, a high duty meets the Canadian exporter of agricultural products when trying to sell in the United States. Under the agreement this high duty will disappear on all agricultural products. At present Great Britain charges no duty to the Canadian exporter. She will continue to charge no duty, and, therefore, the Canadian exporter will still be in the same position in the British market that he is to-day, while he will have the advantage of free trade into the American market, instead of being heavily taxed for that privilege.

It is said the British market is the best. What is the actual trade to-day in the following articles of Canadian export?

Statement of articles included in the proposed Reciprocal Agreement, showing value of goods, the produce of Canada, exported to Great Britain and United States for fiscal years ending March, 1910 and 1911.

Article	1910		1911	
	Gt. Br.	U.S.	Gt. Br.	U.S.
Horses.....	\$ 66,815	\$ 453,186	\$ 36,072	\$ 499,116
Cattle.....	9,979,918	642,674	7,942,144	457,079
Swine.....	none	6,088	none	45,526
Sheep.....	11,441	569,679	2,611	251,850
Poultry.....	27,468	137,290	1,154	102,266
Wheat.....	49,267,756	1,883,647	43,335,569	236,256
Rye.....	28,208	7,347	none	45,309
Oats.....	508,300	534,680	1,540,119	47,466
Barley.....	744,470	66,608	576,902	49,361
Buckwheat.....	306,352	24,663	205	40,024
Hay.....	922,718	673,220	1,152,629	1,449,990
Straw.....	542	24,081	3,910	14,465
Potatoes.....	259	345,903	132	13,835
Turnips.....	550	173,933	none	206,263
All other vegetables...	6,613	150,078	43	233,068
Apples.....	4,184,878	132,810	1,598,359	50,149
Berries.....	none	148,676	none	82,814
Fruits, all other.....	33,089	35,382	35,993	28,106
Dried Apples.....	86,084	88,342	16,013	20,033
Butter.....	587,493	199,854	401,621	91,370
Peas.....	195,178	273,956	79,319	334,234
Cheese.....	21,481,566	23,995	20,577,542	36,034
Milk and Cream.....				1,719,919
Eggs.....	9,333	11,551	2,428	6,927
Clover Seed.....	237,514	422,272	230,981	1,169,751
Flax Seed.....	2,796,502	741,349	2,285,411	3,859,211
Grass Seed.....	1,993	66,908	2,948	191,797
All other.....	6,808	25,907	557	45,693

This shows that, notwithstanding the fact that Great Britain's market is free, and that the American market charges a high rate of duty, of the 26 products above quoted with the exception of 8 articles (cattle, wheat, oats, barley, buckwheat, apples, butter and cheese), Canada exports more to the United States than she does to Great Britain.

Here is proof conclusive, that on these articles the British market without duty is not as good as the American market with duty. Put the two countries on the same footing of "no duty" and it is a self-evident fact that the American market is the better market.

Our conservative friends may take exception to the above, as they do everything that is of advantage to the farmer, so let us compare Canada's total trade with Great Britain with her total trade with the United States, for the last five year

	Great Britain	United States	Total with world
1907.....	\$ 169,000,000	\$ 234,000,000	\$ 462,000,000
1908.....	229,000,000	324,000,000	638,000,000
1909.....	204,000,000	272,000,000	559,000,000
1910.....	244,000,000	336,000,000	677,000,000
1911.....	246,000,000	404,000,000	759,000,000
Total.....	\$1,092,000,000	\$1,570,000,000	\$3,095,000,000

CHEESE

There are some of these products which require a little more attention. Take the dairy products. Great Britain is and has for many years been the great consumer of our cheese. We have exported by far the largest proportion of our whole product to that market and we have had, on the whole, very satisfactory prices. The quality of our cheese is high and it commands the English import market. In the United States they have tampered with their cheese manufacture by permitting skimmed cheese and filled cheese to be manufactured and as a rule they make a softer cheese than the Canadian Cheddar cheese. This may suit the uninitiated taste but there is in the United States, as well as in Great Britain, a very large growing demand for fancy cheese, such as our best Canadian Cheddar and the fancy cheeses of Europe.

The United States has ceased to be a cheese exporting country, which is clearly shown in the following tables of imports and exports. The imports showing an immense increase while the exports fall off to almost nothing.

Imports and Exports of Cheese to and from the United States.

	Exports	Imports
1900.....	\$4,943,609	\$1,761,613
1901.....	3,950,999	2,120,293
1902.....	2,745,597	2,551,336
1903.....	2,250,229	3,183,224
1904.....	2,452,239	3,284,811
1905.....	1,084,044	3,379,600
1906.....	1,940,620	4,303,830
1907.....	2,012,626	5,704,012
1908.....	1,092,053	5,586,706
1909.....	857,091	5,866,154

These imports are largely in the fancy cheese. Already in Canada there is an attempt made to induce the manufacture of this cheese. With the entry into such a market, as the United States is shown to be, there would be a profit in a large expansion of trade in Canada in the manufacture of this cheese. These fancy cheese pay a much higher rate per hundred pounds for the milk that enters into their manufacture than does even the best Canadian Cheddar cheese. With the free entry into the American market there is no reason that our Canadian dairyman should not soon control the American market for these cheese. Such of our Canadian cheese makers as go into it would probably make from \$1.50 to \$1.80 per hundred pounds of milk instead of, as they do now, from \$0.80 to \$1.00 per hundred pounds. So much for cheese.

BUTTER

In regard to butter we have a different condition of affairs. Some years ago Canada exported a large amount of butter to Great Britain. This has steadily decreased in the last few years, notwithstanding the larger produce of butter in Canada. Last year we sent only \$401,621 worth of butter to Great Britain. One reason for this great decrease lately has been the change of tariff on cream on the part of the United States. By the Payne-Aldrich tariff of 1909 the duty on cream was reduced from 20c. to 5c. a gallon. Before that time our people had found the most profit in the butter industry by making their cream into butter and exporting most of it to Great Britain, largely because they had to pay 6c. a pound duty on butter or 20c. a gallon duty on cream if they tried to send it into the United

States. Immediately the duty was lowered the Canadian dairyman began to send cream into the United States and last year (the year ending the 31st of March last) we exported \$1,719,919 worth of cream to the United States.

Had this duty not been lowered the probability is that that cream would have been made into butter in Canada and sent to England. The English market was still available and if our dairymen preferred to send their cream into the United States it was simply because they were able to make more money out of it on their hundred pounds of milk from which that cream was skimmed than if the product of that milk had been made into butter in Canada and sent to England. This, too, in face of the duty of 5c. a gallon or 1 1-4 cents per pound on the butter equivalent of the gallon of cream.

Under the Reciprocity agreement cream and butter both will go into the United States free of duty, the Canadian dairyman will have the 5 cents a gallon duty on cream or about the equivalent of 1 1-4 cents per pound on the butter, an additional advantage in future in sending that into the United States instead of sending it to England. He has done it already to a profit, and with Reciprocity it is evident he will have a greater profit in the United States market. We have an eloquent tribute to the truth of these arguments from Mr. A. A. Ayer, of Montreal, the largest dealer in Dairy Products in the Dominion, who said at the Meeting of the District of Bedford Dairymen's Convention held in Cowansville on January 30th and 31st, 1911:

"Do you know that if it were not for this opening to ship cream across the line, and if it were not for this wonderful opening in the West for our butter, the Canadian shipments of butter this year, to England, instead of being something like 27,500 packages, would have been more than 275 000 packages, and that your prices would have been at least 2 cents per pound less than you have obtained this last year, which means a very big sum of money. You see, you had these openings, you had these new markets, which increased the whole level of your prices in this country."

This is proof conclusive that the British Market is NOT the best. We have been sending this product in the shape of cream to the United States because the duty on cream was reduced while the

duty on butter was maintained at 6 cents. By the Reciprocity pact the duty disappears from both butter and cream, and there is no reason why in the future the Canadian dairyman cannot make his cream into butter and send it to the United States instead of sending his cream—an advantage to the factorymen of Canada as well as the producers of the milk. So much for butter.

HAY

Generally speaking it is not advisable to encourage the exportation of Hay. Canada is an agricultural country. To be a successful agricultural country one great object is to see that the fertility of the soil is not impaired. Therefore, to avoid this the Canadian farmer should feed his hay and straw to his stock and produce manure to put back on the land to enrich the soil. There are, however, exceptions to this.

Along the St. Lawrence and other rivers in the Province of Quebec there are large intervale lands which are flooded over year after year. This flooding adds to the fertility of the soil and for 75 or 100 years (and in some cases longer) the owners of these lands have been cutting and selling hay. The farmers owning these lands have grown rich, notwithstanding that their market has been restricted. These lands, as stated above, are fertilized by nature and hay cropping is by far the most profitable use that can be made of them. The same is true in regard to the dyked lands on the Bay of Fundy in New Brunswick and also in Nova Scotia, and it is idle for Mr. Sifton and his clique of capitalists, who are opposing everything that will in any way benefit the farmer, to say that it is to the disadvantage of Canada to have the duty on hay going into the United States taken off. The high duty, \$4.00 per ton, has in the past been a great handicap in getting this Canadian hay into the United States market at prices which would compete with the American grown hay. Canada has, however, as shown in the following table, even under these conditions, sent a considerable quantity of hay to the United States. With this duty off, the American market will undoubtedly be the best, and it is the universal opinion of parties who understand this trade that the Canadian farmer will get the difference of the duty (pretty surely three dollars out of the four), as an increased price for his hay. It is the lawyers, manufacturers, bankers, and

capitalists, who are objecting to the selling of this hay and say it is bad for the Canadian Farmer to sell hay. There are circumstances as above stated under which it is bad for the Canadian Farmer to sell his hay, and there are also circumstances under which it is best and most profitable for him to do so. Let the farmer say which he prefers, an open market right at his door, or a market four thousand miles away.

The hay crop in the Eastern States for the year 1911 is exceptionally small. Fortunately in Eastern Ontario, Western Quebec, and the Maritime Provinces we have a very large crop of hay of the very best quality. With Reciprocity the Canadian Farmer will be able to sell his hay in the Eastern States at a high price and at the same time save the \$4.00 a ton duty. Within the past month the price of hay in the Eastern States has taken a tremendous jump.

POTATOES

Potatoes of the highest quality are grown in large quantities in Eastern Canada. The American duty on Potatoes going into that country is 25 cents per bushel, but notwithstanding this great handicap in 1910 the farmers of Canada sent to the United States 679,441 bushels of potatoes and paid on each bushel a duty of 25 cents or a total of \$169,850. Now, how would the Canadian farmer like the major portion of that \$169,850 included in his profits? That is just what Reciprocity in natural products will do for him.

There is absolutely no market in England for Canadian potatoes. As a matter of fact in 1909 Great Britain exported to the United States \$2,315,218 worth of potatoes. Naturally, the United States market is our best market.

FRUIT AND VEGETABLES

Delegations of market gardeners and fruit growers numbering several hundreds—inspired by canners and wholesalers on the lookout for large profits—have come two or three hundred miles to Ottawa to protest to the Government against freer trade with the United States for their products, although the trade returns show that in the last twenty-five years they have met the conditions of a higher

tariff against them, and have increased their exports of fruits and vegetables in that period by more than \$70,000,000; and all this time no outcry has been heard from the farmers of the country whose market for barley had been destroyed by the operation of the United States tariff, bringing upon them a loss of more than \$90,000,000 in seventeen years, three-fourths of which has fallen upon the Province of Ontario.

BARLEY

This subject needs no introduction. The Canadian farmer well remembers when he was able to sell his barley to the United States. He remembers also when the duty was raised and his market practically shut off.

The following table is an evidence of this:

Quantity and value of Barley (Canadian produce) exported from Canada to the United States during the fiscal years 1876-1909.

Year	Quantity Bush.	Value	Year	Quantity Bush.	Value
1876	10,164,551	\$ 7,426,827	1893	1,431,398	\$ 638,271
1877	6,243,033	4,503,117	1894	493,551	216,493
1878	6,498,444	3,787,718	1895	1,674,193	706,586
1879	5,193,324	4,643,048	1896	787,787	297,438
1880	6,732,403	4,184,007	1897	1,246,343	371,633
1881	8,724,931	6,272,998	1898	84,083	28,867
1882	11,577,251	10,105,556	1899	122,374	59,158
1883	8,741,626	6,245,263	1900	164,468	77,754
1884	7,700,581	5,054,144	1901	190,547	85,927
1885	9,028,314	5,477,441	1902	17,461	9,499
1886	8,528,287	5,708,130	1903	37,112	17,148
1887	9,437,717	5,245,968	1904	86,175	39,036
1888	9,360,521	6,488,317	1905	101,111	46,225
1889	9,934,501	6,454,603	1906	47,245	21,645
1890	9,939,745	4,582,562	1907 (9 mos)	19,094	8,258
1891	4,752,953	2,849,269	1908	210,788	139,573
1892	2,721,168	1,354,485	1909	266,096	144,660
Totals for the	_____	_____	Totals for the	_____	_____
17 yrs.	135,279,351	\$90,323,435	17 yrs.	6,979,826	\$2,908,171

The low duties imposed by the United States on barley enabled the farmers of Canada to send to that country in the

seventeen years 1876-1892 an aggregate of 135,279,351 bushels, valued in the trade reports at \$90,323,453; and the high duties of the succeeding seventeen years brought the aggregate export down to 6,979,826 bushels, valued at \$2,908,171.

In the first period the average price computed from total values was 67 cents per bushel, under a tariff ranging from 10 to 15 cents per bushel; and in the second period, under a tariff ranging from 30 cents per bushel to 30 per cent. ad valorem, the average price was only 42 cents per bushel.

A report on the malting quality of barleys made during this period by experts of the United States Department of Agriculture showed that the Canadian grain was the finest grown anywhere in America, and was only surpassed in the world by the barley grown in Bavaria, in the south of Germany.

In considering the large production in the United States it must be remembered that the bulk of their crop is fit for feeding only and that the production of malting barley has been steadily declining. In this connection the U.S. Tariff Board (Document No. 849 on Reciprocity with Canada, February 28th, 1911) in their report to the President, make the following statement:—

“Our best malting barleys are grown in the extreme West. A small quantity of excellent barley is also grown in the Rocky Mountain region. The barley of the Northeast is of an inferior quality and is grown largely for feeding purposes. The barley of California is not shipped to the domestic markets in the East except when the price is unusually high. What is not used locally is exported.

“In most of our barley-producing regions there has been an apparent decline in the quality of the barley raised as a larger and larger proportion has been fit only for feeding. This is said to be due to carelessness in seed selection, and to failure to maintain soil fertility.

“While the amount of barley produced has increased enormously, an increasing proportion of the crop is undesirable for malting.

"The actual situation in the United States is best shown by the following table. It is seen that only five States are important producers of malting barley in the region east of the Rocky Mountains. Four of these States show a marked falling off, 22,000,000 bushels in the crop of 1910 from the crop of 1909, or a loss of 21.4 per cent., while if comparison is made with the ten-year average a loss of 20.9 per cent. is apparent. The average yield per acre in 1910, except in the State of Iowa, is less than the ten-year average."

TABLE 18—Statistics of Barley Production for 1910

(From the Brewers' Journal, Nov. 1, 1910).

States	Production Bush.
Wisconsin.....	22,429,000
Minnesota.....	28,142,000
Iowa.....	13,420,000
South Dakota.....	18,582,000
North Dakota.....	5,626,000
Total.....	88,199,000

"The shortage of malting barley has become more and more pronounced every year, and prices have steadily advanced."

Let us compare the Canadian Barley markets with the American Barley markets and see how much more favourable are the American markets.

The following statement shows the Wholesale Price of Malting Barley, at Minneapolis, Buffalo, Milwaukee, Toronto and Winnipeg, each week from July 6th, 1911, to April 12th, 1911. (Quotations from the Northwestern Miller, Minneapolis, and the Grain Growers' Guide, Winnipeg).

		Minneapolis	Buffalo	Milwaukee	Toronto	Winnipeg	
		Best	Best	No. 2	No. 3	No. 3	
		Malting	Malting	Per Bush.	Per Bush.	Per Bush.	
		Per Bush.	Per Bush.				
1910	July	6	62	64—69	66½—67	51—52	45
	"	13	68	68—70	67—72	51—52	48½
	"	20	67	75—77	75—76	51—52	50
	"	27	65	70—74	70—76	51—52	52
	Aug.	3	64	.....	65—68	51—52	no quotation
	"	10	69	65—70	67—69	51—52	"
	"	17	73	70—76	70—73	51—52	"
	"	24	69	73—77	75—76	52—54	"
	"	31	68	72—77	72—74	52—54	"
	Sept.	7	67	73—75	70—73½	52—54	46½—47
	"	14	70	71—73	69—72	52—54	46
	"	21	71	74—78	71—74	48—50	46½
	"	28	68	73—78	72—74	55—56	47
	Oct.	5	70	72—77	70½—72½	55—56	47
	"	12	72	76—80	70½—75	55—60	47½
	"	19	71	78—82	73½—76	53—56	46½
	"	26	68½	76—80	72—75	53—56	46½
	Nov.	2	71	75—76	71—75	53—56	43
	"	9	75	77—82	72½—76½	55—60	46
	"	16	75½	81—85	79—81½	55—60	47
	"	23	76	81—82	77½—82	57—62	47
	"	30	75	.....	76—80½	56—60	..
	Dec.	7	83½	82—85	76½—83	58—62	46
	"	14	80	.....	87½—90	58—62	46½
	"	21	80	86—90	84—88½	58—60	47
	"	28	79	87—93	83—85½	58—60	..
1911	Jan.	4	88	93—97	80—86	58—60	47
	"	11	91	97—100	87—92	58—60	49
	"	18	90	97—100	92—100	58—60	50
	"	25	90	94—98	91—97	58—60	49½
	Feb.	1	87	95—100	89½—94	60—62	49½
	"	8	84	88—95	90—92	60—62	49½
	"	15	94	91—95	85—88	65—68	57
	"	22	..	93—96	92—95	65—70	57
	Mar.	1	92	94—100	89—96	65—70	57
	"	8	90	98—104	92½—97	65—70	no quotation
	"	15	93	96—102	97—	63—66	"
	"	22	99	69—102	97—100½	63—66	58
	"	29	107	111—113	100½—112	60—63	..
	Apr.	5	103	110—114	105—115	63—67	70
	"	12	...	109—112	104½—112	63—67	70

* Quotations in store Fort William and Port Arthur.

SUMMARY

Based on the above quotations the average price in each market for the period, July 6th, 1910, to April 12th, 1911, was as follows:

Minneapolis.....	78.6 cents per bushel
Buffalo.....	85.7 cents per bushel
Milwaukee.....	82.4 cents per bushel
Toronto.....	57.8 cents per bushel
Winnipeg.....	50.0 cents per bushel

Now, by the tables given above, it is evident we have an opportunity to renew the prosperity of the Canadian Barley Grower without in any way threatening or injuring his loyalty and his patriotism.

Summary of Comparative Prices of Dairy Produce in Canada and the United States

Making a summary of a list of comparative prices which has just been published by the Honourable Sydney Fisher, Minister of Agriculture, it is shown conclusively that the prices are much higher in the American market than they are in the Canadian market. These prices have been taken from the best market quotations available. They are entirely unbiased and not cooked in any way, and have been prepared for the purpose of drawing deductions. The quotations given can be relied upon as being absolutely correct.

CHEESE

Year	Market	Average price during year	Year	Market	Average price during year
1906	Montreal.....	12.53	1909	Montreal.....	12.11
	New York.....	13.33		New York.....	14.68
	Boston.....	13.22		Toronto.....	13.36
	Chicago.....	12.69		Chicago.....	15.03
1907	Montreal.....	12.62	1910	Boston.....	14.87
	New York.....	14.16		Montreal.....	11.68
	Toronto.....	13.40		New York.....	15.90
	Chicago.....	14.16		Toronto.....	12.41
	Boston.....	14.20		Chicago.....	15.57
1908	Montreal.....	12.85	1911	Boston.....	15.62
	New York.....	13.77		Montreal.....	12.00
	Toronto.....	13.33		Jan. New York.....	14.48
	Chicago.....	12.87		to Toronto.....	14.05
	Boston.....	14.13		May Chicago.....	14.81
				Boston.....	14.12

Out of a total of 135 quotations on Cheese, it shows that the American price was higher 112 times, the Canadian price higher 21 times, and the prices were equal twice.

BUTTER

Year	Market	Average price during year	Year	Market	Average price during year
c.			c.		
1906	Montreal	22.85	1909	Montreal	23.71
	New York	23.37		New York	28.82
	Toronto	23.62		Toronto	25.50
	Chicago	24.68		Chicago	28.12
	Boston	24.73		Boston	29.38
1907	Montreal	24.60	1910	Montreal	24.98
	New York	28.67		New York	30.57
	Toronto	25.41		Toronto	26.38
	Chicago	26.61		Chicago	29.95
	Boston	27.61		Boston	30.47
1908	Montreal	27.09	1911	Montreal	25.34
	New York	26.97		Jan. New York	23.25
	Toronto	27.00		to Toronto	25.94
	Chicago	26.58		May Chicago	24.26
	Boston	26.95		Boston	26.86

Out of a total of 203 quotations on Butter, it shows that the American price was higher 135 times, the Canadian price higher 59 times, and the prices were equal 9 times.

HAY

Year	Market	Average price during year	Year	Market	Average price during year
c.			c.		
1906	Boston	—	1909	Boston	18.19
	Halifax	—		Halifax	11.38
	New York	—		New York	—
	Montreal	9.97		Montreal	12.99
	Chicago	12.19		Chicago	14.02
	Toronto	9.70		Toronto	12.91
1907	Boston	—	1910	Boston	22.02
	Halifax	—		Halifax	13.37
	New York	—		New York	22.41
	Montreal	15.37		Montreal	13.57
	Chicago	15.87		Chicago	12.14
	Toronto	14.19		Toronto	13.58
1908	Boston	18.63	1911	Boston	21.39
	Halifax	15.07		Jan. Halifax	11.00
	New York	—		to New York	23.58
	Montreal	13.32		May Montreal	11.75
	Chicago	11.81		Chicago	18.25
	Toronto	13.01		Toronto	12.41

Out of a total of 97 quotations on Hay, it shows that the American price was higher 85 times, the Canadian price higher 12 times, and the prices were equal 6 times.

LIVE HOGS

Year	Market	Average price during year c.	Year	Market	Average price during year c.
1910	Chicago.....	9.03	1911	Chicago.....	7.29
	Toronto	8.80		Jan. Buffalo.....	7.50
	Buffalo.....	9.75		to Toronto.....	7.06
	Montreal.....	8.22		May Montreal.....	7.09

Out of a total of 66 quotations on Live Hogs it shows that the American price was higher 60 times, the Canadian price higher 5 times, and the prices were equal once.

LIVE CATTLE

Year	Market	Average price during year c.	Year	Market	Average price during year c.
1910	New York.....	6.30	1911	New York.....	6.23
	Buffalo.	6.40		Jan. Buffalo.....	4.76
	Montreal.....	8.23		to Montreal.....	6.26
	Winnipeg.	5.05		May Winnipeg.....	5.90
	Chicago.....	6.60		Chicago.....	6.01
	Toronto.....	6.51		Toronto.....	6.22

Out of a total of 111 quotations on Live Cattle, it shows that the American price was higher 97 times, the Canadian price higher 8 times, and the prices were equal 6 times.

DRESSED POULTRY

Date	Market	Average price during year c.	Date	Market	Average price during year c.
1910	Montreal.....	13.35	1911	Montreal.....	12.35
	New York.....	18.90		Jan. to New York.....	17.30
	Toronto.....	16.00		May Toronto.....	17.25

Out of a total of 28 quotations on Dressed Poultry it shows that the American price was higher than the Canadian price in each case.

EGGS

Year	Market	Average price during year c.	Year	Market	Average price during year c.
1906	Halifax.....	17.40	1909	Halifax.....	22.30
	Montreal.....	20.20		Montreal.....	23.40
	Toronto.....	17.10		Toronto.....	23.40
	Boston.....	21.30		Boston.....	25.00
	New York.....	21.40		New York.....	25.12
	Chicago.....	19.20		Chicago.....	23.91
1907	Halifax.....	20.06	1910	Halifax.....	21.29
	Montreal.....	23.33		Montreal.....	24.80
	Toronto.....	21.30		Toronto.....	24.00
	Boston.....	21.61		Boston.....	26.00
	New York.....	22.00		New York.....	24.40
	Chicago.....	19.09		Chicago.....	24.00
1908	Halifax.....	19.54	1911	Halifax.....	——
	Montreal.....	22.45		Jan. Montreal.....	25.00
	Toronto.....	15.38		to Toronto.....	22.10
	Boston.....	22.29		May Boston.....	23.10
	New York.....	23.90		New York.....	29.90
	Chicago.....	15.65		Chicago.....	18.50

Out of a total of 127 quotations on Eggs, it shows that the American price was higher 71 times, the Canadian price higher 50 times, and the prices were equal 6 times.

The reader will doubtless discover that in the above statements giving the comparative prices of butter and eggs that in January, 1911, the American prices began falling off and in many instances the Canadian prices for these two commodities were higher. This is only natural. For some time past the large produce dealers and cold storage companies in the United States have, at the time of the year when butter and eggs were the cheapest, purchased large quantities and placed them in cold storage. They would then keep these products until the market advanced and unload at enhanced prices. This year, in view of this Reciprocity agreement and the possibility of it coming into force before the summer months, the produce dealers and cold storage people became frightened and preferred slaughtering their goods at a time when prices were fairly high than waiting until Canadian produce was placed in competition with theirs. The result has been that prices have dropped. To-day, however, the condition of affairs is righting itself. Their surplus stock has been disposed of, and even during the past month prices in the United States have materially advanced.

It has been stated verbally and by correspondence, that the American produce dealers, the moment this agreement is passed, will immediately send their representatives into our Canadian markets for the purpose of buying our Canadian produce.

Let us quote a few extracts from American importers.

The Frank Simpson Fruit Co., of Los Angeles, California, writes:

"In view of the prospect for Reciprocity, there will no doubt be considerable demand for Canadian butter, eggs and cheese, providing conditions warrant merchants in this section drawing on Canadian dairymen and shippers.

"We are particularly interested in cheese and in the event that the reciprocity agreement is reached through the Extra Session of Congress, we think it very probable that many houses in the United States will look to Canada for supplies in that line."

This seems to cover pretty completely, as far as the Eastern farmer is concerned, the advantages from the selling point of view, that he will have by the removal of duties on his products when going into the United States.

HOME MARKETS vs FOREIGN MARKETS

The opponents of Reciprocity laud the home market and talk about the Canadian home market as the best. In this they are quite right. A home market, in a general way, is the best place, because it is the nearest and most convenient and is one in which there is the least obstruction to the trade. This has been acknowledged in a most remarkable way by one of the leading Conservative Members of the House of Commons, Mr. Joseph E. Armstrong, of Lambton, who, in an open letter to the press, stated as follows:

“ In the case of the Wyoming Plant in which our Company has a half interest, the whole milk is taken and skimmed at the plant, the skim milk being made into casein, and the sweet cream shipped to the United States, during the summer months, for ice cream purposes. In this connection, we might state that we were offered as high a price for our sweet cream at Toronto, but the American Market, being nearer, we accepted their quotation for the small amount required, on account of much cream having arrived in Toronto, formerly in a sour condition owing to the great distance. ”

Mr. Armstrong may squirm and wiggle all he likes, the fact is on record that he and his leader, Mr. R. L. Borden, and the whole Conservative Party, have for the past six months bitterly opposed the Canadian farmer being given access to this American market—a market which he himself has been enjoying. There are a whole lot of farmers in Canada who live nearer the American market. Why does the Conservative Party stand in their way?

Canada is a very large country, and the home market of Canada at one end of the continent is very far away from the home producer at the other end, even sometimes within the same Province. The producer in Ontario might easily be from five hundred to seven hundred miles away from the consumer in Ontario. The producer in Ontario, Quebec and the Maritime Provinces is within four hundred

or five hundred miles from twenty to thirty millions of people in the Eastern States—the richest and best consuming population in the world. With no duties imposed on his produce, these people stand, for all practical commercial purposes, in exactly the same relation to him as his home market, and the praise which is lavished on the home market by the enemies of Reciprocity must be accorded to this market. The Canadian farmer gets all the advantages of the American market without sacrificing anything of his political status or independence. This is the reason why the farmers of the American Union have made such a tremendous fight against the adoption of the Reciprocity pact by the American Congress. They say that the Canadian farmer, as far as the disposal of his produce is concerned, is getting all the advantages they enjoy without having any of the responsibilities of American citizenship. Quite true.

These facts make it very evident that the agreement is to the interest of the Canadian farmer and must induce him to support Reciprocity.

WHAT ARE THE OBSTACLES HELD UP TO FRIGHTEN HIM FROM DOING SO?

From an economic point of view there is but one—that in his own home market he will have the competition of the United States farmer, and, by reason of the Favoured Nation Treaties of the British Empire with certain other countries, the free entry of their similar products into the Canadian market.

Dealing first with the United States products, the comparison of prices above indicated show there will be no inducement to the American farmer to sell his produce in Canada. It may be that in a few instances, where local or climatic conditions are paramount, some American produce will come into Canada under the Reciprocity pact, just as it does to-day. It is true that a considerable amount of farm produce comes from the United States into Canada and pays the duty, just as we send a considerable amount of farm produce into the United States and pay the duty; that in some parts of Canada animals are brought in and the duty paid, just as we now send a considerable

number of our animals into the United States. The only change will be that the Canadian consumer, when it is convenient for him and his advantage locally, will have the advantage of being able to buy from the United States without the burden of the duty, just as the United States consumer will be able to buy from the Canadian farmers without paying a tax upon his food. But the comparison of prices makes it evident that the temptation will be for the Canadian farmer to send his produce to the higher market in the United States, and that there will be no temptation for the American farmer to send his produce to the lower market of Canada.

FAVOURERD NATIONS

Of these favoured nations, the Argentine is the one constantly quoted by the opponents of Reciprocity. The other nations, outside the Empire, have practically no produce to send here. The Argentine has free entry into the British market just as we have. It has direct steamship communication, lines of transport thoroughly established, both in carrying produce from the Argentine to Great Britain and in carrying manufactured articles on the return from Great Britain to Argentine. The distance from the Argentine to Great Britain is about the same as from Argentine to our Atlantic Coast. The freight rates are less, and must always be less, from the Argentine to Great Britain than they can be from the Argentine to Canada, by reason of the much greater trade and the freight both ways. For years back we have been competing with the Argentine produce on the British market. We have been able to hold our own in the past, and we believe we shall be able to hold our own in the future, in the British market: which, the opponents of Reciprocity have insisted, is the best market for Canadian produce. We have the expense of sending our goods to Great Britain and competing there. If the Argentine were to undertake to send their produce into Canada, to compete with our own production here, the expense of delivery to them would be greater than the expense of delivery now in Great Britain. Our expense of delivery in our home market would be much less than the expense of sending our produce and delivering it in Great Britain. We, therefore, would have a condition of competition more favourable on both these accounts than has been the competition in Great Britain, and it is absurd to suppose that, under these conditions,

the Argentine producer could compete with any possible success against the Canadian producer in his own home market.

It is said that live cattle can come to Canada from the Argentine. There is much disease amongst the animals of that country, and for years the Argentine has been forbidden to land live cattle in Great Britain or Canada. Our Quarantine Laws are strictly enforced. They will be just as strictly enforced under Reciprocity as they are to-day, and there seems to be no prospect at all that live animals from any of the Favoured Nation countries will be permitted to be landed in Canada in the future any more than in the past.

At the Imperial Conference, Sir Wilfrid Laurier secured an arrangement for the abrogation of these Favoured Nation Treaties. To-day Canada is hampered in commercial tariff arrangements, and is forced, by reason of these old treaties which were made, before Canada became a nation, by the Imperial authorities including the Colonies, as they were then called, without the Colonies having any say therein. This condition is shortly to be remedied. This is the last of the signal triumphs which Sir Wilfrid Laurier has secured in the upbuilding of the Canadian nation and the recognition of its status and maintenance within the Empire. At the last Imperial Conference, which took place in London in June, 1911, the following resolution was unanimously passed:

“That His Majesty’s Government be requested to open negotiations with the several foreign governments having treaties which apply to Overseas Dominions with a view to securing liberty for any of these Dominions which may so desire to withdraw from the operation of the Treaty without impairing the Treaty in respect of the rest of the Empire.”

We thus see that not only has Canada, through her great leader, secured a further and very important recognition of her authority in regard to her own affairs, but the practical effect is of the greatest importance; not only in regard to this particular pact between us and the United States, but also in regard to the several treaties we have already negotiated, and may in future negotiate, with other countries for the expansion of markets for our own products.

NO SPURIOUS BUTTER OR FILLED CHEESE OR DISEASED ANIMALS TO BE ADMITTED INTO CANADA

Here let us remark that this same argument applies to the protection of our trade in dairy products, meat products and animals from the United States. The Reciprocity pact makes no change whatever in our laws against the introduction of spurious butter, or filled cheese, or uninspected meat, or the entry of animals from countries which are affected by diseases. We require to-day that all cattle coming from the United States for breeding or dairy purposes shall be subject to tuberculine test, that all hogs coming from the United States should be quarantined for a period of thirty days. With reference to sheep, those for immediate slaughter are admitted without quarantine, but are carefully watched until killed; those for breeding purposes, unless accompanied by an official certificate as regards health, are held for thirty days or until the officials of the Veterinary Branch are positive that they are not affected by any contagious disease. These laws will be maintained without reference to the Reciprocity pact just as long as the health conditions of the animals in Canada and the other countries require it. So much for the competition of these other countries in our own market—the only economic objection that has been put forward to the Reciprocity pact.

IMPERIALISM

There are two sentimental objections. One is that we should trade within the Empire. So we should when that trade is the most profitable. The Mother Country has risen to her splendid supremacy in commerce, finance, and industry by trading with all the world, wherever she found it most profitable. Notwithstanding keen controversy upon this subject, she has steadily maintained that principle through election after election. If the heart of the Empire maintains that principle certainly the outlying parts may fairly consider themselves entitled to practice it also. In that British market which is held out to us as the best, we compete with all the world, we have no advantages as an integral part of the Empire. Under the Reciprocity pact as it reads we will have free entry into the United States market,

which other countries do not have. The high American duties are against all the world. We, by this pact, have them remitted to us-- a distinct and very exceptional advantage in that great market, while we have no such advantage in the British market. Great Britain trades with foreign countries far more than she does with her Dominions, which is proven by the following table.

Great Britain's Imports for the last five years were:

From Canada, £15,000,000.00, or approximately \$75,000,000.00.

From United States, £63,000,000.00, or approximately \$315,000,000.00.

From Germany, £55,000,000.00, or approximately \$275,000,000.

Great Britain's Exports during the same period (five years) were:

To Canada, £12,500,000.00, or approximately \$62,500,000.00.

To United States, £23,500,000.00, or approximately \$117,500,000.00.

To Germany, £50,000,000.00, or approximately \$250,000,000.00.

Evidently there is no necessity in the Imperial interest that one part of the Empire should confine itself to trade with another part. There is no need of the Canadian Imperialist being more Imperial than the Centre of the Empire itself.

ANNEXATION

Then it is argued that greater trade with the United States under this Reciprocity pact will lead to annexation. The experience of history refutes this argument absolutely. In 1850 there was a strong agitation in Canada for annexation with the United States. Lord Elgin, the then Governor-General, reported to his Government at home that it was absolutely necessary to obtain opportunities for expansion of trade between Canada and the United States so as to check this movement for annexation. Lord Elgin was wise in his day and generation. The annexation movement was for purely economical reasons—that trade was necessary to the existence of the country and that the best way to get it was by joining the American Union. Lord Elgin succeeded in securing the Reciprocity Treaty of

1854, which guaranteed the advantages of trade without the disadvantages of political union; and immediately the desire for annexation disappeared.

But, say the opponents of Reciprocity :

"If we get these advantages in trade and then the Americans 'put the screw on' by threatening to put an end to the arrangement our people would be tempted to go in for annexation so as to continue the enjoyment of the benefits."

This is an extraordinary argument for men who claim that there are no benefits. It is indeed a complete surrender of the opposition to Reciprocity. Here again history proves the contrary to this statement. In 1866, when the Americans repealed the former Reciprocity Treaty there was no demand on the part of anybody in Canada for annexation, although there was a universal acknowledgment of the loss the country sustained. We had a somewhat similar example a little later on. From 1866 to 1890 the Canadian farmers sold a very large quantity of barley in the United States under a moderate duty. By the McKinley Bill, passed in 1890, the duty on barley was raised to an almost prohibitive figure. This resulted in the practical destruction of the trade. The Canadian farmer during the 17 years before 1892, sold 135,279,351 bushels of barley to the United States at an average price of 67c. In the 17 years afterwards he was able to sell only 6,908,171 bushels of barley at 42c per bushel. This was a hard blow. There is no doubt that one object of the high tariff against Canadian farm produce imposed by the McKinley Bill was to coerce Canada into annexation. The farmers, however, were not to be coerced, and notwithstanding the great financial loss, as shown by the figures above, there was absolutely no suggestion made that Canada should, for the sake of this loss, surrender her national existence and join the American Union. No.

If Reciprocity comes about and proves to be a great boon (as it is evident it will) commercially and financially to this country, a threat on the part of the American people that they would force us into annexation by repealing it would be met by a patriotic proud people like the Canadians with the same answer that was given in 1890 :

"We like your trade and we are glad to continue it, but if you refuse it we shall get along without you."

TRADE

But why should trade lead to annexation? Everybody will acknowledge that Canadian Imperial feeling, and patriotic self-confidence in the Country and the Nation, has greatly increased in the last 15 years. But what has been our trade? Has it been all with the Mother Country? Have we not traded with the United States? Have we been sending all our export produce to the Mother Country, or to other Countries than the United States? No. Notwithstanding the high duties against our products going into the United States, notwithstanding the free entry of our products into the Motherland, we have all the time traded more with the United States than we did with the Motherland. For the last few years our miners have exported about eighty-five per cent. of their surplus products to the United States and only six per cent. to Great Britain.

Here is a condition of affairs which, if the argument of those opposed to Reciprocity has any foundation, ought to have lead to a strong feeling of annexation in the country. Are our Canadian miners disloyal, or annexationists, because they have sold \$33,350,000 worth of minerals to the United States and only \$6,726,015 to the Mother Country?

So much for the Exports.

Take again the Imports, we have imported for home consumption from the United States and Great Britain during the last five years the following:

	From Great Britain	From United States
1907.....	\$64,581 373	\$155,943,029
1908.....	94,959,471	210,652,825
1909.....	70,682,944	180,026,550
1910.....	95,350,300	223,501,809
1911.....	109,936,462	284,934,739
Totals	\$435,510,550	\$1,055,058,952

People who have bought these goods from the United States are many of them amongst those who oppose Reciprocity. Do they think it disloyal and fear it will lead to annexation? How is it they are trading with these Americans?

The manufacturers of Eastern Canada buy their coal from Pennsylvania, not from Nova Scotia, Alberta, or British Columbia. The Cotton Manufacturers of Canada buy their cotton from the United States, not from Egypt or India, where it is raised in large quantities, under the British flag, and within the Empire. Are they disloyal or annexationists? No. They are sound, true Canadians, buying and selling where they can make the most out of their industry, and for the benefit of themselves, their families, and their country; but surely if that is true of them the Canadian farmer may be trusted to sell a few more horses or sheep, or pounds of butter, or bushels of wheat, or barley to the American and not become disloyal and an annexationist. The facts have only to be stated to show the utter absurdity of this cry.

Having thus shown the main economic reasons in favour of the pact, and the absurdity and unsoundness of the main appeals against it, these latter seem to show that there must be some further reason for the opposition which has been so persistently and so obstructively made.

I can quite understand that the present purchasers of our Canadian produce, like the packers, the dairy handlers, the millers, the grain dealers, and the fish dealers on the coasts should object to the American buyer entering their preserve, which, up to the present time, they have practically controlled.

It is well understood that the Wm. Davies Co., and a few other packing houses in Ontario and Montreal practically fix the price which the farmer is to get for his cattle, or his hogs. It is well known that Mr. A. A. Ayer and a few other dealers in Montreal practically fix the price which the Canadian dairyman is to get for his butter, or his cheese. It is well understood that the dealers in fish in coast cities practically fix the price the fisherman is to get for his catch.

These people, comparatively few in number, but with a thorough understanding amongst themselves, are greatly incensed at the idea

that the American buyer is coming into their market to compete with them, and, probably, buy at a higher price than they have paid or want to pay in the future.

Let us just for a minute see what a large English importer of butter and frozen and chilled meats, by name Mr. Samuel Lowe, of Messrs. W. Weddell & Co., Ltd., London, England, has to say:

"The Reciprocity treaty between yourselves and the United States seems to me likely to change the course of events to the better for Canada. If the treaty becomes law then Canada will have two buyers instead of one, and that is a position that is always to the advantage of the seller.

"If Canada sends us less it will be because she has found a better market elsewhere and therefore the treaty must be beneficial to her and her people."

But it seems extraordinary that the Manufacturers who sell fifty per cent. of their surplus produce to the Americans, or lumbermen who sell sixty-five per cent., or miners and handlers of mineral products who sell eighty per cent., should have the audacity to object to the farmers and fishermen also selling a large proportion of their products to the United States. When we have capitalists who are constantly investing their capital and lending their money in the United States objecting to greater trade with the United States, and saying it is disloyal and will lead to annexation, the insincerity and dishonesty of their attitude must be apparent.

What has this obstructionist Conservative party done to promote trade relations with the Mother Country? Shortly after the Liberal Government came into power they adopted the preferential tariff, making it more advantageous for Great Britain to trade with Canada. The Conservative party and the men who are opposing Reciprocity to-day, objected to this preferential tariff. When this preferential tariff had been in operation for some time and, therefore, could not be looked upon as an experiment, Mr. Benjamin Russell, M.P. for Halifax, on a motion before the House to resolve itself into a Committee of Supply, moved an amendment, and after a most instructive speech, asked the House to pass the following resolution:

"That the House regards the principle of British preference in the Canadian customs tariff as one which in its application has already resulted, and will, in increasing measure, continue to result in material benefit to the Mother Country and to Canada, and which has already aided in welding, and must still more finally weld together the ties which now bind them, and desires to express its emphatic approval of such British preference having been granted by the Parliament of Canada."

This was an endorsement after experience of the policy of preference to the Motherland, and its passage practically made the policy a permanent one. What was the record of the Conservative party on that occasion? The Right Hon. Sir Charles Tupper made a long speech against the adoption of this resolution. The Hon. George E. Foster placed himself on record in no uncertain terms. Other leading members of the Conservative party also spoke against the resolution, and eventually on March 20th, when a vote was taken on Mr. Russell's amendment, we find that Mr. R. L. Borden, now the leader of the Opposition, the Hon. George E. Foster, and the other Conservative Members of the House, voted against the resolution, or in other words, against closer trade relations between Canada and the Mother Country. It so happened that the Rt. Hon. Sir Charles Tupper was absent from the House when the vote was taken, but the record shows that he was paired in opposition to the resolution.

TORY OBSTRUCTION, OR WHY THE AGREEMENT WAS NOT PASSED

There seems no possible ground left on which the Opposition can be based, except that of Party Opposition. That the Opposition should thus attack us seems all the more extraordinary inasmuch as the Tory party has consistently, until the Liberals came into power, attempted to get from the United States just such Reciprocity. It is another instance of the present leaders turning their backs on the policy of their predecessors. When the Tory party was strong, vigorous, and successful, under men like Sir John Macdonald, Sir Charles Tupper, and Sir John Thompson, it was strongly in favour of Reciprocity. To-day, torn by dissension, uncontrolled by its leaders, and weakened by mistakes, it keeps up a persistent, factious, and unreasoning obstruction to this arrangement.

It has succeeded in forcing an election because, under the present Rules of Debate in the House of Commons, a small minority can effectually block all public business. There has been for some time a feeling that the Rules of the Canadian Parliament require revision so as to remove public business from this difficulty. All other representative bodies amongst the great nations of the world have regulations by which obstruction may be checked. It is evident by this last, but by no means ONLY evidence of the evils of obstruction, the Rules of the House must be changed, and an opportunity be given for more prompt and expeditious transaction of the public business, with less waste of time by useless repetition and endless talk, and if the Liberal Party is returned to power at this Election—the rules will be changed to that end.

The Opposition are putting forward a lot of Fly Sheets; some ingenious, some containing simply wild appeals, and many disingenuous and incorrect in their statements. One of these, entitled "An Appeal to the British Born," tries to raise the prejudice of those Canadians who happen to have been born within the four seas of the Motherland; as a matter of fact, the words "British Born" apply just as much to Canadian Born as they do to English Born, Scotch Born, or Irish Born; the British Born are all those who came into the world under the British Flag, and within the British Empire. It matters not whether the accident of birth took place in Canada, Australia, New Zealand, Great Britain, or Ireland.

The intention of this pamphlet "British Born," is to arouse the prejudice of the newcomer from Britain into Canada against Reciprocity. The whole pamphlet turns around a quotation of Sir John Macdonald :

"A British Subject I was born, a British Subject I will die"

—a sound, good sentiment shared in by practically every man, woman, and child who is fortunate enough to have been born within the British Empire, and believed in by no people more faithfully than the average Canadian.

This is quoted as an appeal against Reciprocity, but those who use the quotation forget that in the very election in which Sir John uttered that sentence he did so in his manifesto asking the endorsement

of the Canadian people for his Government to go to Washington to secure just exactly the same Reciprocity as is now before the Canadian people. If there was any force or sentiment in that sentence of Sir John Macdonald at that time, the same force and the same sentiment is in favour of the Government who to-day have secured what he was then seeking, and what his successors, in the Conservative party are now trying to prevent.

For economic reasons, for sentimental reasons, for Imperial reasons, and for Canadian reasons, Reciprocity is a good thing and ought to be adopted.

Mr. Borden, as the leader of the Conservative party, says he is unalterably opposed to it. Anybody who is in favour of it, or believes in the progress and welfare of Canada, must therefore vote against him, and in favour of the candidates of the Liberal Government.



