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TORONTO, JANUARY 15, 1897.

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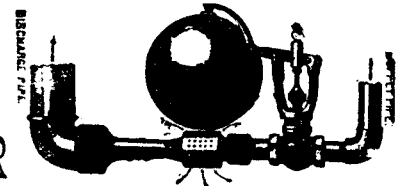
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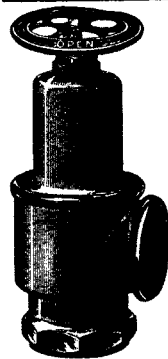
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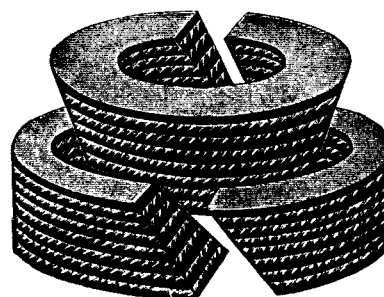
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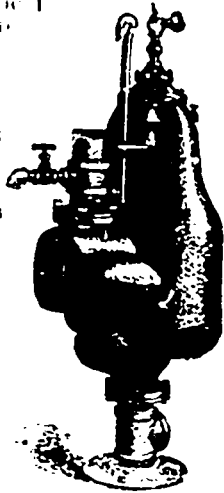
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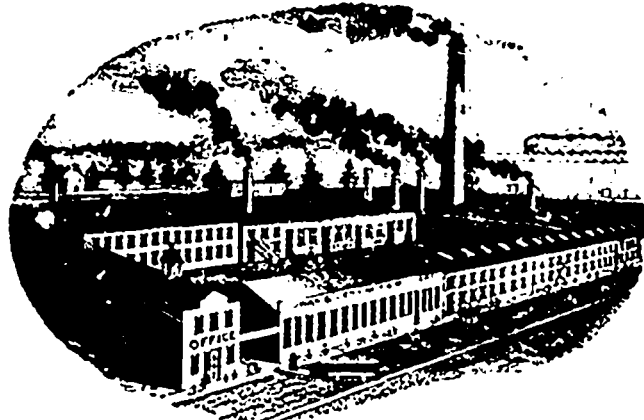
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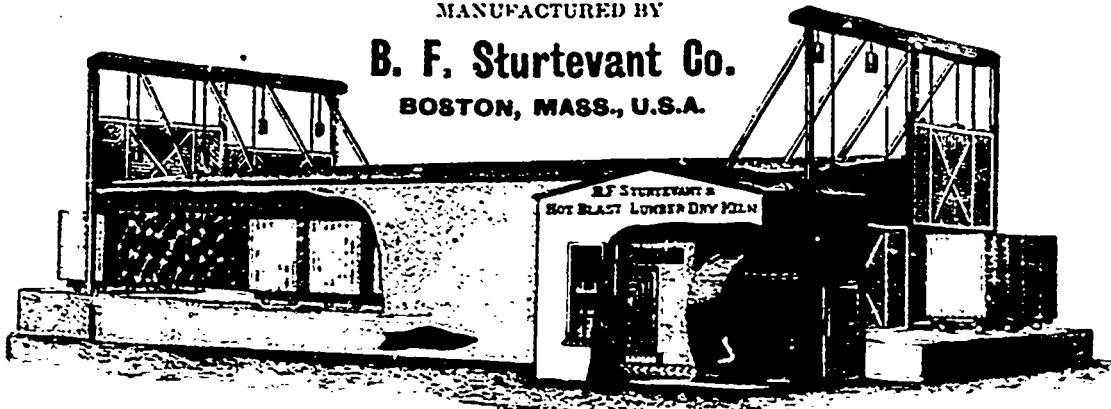
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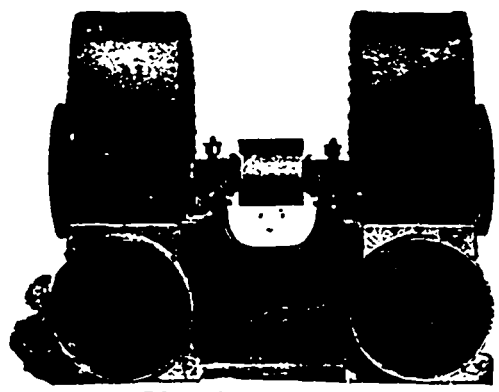
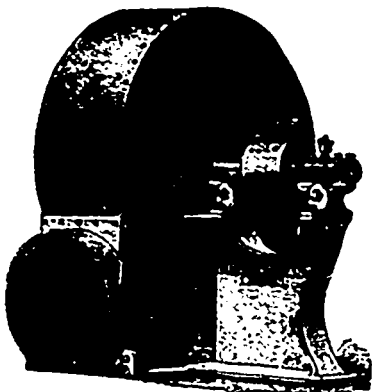
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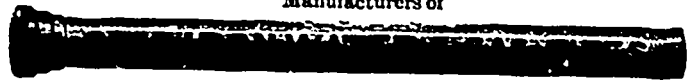
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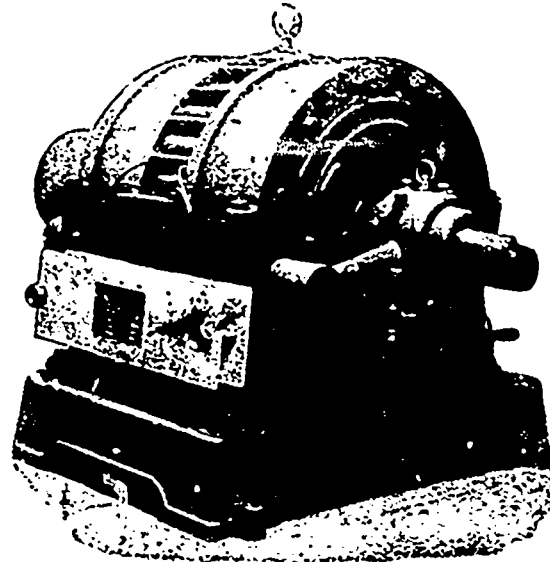
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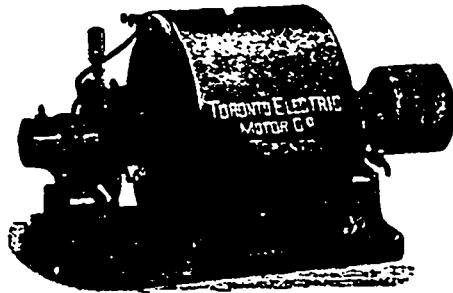
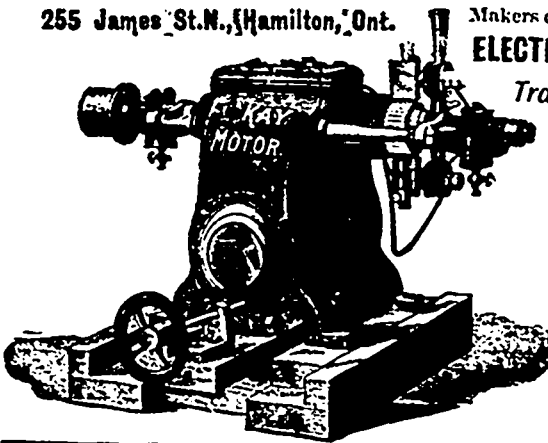
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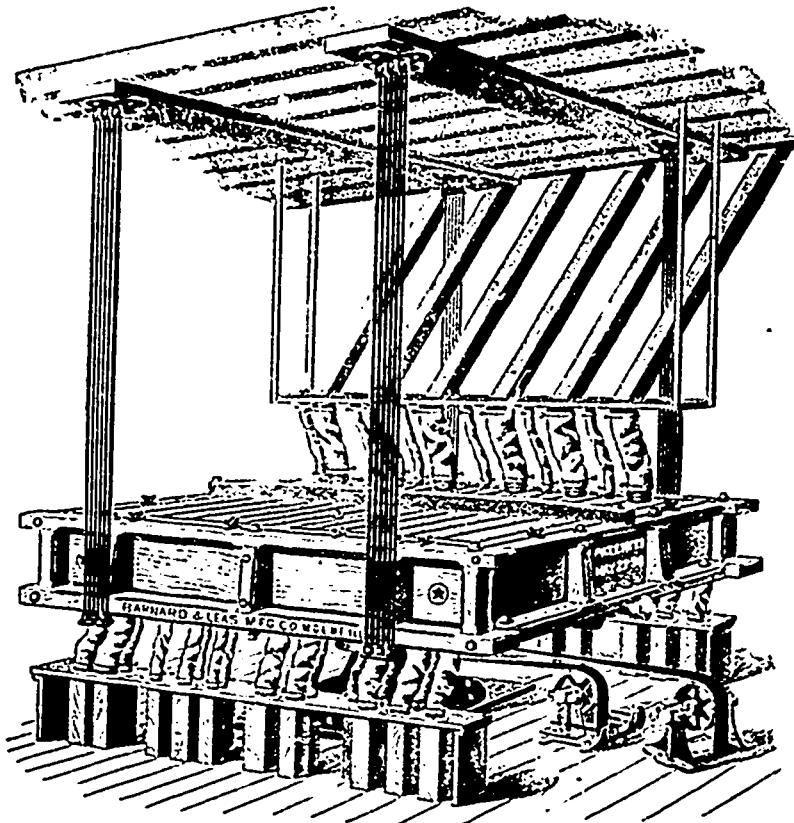
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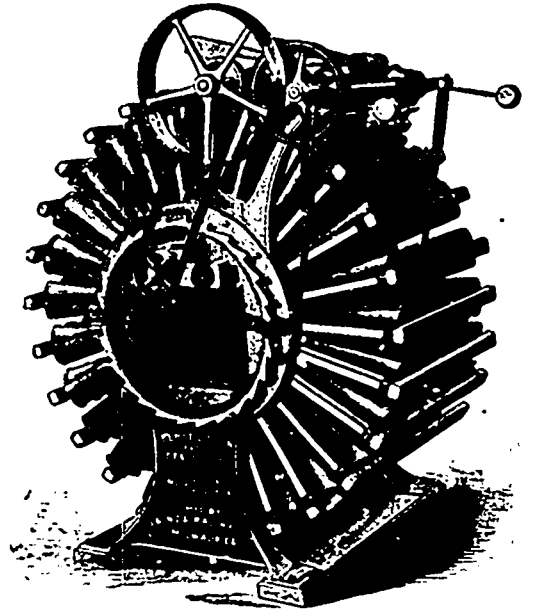
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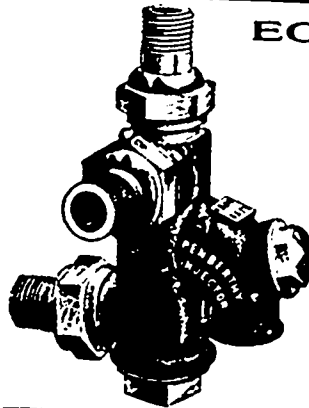
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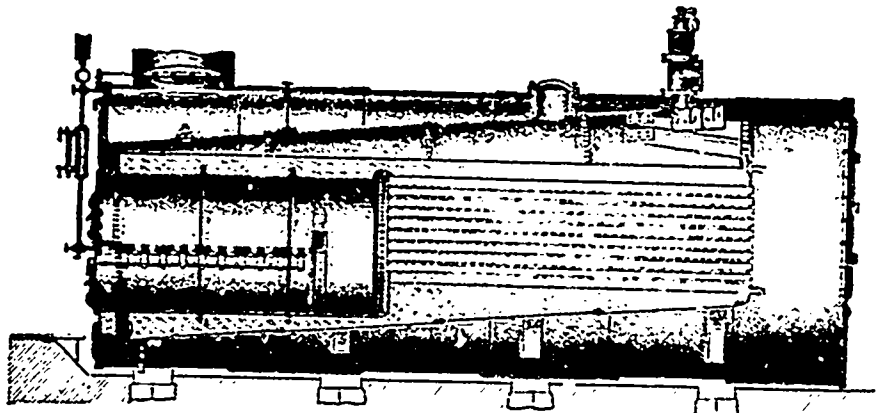
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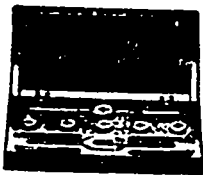
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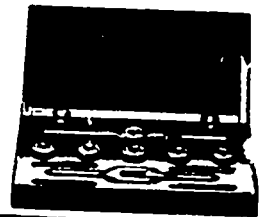
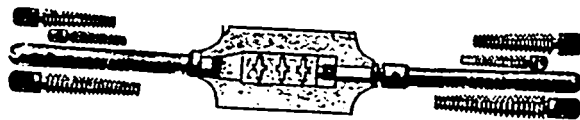


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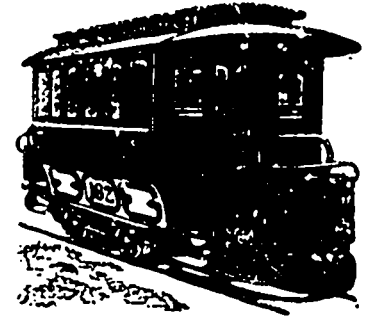
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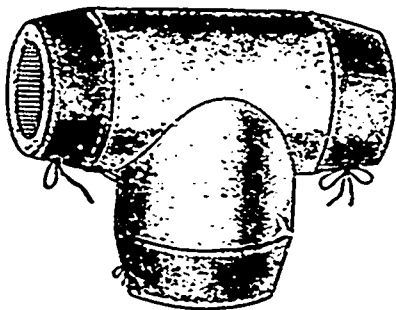
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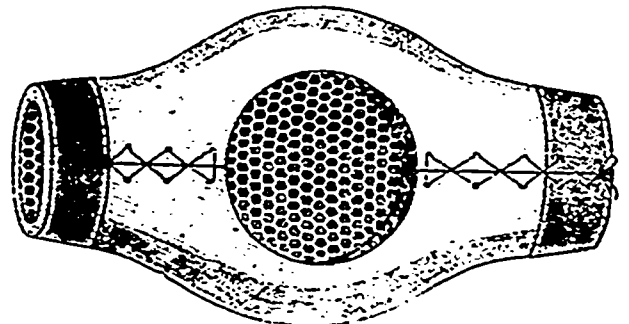
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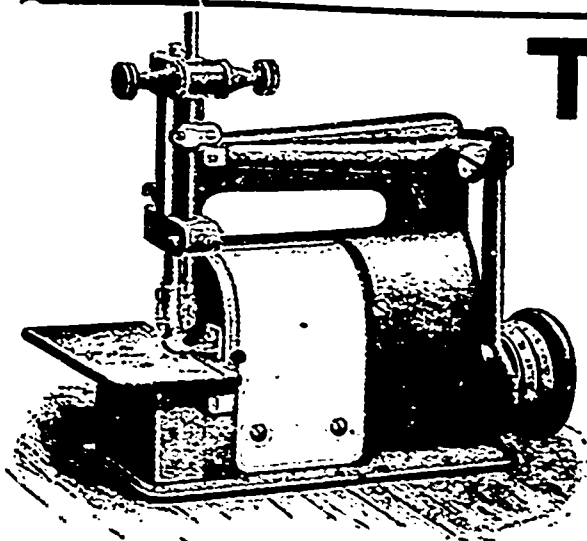
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result in similar benefit to Canada as was experienced during the years 1855 to 1866. While formerly the route via United States channels to the Maritime Provinces and to Europe was so superior to that via the St. Lawrence, that the great bulk of the export and import trade of Upper Canada was conducted over the former, now, the advantage of the St. Lawrence route over that through the United States is so marked, that a much greater volume of United States produce passes over the Canadian route than there ever was transported of Canadian produce over the United States route. It was also shown that the export trade of the United States, in wheat and flour, even up to 1866, was so insignificant that in that year its imports of Canadian wheat and flour largely exceeded the entire exports of these articles from the United States to all the countries of Europe. Now, the surplus of wheat available for annual export from that country averages 150,000,000 bushels. Hence, whether as to transportation or wheat trade, there is no analogy between existing conditions and those of thirty years ago. While the United States, during the old reciprocity treaty, was a large buyer of Canadian wheat and flour, the reverse has been the case since 1879, and during the seventeen past years Canada has purchased for home consumption, from that country, ten times as much of these articles as it has sold to that country for its own consumption. As these imports from the United States have been subject to pretty stiff customs duties, they have contributed a very respectable amount to the revenue of Canada, and the duties levied have maintained prices here, to the great benefit of Canadian farmers. This is so clear that it is surprising that any intelligent politician should be rash enough to dispute it. Considerable argument is at present being based on the fact that since last harvest, the quotations for winter wheat in Toledo and Detroit have been higher than in Toronto; and on this fact, attempts are made to depreciate the value of protective duties on wheat and flour. It would only be fair on the part of those who use this argument that they should admit that the present season's quotations are exceptional, and that the relatively high prices of winter wheat in some of the States are due to the very poor yield and quality of that crop in these sections. In some of them which usually have a large surplus for export, the supply this season is so deficient that millers cannot secure sufficient wheat for grinding for the home trade. Owing to the unusual demand for Australia, Asia and South Africa, especially from the Pacific coast markets of the United States, the supply of winter wheats, as compared with spring wheat, is so deficient as to have caused an unusual difference in the prices of the two varieties. This state of things is sometimes experienced in all countries. At this very time, Manitoba hard wheat is quoted at ninety-six cents, g.i.t. in Ontario, when No. 1 hard Duluth, of like quality, is quoted at only ninety-six and three-eighth cents afloat in New York, and about eighty-one cents in Duluth. If it had not been for the small crop of this season in Manitoba, no such price would be offered for Manitoba wheat, neither would such a price be now offered, if Duluth No. 1 hard could be imported into Canada, next April, free of duty.

**RECIPROCITY OR PREFERENTIAL TRADE—WHICH?**

In our last issue, in discussing the merits of reciprocity between Canada and the United States, it was shown that the conditions of the two countries with respect to transportation to Europe, and the production and surplus of wheat, have undergone such changes as to preclude the idea that a renewal of the old treaty of reciprocity could possibly

The next crop, in extent and value, in which Canadian

farmers are interested is oats. During the two years, ending June 30, 1865 and 1866, Canada exported to the United States, 4,022,089 and 4,450,102 bushels oats; valued respectively at thirty-nine and thirty-six cents per bushel. At that time, New York, Boston and other eastern cities were largely dependent upon Canada for their supplies of this article. How is it now? During the four months, July 1st to October 31st, the United States has exported 12,743,610 bushels oats, and the present value in New York is 22½ cents per bushel (of thirty-two pounds), and all trade journals report that even this low price is only maintained by means of the large exports. Can the most zealous advocate of reciprocity pretend to believe that Canadian farmers could derive any benefit from free trade with the United States in oats?

Another important Canadian crop is that of peas. During the year ending June 30, 1866, Canada exported to the U.S. 1,549,519 bushels peas, of the value of eighty cents per bushel. Nearly every bushel of this was for export to England, although it appears as if sold to the United States. With its immense crops of Indian corn, the latter country can never become a customer for Canadian peas, except to a very limited extent for seed peas, chiefly for market gardeners. As most of the varieties used for this purpose are also taken for export to Europe, the value is determined by export value, and in such cases, the duty would fall upon American customers. A few Canadian farmers, who are more interested in cattle fattening than in the production of peas, are clamoring for the free admission of Indian corn. It would be well for the producers of peas to consider carefully what would be the result of this policy. Great Britain is the great pea market, this article being largely used there for domestic, military, naval and prison purposes, as well as for cattle food. The demand for peas at any large premium over corn is limited. There have been times when corn has been as dear and, at rare times, dearer than peas. At present and for some months past, peas in Liverpool have ruled about fifty per cent. higher than corn, because of the comparatively lighter supply. If Indian corn had been admitted into Canada duty free, and if two million bushels had been used in Canada instead of peas, and exports of peas had been increased accordingly, is there any Canadian farmer foolish enough to believe that peas in England could have maintained the high premium over corn? Let him bear in mind that the average annual requirements of peas for the United Kingdom is only 4,000,000 bushels, and he will realize the danger of enlarging the supply from Canada to any great extent. Another reason for maintaining the duty on corn is, that the production of this grain in Ontario is increasing every year, particularly in our western counties, where it is proving one of the most profitable crops; so that in a very short time, this province will raise more corn than will be required for home consumption for all purposes.

Another grain crop, which, until recently, has been of much importance in Canada, is that of barley. The United States has unquestionably proved the best, almost the only, market for this grain. In many former years, this proved the most profitable of all Canadian crops, owing to the good yield per acre obtained, and the good prices realized. There is a very general impression among farmers, that the

best years for barley were those during reciprocity. This is altogether wrong. It was not until the very last year of that treaty that the exports to United States assumed important proportions. In 1865-66, these exports amounted to 6,355,191 bushels, valued at about seventy-three cents per bushel. The quality of the crop of 1865 was superior to that of any season before or since. The demand was largely for the Western States, owing to general failure there. During several of the years of reciprocity, the production of barley in Ontario was so limited, that there was not a cargo shipped from any port on Lake Ontario, from Toronto down to Cobourg. The demand for Canadian barley was mainly produced by the large influx into the United States of German emigrants during the war of Secession. The trade in barley, in Canada, was so inconsiderable, that not until some years after that war, was any separate account kept of our exports thereof, but in the Trade and Navigation Returns, those of barley and rye were combined. As with respect to quantity, so also as to prices, much misapprehension is general. The seasons of highest prices were 1868-69, 1873-74, 1874-75 and 1878-79, long after the expiration of the treaty; and the high prices of these seasons were not due to free trade, because they were years when a heavy duty was levied, but were owing to failure of the crop in the United States. The profitable character of the barley crop naturally tended to a rapid increase in production both in the Western States and Canada. The increase in production led to a rapid decline in price, and, for the benefit of American producers the McKinley tariff was imposed. Before this was done, prices had become so unsatisfactory, that the exports from Canada had fallen off to about one-half of what they had been two or three years before. One of the most frequent arguments in favor of reciprocity is, the advantage it would afford to Canadian producers of barley, and in support of this, many stupid and erroneous references are made to the prosperity of the trade during the old treaty. Without wasting time in further refuting these statements, and even if admitting all that is claimed for them, surely the real question is what results might now be expected from free trade in barley under present conditions. For some years lately the production of barley in the United States has so largely exceeded all its requirements for malting, distilling and pearling purposes, that quite a large proportion of the crop has had to be sold for food for horses and cattle at very low prices, and even the best malting qualities have realized very unsatisfactory returns to the producer. The supply of good malting barley has been so abundant that California bright barleys have been shut out of the eastern markets, and have found more remunerative prices in the markets of the United Kingdom. The crop in the United States in 1896 was by no means what might be called an average crop even in quantity, but a considerable portion of the crop of 1895 had been carried over in the hands of maltsters and farmers, and these reserves, together with new crop have proved largely in excess of all home requirements. The United States has exported during the ten months ending October 31st, 11,477,088 bushels barley, and engagements have been made for 2,000,000 bushels more. The bulk of the sales in Chicago this season have been made at between twenty

and thirty cents per bushel, and few lots have realized as high as thirty-five cents. With a surplus for export, with all the bright barley of California going to Europe, and with the range of prices which has prevailed in the United States markets during the past few years, it is mischievous deception that free trade in barley now would make that crop a profitable one for extensive cultivation.

It is unnecessary to follow the argument over the other crops, hay, buckwheat, rye, field seeds, fruit, roots, etc., but it may be profitable to allude to the cattle and dairy trade.

According to the report of the Bureau of Statistics at Washington, the exports of cattle and their products from the United States for the eleven months ending November 30th, during the last two years, were :—

		1895	1896
Cattle.....	Number	340,066	241,698
Pork .....	Pounds	55,224,261	61,827,863
Lard .....	"	448,124,694	444,607,055
Hams.....	"	137,670,846	97,906,628
Bacon.....	"	392,571,263	402,403,857
Fresh Beef .....	"	256,504,082	166,718,581
Salt " .....	"	78,364,635	57,444,940
Canned " .....	"	53,129,633	50,919,558
Tallow.....	"	\$1,992,159	19,832,105
Butter.....	"	24,833,107	13,334,016
Imitation Butter....	"	5,563,425	8,999,852
Olio Oil.....	"	102,995,714	73,685,883
Cheese.....	"	40,963,717	39,291,072

These figures sound a note of alarm rather than one of anticipated benefit to the Canadian farmer. It may seem alluring to obtain access under free trade to a market of 70,000,000 people, but, unfortunately, there is the other side of the picture—the competition in our limited market of 5,000,000 people, with the immense surpluses of the 70,000,000. In the keen competition which would result, it requires no gift of prophesy to foresee that the stronger must prevail. It seems inconceivable that a Government, comprising, as its supporters claim for it, the largest amount of experience and talent ever combined in any Canadian ministry, can find no better remedy for the agricultural depression which it alleges to exist, than competition with the greatest producing and exporting country in the whole world. Fortunately for the Canadian farmer it is altogether improbable that they will succeed in inflicting such an injury upon the Dominion, because the politicians of the United States believe that the proposed policy might possibly prove advantageous to Canada, and so prevalent is the feeling of jealousy of and hostility to Canadian progress that they would rather endure a little disadvantage to themselves than agree to any arrangement thought to be advantageous to Canada.

While this journal has no faith in the benefit or practicability of a reciprocity treaty with the United States, it feels confident that an arrangement of preferential trade with the United Kingdom can be effected at an early date, such an arrangement as will conduce to great mutual advantage to the mother country and her colonies.

**THE BANK NOTE PRINTING CONTRACT.**

It was announced a few days ago that the Dominion Government had contracted with the American Bank Note Company, of New York, for the printing of Dominion

bank notes, postage stamps, etc., for the term of five years. The contract for the performance of this service has heretofore been awarded to the British American Bank Note Company, of Ottawa. Regarding this matter The Mail and Empire says :—

The work of lithographing Dominion notes has, it seems, been transferred by the Federal Government from the British American Bank Note Company of Canada to the American Bank Note Company of New York. It is said that there is to be a saving of \$25,000 a year, and that the New York gentlemen are to come over here and carry out their contract. Seeing that the cost of printing Dominion notes averages \$40,000 a year, the New York gentlemen must have undertaken to do the work for less than half price. If they have not so agreed the published figures representing the saving are misleading, and if these figures are misleading, as is altogether probable, the calling in of the New York gentlemen is a proceeding that will require examination.

An irresponsible rumor having gained circulation to the effect that two well known and most highly respectable gentlemen of Toronto were in some way mixed up in the transaction, The Globe had the following to say :—

The statement that Senator Cox or Mr. Jaffray were in any way concerned in the granting of the contract to the American Bank Note Company is wholly erroneous. The gentlemen named neither spoke about nor were they spoken to about the matter. The action of the Government is plainly correct. The tender accepted was \$120,000 lower than that of any competitor, and as the work will be done in Ottawa there is no ground for complaint.

The Montreal Herald, criticizing some comments of The Gazette, of that city, on this matter, says :—

The transfer by the Liberal Government of the contract for printing its bank notes, stamps, etc., from the British American Bank Note Company, of Ottawa, to the American Bank Note Company, of New York, is greeted by the Gazette as "a straw to show how the wind is blowing, or," adds the Gazette, "is there nothing in a name?" The slur is plain enough and we may expect to see it repeated in Conservative papers. For ourselves we are glad to see the straw and glad to know that the wind is blowing that way. It means that Mr. Burland by assuming a certain name, or for any other reason, is no longer to doom the public to pay him exorbitant prices. It means that a saving of \$150,000 is to be effected with no depreciation of the service received. It means that the Government is going to do business upon a business basis as honest businessmen. It means that a New York establishment is to be brought into Canada to add to the industries of the country and, seeing that some banks, including one of the largest in Canada, are having their bank notes printed at this New York establishment, it will diminish the amount of Canadian work which has been going out of Canada for execution. This does not appear such a bad way for a wind to blow. We admit that it is contrary to the ideas held by the late Government, which used to hand the public treasury over to the exploitation of any influential person or persons.

To us it seems that our worthy Conservative contemporaries alluded to, and others, are shooting wide of the mark in finding fault with the action of the Government because of what has been done. It is evident that the labor involved in doing this printing is to be performed by Canadians in Canada, and the capital requisite to perform the service is to be invested in Canada. It would have been unpatriotic and inexcusable in the Government to have awarded the contract to the American Company if the printing was

to be done in the United States. If the contract had been awarded by a Conservative Government loud peans would have been sung by The Mail and Empire, the Gazette and all the other Conservative party papers, commending the action and pointing proudly to the fact that the establishment of another valuable industry in Canada, involving large capital and the giving of employment of much skilled labor, was a direct result of the National Policy. And so it is. That is just what the National Policy was made for. The free trade policy, or a tariff for revenue only policy, would have been to award the contract to whoever would do the work the cheapest, irrespective of where it was to be done. It is very evident that the American Bank Note Company could do this job of printing at their immense establishment in New York much cheaper than they can do it in Canada, but Mr. Laurier and his Ministers, acting on the National Policy idea, insist that the capital to be invested in the transaction shall be invested in Canada, and the labor to be employed shall be Canadian labor. Mr. Laurier comprehends and understands the familiar National Policy doctrine that competition regulates prices. Had it not been for the National Policy it is probable that no such concern as the British American Bank Note Company would ever have existed in Canada. We have such a concern now, and if after many years of exclusive control of the home market, without competition, and with everything in its favor, it cannot meet the prices offered by a foreign competitor, surely the interests of the country demand that the new Canadian enterprise be awarded the job. The Government have acted wisely in the matter.

#### THE WAY THEY VIEW IT.

It is quite evident that the majority of voters in the United States do not view tariff protection from the same standpoint as some of our mistaken Canadian friends. The American Economist has this to say regarding it:—

"We cannot have revenue unless we have taxes," said Washington in his farewell address. This does not need the stamp of Washington's approval to make it pass current. It is self-evident. We must have taxes—taxes raised somehow, paid by someone. We might have a direct tax and collect from every adult citizen or every citizen entitled to vote a specific sum. What a popular tax that would be! We wonder it has not been suggested by our free trade friends. It is quite in accordance with their theories. Even the income tax would have to take a back seat. We might raise taxes in a dozen different ways, but it is perfectly obvious that the best form of taxation is that which will be least felt by the people. Let us suppose for a moment that the protective tariff is a tax and look at it entirely from that point of view. Has any method of taxation ever been discovered, or invented, which bears so lightly on the people? Why, one of the worst things about the protective tariff, according to our free trade friends, is that the people don't know they are taxed by it. Could they say more in its favor as a system of taxation? Could any system of taxation bear more lightly than that?

But it is no wonder that the protective tariff rests so lightly on the American people, for it is paid in most cases by the foreign producers and not by the American people. Who can doubt that this is so, in view of the fact that the price of every kind of product has dropped under a protective tariff? Take steel rails for instance, or tin plate. In the last twenty-five years steel rails have dropped from more than

\$70 per ton to \$22 or less per ton; and the drop in the price of tin plate during the same time has been proportionately as great. These are only samples. They illustrate only what has taken place in a greater or less degree in every industry. It would be as hard as hunting for a needle in a haystack to find any product whose price has been raised by the protective tariff. There is no doubt about it—the protective tariff system is the most wonderful system ever devised by the mind of man. Not only does it supply revenue sufficient to meet the tremendous expenses of carrying on this great Government without laying any burden of taxation on the people, but, besides all that, it creates and builds up new industries; it establishes new enterprises; it provides work for millions of American wage earners and it brings prosperity to the whole American people.

#### PAUPERISM AND FREE TRADE.

The gentlemen who talk so glibly about the rich growing richer and the poor poorer under and because of a policy of protection to home industries, says the Chicago Inter-Ocean, should look at Europe. It is quite as true that the rich are growing richer in free trade England as it is in the United States, and it is infinitely more true that the poor are growing poorer. It is not true that the poor are growing poorer in the United States—except during the last four years, in which everybody has been growing poorer. Taking a ten years' average it is certain that all classes and conditions of men are adding to their possessions in the United States. Shares in building associations, deposits in savings banks, the number of owners of small houses in the cities and farms in the country have increased.

It is not so elsewhere. The latest of Mulhall's estimates fixes the percentage of paupers in European countries on the following ratios:

Countries.	Paupers.	Per 100.
England.....	810,000	2.8
Scotland.....	96,000	2.4
Ireland.....	100,000	2.3
France.....	290,000	0.8
Germany.....	320,000	0.7
Russia.....	350,000	0.4
Austria.....	290,000	0.7
Italy.....	270,000	0.9
Holland.....	88,000	2.0

It is notable that the extremes of poverty are most frequent in the one free trade country of the world. In the United States there is but one pauper in each group of 644 of the entire population; in England there are thirty-nine paupers to each 644 inhabitants.

Pauperism and tariff for revenue only seem to go together. Prosperity and protection are twins. Observe in the foregoing table that Holland, which, next to England, is the great free trade nation of Europe, comes nearest to England in the number of its paupers. And yet in Holland and in England there are more very rich men than in any other two countries of Europe.

#### EDITORIAL NOTES.

A careful compilation of the capital accredited to all chartered gold mining companies in Canada, gives a total of more than \$290,000,000. British Columbia heads the list in the number and wealth of its gold mining companies, while Ontario, with its scarcely less extensive deposits of ore in the Rainy River districts, comes second. And the development of our marvelously rich resources is but begun!

A somewhat novel method of raising capital where the security was of a rather hazardous nature has recently been carried to a successful issue in Chicago. A western gold-mining company wanted \$40,000 to develop its plant. To obtain this it issued stock for \$200,000, on which a dividend of eight per cent. was guaranteed for ten years. The guarantee was made through a Chicago bank, the stock being sold at par. The bank withheld eighty per cent. of the amount received for stock, or in all \$160,000, remitting to its client, the mining company, the \$40,000 required for the development of the mine. In this manner the annual guaranteed dividends were assured of payment, the mining company received the value it had placed on its shares, the subscribers were protected against loss of more than twenty per cent. of their investment, with a possibility of a proportionate share of profits if the venture turned out well, and the bank making the deal had the advantage of the use of the money during the ten years the guarantee remained in force.

Arizona mining men are much interested in a new gold and silver concentrator that has made its appearance in Chicago, says *The Arizona Herald*, and is shortly expected to materialize around the tailings dumps of the West. The machine is built much on the plan of the well-known De Laval cream separator. A small disk on which the auriferous slimes are fed by pipe is revolved at a rate of several thousand revolutions a minute, and the lighter elements are thrown off, entirely freeing the heavier metallic portion. A test of the machine, recently made in Nevada, demonstrates that it had actually saved the entire sample assay value of the heap of tailings treated. Another marvel is the speed of the process, the test noted having been made at the rate of 200 tons of tailings per day. Perhaps the only drawback to this process is the difficulty of securing adequate power. Though the machine that ran the 200 tons per day is a very small affair, easily to be transported, not less than 250 horse-power is required for the operation.

The *Toronto World*, discussing the question of an export duty on pulp wood says:—

Canada can, and before long will, lead the world in the manufacture of pulp. We have in unlimited quantities the raw material that is necessary for the development of an enormous trade. The best wood for sulphite pulp manufacture can be bought in New Brunswick for \$2.75 a cord, whereas most American mills have to pay from \$7 to \$8 per cord. The difference in the price of pulp wood in the two countries is so great as to warrant our imposing a prohibitive export duty on the wood. The Americans will be forced to buy our pulp if they cannot purchase our pulp wood. An export duty of \$2 per cord would cause our exports to the United States to go out in the shape of pulp, worth \$12 per ton, instead of pulp wood, worth \$2.75 a cord. Even under the present unsatisfactory conditions the industry is making very fair headway in Canada. We can not only make the best pulp in the world, but we can now manufacture the machinery with which pulp mills are equipped. A new sulphite mill was erected in New Brunswick last summer, and it was fitted throughout with Canadian machinery, "which started off without a hitch, making the finest fibre ever produced on this continent." Those who intend going into the pulp industry can now obtain all the necessary machinery in Canada at lower prices than prevail in the United States. A thirty-ton

sulphite mill can be built for \$140,000, whereas many of those now in operation have cost all the way from \$250,000 to \$800,000. Let the Government impose an export duty of \$2 per cord on pulp wood, and the pulp industry of Canada will reach enormous proportions.

Thanks to the National Policy, a considerable portion of the machinery used in connection with our mining industry is made in Canada. There is no reason, however, why Canada should not manufacture all the machinery that is required in this industry. There is no trick in the manufacture of this kind of machinery. It is all built from a few standard patterns. Take the stamp mill, for instance. Take the simple machine. It can be made in Canada just as well as in the United States. Hitherto we have not had a demand sufficient to warrant any of our manufacturers making them, but conditions have altogether changed during the past year or two. Within the course of the next twelve months hundreds of stamp mills will be set up in the Rainy River country, Eastern Ontario and in British Columbia. The present affords an excellent opportunity to begin the manufacture of this and other kinds of mining machinery in this country. We have the iron, we have the workmen, we have the market. Nothing is wanting for the successful establishment of this industry in the Dominion. Our policy in the past has been to encourage mining by exempting from duty such machinery as is not manufactured in Canada. That policy should be reversed. We will now encourage mining if we insist on the manufacture of all mining machinery within the Dominion. Our tariff should be so framed as to compel American manufacturing firms to open up branches in this country, if our own business men do not seize the opportunity and get ahead of their foreign competitors.—*The World*.

Speaker Reed never made a truer statement, or one that needed more to be made, than the following in his Boston speech of October 7th: "Money is no longer lent by rich men alone. Aggregated poor men, poor men and rich joined together, the rich with their wealth, the poor with their savings, do the lending, and men of enterprise who employ labor do the borrowing." We have long known, and have often been told, that in the great manufacturing centres of the country the savings of the workingmen, deposited in savings banks and in other banks, largely constitute the working capital of the manufacturers, who borrow from these banks the capital which in large part enables them to carry on their business enterprises. Workingmen are therefore capitalists as well as rich men, while many who are regarded as rich men are really poor men, because they are constantly in debt to savings banks and other banks. Another pertinent fact may be stated, namely, that the railroads of this country are largely owned by comparatively poor men and by widows and orphans, whose savings, or the savings of husbands and fathers have been invested in their securities. Here again we have in the aggregate large blocks of capital contributed in small sums by members of the community who are seldom classed with capitalists but who are justly entitled to be so classified. Their stake in the prosperity of the country is even greater than that of the very rich, because they are least able to withstand a financial revulsion or a trade depression. They cannot afford to lose their regular dividends, or to have them greatly reduced, by a continuance of the present Free Trade and free silver depression. If the men who have their savings deposited in savings banks or invested in railroad stocks are wise they will all vote for McKinley and against Bryan and his mischief-making, confidence-destroying programme.—*The Bulletin*.



The American Economist invites attention to the following:—

A western cotton mill of 120,000 spindles, the property costing upward of \$2,000,000, pays \$36,000 a year in state and municipal taxes. A similar mill in England pays \$14,000 taxation, a gain of \$22,000 a year to the free trader. The American mill pays from six to eight per cent. interest on money borrowed, say six per cent. on \$100,000—\$6,000 a year, while the English mill pays two or three per cent. interest, say three per cent., or \$3,000 a year, for the use of the same amount of money. The English mill is thus \$25,000 to the good, and this is equivalent to the use of more than \$800,000 without interest charge, as compared with the American mill.

The application is as pungent to Canada as to the United States.

A tariff for revenue only increases the cost of articles on which it is levied, because the prices of them are fixed absolutely by the foreign producer. When sure of our market he can make his own terms. A revenue tariff, therefore, takes our money. A revenue tariff also takes from us our market and gives it, free of charge, to the foreign competitor. A revenue tariff closes our mills and stamps out our industries. It gives to foreign workmen the work which should be given to our own wage earners. A protective tariff preserves to us our money, our markets, and our prosperity. It should not be hard to choose between them.

Cobden said in 1844 that one had no right to doubt that in ten years after the adoption of free trade by England "every country in the civilized world would be free trade to the backbone." Let us see. Didn't we have an election a few weeks ago? We have an idea that such was the case, and that the man known to all the world as "the Apostle of Protection" was elected to the presidency of the United States. And, by the way, while we think of it, the new prime minister of France is the great protectionist leader of that country, and, even more significant, the prime minister of England itself, the home of Cobden, is a protectionist and an ardent advocate for the return of England to the protective system. Cobden was evidently as far off the truth in his prophecies as in his theories of economics. And his descendants in this country are just as big blunderers.—American Economist.

Our friends across the border are jubilant over the fact that the cruiser Philadelphia steamed 4,000 miles from San Francisco to Callao without exhausting her coal capacity. This demonstrated that she can go half the length of the continent without renewing her coal supply. Incidentally it demonstrated that she cannot get back again unless she is able to replenish her bunkers. As the Americans have no coaling stations except on their own coast line, a war might prove something more than the child's play after all. A cruiser with no coal is not worth her weight for old iron.—Montreal Herald.

The value of settled conditions to the business world has been again demonstrated by the lighting of furnace fires all over the Republic which followed the election of McKinley. The meaning of his success, which was first to be read on the surface, was the guarantee that a dollar

would continue to be a dollar, and this enabled capital to feel the ground firm beneath its feet again. This was so great a relief after the long threat of Bryanism that the effect upon American enterprise and industry was like that following the removal of pressure from a rubber ball. There is still uncertainty about the tariff, of course; but any change is yet far off, and many an industry that cares little about the height of duties is profoundly concerned in the integrity of a dollar. There is a hint in this for the Canadian Government. Wherever possible business should be given an environment of certainty. Now it is almost inconceivable that the Liberals, if they purpose trying to negotiate a reciprocity treaty with the Americans next summer, will stupidly cut away the protective features of our tariff before getting this treaty signed, senated and delivered. This must mean one of two things—either that their revision will not seriously disturb the protective duties, or that it will not take place until the session of '98. In either case, it would be of immense value to the country to know the truth now. It would replace an indefinite and unlimited uncertainty with a fairly well-defined certainty.—Montreal Star.

A compilation of the trade statistics for the first five months of the current fiscal year has been made and classified and compared with previous years. The value of goods entered for consumption for the five months ending November 30th, 1895, and 1896, was as follows:—

	Dutiable.	Free.	Duty Col'd.
1896.....	\$27,346,000	\$18,970,000	\$8,210,000
1895.....	27,939,000	17,645,000	8,507,000

Of coin and bullion there was imported \$4,352,000 in 1896, and \$3,298,000 in 1895. The grand total of imports for the five months of 1896 was \$50,668,000, and for 1895, \$48,885,000. This shows an increase of close upon \$2,000,000 for 1896, but it will be observed that of dutiable values there has been a decrease of nearly \$600,000; in free goods there has been an increase of \$1,325,000. The volume of imports is well kept up for 1896, but in some cases a decline in the values shows apparent decreases when given in dollars and cents. The following is a statement of the exports for the five months in each of the two years, classified:—

	1895.	1896.
Minerals.....	\$3,296,000	\$4,048,000
Fish.....	6,401,000	6,260,000
The forest.....	15,833,000	17,400,000
Animals.....	23,236,000	21,595,000
Agriculture.....	6,270,000	7,280,000
Manufactures.....	4,041,000	4,059,000
Miscellaneous.....	99,000	93,000
	\$59,178,000	\$60,739,000

This represents the produce of Canada alone. The exports included in addition the produce of foreign countries passing through Canada to the value of \$5,028,000 in 1896, and of \$3,961,000 in 1895; of coin and bullion the export for 1896 was \$3,174,818, and for 1895, \$241,366. The grand total of exports for 1896 amounted to \$68,942,000, compared with \$63,381,000 in 1895, or an increase in exports of between \$5,000,000 and \$6,000,000. The aggregate trade therefore for these five months, taking total exports and imports entered for consumption, was \$119,600,000 for 1896, and \$112,264,000 for 1895, or an increase for the current five months of \$7,400,000.

Manufacturers of paper for newspaper presses are organizing a combine in the United States. The newspaper itself is about the only infant industry never protected—The Globe.

There is no Canadian industry better or more thoroughly protected than the newspaper industry. When a first-class New York daily can be sold on the streets of Toronto for one cent, why is it that The Globe cannot be had for less than three cents? The New York paper has to pay for transmission through the mails—The Globe goes free. The Globe frequently publishes news that has appeared in the New York papers the preceding day. The infant industry of publishing The Globe is protected, not by the tariff, but by circumstances over which it has no control, nor would it have these circumstances altered. If it were published in New York it would be sold for a cent a copy or it would not be published at all. The protection it has in Canada enables it to exact three cents from its readers.

It is regarded in protectionist circles as an extraordinary circumstance for the case of the consumer to be presented at a tariff inquiry. The consumer has no rights, apparently—The Globe.

It would be an extraordinary circumstance for consumers to present themselves at the tariff inquiry when they have no complaint to make against the tariff. The Tariff Commission have declared that they are prepared to hear suggestions from all comers, and the few, the very few, so-called consumers who have appeared before them prove that they are not deprived of that right. The avalanche of testimony that The Globe expected would be presented to the Commission by "the consumers" has not materialized. The consumers are well pleased to let matters remain as they are.

Iron and steel manufacturers of the United States are seeking a revival of the McKinley duties. The "pauper labor" of Canada is as terrible to them as their immense capital is to similar interests in the Dominion—The Globe.

Would to God the iron and steel interests of Canada were as well established as those of the United States. If Canada had practised McKinleyism as regards those industries as our neighbors have done, we would now be in condition to manufacture all the iron and steel we require; but because, in that respect, we have followed the teaching of The Globe, we are forced to import a very large portion of all the iron and steel we require, and we have never yet produced a bar of steel rails. How then can the iron and steel manufacturers of the United States view these industries in Canada as a terrible menace to them? Why does The Globe prate nonsense?

The Toronto Globe, in these closing years of the Nineteenth Century tells an admiring world that tariff protection is condemned by economic research, whatever that may mean, and also by common sense. We wish to direct its attention to the fact that among the nations which have come up through free trade experience to a realization of the fact that such a system is unbearable to most industrial countries, is Sweden. All the indications in that country point to an early adoption of the protective system. The general election for members of the second Chamber, and for vacancies in the first Chamber of the

Rigsdag, now going on, and ending this month, indicates a majority of protectionists in the first Chamber of three-fourths of the members, and in the second Chamber of five-eighths of the members. The shift of public opinion in Sweden from the free trade to the protective policy, says The Manufacturer, began to make itself evident eight years ago, in the elections of members of the Rigsdag, and has increased at each succeeding general election. An influential reason for the change was the discontent of the agriculturists. A strong party, in many ways corresponding to the Farmers' Alliance, was formed under the name of Landtmannpartiet, principally composed of members of the second Chamber, and this party has grown in power and influence year by year.

P. E. Studebaker, the Indiana wagonmaker, makes the following interesting statement in the New York Commercial Advertiser of recent date.

I maintain that the true cause of the change of prices in America and the world over has been science and improved machinery. Everything can be produced cheaper than ever before. When we first commenced to manufacture wagons, steel was worth \$120 a ton. To-day it is worth \$30 a ton. Iron cost \$100 a ton then; to-day the price is \$25. The freight on the first carload of wagons we ever shipped to Chicago was \$41; to-day it is \$12. Freight wagons, such as the mine owners bought from us in 1865 and 1866 to haul their machinery from St. Joseph to Colorado, Utah, Montana, and Idaho, and for which they paid us \$200, we will sell to-day for \$90. The first carload of farm wagons we ever shipped to Kansas City was in 1865. We received for each wagon \$124, delivered on the levee. The freight was \$18 a wagon, netting us \$106 at the factory. To-day we will sell the same wagon at \$50, and will deliver it at Kansas City for \$53. The reduction in freight from \$18 to \$3 a wagon is not so bad considering the wicked railroads did it. Our first agent in Galveston, Texas, was ex-Governor Lubbock, who paid us \$110 for the same kind of wagon we sell now for \$50. His freight per car was \$400, the wharfage at New Orleans was \$24 per car, and the wharfage at Galveston \$18 per car. The freight now is about \$125 per car.

There are two kinds of cheapness. One way to secure cheap products is to grind down labor, to force wages down to the lowest possible notch, to open our markets to the free importation of the products of cheap labor of Europe and of Asia, and so force our workmen to meet the conditions which exist in those countries. This is the way of free trade. The other way to secure cheap products is to put such barriers about our markets that our workmen are not forced to meet the conditions which exist in Europe and in Asia; to protect American labor against the underpaid labor of those countries. In this way the people of this country have time and money for education and for mental development; they have leisure for thought. As a result, new labor-saving inventions are made, new methods of manufacture and of business are devised; we reap the products of the brains of the people as well as the products of their hands. This is the way chosen by protection. The sum total of the two methods may be expressed in the words of Major McKinley: "A revenue tariff cheapens products by cheapening men; a protective tariff cheapens products by elevating men, and by getting from them their best skill, their best genius and their best inventions."—American Economist.

L'Union des Cantons de l'Est, of Arthabaskaville, Que., is satisfied with McKinley's election, and thinks that there is every reason to hope that Mr. Laurier will be able to negotiate a reciprocity treaty with the new administration. It says that the Republican party is just as anxious as Liberals are to extend trade relations between the two countries. This is undoubtedly so, but it must be remembered that the Yankee proposition is to give free entry into that reciprocating country of certain enumerated raw materials in consideration of free entry into this reciprocating country of American manufactures, which proposition Canada will most assuredly decline.

Is Canada a slaughter market for American pig iron? It would seem so from the following which we find in the last issue of the Pittsburgh, Penn., American Manufacturer:—

Again our Canadian exchanges give instances of pig iron sales which show the extremely low prices to which the American pig iron trade has dropped. As one of our exchanges aptly remarks, Canadians can usually obtain an idea of the condition of the pig iron market in the United States without visiting this country. The figures which the furnace people quote to buyers in the Dominion generally give all the information that is necessary. Within the past three weeks orders have been placed by Toronto men for round lots of American pig iron at very low prices. One instance is cited of a buyer who purchased 1,000 tons of No. 2 northern pig iron at \$11.48 in bond, or equal to \$15.48 freight and duty paid. The terms were cash thirty days, and delivery is to be made by end of August next. The authority from which we quote this instance says that the peculiarity of the transaction is that the price is sixteen cents per ton less than this same purchaser could buy at during the prevalence of the phenomenally low prices of two years ago, and \$1.10 per ton less than he offered to pay during the presidential contest, when he wanted the iron, but the furnace people were not inclined to sell. On several occasions we have referred to sales of American pig iron in Canada at very low figures. These sales do not indicate an extension of the American market, but on the contrary they show the bad condition of home trade. We will be more prosperous when we are not forced to invade the Canadian market.

How long would Canadian furnaces remain in blast were it not for the protection afforded by the tariff?

Canada's tariff is to be revised by the new Dominion Government, and a Commission is now at work on the matter. It is probable that the revision will not be very radical, but changes may be made on two or three points which will be of considerable interest to the American paper industry. For example, it is proposed to admit paper making machinery free of duty. This will be gratifying, of course, to the builders of such machinery. The object of the change is to enable Canada to develop the pulp and paper industry to such an extent that it can hold its own market and also enter the markets of England. This may not be so pleasing to American paper manufacturers, who are now competing in Canada with the Canadians, first paying a heavy duty. Another matter which may be included in the general tariff scheme, is the placing of an export duty on pulp wood. Such a duty is advocated by lumbermen and pulp and paper manufacturers, who not only expect no further favors from the incoming administration in the United States, but also anticipate that Canadian lumber

will be removed from the free list. These two interests have joined forces in urging that such an export duty be imposed. The cry has been raised that Canada is being despoiled of its forest wealth for the benefit of strangers, and however inconsequential the spoliation may be, the cry will doubtless be effective in gaining supporters to the idea of an export duty.—The Paper Mill.

Speaking of the probability of a higher tariff in the United States, and Canada's duty in that event, the Hamilton Times says:

It will be well for Canada to follow the example of Britain in this matter. A high Canadian customs duty, instead of mitigating the effect of the American duty, makes it worse. Half of the free trade loaf is better than no bread.

To which the Hamilton Spectator makes answer as follows:—

Of course. Canada should send her logs to the United States and import lumber, carriages, pulp, agricultural implements, furniture and wooden things generally. Canada should send her hides to the United States and import boots and shoes; send her wool and import ready-made clothing; rye and import whisky, barley and import beer, ore and import manufactured iron, wheat and import flour. Canada should send all her raw materials to the United States, and import all manner of manufactured goods. True, our manufactories would be all closed up, and our workmen would be all across the line; but look at the glorious showing of Trade the export and import figures would make!

The Toronto Globe of Tuesday contained an inspired telegram from Ottawa regarding the progress of the Tariff Commissioners, which states as follows:—

The Tariff Commissioners continue to receive applications from all parts of the Dominion for hearings, but they find that it will be impossible for them to entertain these. When spoken to on the subject to-day Mr. Fielding said that he quite appreciated the desire of the people of the different sections to have visits from the Commissioners, and the Ministers would like to meet them if time would permit. "We have already," said Mr. Fielding, "erred in the direction of entertaining too many applications, and we are now compelled to revise our programme. We are to meet a farmers' gathering at Guelph to-morrow under arrangements made some time ago. From this time forward we shall be obliged to confine our visits to the principal cities of the provinces to which we may be able to go. Our friends in the Quebec district and the Maritime Provinces will feel that we are not giving them as much time as we should, but when they understand the situation I am satisfied that they will see that a reduction of our programme is absolutely necessary. Quebec, Halifax and St. John will be visited, and I hope that parties in the several provinces who wish to present their views will attend these meetings. We hope to go to Manitoba, and if so the same rule will apply there, that we will confine our hearing to the city of Winnipeg. Prince Edward Island, the Northwest Territories and British Columbia we shall have to leave out of our programme altogether. There may be a seeming unfairness in these arrangements, but how can we help it? It is very desirable that the different sections of the Dominion be visited and reasonable time allowed the people to present their views. But it is more important that the Ministers shall finish the tariff inquiry quickly and settle down to the consideration of the many important matters which are pressing upon them and which have to be settled before Parliament can meet."

In a recent issue of this journal allusion was made to the fact that a company was being formed at Owen Sound, Ont., for the manufacture of beet sugar. This company, the name of which is the Owen Sound Sugar Manufacturing Company, have given us the following information concerning it: It is projected on the joint stock principle, the shares being valued at \$25 each, limited to a maximum of 100 shares as a holding for any one member, the capital stock being placed at \$150,000. A sufficient number of neighboring farmers have already guaranteed the production of the required quantity of beets for next season's use, they being very enthusiastic in the promotion of the industry. A quantity of beets were cultivated in the Owen Sound district last season with very encouraging results, the yield being from fifteen to thirty-seven tons per acre, of excellent quantity. It is intended to have the factory in operation in time to handle next season's crop, with a capacity to consume 100 tons of beets per day.

It cannot be said of this Government, as it has been said of a previous Liberal Administration, that from the very commencement of its lease of office, its strength in the country began to decline. This Government has not shown any signs of weakness yet.—Montreal Herald.

The declination of strength of a previous Liberal Administration began to show itself at the very commencement of its lease of office in acting on the supposition that the people of Canada did not desire tariff protection; and if the present Government would avoid any display of weakness it will avoid any display of an intention to desert tariff protection. It attained to power not through any inherent strength of its own, but by the foolishness of its predecessors. Let this fact be engraven upon the tablets of its heart and memory.

We must go back to the summer of 1893 to find any months that record any such total of breadstuff exports from the United States as those for October and November—\$19,864,982 and \$19,146,050 respectively. And the demand still keeps up. With December to hear from, this year has made a total of \$154,435,120 in breadstuffs exported, as against \$121,571,552 in 1895 and \$121,123,377 in 1894. The returns from these exports are bound to be a strong factor in the revival of 1897.—Cleveland Iron Trade Review.

And still there are those who declare that the Canadian farmer must, if possible, have free access to the American market wherein to sell their grain and other products. What does that country want with Canadian grain when it is able to supply all its own demand and to send its surplus out of the country at the rate of more than \$154,000,000 worth a year.

Do the business men of the United States who sell over fifty million dollars' worth of goods in Canada every year approve of the announcement of the high protectionist press that the United States does not want Canadian trade to expand until Canada consents to annexation?—The Globe.

Oh yes, the business men of the United States are quite desirous that The Globe should help them to make Canada dependent upon their country for their manufactures, well knowing that the result of The Globe's reciprocity scheme would be annexation. One step at a time, and the faster the steps are taken the better it will please The Globe and its American friends. What is Canada to gain by giving "the business men of the United States" unrestricted access to the Canadian market?

### THE TARIFF COMMISSION AT LONDON.

The Commission held sessions at London, Ont., beginning December 4th.

#### CONSUMERS OF IRON.

London manufacturers whose raw material is iron were the first to be received by the Tariff Commissioners. The deputation was composed of Messrs. J. McClary, and Wm. A. Gunn, of the McClary Manufacturing Company; Wm. Yates, London Tool Company; F. Noble, London Foundry; T. A. Stevens, agricultural implements and foundry; Arthur W. White, of the White Engine Works; W. H. Wortman, of the Wortman & Ward Manufacturing Co.; F. R. Shore, London Lock Wire Fence Company, and Chas. Leonard, of E. Leonard & Sons, manufacturers of boilers and engines.

#### ENAMELED WARE.

Mr. McClary said he would leave the others in the deputation to represent the views of their particular interests, and make a brief statement of his own views concerning the conditions of manufacturing in this country. The articles he manufactured were stoves, stamped ware, a large line of household utensils, and granite ware. One aspect of the trade was that the McClary firm manufactured a larger variety of articles in their own particular lines than any one else in the business on this continent. Business could not be profitably conducted unless the Canadian manufacturers controlled the trade of this country. While they were developing their plant until they reached the requirements of the home market, the competition here being fully up to the requirements, the foreign competition was seeking to divide the market. The Canadian manufacturer had accordingly to produce the goods at so low a price that he could command the trade of the country, and if the tariff should unfortunately be so lowered as to admit the foreign competition to divide the market the Canadian industry would be crushed out, and it could not succeed. The domestic competition in the United States was, perhaps, worse than in Canada. The industry here had enormously developed there, and the excessive capital invested in it, as well as the overproduction, meant a struggle and the survival of the fittest, involving a great loss of capital on most lines. Proceeding, he said:—We manufacture a large line of household utensils, stamped and pieced tinware. On these lines we have a protection of twenty-five per cent., costing about fifteen per cent to deliver the goods to Halifax, and twenty-five per cent. to the Pacific coast. These goods, largely through improved methods of production, have been reduced in price on the average about two-thirds of what they brought fifteen years ago. We also manufacture copper ware, protected thirty per cent.; enamel ware, thirty-five per cent. On the product of our foundry, consisting largely of stoves, furnaces, hollow ware, etc., we have a protection of 27½ per cent., or equivalent to 22½ per cent. if we had free raw material. This is comparatively a better protection on stoves, on account of the varieties and patterns by different makers, than lines of goods made to standard patterns. This does not apply to hollow ware, which is insufficiently protected. As to enamel ware, I observe by the press report that Mr. Kemp, of the Kemp Manufacturing Company, went into long details before the Commission in Toronto. I may add that when the Americans had control of this market and had to meet German competition, they put on the market an accumulation of seconds or culls which they had feared to put on their own market, as they would demoralize prices and injure the reputation of the goods. They shipped them here at prices that the purchaser could pay a duty of thirty per cent. and ship them back to their own market, and pay a duty of forty-five per cent. and sell them there. The Americans, from German competition, were apparently driven from this market in spite of these conditions. Since the three enamelling works started here in the last two years, prices have declined from German competition about fifty per cent., or 33 1-3 off the face. The Canadian maker is forced to sell his product at or near the cost to meet this competition. The average of our employees is about 500. Our pay sheet for 1896 will be about \$200,000. We have a well-equipped manufacturing plant, with the most modern machinery, costing more than \$200,000, not producing one cent to our shareholders. In other words, this factory is run on the most economical scale, and the product distributed to the trader and the consumer below legitimate fair market values, largely through overproduction and home competition. In other words, we could not distribute from earnings to our shareholders ordinary current rates for money on our working capital, not taking into account the \$200,000 plant. I need hardly impress upon you that the business could not successfully continue in its present form under more favorable conditions unless the difference could be squeezed from labor. Any reduction in the tariff on lines that we produce, I think would be disastrous to the business and injurious to our employees, unless fully offset by a reduction in raw material. In reply to Sir Richard Cartwright, Mr. McClary said

that the duty on the kind of steel used by him, and which formed the basis of the manufacture of enameled ware, has been reduced from thirty per cent. to five per cent. There was a heavy duty on the chemicals that he used and also on the oil required for fuel. Labor formed a large percentage of the cost of manufacturing, and labor in Germany cost less than half of what it did here.

To Mr. Patterson, Mr. McClary said, the firm had been purchasing steel in Germany, but found they could obtain in England an article that answered the purpose and cost less.

#### QUESTIONS ANSWERED.

Mr. Patterson—Do we produce in Canada any of the kinds you use?

Mr. McClary—We do not produce such light gauges. What we require are thinner gauges than anything produced here.

Mr. Patterson—Are we likely to manufacture the kind you require soon?

Mr. McClary—I am not in a position to judge how soon. I should think perhaps not very soon. It is a thing that will take time to develop.

Mr. Fielding—Are the steel manufacturers representing to you that they intend to enter into that line of business?

Mr. McClary—Well, I do not know that they have made any representations to us. We have corresponded with them, but their material is of a heavier class than we use. The raw materials we use, which are produced in Canada, are pig iron, and bar iron and chemicals. We use these things when they are made in Canada.

Mr. Fielding—In that case, you do not pay the duty on them.

Mr. McClary—No; I don't know that everybody is as liberal as we are, to give the producer the advantage of duty.

Mr. Fielding—Does the duty in Canada make any difference in the price you have to pay for the article?

Mr. McClary—Certainly it does.

To the extent of the duty?

I do not know that it does to the extent of the duty. It depends entirely upon the conditions in developing the iron industry. Now, until it gets up to the requirements of the market they are supposed to get what protection that industry will stand.

Mr. McClary further said that if the pig iron duties were reduced one-half it would make a difference of 2½ per cent. in the price to the consumers on stoves. If pig iron was admitted free the difference in price would amount to five per cent.

Mr. Fielding—Will the reduction of the duty in raw material cheapen the price of iron?

Mr. McClary—Yes; there is no doubt about that. He had, he said, been using Hamilton iron and found it very satisfactory.

Mr. Paterson complimented Mr. McClary on the enamelware made in his factory, and Mr. McClary replied that the demand was very rapidly increasing. Had it not been for this, and the duty of thirty-five per cent. the market would have been swamped with foreign goods. He felt most anxious about the enamelware business. Under the tariff, as it stands, the stove business could hold its own. Possibly it could bear a little less protection an account of the varieties of makes.

#### MACHINE TOOLS.

Mr. Wm. Yates, of the London Tool Co., manufacturers of machine tools, agreed with the statement made to the Commission by Mr. John Bertram at Hamilton. He did not want to injure the manufacturers of raw material, such as pig iron, bar iron, and steel, and did not know that he wanted any particular reduction in duty. He recognized that the United States manufacturers were producing largely in excess of demands, and could therefore see what any reduction in the tariff meant to those men: who had started, and invested their money in industries in this country. I have strongly debated the question in my own mind whether free trade would assist us or not, and I find that really we could not exist with such a policy for this reason: we will get no American to buy Canadian tools. They are so wedded to their own ideas of machine making that anything foreign would not be taken at any price. Mr. Yates pointed out also that some of the machines he made were patented on the other side. Under free trade those machines would be prohibited from entering the United States, but there would be no such hindrance to the entry of American tools into Canada. His prices were thirty-five per cent lower than they were in the United States. The duty was 27½ per cent.

Mr. Fielding—If your prices are so much lower here you do not need any duty?

Mr. Yates—We need all the duty on account of the low price.

Mr. Fielding—What do you need the duty for? If your prices are lower people would still buy your goods without the duty.

Mr. Yates—When the over-produce in the United States goods

will come in here at less than we can produce them for. That is what you have got to come into competition with.

Mr. Fielding strove to convince the witness that his fear respecting the prejudice of the American buyer against Canadian goods was exaggerated, and that the prejudice referred to could be overcome, and a reputation established.

The Finance Minister did not succeed in the purpose. Mr. Yates protested that the process would be a long and expensive one, and that if he were compelled to manufacture for the United States market he would move to the other side.

#### ENGINES AND BOILERS.

Mr. C. W. Leonard of Messrs E. Leonard and Sons, asked for a reduction on boiler plates and sheet iron.

What is the duty on your articles of manufacture? asked Sir Richard Cartwright.

Twenty-seven per cent., replied Mr. Leonard.

And hands employed?

One hundred and forty.

And your competition?

We are subject to competition from the home market only.

Mr. Leonard said prices had been reduced fifteen per cent. in the last ten years. Sir Richard Cartwright also learned that Mr. Leonard had endeavored to establish trade with Australia a few years ago, but it was unsuccessful on account of the high commissions charged for handling the goods, and also the heavy freight rates. He thought the Canadian manufacturers could more than supply the home market. His firm had not gone into the manufacture of mining machinery, nor had they any intention of doing so. They preferred to stick to their old lines of business.

Mr. A. W. White, manufacturer of engines and boilers and machine tools, suggested a reconstruction of the tariff on bar iron, sheet iron, iron pipe and plates under thirty inches wide—material used in the manufacture of boilers and engines. They paid forty-five per cent. or over on fifty-five per cent. of the material going into engines and boilers. If they had lower raw materials it would certainly antagonize the iron industries. Mr. White said that he would rather have a prohibitory tariff on all classes of manufacture. He did not want to injure the makers of his raw material for his benefit, nor did he want any reduction in his protection. Mr. White introduced the question of free trade. He said that under such a policy the manufacturers in his line could not exist. His first reason was that the people of the United States were so wedded to their own ideas of machine construction that they would not have anything foreign at any price. The second reason was that the Canadian makers produced about 200 different lines, some of which while unpatented in Canada were patented in the United States and could not be sold in that country.

#### CARRIAGE SPRINGS AND AXLES.

Mr. Alexander Smith, representing T. Pepper and Company of Guelph, Ont., makers of axles and springs, admitted that the duty on axles was high, but he did not think that the carriagemakers had any reasonable cause to grumble as to prices. He did not object to a little reduction in the duty, as his firm was actually selling goods at a point near the American prices. He asserted that the American manufacturers did not quote special prices on goods for export. Rolled steel, he claimed, sold for ten per cent. less in Canada than in the United States.

#### SURGICAL INSTRUMENTS, ETC.

The London Medical Association was represented by Dr. Meek, Dr. C. T. Campbell, Dr. Gardiner and Dr. English.

Dr. Meek asked that the duty on surgical instruments be removed. They were not made in Canada so far as he knew, but the country was flooded with cheap instruments that often broke in the actual operation, and were dangerous to life. The general practitioner required "tools of the trade" valued at about \$200, while a city specialist required \$700 to \$1,000.

Hon. Mr. Fielding said the duty of fifteen per cent. on high-priced articles was not high.

But we have to buy them all the time.

Dr. Gardiner wanted anti-toxines, bacteriological products and those newer drugs admitted free, because they were wanted in a hurry. They covered half a dozen articles. Surgical books, again, should be free to the trade as to students, or else be made uniform, because the rule now induced story-telling.

Dr. Campbell spoke of the sanitary interests of the country. People should be encouraged by allowing them to get requisite goods at the lowest price. The question was whether it was better to consider pecuniary interest of the maker, or the health of the people. He instanced sewer pipe, the best quality of which was made in the United States, subject to a duty of thirty-five per cent. Enameled bath and closet appliances, iron soil pipe, and other articles of this nature were enumerated.

Dr. Campbell asked for the removal of the high duties on homoeopathic medicines, which were five times more costly in proportion than the ordinary medicines. He did not think the other doctors would object, as their drugs would then be cheaper also. Simple drugs only were referred to.

My colleagues here can buy their drugs in Canada, Dr. Campbell said.

They will probably tell you they have to pay a higher rate, though, Hon. Mr. Fielding replied.

No, I don't think so, replied Dr. Campbell.

#### ALCOHOL.

The manufacturers of pharmaceutical preparations of London and Western Ontario, were represented by Messrs. W. A. Saunders of W. E. Saunders & Co.; James Mattinson of the London Drug Co.; L. T. Lawrence of Cairncross & Lawrence; and E. G. Swift of Park, Davis & Co., of Walkerville, Ont.

Mr. Mattinson submitted a statement of inequitable items of the tariff which they wished rectified. The alcohol customs and excise duties were a serious burden to one thousand business men in Ontario. The changes they proposed would not affect the revenue. They wished to compel manufacturers to accept reasonable protection. They also complained of ambiguity of the tariff, and a different rendering in different places. Ethel alcohol was used largely for extracts and in nearly all kinds of medicines, and a reduction of the duties would be welcomed by druggists of the Dominion. Mr. Mattinson said that the duties per gallon of alcohol was \$2.80, and the cost per gallon \$1.15, making a total of \$3.95. Alcohol was sold in the United States for thirty-five cents, and he had since learned could be bought for less than twenty-five cents, as against \$1.15 in Canada. Their excise equalled \$2.07 per gallon.

What is your explanation of the difference in cost? asked Hon. Mr. Fielding.

There is only one explanation, to my mind, that it is going into the pockets of the manufacturers. There might be some reason for alcohol costing a little more, but not such an enormous difference.

Mr. Mattinson argued that as practically no alcohol was imported, the revenue would not suffer by a reduction in the customs duties to \$1.70 instead of \$2.25. The druggists did not ask for a change of excise, but wanted a twenty per cent. protection only granted to the distiller in place of 259 per cent., of which 225 per cent. went directly into the pockets of the distiller. The more recent regulation requiring alcohol to be kept two years had crowded out the smaller distillers, and was in no way necessary or desirable for druggists' use.

Sir Richard Cartwright asked that the druggists seek some explanation of the great difference in the cost of alcohol in Canada and the United States.

Mr. Mattinson asked that one item in the tariff, nitrous ether, be stricken out, as it pays an alcohol tax, being made of alcohol, but not consisting of alcohol. Sulphuric ether was in the same position. Acetic was charged a duty of sixty-three cents per gallon, while in New York it was valued at twenty cents per gallon. The duty charged here, with cost added, was 220 per cent. more than in the United States.

Main twenty or twenty-five per cent. duty ad valorem would give the manufacturers all the protection they deserved. Dealing with ambiguity in the rendering of some of the tariff items, and to get over this they suggested a court of appeal to consist of two or three druggists at Ottawa. It was unreasonable to expect an excise officer to keep track of the nature of all drugs. Microscopes were allowed in free for use in universities, but were otherwise taxed. The matter should be arranged on a duty basis or a free basis. Atomizers, to avoid confusion, should be enumerated. They were classed as rubber goods, and also as glass goods. On patent medicines the duty should remain as at present, but on all new patent medicines the formula should be submitted to Government experts at Ottawa, as many of them were worthless in point of health. They did not wish the formula exposed; it was done in France, Germany and other countries.

Mr. Swift suggested an inland revenue stamp on secret preparations. Mr. Swift said some patent preparations were sold for \$5 per bottle that cost ten cents.

Mr. Mattinson asked that crude drugs remain as they are, as otherwise they could not hope to compete with other pharmaceutical manufacturers.

In reply to Hon. Mr. Paterson, Mr. Mattinson said the duty of fifty per cent. on patent medicines compelled their manufacture in Canada, and Mr. Swift said the duty did not interfere with the price to the consumer.

Mr. Swift, who represents Parke, Davis & Co., Walkerville, manufacturers of pharmaceutical products, explained there are certain preparations in the production of which alcohol is used, but which does not appear in the finished article. He suggested that his firm

be allowed to manufacture in bond under excise supervision without paying duty on the alcohol. The same privilege had already been granted to the manufacturers of dynamite and fulminates. He also asked to be placed in the same position as perfumers, who are allowed to obtain alcohol to be used in manufacturing processes for seventy-five cents a gallon, while his company pay \$1.70 a gallon for alcohol required in the preparation for fluid extracts for medicinal purposes.

#### HARDWARE.

The hardware interest was represented by Messrs. John Bowman, of Bowman, Kennedy & Co.; Jas. Kerrigan, of Hobbs Hardware Co.; Jas. Corran, of Jas. Cowan & Co.; Jas. Reid, of Jas. Reid & Co.; A. Westman, of A. Westman & Co.; and John Bland, of John Wright & Co.

Mr. Bowman was spokesman, and complained first of the classification of tools. The duties ranged from twenty to thirty-five per cent., and were much mixed. They asked for one duty, all to be classed under general hardware; that the items be grouped under one uniform duty. In reference to cutlery, the duty was from twenty-five to thirty-five per cent. Take a case of goods—the case was thirty per cent., the knife and fork twenty-five per cent. and the steel thirty-five per cent.

Mr. Kerrigan said on cut tacks the specific duty was a trouble. It was difficult to find what a thousand would weigh, and the tacks had to be counted sometimes. An ad valorem duty on spades and shovels and cordage would be more satisfactory. Building paper should be reduced from three classes to one. Seine twine, imported for fishing, was free; for ordinary trade it was fifteen per cent., leaving opportunity for fraud. The classification of wire was objected to; what was sought was to save friction between the appraiser and the importer. Ad valorem duties would be satisfactory for clothes wringers.

That is exactly opposite the manufacturers' view, Hon. Mr. Fielding said.

Mr. Kerrigan asked that plated tableware should have an ad valorem duty. He contended that freight allowances should be deducted from the amount of the invoice, and not subject to duty.

In reply to Hon. Mr. Fielding, Mr. Kerrigan said it was not true that American goods were invoiced in at lower rates, as was claimed by Canadian manufacturers. He had produced letters and affidavits frequently to prove to the customs that American goods were not under-valued. He had never known a single instance of this class of fraud.

Hon. Mr. Paterson said that every day they had it stated to them that this lower invoicing was the worst difficulty we had to deal with.

Mr. John Bland spoke of buggies being fraudulently shipped in as carriage hardware. He had known of shafts, for instance, being brought in at Sarnia; later would come the body, and again the top, until a complete buggy was received at twenty-five per cent. duty, where the duty on buggies was specific and ad valorem. Iron piping, again, was brought in at a special rate for oil or artesian well purposes, and there was nothing to prevent its being brought in by any dealer and placed in stock for sale for general purposes.

#### CARRIAGE MAKING.

Mr. W. G. Cole, carriage-maker, London, introduced himself in this wise:—I am a free trader, and believe in direct taxation, but still, under our present system, we have to make the most of a bad job. I think on iron and steel there can be a reduction made. However, as a carriage-maker, I am speaking for myself only.

On carriages under \$50 in value, there was a specific duty of \$5 and twenty-five per cent. They could do what they liked as far as that was concerned. On carriages over \$50 in value there was a duty of thirty-five per cent. He would like the duties reduced on axles and springs, the present amounting to one cent per pound and twenty per cent.; on carriage hardware amounting to 32½ per cent., on steel forgings amounting to thirty-five per cent., on varnishes amounting to twenty cents per gallon and twenty per cent., on carriage lumps amounting to thirty per cent., and on tire bolts amounting to 13-4 cents.

Mr. W. J. Thompson endorsed the previous speaker's statements on the whole. He has always been a protectionist, and believed in that policy; but the protection given to iron and steel was altogether too high. He did not believe there was an industry in the country in such a bad condition as that of carriage-making. The system of granting bonuses, such as had been received by the works at Gananoque and Bradford, handicapped the other makers, and forced them really to compete with the people of the whole country.

Mr. Fielding told the speaker that he was really a free trader, and not a protectionist, judging by the sentiments he had expressed.

Mr. Thompson—I am not a free trader, but I want equal rights.

## FURNITURE.

Mr. F. A. Fitzgerald, representing London Furniture Co., said he agreed with the expressions of the manufacturers, made at Toronto. His own factory was a large one, and had operated since the sixties under a protective tariff of thirty-five and thirty per cent. The duty was thirty per cent. now, having been reduced in 1893. The business was peculiar in itself. The goods were light and freight rates heavy. They had to seek a market from the Atlantic to the Pacific, along the borders of the United States, where were the largest furniture factories in the world. Furniture changed its styles very often, and a great deal of trouble was experienced in competing with American surplus stocks, which were sold very cheaply. The amount of American furniture imported was not so large as formerly, and was decreasing. Canadian factories were manufacturing furniture thirty to fifty per cent. cheaper than ten years ago, caused by American and Canadian competition. He had tried several times to get Americans to buy Canadian furniture, but they would not.

## BOOTS AND SHOES.

Mr. Philip Pooock made a statement, setting forth the fact that he had interviewed the manufacturers and dealers in boots, shoes, rubbers, etc., in London, and found it to be the general opinion of all that while the duty on leather, findings, shoe machinery, etc., remained as at present, it seemed reasonable and necessary that boots and shoes should be similarly dealt with. He stated that he knew of no abuse under the present tariff which could fairly be attributed to the manufacturers of boots and shoes in Canada; and believed it would best serve the interests of all concerned to allow the tariff on boots and shoes to remain as it is at present.

## HATS AND CAPS.

Mr. Samuel Munro, of John Marshall & Co., London, manufacturers of hats and caps, made complaint of the duties on raw materials, such as astrachan cloth and sealettes. On the astrachan cloth the duties were twenty-five per cent. ad valorem and five cents per pound, which he thought was a heavy tax. The specific duty should be removed.

## THE MANUFACTURE OF CLOTHING.

Mr. George Burns, of Burns & Lewis, London, who claim to employ a large number of hands in the manufacture of clothing, was presented to the Commissioners. I come here, said Mr. Burns, as a manufacturer to represent the consumer. Mr. Burns unfolded a piece of serge cloth and submitted it to the inspection of Sir Richard Cartwright. He stated that this was an article very largely used by working people. The duty on it is twenty per cent. and five cents a pound, which, Mr. Burns said, made an actual duty of fifty per cent. The English price for these goods was twenty-two cents a yard at Huddersfield. Adding the duty, equal to 10½ cents a yard, the cost of the imported article in Canada was 32½ cents a yard. The mill at Montreal making the same goods charged forty cents a yard, or very nearly double the cost in England. He said that there was only one mill making this line, that at Montreal, so that a reduction in the duty might be made without fear of injuring the woollen mills. If the specific rate of five cents a pound were struck off the consumer would be relieved and the industry would not be injured. He did not think that with a twenty-five per cent. ad valorem duty the woollen mills would meet much outside competition. Eighty per cent of the goods used by his firm were of Canadian manufacture. Those goods were of the class used by workingmen. Mr. Burns commented upon some of the statements made to the Commission at Hamilton by Senator Sanford. In contradiction to what the Senator had said, Mr. Burns stated that shoddy goods were manufactured in Canada as well as in England, and that one mill turned out nothing else. Shoddy was used in all the mills to soften the cheaper grades of woollen goods. Alluding to the cotton waste overcoat of American make that Senator Sanford had shown the Ministers, he said that such goods would not be purchased in Canada at any price. Referring to the Senator's statement that he would be run out of town if he offered his people English wages, Mr. Burns made the assertion that labor was as cheap in Canada to-day as in England, though not as cheap as in Germany. In fact, he thought that the English mechanic in this trade was better paid than the Canadian.

## CORSETS.

Mr. Robert Reid, jr., representing the Canadian Featherbone Company, did not want protection particularly, but seeing that the large manufacturer was getting it, the small manufacturer ought to enjoy the same privilege. He wanted the duty lowered on the raw material and on the manufactured article. The duties on raw materials ran all the way from twenty-five per cent. on jeans to

thirty and fifty per cent. on steels, while the finished product was protected to the extent of 32½ per cent.

## DRY GOODS IMPORTERS.

Mayor G. W. Little and Messrs. T. F. Kingsmill, and John Green, dry goods importers, of London, aired their grievances. The specific duties, said Mr. Kingsmill, were found to be a great hardship in dry goods generally, and should be done away with. In the matter of classification there were too many groups. Cotton goods should be classified as Lancashire goods, and woollen textiles as Yorkshire goods. Haberdashery should be ranged under one head. On all Lancashire goods the duty should be a straight twenty per cent. The market for prints in Canada was so limited that the manufacture of such goods could not be conducted successfully in Canada. It was different in England, where the variety of patterns was infinite, and where they manufactured for the whole world. Hosiery, gloves and millinery goods should be in a class by themselves. So should carpets. Any industry which could not exist under freight and packing charges and twenty per cent. protection the country was better without. Twenty per cent. protection was quite enough for union carpets. At present it was nearly forty per cent. The duty on corsets of 32½ per cent. was too high. The same with the thirty-five per cent. duty on parasols.

Mayor Little endorsed the statement that the dry goods trade favored the abolition of specific duties and better classification. He complained of the Custom's rulings, and produced a sample of print intended for an apron. This paid twenty per cent. duty, but the brand on it was held to be embroidery, and a duty of thirty per cent. exacted. The tariff should be so framed that everybody could understand it. Whenever a dispute arose with the local appraiser, and a reference was had to Ottawa, the officers took the extreme view and always exacted the highest duty. They seemed to regard the importers as a lot of cut-throats. The Ministers took a more sensible view when appealed to. Appraisers should be instructed to interpret the spirit and not the extreme letter of the law.

Mr. Paterson thought there might be another side to the case. There must be some explanation for the present form of the tariff, and he promised to see what could be done at a combined meeting of the appraisers.

Mr. Green condemned specific duties, and wanted the lower rate of duty collected in the matter of flowers, feathers and bonnets. They were held to be luxuries, but were used by rich and poor alike.

## WHOLESALE GROCERS.

Messrs. M. Masuret, John Marr, C. H. Elliott, A. M. Smith and J. C. Hazard, represented the London wholesale grocers. Mr. Masuret spoke first of sugars, syrups and molasses. The duty on refined sugar could safely be cut down some if any change was made. The duty on syrup made it impossible to import from the United States. The rice duties could be modified very greatly. A duty on tea would be popular with the trade, if not with the country. Tea was sold now at not a living profit. When the duty was on tea, the poor teas were kept out and there was a living profit. If a duty on tea was put on, there might be a small duty put on coffee as well. The molasses duty was very low, and might be made higher, for revenue purposes. The molasses test was a great nuisance. Pickles and salts duty of thirty-five per cent. was too high. The candied fruit and peel duties were too high. The canned fruit and vegetable duties might be modified. The toilet soap duties should be reduced. The Canadian article of toilet soap, he said, was trash, with which he would not wash. On nuts, figs, raisins, etc., he wanted the duties simplified. The duty on marmalade, jams and jellies was too high.

Major Smith said that there was every evidence of a free competition in the selling of refined sugars. The quality was better than foreign sugars.

Mr. Masuret said that the trade put different labels on pickles only for the purpose of not appearing to have the same goods as their competitors.

## GRAIN, FLOUR AND SEED.

The grain, meal and seed interests were represented by Messrs. J. S. Pearce, John Hunt, John Tanton and A. M. Hamilton. A series of resolutions passed at a recent meeting, embodying the following requests was read:—That no change be made in the duty on flour, wheat and oatmeal; that there be a limit of time on all grain imported for milling in bond; that whenever a change in the duty on wool is made by the McKinley Government, the same be made by the Canadian Government; that a duty should be imposed upon corn, buckwheat, oats, peas, barley, rye, and other coarse grains, whether for seed, feed or manufacturing purposes. Corn for ensilage purposes is admitted free, and to this exception was taken. All

grains should either be made free or pay duty. Finally, it was desired that the duty on timothy, and on all kinds of millet and Hungarian grasses remain as at present, and that the duty on packages of those goods be the same as the contents.

Mr. John Hunt gave expression to the views of the millers, and stated that flour was fifty cents a barrel cheaper in Canada than in the United States. The removal of the duty on flour would lead to the mills in the United States, with their tremendous output, crushing out the small Canadian mills. Free flour would involve free wheat, and the Canadian mills could not hope then to survive American competition. As showing the difficulties the millers had to meet, he mentioned that the Canadian Pacific railway rate on grain from Manitoba to St. John, N.B., for export, was thirty cents a hundred weight, while from Manitoba to London it was forty-seven cents.

#### THE BARREL INDUSTRY.

Mr. John Forrestal, of the London and Petroleum Barrel Co., said he would wish to retain the present duty of twenty-five per cent. on barrels, and would like not to have it reduced. They had managed to get along fairly well under present conditions. The Company he represented made all kinds of barrels and sold them all the way from Halifax to Vancouver. They had not suffered much from American competition in Ontario and Quebec, but had been almost wiped out in Manitoba.

Sir Richard Cartwright—Could you not sell barrels in the United States? Have they any special advantage there?

Mr. Forrestal said that the oak was nearly exhausted in Canada, and they had to import most of it from the United States, which gave the makers there the advantage. Mr. Forrestal said that barrels made by convict labor came from the United States, containing mess pork. A lot of second-hand ale casks were brought in empty from the West Indies. They were made in England, sent to the West Indies, and then re-shipped to Canada. They were sold in Halifax for \$1.50 each, and were worth \$3 or \$4. These casks were used by brewers again. It would be fair to have them entered at their proper value.

#### THE BRITISH INDUSTRY.

Mr. Thomas Bryan, of the London Brush Factory, asked that bristles, hairs and fibres be retained on the free list, as at present, and he strongly urged that twenty-five per cent. duty on manufactured goods be continued, thus enabling him to compete with foreign makers. Large quantities of toilet brushes were brought in under the twenty five per cent. tariff, and Mr. Bryan said Canadians were unable to work this branch of the trade. He wanted the duty on this article increased.

#### SOAP.

Mr. J. H. McMechan, of the London Soap Company, and Mr. Frederick Richards, of Woodstock, represented the soap business. Mr. McMechan said that the raw materials were pretty well free, except tallow, which paid one cent per pound. There was also ten per cent. on perfumes and packages. The duty was one cent. per pound on laundry soaps and twenty-five per cent. on toilet soaps.

Mr. McMechan exhibited a sample bar of soap, which, he said, formerly sold at twenty to twenty-five cents at retail, and now sold at five cents. The maker had also to pay twenty per cent. on cottonseed oil, which was largely used. They would like it free; it would not hurt anybody.

Mr. McMechan said the oil men now got tallow in free, and he thought the soap men should. There was not enough tallow made in Canada to supply the demand. Toilet soap should be five cents per pound and ten per cent. ad valorem. They had a good deal of French soap to compete with since the new French-Canadian treaty. In laundry soaps the foreign competition was not troublesome. From \$750,000 to \$1,000,000 was invested in the soap industry, and there were from forty to fifty factories. There was no association in the soap trade. It was a free fight and they kept it up well.

#### BRASS.

Ald. Geo. W. Armstrong, London Brass Works; and Mr. T. A. Stevens, of the Stevens Brass Works, asked that there should be no reduction in duty on brass goods, but that in the event of a change it should be increased. They manufactured plumbers' and steamfitters' supplies, and find that the American manufacturers are able to undersell them at Toronto and Montreal. Whenever they applied for orders they were told that the firms on the other side sold at much cheaper prices.

Mr. Stevens, in reply to Mr. Fielding, said that he did not think that an increase of duty would increase the price, but it would give the Canadians their own markets. None of the factories were now fully employed, although they were a few years ago. His firm was not turning out anything like the amount it would if it could obtain the home market. They all wanted to

keep out the Americans. The total output of the six home factories was only \$200,000, so greatly had the trade been crippled by American competition. The increase of the duty from thirty to forty per cent. was asked.

#### CHURNS AND PUMPS.

Mr. W. H. Wortman, of the Wortman & Ward Manufacturing Company, London, said they produced a variety of manufactures, but their competition was chiefly on iron hand pumps and wooden churns. The duty is thirty per cent. at present. There were several lines that if the duty were decreased to any considerable degree it would shut them off. He did not complain of the duty on raw material, but if abolished it would not be sufficient compensation for the freight to the Manitoba market.

#### CIGARS.

A deputation of London cigar manufacturers, composed of Messrs. O. E. Brener, B. Macdonald, W. Ward and H. McKay, expressed themselves as content with the present excise duty of \$6 on cigars, and declared that they could not afford to pay more. They desired to have raw leaf tobacco continued on the free list and the duty on Havana cigars advanced from \$4 to \$5 a thousand. They expressed their opposition to the idea of graduated license fees, advanced by the Brantford delegation. Nor did they agree with the proposition that cigarmakers should be allowed to use cigar boxes more than once.

#### LARD OIL.

A. Keenleyside, of Keenleyside & Co., lard oil dealers, London, stated that he brought raw material in free. Barrels should also come in free.

Mr. Fielding—The gentleman who makes barrels complained strongly of American barrels coming in.

Mr. Keenleyside said he only used lard barrels. No duty on the barrels and more duty on the lard oil would please him. He said his product was about two carloads per month. He did not employ many hands.

#### FRUITS AND COCONUTS.

Mr. J. R. Shuttleworth spoke of green fruits from the dealers' standpoint. He advocated an ad valorem duty all around. When the crops here failed he had to pay the heavy duty just the same. He suggested a lower duty on peaches, grapes and other fruits, and on bananas and pine apples, for instance, on which there was no duty he would place a duty.

Mr. W. G. Coles, representing the Shredded Coconut Company, wanted raw material reduced to ten per cent., in view of their importing by Canadian vessels. He did not want the duty on the manufactured article lowered, as the American maker would slaughter here.

#### JEWELRY.

Mr. F. T. Trebilcock, a small manufacturing jeweler of London, asked for a reduction of the duty of twenty five per cent. on clocks. He reminded the Commissioners that watchcase makers had a protection of thirty-five per cent. As a manufacturer he had a protection of twenty-five per cent. As a manufacturer, said Mr. Trebilcock, I would prefer free trade to anything else, but if we cannot get that I would like to be placed in the same position as other manufacturers. I do not see any reason why the watchcase manufacturers should have thirty-five per cent. while I have only twenty-five per cent. on gold rings. If the duty were reduced on both lines it would be in the interest of the public, as we might then bring from the United States what it would not pay to make here. I make one line of gold rings and I am prepared to compete in the American market. My prices are as low as the prices in the United States. Gold costs the same in both countries. Mr. Trebilcock said that he had been talking free trade for some time and he hoped to get it yet. He told the Commissioners that a \$20 gold watch case represented \$3 in labor and \$17 in gold. An \$8 silver case represented \$2.50 in labor and \$5.50 in silver. In the first instance with the thirty five per cent. duty an importer would pay \$6.50, or double the amount spent in labor in producing the gold case in Canada. Mr. Trebilcock very frankly admitted that manufacturers in the United States turned out a better class of goods than the Canadian manufacturers. Because of the absence of keen competition in Canada the public got an inferior article. Mr. Trebilcock, as the representative of mining interests, advocated free mining machinery. He also proposed the establishment of a Government assay office as a protection to the public and to the jewelry trade against imposition.

#### THE BOOK TRADE.

Messrs J. I. Anderson, D. A. McDermid and John Mills appeared for the book trade. Mr. Anderson read a statement, signed



by all the dealers in the city, which clearly set forth their views as follows:

As representatives of the bookselling business in this city, we desire to bring before your notice some features of the present tariff, which we think work to our disadvantage and at the same time are of no appreciable benefit to the public at large, or any special class of the community; and we also desire to suggest changes which we think will help us to carry on our business with greater satisfaction to ourselves, without being detrimental to the interests of others.

The first and principal grievance which we desire to have removed is the specific duty of six cents per pound on books, and we submit the following reasons in support of the removal. In ordering books it is impossible to know what they are going to cost until the books are received and the duty paid, and it sometimes happens, that by the time duty is added, the cost is more than the price agreed upon with the customer, while in the majority of cases the margin left is so small that it does not pay to handle them. Again, in handling large shipments, containing books of various sizes and weights, the advance for duty has to be added according to the percentage on the whole invoice, as it would be next to impossible to ascertain the weight of each book separately, and add the duty accordingly. In many cases, where separate books in such shipments have to be re-ordered, we find that the duty is altogether different from the percentage added on the whole shipment. These may seem small matters, but we admit that where conditions are imposed which hamper the conduct of any business, and which can be remedied by changing the conditions, such a change should be made.

Another reason, and one which will probably appeal with stronger force to those who have the Government and the interests of the whole people to consider, is that the present tariff is very much in the interest of the wealthy classes as against the wage-earner and general reader. Expensive books such as only those who are rich can buy, pay a very much smaller duty than those which are read by the people whose means are limited; the duty in the case of some of the cheaper lines running up as high as fifty per cent., and while free libraries, to a limited extent, remove this objection, the fact remains that the more the people are encouraged to buy books for themselves, form their own libraries, and love books for their own sakes, the more that people will grow in the higher virtues. It is claimed by some that the present tariff prevents the importation of cheap paper bound books and gives them a chance to print such works in Canada, thus giving employment to a large number of our own countrymen. This may have been a good argument to induce the Government to put on the specific duty in the first place, but experience has proved that such a desirable result has not been obtained. There have been very few cheap paper-bound books published in Canada since the specific duty was adopted, except those of Canadian copyright books, and the duty makes no difference with regard to them, as no foreign editions can be imported. So that this contention, which is made much of in certain quarters, falls to the ground. What we suggest as a remedy for this grievance is an ad valorem duty of not more than fifteen per cent., which we think would be satisfactory to a large majority of the trade.

A second grievance, and a very serious one, is the virtually shutting out of the retail trade from supplying mechanics' institutes and free libraries, by allowing them to import their books free of duty. As members of the trade, we signed the petition presented to you in Toronto on this subject, and we desire now heartily to support the prayer of that petition, and hope the Government will see their way to grant it.

In the interests of those members of the trade who handle magazines, we would like to see the extra duty imposed on fashion magazines removed so that they be allowed to come in the same as other magazines. It does seem very unfair that people sending their subscriptions direct to the publishers should receive their copies free of duty, while the merchant bringing the same in, in quantities, has to pay the tax. This is competition which no merchant can meet and be honest.

In conclusion we hope that the grievances herein stated will receive your careful consideration, and in so far as the Government in their wisdom see it to be at least not against the interests of our great Dominion that they will be removed.

This paper was signed by Messrs James I. Anderson & Co., W. L. Carrie, John Mills, Sifton & Co., McDermaid & Logan.

A ST. THOMAS FLOUR MILLER.

Mr. John Campbell, a flour miller, of St. Thomas, visited London to interview the Ministers. He did not agree with the views expressed by the millers generally. He believed the milling interest could stand reciprocity with the United States, and he instanced the fact that he had sent 10,000 barrels of flour between

September and December last year to Newfoundland in competition with the United States millers. The case in regard to discrimination in freight rates had not been made sufficiently strong, because, while the rate to Carlton, N.B., for export was thirty cents, and the rate from Winnipeg to London, and St. Thomas forty-seven cents, a hundred, the rate from St. Thomas to Carlton was 17½ cents additional. That was going to kill the Ontario trade.

Mr. Hunt, another miller, told the Commissioners that flour was fifty cents a barrel cheaper in Canada than in the United States. With free wheat and free flour he did not think that the Canadian mills could hold their own at all. The 300-barrel mill in Canada would be swept out of existence by the 12,000-barrel mill of Minneapolis. The London millers, he pointed out, had to contend with the freight rate discrimination of the Canadian Pacific Railway. This road gave a rate of thirty cents a hundredweight on flour export from Winnipeg to St. John. Much of this flour, though shipped for export, was distributed among Bay of Fundy ports. The rate between Winnipeg and London was forty-seven cents.

#### WIRE.

Mr. Martin Church, of the Page Wire Fence Company, Walkerville, Ont., desired to be placed on a footing of equality with the manufacturers of barbed wire fencing, on which there is a duty of 1½ cents a pound. The latter are able to import wire at twenty per cent., while he is only able to import thirty-two per cent. of the wire required at that rate. On the remaining sixty-eight per cent. a duty of twenty-five per cent. was exacted.

#### STEAM ENGINES.

Mr. Robt. Kerr, of the Kerr Engine Works, Walkerville, favored the continuance of the duties affecting him, although he rather suggested a reduction in the duties on raw materials. He had also a complaint to make in regard to American goods coming in at undervaluation, and threw out the suggestion that a competent man should be appointed to look after the appraising. He dwelt to such an extent upon the difficulties which handicapped him, such as discrimination in freight rates, and price of raw material, in comparison with the manufacturer across the line, that Sir Richard Cartwright, remarked: All this goes to show you will never have any chance of manufacturing as cheaply as your competitors in the United States, and the consumer here is at a very great disadvantage.

Mr. Kerr begged to differ with the Commissioner, and he pointed out that he was selling his products at half the cost they were some years ago.

Sir Richard Cartwright said the question was whether the American manufacturer would not sell in Canada at a great deal lower figure if there was no tariff.

Mr. Kerr admitted that he might do so, but if there was no tariff there would be no business for the Canadian manufacturer, and he would have to close up.

#### WOODEN HANDLES.

Mr. John Still, of St. Thomas, on behalf of the manufacturers of wooden handles and wood-turned goods, made some interesting representations to the Commission regarding the development of that industry. In 1882 there were only two establishments, which between them did not employ more than thirty hands. To-day there were eight establishments exclusively manufacturing these classes of goods. His business had grown to such an extent that he was able to make more money with a profit of five per cent. than with a profit of thirty per cent. when the market was much smaller. The duty was twenty-five per cent., and on hay rakes thirty-five per cent. In spite of this, however, the American manufacturers were shipping to this country low class goods at a price much under United States values. To prevent this he urged the adoption of a specific instead of an ad valorem duty. The consumer in Canada was getting his goods at a rate 3½ per cent less than formerly. He complained strongly of American goods being entered under valuation.

#### BITUMINOUS COAL.

Mr. J. B. Morford, Superintendent of the Canada Southern Division of the Michigan and Central Railway, asked that bituminous coal be placed on the free list. At present it pays a duty of sixty cents a ton. The Michigan Central railway, in operation on 450 miles in Canada, consumed 145,000 tons of bituminous coal in 1895, costing in the neighborhood of \$150,000 for duties. It was a competing line with the railways upon the other side, but had to haul the same kind of freight, and make the same rate of speed as they did. In face of the enormous amount the company had to pay for bituminous coal it could be easily imagined that it could not show the same earnings as roads in the United States. It had to be as economical as possible in the management of the line, and was compelled to cut down the staff to the smallest possible limit. If free coal could not be granted a reduction to thirty or thirty-five

cents would be very acceptable. If they were compelled to use Nova Scotia coal the cost would greatly exceed that of anthracite.

In reply to Sir Richard, Mr. Morford said freight rates would not be affected, because it was governed by the competition of the Lake Shore Road.

The Commission went from London to Petrolea, Ont.

### THE TARIFF COMMISSION AT PETROLEA.

The Tariff Commission visited Petrolea, Ont., on December 7th, their investigations being confined to viewing the oil wells and the industries connected therewith, and giving audience to a manufacturer of threshers.

#### THE OIL INDUSTRY.

The Tariff Commissioners had an object lesson, which, it is safe to say, had more effect in impressing them with the importance of a great natural industry than any amount of assertions and volumes of statistics could have done. What might be beyond comprehension if presented in words and figures was ocularly demonstrated by personal observation. Moderately stated facts and figures indicative of the development and present dimensions of the oil industry of Lambton and Bothwell might sound extravagant in the ears of one who had never seen the forest of derricks at Petrolea or the black smoke of industry rising from the refining works, but anyone familiar with the conditions as they exist cannot but acknowledge the value to the country of its oil resources and of the medium through which they are converted to the use of mankind. The coming of the Ministers, Hon. W. S. Fielding and Hon. William Paterson, was awaited with interest by the people of the town, who turned out in crowds to welcome them. Everyone who is interested in the welfare of Petrolea is interested in oil, for it is the basis of the industrial and commercial life of the town. Whatever the rest of the country may say about it, the people of Petrolea would no more think of reducing the duty of six cents a gallon on coal oil than those of the mining towns of Nova Scotia would agree to the removal of the iron and coal duties. Whatever differences of opinion there may be as to the protection which oil is entitled to, keeping in mind the rights of the consumers as well as those of the producers, there can be no question as to the wisdom of sustaining the industry which represents the development of Canada's natural resources. It may be a question for consideration what margin of protection is necessary, and whether the burden now borne by the consumer can be materially lessened without doing an injustice to an interest in which men have invested millions of dollars.

The Ministers were met at the station by Mayor Edward and a number of prominent citizens who extended to them a cordial greeting. They were taken for a drive through the oil fields that they might have an opportunity of personally acquainting themselves with the extent, character and needs of the industry. In the party which accompanied them were Mayor Edward, Messrs. John Fraser, M.P., East Lambton; J. F. Lister, M.P., West Lambton; W. S. Calvert, M.P., West Middlesex; William McGregor, M.P., North Essex; T. S. Hobbs, M.P.P., Charles S. Hyman, ex-M.P., M. Masuret, F. A. Fitzgerald, President of the Imperial Oil Co., London. The oil region, of which Petrolea is the pivotal point, covers an area of eighteen miles in length by two and one half in width, and has about 8,000 wells in active operation, producing about 800,000 barrels of crude oil per annum. The well that yields a barrel a day is considered good pay. Each one when fully equipped costs about \$500, the drilling alone being \$150 to \$175. A common sight in Petrolea is a derrick. It is the ambition of every man to own an oil well. If he is successful he procures power from one of the pumping stations at from ten to fifteen cents per day, starts the pump going, and soon he is in receipt of a little income. The oil is pumped into tanks near the wells, and from there it is removed to the tanks of the refineries, which issue negotiable warehouse receipts upon it. In the work of extracting the crude oil from the earth 650 men are employed, while in the refining and allied industries many times this number are given work at wages which average \$1.50 a day.

When the Ministers had been given a fair idea of the extent of the country covered by derricks, and had seen the walking-beams and triangles doing their work, they were driven to the extensive pumping plant of Mr. J. L. Englehart, who, with Mr. Fitzgerald, explained the system by which the oil is brought to the surface, collected, separated from the water that comes up with it, and conveyed to the refineries. The Ministers were given an opportunity of witnessing the operation of shooting a well. A torpedo was lowered into a well near the pumping house. A fuse, called the "devil squin," was ignited, and dropped in. There was the muffled sound of an explosion, followed by a geyser of rock, water, dirt and oil, which shot into the air as high as the derrick. There are five large refineries in active operation, the greatest of which is that of the Imperial Oil Company. The others are controlled by

the National Oil Company, of which Mr. John Macdonald is President; the Queen City Oil Company, the Consumers' Oil Refining Company, and the Petrolea Crude Oil & Tank Company. Besides these three is the refinery of Mr. J. R. Minihinnick at London.

The Ministers were shown the process of manufacturing illuminating and lubricating oils, paraffine wax, vasaline and all the other by-products of petroleum.

#### AGRICULTURAL IMPLEMENTS.

While at Petrolea the Ministers gave a hearing to Mr. John Goodison, of Sarnia, Ont., manufacturer of threshers, mowers, ploughs and cultivators. He said that he used bar iron, pig iron and sheet steel, and that he had to pay more for these materials than his competitors on the American side of the line. Bar iron costs \$1.80 and \$1.85 a hundred pounds in Canada. On the other side the prices were \$1.20 and \$1.25. Rolled steel costs \$2.65 in Sarnia and \$2.20 in Port Huron. American pig iron costs in Port Huron \$14.60 a ton. Hamilton blast furnace iron costs \$19, or the price of the American product with the duty of \$4.40 added. Mr. Goodison was prepared to take his chances with free raw materials and the American market open to him. He did not fear competition.

When Mr. Goodison suggested free iron, Mr. Fielding asked him if he believed in free oil. He was not prepared to admit that he did.

I only asked the question, said Mr. Fielding, because down in Nova Scotia where they have iron and up here where you have oil there must be some give and take in this business.

You people down there, remarked Mr. Lister, want free oil and not free iron.

Yes, replied Mr. Fielding, and you people up here want free iron and not free oil.

### THE TARIFF COMMISSION AT WOODSTOCK.

The tariff investigation was continued at Woodstock on December 8th.

#### THE FURNITURE INDUSTRY.

Mr. Jas. Hay, president of Hay & Co., manufacturers of furniture, sewing machine cases, and cabinet work, said he thought the tariff should be allowed to remain as at present. Since the introduction of the National Policy there had been a large increase in the production of furniture. At the inauguration of that policy there were probably about six factories in Canada making two classes of work—one a very expensive and the other a very cheap class. To day he supposed there were fifty firms, manufacturing practically all the furniture that was consumed in Canada, excepting, possibly, that used by the very wealthy and that required for samples. The furniture men now utilize all the material that is grown here. He could remember when elm was not used in the manufacture of furniture, but only as staves for barrels. Now it was utilized in every factory in Canada. The material was bought from the farmers, and had largely increased the price of elm. The results have, to my mind, justified the use of the National Policy, said the speaker. I have been a Reformer all my life, and have voted for Sir Oliver Mowat for twenty or twenty-five years, still I think, and I would advise, that the policy be not upset. There are a large number of unemployed in this country. It would be a mistake to increase that number. If there was one reason when Mr. Mackenzie's Government went out of power why the duties should be increased there are twenty reasons to day why more duties should be maintained at a reasonable figure. I am not in favor of any increase. To some extent I think the duties might be lowered. The National Policy has been the means of drawing together the different parts of Canada. For instance, the manufacturers from this part go down to Nova Scotia. The same with Vancouver, Winnipeg, and all intermediate points. The people get acquainted and trade with each other, and their interests become identical. Many years ago the people of the Maritime Provinces got their goods from Boston. To-day they are largely supplied from different parts of Canada. Furniture is to-day sold to the consumers in this country at no increase above the prices paid by the consumer in the United States. The question may be asked, why is it necessary we should have duties? One great reason is that on account of our geographical position we have to pay very high freight rates. The manufacturer in Boston does not have to pay so much, neither does the manufacturer in the Western States, or whoever sends his goods to Portland and Oregon, and this is the reason that protection, be it good or bad, has been adopted in the United States. There are certain experiences of trade every country has to go through. The first result is that with protective duties men make money. In the second place, there is a large increase in the number of factories. At the third stage, there is a loss. In the fourth place, a large number of working men are brought under one single manager, and a large amount of capital invested. That is the position in the United States to-day. There

are very large factories there, which have branch agencies in the large cities of the United States, such as New York, Philadelphia, Boston, Chicago, Minneapolis, Portland, New Orleans, and San Francisco. It would be impossible for any new rival to come in and take their trade away because they practically sell their goods themselves.

Mr. Hay went on to point out that the introduction of the National Policy forced the Singer Sewing Machine Company to manufacture their goods in this country. If the duties were reduced it would be in the company's interest to manufacture their machines in the United States and pay the duties. There had been no increase to the consumer, generally speaking, as a result of the protection to the manufacture of furniture. Witness was making arrangements for the manufacture of tea boxes for India. At present the supply was largely obtained from Japan. The woods necessary were elm and maple.

Reverting again to the subject of furniture, witness said the productive capacity of the United States was far in excess of the demands of the country. There had been more failures across the line in furniture on account of the increased competition than in almost any other line of business.

Mr. Fielding—Is it not a fact that thirty per cent. of our fifty manufacturers could manufacture all we require without any increase of capital?

Mr. Hay—I do not think so.

Mr. Fielding—My information is that more money was put into the furniture business than was required, and that there is a large amount of waste capital on which these people have been trying to earn dividends.

Mr. Hay—There has been some of that. He denounced the system of granting bonuses to furniture manufacturers by municipalities.

Some of the raw materials of the furniture men were not as cheap here as in the United States, but the object of protection was to have the goods manufactured in this country.

Mr. Fielding.—Regardless of prices?

Mr. Hay.—If a manufacturer has to pay a little more for his raw materials here I don't think he should complain. I do not think any man should say, "I want protection, and nobody else must get it." The idea is that the goods should be manufactured in the country.

Mr. O. G. Anderson of the Anderson Furniture Company, Woodstock, read a statement to the Commissioners. His firm manufactured the biggest line of goods in the country, had an invested capital of \$500,000, and annually paid in wages more than \$100,000. The number of men employed amounted to 400. The duty upon furniture imported into this country was thirty per cent. Last year the value of the importations was \$200,000. This sum distributed among the Canadian manufacturers would be a substantial benefit. Let the manufacturers here control the Canadian market, and they were willing that the Americans should slaughter their goods in their own market. Every advantage gained by the Canadian manufacturers, whether by the tariff or otherwise, was at once applied to the reduction of the price. This was caused by the competition amongst the manufacturers. Another result of controlling their own market would be a reduction in the cost. This was exactly what was necessary to enable the Canadian manufacturers to conduct an export trade, and such a trade was eminently desirable. The cost of production could be further reduced by placing upon the free list such raw materials as sandpaper, spirits of turpentine, claw-nails and coal. The duty on naphtha should be reduced. The best American article could be purchased for from five to six cents per gallon, while the Canadian article cost from eleven to twelve cents. He suggested that an export duty be placed on sawlogs in order to stop the rapidly diminishing supply of timber, and reserve it for the use of Canadians. There were probably not less than 50,000,000 feet annually exported, which is more than double the consumption of all the factories in Ontario. The woods to which the duty should apply were hard woods. Mr. Anderson cited instances of how the active competition amongst Canadian manufacturers had reduced prices. He controverted the statement made at Brantford that the duty of thirty per cent. was too high, or that the manufacturers favored free trade with the United States. Some manufacturers who advocated free trade in 1891 were amongst those who submitted reasons for continuing the thirty per cent. duty when the Commissioners sat in Toronto the other day. Free trade would not secure the American market to the Canadians, but would open up the market in Canada to the American manufacturers, causing the domestic manufacturers to suffer great loss.

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ORGANS AND PIANOS.

Messrs. D. W. Karn, of the Karn Organ Company, and James Dunlop, of the Thomas Organ Company, both of Woodstock, made a presentment of their views with respect to the tariff on organs and pianos. Mr. Karn said that the granting of protection to the extent now enjoyed had caused a large increase in his business. Prior to the inception of the National Policy the company employed probably fifteen or twenty hands, and largely had to retail everything they manufactured, as the Americans encroached on the Canadian market. The imposition of protective duties brought about a change. From year to year the business of the company continued to increase, and during the last eight or ten years they had been employing from 150 to 200 men, and had paid from \$90,000 to \$100,000 a year in wages, whilst the yearly output amounted to a quarter of a million. A large export trade had been worked up, in fact one-third of the firm's production in the organ line was exported. The demand for organs had fallen off very materially of late, especially in Ontario, and had been replaced by a call for pianos. This induced him six years ago to add the piano industry to his business, and it was now almost as large, and gave employment to as much labor as the manufacture of organs. The tariff was thirty per cent. upon organs and thirty-five per cent upon pianos. Of late, and during the past three years, especially, there had been widespread depression on the other side, and Canadian piano and organ trade had been much hindered by the sale of American goods at a rate much less than the cost of production. The result was that during the past few months there had been many failures, and some concerns that had been established for forty years had gone to the wall. During times of prosperity American manufacturers had always been willing to sell goods in the Canadian market at the actual cost of the goods, and in some cases below that figure. In Canada, as a result of home competition, pianos and organs were selling as cheaply as anywhere else in the world, leaving out of count times like the present in the United States, when prices were demoralized. We can manufacture just as cheaply as the Americans, declared Mr. Karn, and can produce just as good an article, but if we did away with protection and allowed the Americans to come in here and monopolize our market, or in other words, take away our market, from us, we would simply have to produce that much less, and consequently we could not give employment to the same num-

ber of men that we do at present. If we are put on an equal footing with the Americans, we are not afraid of them.

Again, Mr. Karn said, he would not place his goods to meet excessive competition, and would close his business before doing it. He was prepared, however, to meet competition under proper and normal conditions. The consumer was not paying any more for his pianos and organs than if we had free trade and the American was sending his goods in here. There was another matter to which he desired to draw attention, and that was the duty upon parts of organs of thirty per cent. These were raw material and after importation the cost of the labor for finishing them was greater than the original cost, yet the duty was the same as it was upon the finished article.

MILLING MACHINERY.

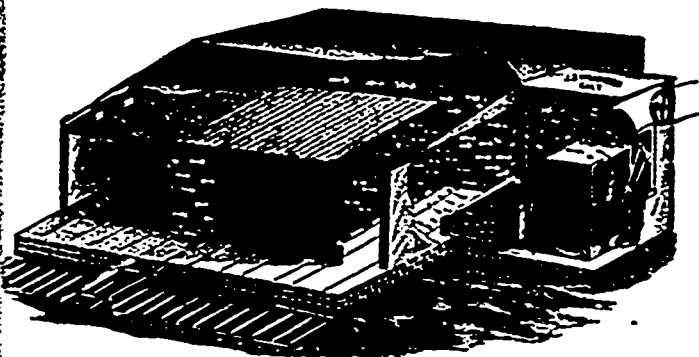
Mr. Robert Whitelaw, engine works and milling machinery, complained that the duty on his raw material was higher than on the finished product. On the former it averaged thirty to thirty-five per cent., and in the latter it was 27 1-2 per cent. For example, chilled rolls, used in the manufacture of rollers for flour mills, paid a duty of thirty-five per cent., while milling machinery was admitted at 27 1-2 per cent. Here was an injustice which should be remedied.

THE STOVE INDUSTRY.

Mr. A. D. Stewart of the Stewart Manufacturing Company, read a statement to the Commissioners. He manufactured stoves, ranges, hollow-ware, hot air furnaces, parlor grates, registers, etc., and did business in all the provinces of the Dominion. He desired no change in the tariff. If the tariff were reduced five per cent. the market would be open to their neighbors. As it was there was outside competition in some cases. There was no combine amongst manufacturers of stoves. Home competition had held prices low. He desired to see mining development encouraged, and therefore did not want any reduction in the duty on pig iron. This year he had been using a mixture of three-quarters Hamilton and Nova Scotia pig iron, and was producing as strong and serviceable castings as were ever turned out, and which would match with that made from Scotch or American iron. The removal of the duty would only make an average difference of sixty-seven cents on each stove.

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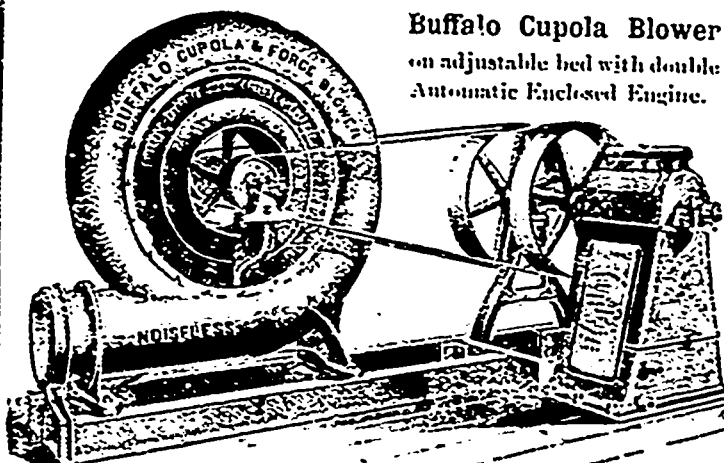
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**STEEL WINDMILLS.**

Mr. F. W. Allen, of the Woodstock Wind Motor Company, spoke of the duties upon the raw materials which enter into the manufacture of steel windmills which he thought should be reduced, or put upon the free list.

**PIANO STRINGS.**

Mr. Robert Barret, manufacturer of piano strings, wanted the duty upon piano strings increased. He was paying 25 per cent. for his raw material, or as much as the duty on the finished article.

**BABY CARRIAGES.**

Mr. D. S. Kendal was announced as a manufacturer of baby carriages, and rattan furniture. He wanted certain sizes of wire, which he said were not made in the country, freed from duty. He used Bessemer spring steel and soft drawn steel wire. The wire manufacturers he said refused to make it and he had to import and pay 25 per cent. duty.

It will surprise most people to be told that a greater tonnage of shipping entered the harbor of Victoria, B.C., last year than any other port of the Dominion. Victoria was first, with 843,878 tons, and Montreal second, with 721,665 tons. The harbor, however, is not as deep as is desirable, and propositions are before the city authorities to undertake extensive improvements. Mr. Thomas C. Sorby has drawn up a comprehensive plan for a depth of thirty feet at low water, which would easily accommodate the largest vessels plying on the coast, including those of the Canadian Pacific service, which at present do not care about entering the harbor after dark. The cost of the proposed improvements is put at \$3,675,000, and the annual charge for maintenance, interest, etc., \$200,000. This is certainly a large liability for a city of 20,000 inhabitants to assume, but British Columbia is feeling big these times. It looks as if everything else was designed to match the Provincial buildings and the Dominion Government building. Hasten slowly is not a bad motto, either for an individual or a municipality.—Toronto Globe.

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**RICE LEWIS  
& SON, Ltd.**

Corner King and Victoria  
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**ALGOMA IRON WORKS**

SAULT STE. MARIE, ONT.

**Engineers  
Founders**

AND

**Machinists**

PULP AND PAPER MILL

AND

MINING MACHINERY

DESIGNED, CONSTRUCTED and  
REPAIRED

**FOUNDRYMAN'S TESTING MACHINE**

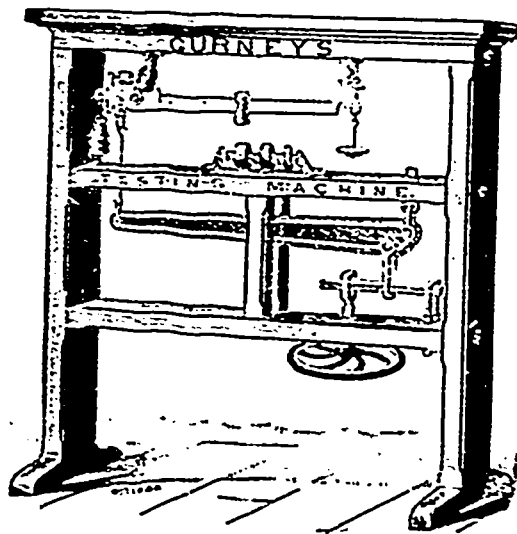
A Durable and Effective  
Machine for the Use of Foundry-  
men in Testing the Strength  
of Cast Iron, and  
ascertaining the Best Mixture  
of Iron for any work,  
thus showing positively which is  
the Best Iron for the Re-  
quirements.

Can be done in a few minutes.

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SUBSTANTIALLY CONSTRUCTED.

HIGHEST CLASS OF  
WORKMANSHIP.

CAPACITY, 5,000 POUNDS.  
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Manufactured  
by.. **THE GURNEY SCALE CO., Hamilton, Ont.**

**Canada Chemical  
Manufacturing Co.**

Manufacturers of

Sulphuric, Nitric, and Muriatic  
Acids — Commercial and  
Chemically Pure.

Mixed Acids for Explosives.

Liquid Ammonia, Glauber Salts,  
Copperas, Muriate Tin,

Tin Crystals, Acetic Acid, Nitrate  
Iron, Bisulphite Soda,

Acid Phosphate for Baking Pow-  
ders and General Chemicals.

Fertilizers, etc.

LONDON  
ONT.

## CAPTAINS OF INDUSTRY.

The following items of information, which are classified under the title "Captains of Industry," relate to matters that are of special interest to every advertiser in these pages, and to every concern in Canada interested in any manufacturing industry whatever, this interest extending to supply houses also.

If a new manufacturing enterprise of any kind is being started, or an electric lighting plant instituted, or an electric railroad, or a telephone, or a telegraph line is being constructed; or a saw mill, a woolen, cotton, or knitting mill; or if any industrial establishment has been destroyed by fire with a probability of its being rebuilt, our friends should understand that possibly there may be something in the event for them. Do you catch on to the idea?

The starting of any such concern means a demand for some sort of machines, machinery, or supplies, such as steam engines and boilers, shafting, pulleys, bolting, lubricants, machinery supplies, wood or iron working machinery, ventilating and drying apparatus; pumps, valves, packing, dynamos, motors, wire, arc and incandescent lamps, and an infinite variety of electrical supplies, chemicals, acids, alkalis, etc. It is well worth the while of every reader of the Canadian Manufacturer to closely inspect all items under the head of Captains of Industry.

The Seins River Foley and Fort Francis Telegraph and Telephone Company, have given notice of application to the Ontario Legislature, for an act of incorporation with power to construct and operate lines from Bonheur Station on the C. P. R. to Sawbill Lake, Hawke Bay, Lake Harold, Sturgeon Falls, Mine Centre, Foley and other points. Messrs. Bristol and Cawthra, Toronto, are solicitors for the applicants.

Fire on January 13th, destroyed the factory at the Hamilton Industrial Works, Hamilton, Ont., where churns, washing machines and wringers were manufactured. Loss about \$5,000.

The new company which has recently been formed to take over the business of the Oxford Furniture Co., at Oxford, N.S., at their last meeting decided to proceed at once with the manufacture of furniture, etc.

The following mining companies have been incorporated in Ontario:—The Golden Fisher Mining Company of Ontario, Toronto, capital stock, \$1,000,000; The London Gold Mining and Development Company, London, Ont., capital stock, \$500,000; Dominion Gold Mining and Reduction Company, head office in England; Yum Yum Gold Mining Company, Ottawa, capital stock, \$1,000,000; Canadian Gold Fields, head office in England.

Mr. Joseph Paquette's sash, door and blind factory in Montreal, was destroyed by fire January 11th. Loss about \$40,000.

The Ontario Bureau of Mines received from the Ontario Graphite Company, a few days ago, two lead pencils, being the first samples of Ontario graphite turned out. Accompanying the pencils was a letter stating that after testing samples of their graphite, Johann Faber, the famous manufacturer of lead pencils in Bavaria, and M. Schneider, of Nuremberg, another large manufacturer, had found it equal to their own Bohemian graphite, and had given a trial order for forty tons of it for immediate shipment. The company's deposits are situated in Brougham township, about twenty-five miles west of the town of Renfrew.

A company of Americans have been formed to dredge for gold in the Saskatchewan River.

# THE Polson Iron Works

TORONTO, CANADA.

THE BEST EQUIPPED BOILER AND ENGINE WORKS IN CANADA.

— WE MANUFACTURE —

**STEEL** The BROWN AUTOMATIC ENGINE  
MARINE ENGINES—SINGLE, COMPOUND AND TRIPLE

Hoisting and Mining Engines  
Steam Yachts and Launches

## BOILERS

OF EVERY DESCRIPTION.

GET OUR PRICES BEFORE ORDERING.

ESPLANADE EAST, Foot of Sherbourne St.  
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CHARTERED ACCOUNTANT

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WE BUILD

STEAM AND ELECTRIC . . . ELEVATORS

WRITE US FOR PRICES

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CANADIAN OFFICE & SCHOOL FURNITURE  
PRESTON ONT.

OFFICE, SCHOOL, CHURCH & LODGE FURNITURE  
SEND FOR CATALOGUE

## THE PARIS ELECTRO-PLATING CO.

Manufacturers of

Stove Trimmings, Organ and Piano Trimmings, also all kinds of Brass and Nickel Plating Done

Paris Station, - - Ontario

## SMITH WOOL-STOCK CO.

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Makers of... WOOL STOCK, SHODDIES, Etc.

All lines of Graded Woolen Bags. Carbonizing and Neutralizing. Berers of Wool Pickings. All lines of Hard and Soft Waste.

## F. W. HORE'S SONS

HAMILTON, ONT.

Manufacturers of . . .

WHEELS. Wheel Materials. Shafts. etc.

# W. J. KRAMER

## WOOD & PHOTO ENGRAVER

17 JORDAN ST. TORONTO

The Rand Drill Company, Sherbrooke, Que., have received an order for a two-drill compressor, hoist, pump and boiler from the Silver Bell Mining Company of Rossland, B.C.

The Kilgour-Rimer Company, Winnipeg, Man., is being incorporated with a capital stock of \$50,000, to manufacture leather, leather goods, etc.

The following mining companies are being incorporated in Ontario: The Consolidated Cariboo Hydraulic Mining Company, Toronto, capital stock, \$5,000,000; The Central Ontario Mining Company, Toronto, capital stock, \$49,000; Cronsted Mining Company of Algoma, Niagara Falls, Ont, capital stock, \$450,000; The Coronado Gold Mining Company, Rat Portage, capital stock, \$40,000; Toronto Mining Syndicate, Toronto, capital stock, \$1,000,000; The Foley Mines

Exploration Company, Windsor, capital stock, \$1,000,000.

We are in receipt of advance sheets of an illustrated catalogue soon to be issued by Messrs. W. S. Rockwell & Co., 26 Cortlandt St., New York, designers and builders of furnaces for oil, gas or coal fuel, appliances for burning fuel, oil, etc. The sheets received give illustrations of double-end annealing furnace, tempering furnace, duplex system for burning fuel oil, regenerative forge furnace and a double-end furnace for annealing brass and copper in sheets, strips, rods, bars, etc.

The new machinery plant for the Homestake is now ready to be put in motion. It is one of the best arranged and most complete plants in Kootenay. It consists of a five drill compressor from the Ingersoll company, Montreal, a hoist from the Dominion

Wire Rope Company, Montreal, and a pump from the Northey Company, Toronto, which, including the boilers, are under one large building.—Rossland Miner.

Messrs. M. Beatty & Sons, Welland, Ont., have recently shipped a hoisting engine and boiler to the Mikado Gold Mining Company, Rat Portage, Ont.; a hoisting engine and boiler to the G.T.R., Montreal, and are at work on another hoisting engine and boiler for the Dominion Bridge Company, Montreal, for use on a self-propelling derrick car.

## The Packard Electric Co., Ltd.

MAKERS OF

# Lamps and Transformers

Sole Agents for SCHEEFFER RECORDING WATT METERS  
ST. CATHARINES, ONT.

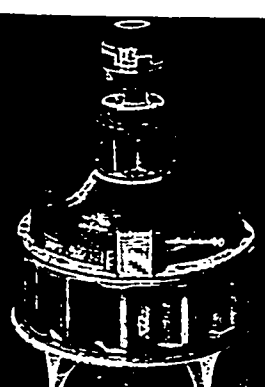
## Burnham's

Percentage  
Full Gate

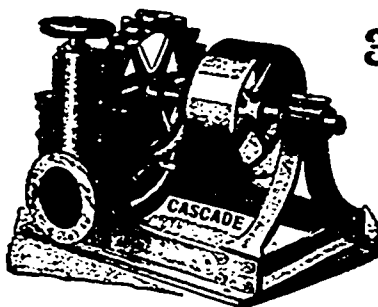
NEW IMPROVED  
STANDARD TURBINE

Give an extra Vertical or Horizontal Turbine more power for its price, with a greater percentage for water used than a vertical or horizontal turbine, and is the simplest, most durable and best finished wheel made. Send for illustrated catalogue and state head of water and power required.

**BURNHAM BROS., York, Pa.**



## TURBINE AND CASCADE WATER WHEEL



Adapted to all Heads from  
**3 Feet to 2000 Feet.**

Our experience of **33 YEARS** building Water Wheels enables us to suit every requirement of Water Power Plants. We guarantee satisfaction.

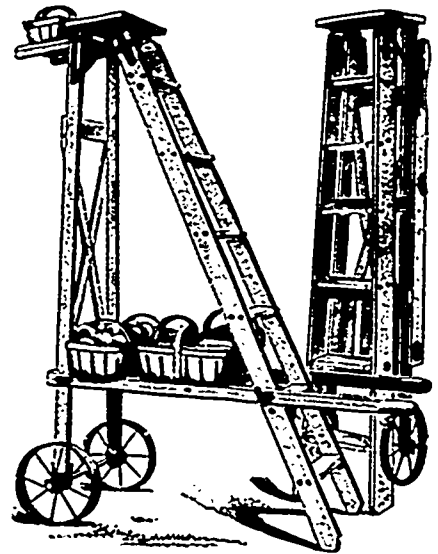
Send for a Pamphlet of either Wheel and write full particulars.

**JAMES LEFFEL & CO.**  
SPRINGFIELD, OHIO, U. S. A.



### PATENT FOR SALE Orchard Step Ladder

Patented in Canada and U.S.  
TO MANUFACTURERS

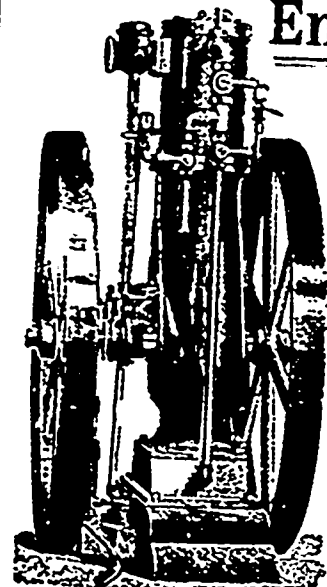


An excellent business opportunity is offered in the manufacture and sale of the Orchard Step Ladder, as above shown, for the Dominion of Canada or the United States, excepting Pacific Coast. Address

**EZRA F. LANDIS**  
MODEL CITY, NIAGARA COUNTY, N.Y.

Bids will be received for the Canadian Patent until February 1, 1897.

### THE ELECTRICAL GAS OR GASOLINE... Engine



WRITE FOR PRICES AND TESTIMONIALS

**J. R. BAIRD**

WOODSTOCK, ONTARIO

The following foreign mining companies have been registered in British Columbia: The Olga Gold Mining and Milling Company, Tacoma, Washington, capital stock, \$1,000,000; Granite Mining and Smelting Company, Spokane, Washington, capital stock, \$500,000; British Columbia Development Association, England, capital stock, £10,000; The Washington Mining and Leasing Company, Spokane, Washington, capital stock, \$1,000.

The South Essex Preserving Company's factory at Kingsville, Ont., was partially destroyed by fire January 2nd. Loss about \$50,000.

The daily capacity of the Lake of the Woods Milling Company's mills at Keewatin, Ont., is to be increased the coming season from 2,250 barrels to 3,000 barrels.

The Excelsior Bicycle Company, Hamilton, Ont., is being incorporated with a capital stock of \$20,000.

The McMillan & Haynes Company, St. Catharines, Ont., manufacturers of steel and brass bedsteads, are sending out a neat catalogue, in which they remind the trade that they are the first and only Canadian manufacturers of brass bedsteads. The company announce several patent improvements, among them being the solid steel panel and giant bed rail fastener.

The Thompson Electric Co., whose works at Waterford, Ont., were recently destroyed by fire have again started up, this time at Hamilton, Ont., where they have fitted up a fine factory for the manufacture of arc lamps, arc light dynamos, etc.

Edward New, Hamilton, Ont., who began about a month ago to manufacture fire brick under his own patents, is now putting in more machinery and appliances. This is, we are told, the first attempt at manufacturing fire brick in Canada. Mr. New's bricks have been subjected to very severe tests with the most gratifying results. Mr. New contemplates organizing a joint stock company, with sufficient capital to enlarge his works to a capacity sufficient to supply all Canadian demands for fire brick.

The Almonte Broom Company, Almonte, Ont., have started a factory in that town to manufacture brooms.

The Lake of the Woods Milling Co., Keewatin, Ont., has made a contract to ship flour to Australia, at the rate of 6,000 tons per month. Special flour trains leave Winnipeg three days a week for the Pacific coast, there to be loaded on Canadian Pacific steamers.

The Northern Nail and Wire Company, Alliston, Ont., has been incorporated with a capital stock of \$30,000.

Mr. R. E. Pringle, of Montreal, is opening a store at 216 St. James street, where he will carry a full line of electrical supplies of all kinds. Mr. Pringle is Montreal agent for the Packard Electrical Co., of St. Catharines, Ont., and the Toronto Electric Motor Co., of Toronto.

The Sinclair Canning Company, New Westminster, B.C., is being incorporated with a capital stock of \$20,000.

Manufacturers desiring a good and staple article to manufacture and sell, will do well to investigate the merits of a new portable step ladder recently patented in Canada and the United States, a descriptive notice of which appears in another page.

The Kerr Engine Company, Walkerville, Ont., have sent us a calendar, which, as a work of art, is not excelled by any received so far this year. The company's customers must appreciate a calendar which is at the same time such a beautiful specimen of the lithographers' skill.

The McKimmon Dash & Hardware Co., St. Catharines, Ont., have put in a complete plant of the latest improved machinery for manufacturing bicycle chains. These chains are made with hard blocks and hard pins, and consequently wear much longer than those having pins and blocks of softer material.

# FETHERSTONHAUGH & CO.

PATENT BARRISTERS AND SOLICITORS

ELECTRICAL AND MECHANICAL EXPERTS AND DRAUGHTSMEN

Head Office: Canadian Bank of Commerce Bldg, Toronto, Ont.

**Patents** Procured in Canada and all Foreign Countries.

Offices in Montreal, Que., Ottawa, Ont., and Washington, D.C.



## ...GALVANIZED STEEL FIRE PAILS..

**NO HOOPS TO FALL OFF**

A Pail that will withstand the action of salt and water. More fires are extinguished by pails of water than by all other means combined. They are always ready, simple and effective. The Official Returns of the New York Fire Commissioners, show that 64 per cent. of the whole number of fires were extinguished by pails of water. Galvanized, Painted Red and Stencilled, or Plain Galvanized and Stencilled.

PRICES ON APPLICATION

**Kemp Manufacturing Co., - Toronto, Can.**

When Were Your

**BOILERS**

Last Inspected?

Consulting Engineers—  
G. C. ROBB, Chief Engineer  
A. FRASER, Secretary-Treas.

JOHN L. BLAIKIE ESQ.  
PRES.

E. W. RATHBUN ESQ.  
VICE-PRES.



OF CANADA



Head Office,

TORONTO

Are You Sure

THEY ARE

**SAFE**

AND IN

Good Condition?



The Corporation of Goderich, Ont., have engaged the services of Mr. Geo. White Fraser, Toronto, by the year as consulting electrician. Mr. Fraser has also made engagements of the same nature with the corporations of Collingwood, Ont., and Fraser-ville, Que.

The London Journal of the Society of Arts says: The centre of the timber trade of British Columbia is Vancouver. Long before Vancouver was a city and the terminus of the Canadian railway, in the beginning of the sixties, there were two large sawmills there. The German consul in Vancouver, in a recent report, states that Vancouver now possesses twelve. Although the innumerable forests of British Columbia are rich in conifers of various kinds, there are only three the timber of which is exported, the Douglas pine, the giant cedar and the spruce fir. The first of these is the main object of export; it is shipped to all parts of the world, and forms a serious rival to Norwegian timber. The Douglas pine is chiefly used for masts, on account of its combining with great strength the requisite height and elasticity; it is also used for bridge building and railway carriage making. In the form of

masts it attains a height of 120 feet, with a diameter of twenty-eight inches. Cedar is mainly used for the manufacture of doors and windows. Japan imports it largely for the manufacture of lead pencils. The wood of the spruce fir gives excellent timber for chests, and is largely shipped to Australia for that purpose.

The Laurie Engine Company, Montreal, have for some time been engaged in constructing one of the largest engines ever built in the country, and perhaps the largest electrical engine on the continent. The immense fly-wheel, which is now almost completed, weighs over 100 tons and is twenty-four feet in diameter. This wheel was cast in ten segments and is put on a shaft weighing twenty-one tons. Next to the wheel on the same shaft, is attached the dynamo, and thus the loss of power by friction entailed by the use of a belt is avoided. The fly-wheel is to make seventy-five revolutions per minute, making the velocity of the rim over a mile a minute and its centrifugal force 1,800 tons, or 300 tons on each joint at the normal speed. The heaviest castings are the two pillow blocks which support the ends of the great shaft. These are

single castings of thirty tons each and were poured in a continuous stream from three ladles. The engine is a compound one, the high pressure cylinder being thirty-six inches in diameter and having a sixty inch stroke. The low pressure cylinder is sixty-four inches in diameter and has a sixty inch stroke. Working at a 175 pounds' pressure, the engine will develop 4,000 horse power. The several engines at present in use by the Montreal Street Railway Company, for which this engine is being made, develop altogether 6,000 horse power and are sometimes taxed to their utmost to supply the power needed. The new engine is to be used in conjunction with these, thus making a total of 10,000 horse power available.

Thomas Carlin's Sons, Allegheny, Penn., have sent us their illustrated catalogue of rolling mill, brick plant and contractors' machinery; including both right and left hand rail or scrap shears, bar shears, etc., with and without engine attached, in weight from 17,000 pounds to 40,000 pounds; grinding pans; portable traveling cranes; steel derricks, with turntable; hoisting engines; steam shovels, etc.

**JOHN HALLAM**  
TORONTO

WHOLESALE DEALER IN  
DOMESTIC and FOREIGN **WOOLS**  
Sumac, Japonica, etc.

**BOILERS**

You Want Them  
We Make Them

WRITE FOR PRICES

**BANNERMAN & FINDLATER,**  
Boiler Makers, OTTAWA, ONT.

**FIRSTBROOK BROS.**

Dovetail and Packing Boxes

Top-Pins, Side Blocks and Cross Arms, Wood  
Printers, Etc.  
Cigar Boxes, Shipping Cases,  
TORONTO, ONTARIO.  
Write for Prices

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**PATON MANUFACTURING COMPANY**

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— FOR —

**WORSTED KNITTING**

— AND —

**FINGERING YARN.**

Montreal Office:—409 Board of Trade Building.

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**SPECIALTIES.**

Machinery Brushes for woollen and flour mills, Jewellers, shoes, breweries, dairies, platers, foundries, and all machinery work; old rollers refilled.

**Frank Wehrle & Co.,**

Brush Manufacturers,

134 Bay St., Toronto.

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**FACTORY BRUSHES**

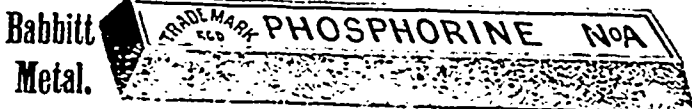


All Kinds of MACHINE  
BRUSHES made and  
Blacks Re-Filled.

Highest Quality and  
Best Workmanship  
..... Guaranteed

AND CLOSEST POSSIBLE PRICES

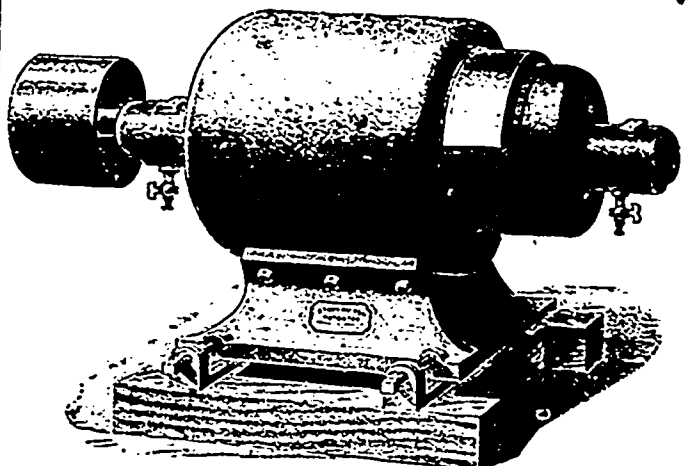
**CHARLES BOECKH & SONS,** Manufacturers,  
TORONTO, ONT.



BRASS, BRONZE, PHOSPHOR BRONZE, ALUMINUM  
BRONZE, COPPER, ZINC and ALUMINUM  
CASTINGS TO ORDER. Large or Small.

Write for Prices... **DEAN BROS.,** 184 Richmond St. West, Toronto

**The STOREY MOTOR and DYNAMO**



Send for Catalogue.

MANUFACTURED BY

**The STOREY MOTOR and TOOL CO.**  
John St. North, Hamilton, Can., and Philadelphia.

The Canada Western Telephone and Telegraph Company, Vancouver, B.C. is being incorporated, with a capital stock of \$50,000.

The Willson Carbide Company, St. Catharines, Ont., are increasing their power by putting in two pairs of turbines of 266 h.p. each under a twelve foot head, manufactured by the James Leffel Co., Springfield, Ohio. They are intended to give eighty-three per cent. efficiency on a full load.

The Buffalo Forge Company, Buffalo, N.Y., have sent us a copy of their new 400-page library bound catalogue. Their general catalogue preceeding this was compiled in 1892, but the company state that so great was the demand for it, on account of its unique features, that several large editions, duplicate of the original, were issued. The new and original matter presented in this their new catalogue, will be appreciated by engineers and architects, the more so because

the figures given are derived from actual installation of the various apparatus to which they relate, as well as from extensive experiments involving the use of the most refined and accurate instruments. Illustrations and full descriptions of the great varieties of machines, engines, etc., built by the company, are given, among them being the following: Automatic cut-off engines, horizontal engines, steel plate steam fans, steel plate pulley fans, fan wheels, cone fans, blowers and exhausters, Buffalo fan system of heating and ventilating, disk wheels, blowers, forges, etc.

The Clayton Air Compressor Works, 26 Cortlandt St., New York, have sent us their catalogue, illustrating and describing the various tools and appliances manufactured by them. These include the Boyer tool, the Clement tool, the Killer tool, Phoenix portable rotary air drill, Manning portable piston air drill, Phoenix pneumatic breast drill, the

Pittsburgh bridge riveter, straight lift air hoists, Manning sand-paperying machine, pneumatic sand sifter, etc.

Messrs. Jackson & Cochrane, Berlin, Ont., recently sent eleven machines to England, weighing about twelve tons in all. The machines, which took a considerable time to manufacture, are for the Bennett Manufacturing Company, of London, England. The fact of a Berlin firm being able to compete with the English manufacturers, both in price and quality, speaks well for our staunch Canadian town. Some two years ago Jackson & Cochrane made some machinery for the same English firm, which proved so satisfactory, that this present order was the result.

The contract for supplying the cars and electrical apparatus for the Quebec Electric Street Railway has been awarded to the Ottawa Car Company and Messrs Ahearn and Soper of Ottawa.

**Leitch & Turnbull**

Canada Elevator Works,  
Queen and Peter Streets, Hamilton, Ont.  
Patent Safety Hydraulic Hand and **POWER ELEVATORS**  
Telephone Connection.

METAL **STAMPS**

SOAP DIES, AND BRASS SIGN MANUFACTURERS  
**PATTERSON & HEWARD**  
40 WELLINGTON ST. WEST, TORONTO

**FOR SALE**

**FOUR H.P. EDDY ELECTRIC MOTOR**  
Guaranteed in First-class Order.  
Address  
**The Barber & Ellis Co., Toronto**

**D. K. McLAREN**

**BELTING, CARD CLOTHING**  
- - - **MILL SUPPLIES**

**COTTON AND WOOLEN SUPPLIES**  
**SHUTTLES, PICKERS, HEDDLES**  
**REEDS AND HARNESS**

Sole Agent for....

**Messrs. Wilson & Ingham**  
**MIRFIELD, ENGLAND**

**24 Victoria Square, - Montreal**

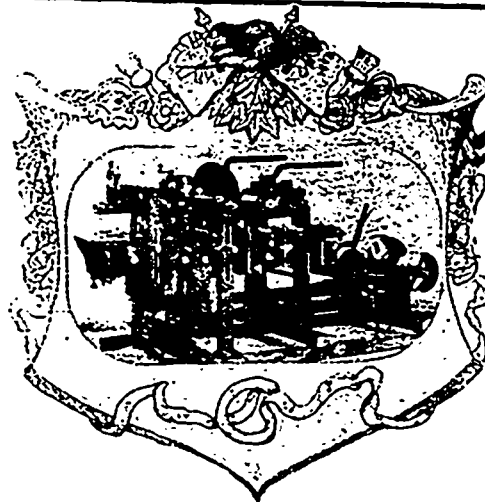
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**R. C. JAMIESON & CO.**  
Manufacturers of  
**VARNISHES AND JAPANS** | Importers of Oils, Paints, Colors,  
SPIRITS, Shellacs, Rosins, Glucs, Gold Leaf, Bronze, etc.  
Office-13 ST. JOHN STREET  
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**Penman Manufacturing Co., Ltd.**  
PARIS, ONTARIO.

Manufacturers of  
**HOSIERY, SHIRTS, DRAWERS,**  
**GLOVE LININGS AND YARNS**  
Selling Agents: D. MORRICE, SONS & CO., Montreal and Toronto.

**ROSAMOND WOOLEN COMPANY**  
ALMONTE, ONT.

**FINE TWEEDS, CASSIMERES, AND FANCY**  
**WORSTED SUITINGS AND TROUSERINGS.**



Wood or  
Iron-Working  
Machinery,  
Engines,  
Boilers,  
Motors,  
Shafting, Etc.

**The Toronto  
Machinery  
Supply Co.,**  
164 King St. W.

**Guelph Woolen Mill Co., Ltd.**

GUELPH, ONTARIO  
Manufacturers of  
**Underwear, Hosiery, Wheeling, Fingering and Worsted Yarns**  
EIDERDOWN FLANNEL, ETC.  
Selling Agents: Donald Fraser, Montreal E. H. Walsh & Co., Toronto.

**AUBURN WOOLEN COMPANY**  
PETERBOROUGH, ONT.

**Manufacturers of Fancy Tweeds, Etc.**  
Selling Agents, D. MORRICE, SONS & CO., Montreal and Toronto.

**THE PARKHILL VENEER CO.**  
Manufacturers of  
**Rotary Cut Cheese Box Hoops**  
HEADING SCALE BOARDS, ETC.

In Car Lots, or less. Write for particulars.  
**PARKHILL VENEER COMPANY PARKHILL, ONT.**  
The Factory of this Company for Sale or to Let.

**FERGUSON & PATTINSON**  
PRESTON, - - ONTARIO.

MANUFACTURERS OF  
**FINE AND MEDIUM TWEEDS**

**NEW DYE STUFFS.**

**Naphyl Blue-black N**, patented. — A deep blue-black shade possessing the peculiar brilliant blue over-cast of logwood. This is the only known aniline or coal tar dye possessing this valuable property, and hence is the only one that can be used as a substitute for the peculiar shade obtained with logwood. The blue-black can be easily shaded to a deep jet black by the addition of our yellow dyes without entirely losing the valuable overcast. It is very soluble, and is not precipitated in the dyebath in the presence of a large amount of acid. This solubility is a valuable property in the dyeing of piece goods, as it allows of even dyeing. This color is faster to light than any other known wool black—being far superior in this respect to logwood and surpassing the alizarines. It surpasses both logwood and the alizarines in its fastness to acids. It is unaffected by steaming and fulling, retaining its shade and not bleeding into the white when thus treated. It is unequalled in its properties for the dyeing of cloths and goods that are to be subjected to atmospheric reactions, on account of its extreme fastness to light. On account of its fastness to acid it can be used advantageously for cross-dyeing purposes. Its solubility and fastness to steaming and fulling render it of great importance for piece dyeing, while its

peculiar shade makes the only actual substitute for logwood.

**Alizarine Black R**, patented.—A deep black with a slightly red over-cast, which can be readily deadened to a jet black by shading with some one of our acid yellows, suitable for this purpose. It is very soluble and no danger is experienced of its precipitating in the dyebath. It is very fast to light and washing. It stands acids remarkably well, and does not bleed into white goods when subjected to fulling. On account of its strong covering power and solubility it is well adapted for the dyeing of piece goods which are thus dyed very evenly. As it does not bleed when treated with acids, it can be well used for cross-dyeing. It can also be used for the dyeing of loose wool or yarn.

**Method of Dyeing.**—Charge the dyebath with 1 per cent. oxalic acid, 4 per cent. acetic acid, 10 per cent. Glauber's salt, add the necessary quantity of dyestuff, previously dissolved in boiling water, enter the goods hot (light goods even boiling), bring to the boil within half hour, add, when the bath is almost exhausted, two per cent. sulphate of copper and five per cent. acetic acid, and work in the boiling bath for twenty to thirty minutes longer, until it is completely exhausted. The bath may be used over again, subsequent dips requiring only 0.25 per cent. oxalic acid, 2 per cent. acetic acid, and 2.5 per cent. Glauber's

salt, and when the bath is almost exhausted, 1.75 per cent. sulphate of copper and 5 per cent. acetic acid.

For samples address—Wm. J. Matheson & Co., Ltd., 178 Front St., New York.

We have received an exceedingly neat and beautiful 1897 calendar from Messrs. Rhodes, Curry & Co., Amherst, N.S., manufacturers of railway and street cars, car wheels and castings.

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Duck and Round Bill Peaveys.

Car Load or Dozen Lots

**BRITISH COLUMBIA MINING INDUSTRIES.**

The following mining companies are being incorporated in British Columbia. The Dry Belt Mining and Milling Company, Sandon, capital stock, \$1,000,000; Fourteen Gold Mines Consolidated Company, Rossland, capital stock, \$5,000,000; British Columbia Exploration Company, Rossland, capital stock, \$100,000; Big Six Gold and Copper Mining Company, Rossland, capital stock, \$1,500,000; Noblesse Gold Mining Company, Rossland, capital stock, \$150,000; Scottish Columbia Mining and Developing Company, Vancouver, capital stock, \$1,000,000; Ottawa and Ivanhoe Silver Mines, Rossland, capital stock, \$1,000,000; Canadian Mining, Milling and Smelting Company, Sandon, capital stock, \$2,000,000; Kootenay and North-West Mining Company, Rossland, capital stock, \$1,000,000; Canada Prospecting and Mining Company, Vancouver, capital stock, \$100,000; The Camp Hewitt Mining and Development Company, Vernon, capital stock, \$1,000,000; The Spencer Consolidated Mining Corporation, London, England, capital stock, £1,000,000; The Carnduff Mining and Developing Company, Slocan City, capital stock, \$1,000,000; Ihex Mining and Development Company, Kaslo, capital stock, \$300,000; The Golden

Cache Extension Gold Mining Company, Vancouver, capital stock, \$600,000; The Tin Horn Quartz Mining Company, Victoria, capital stock, \$200,000; Copper Mountain Mines, Vancouver, capital stock, \$500,000; Rossland Eastern Gold Mining Company, Rossland, capital stock, \$1,000,000; Observation Mountain Gold Mining Company, Grand Forks, capital stock, \$1,000,000; Black Prince Mining and Milling Company, Rossland, capital stock, \$1,000,000; Lucky George Mining Company, Sandon, capital stock, \$1,000,000; The Bald Mountain Mining and Development Company, Golden, capital stock, \$2,500,000; Trail Creek Hidden Treasure Gold Mining Company, Rossland, capital stock, \$1,000,000; Vancouver Goldfields, Vancouver, capital stock, \$500,000; British Gold Mining Company, Vancouver, capital stock, \$1,000,000; Red Mountain Ida May Gold Mining Company, Rossland, capital stock, \$1,000,000.

We have received a pamphlet from the Owen Sound Portland Cement Company, Shallow Lake Ont., in which is given a number of testimonials from engineers, architects, contractors, merchants and others. The company use the finest grade of raw materials and exercise the greatest care in manufacture. A skilled analytical chemist

being constantly employed, whose duty it is to test the cement through every process of its manufacture. Considerable new machinery was added to their grinding plant last year, thus enabling them to keep abreast of the increasing demand for their goods. The Samson Brand Portland Cement has been used in the following works. 5,000 barrels, Consumers' Gas Co., Toronto, in erection of largest gas tank in Canada; 7,500 barrels, Government Canal, Sault Ste. Marie, Ont.; 3,000 barrels, Sault Ste. Marie water power, Sault Ste. Marie; 7,000 barrels, Toronto Railway Co., power house and chimney; 11,000 barrels, concreting road-bed King and James streets, Hamilton; 3,500 barrels, road-beds Dundas and Richmond streets, London, Ont.; 15,000 barrels, T. H. & B. R. Tunnel, Hamilton, Ont.; 3,500 barrels, Sault Ste. Marie Pulp Works, Sault Ste. Marie; Water Works, Bracebridge, Ont.; Bank, Chatham, Ont.; Garrison Creek Sewer, Toronto, Ont.; Dundas street bridges, Toronto, Ont.; New Union Station, Toronto, Ont.; Chemical Buildings, Queen's Park, Toronto, Ont.; Simpson's new buildings, cor. Yonge and Queen streets, Toronto, Ont.; Bridge, Markham Village, Ont.; Light house, Georgian Bay; power house, London Street Railway, London, Ont.; Water Works, Orangeville, Ont., and in a large number of the road-beds of the streets of Toronto.

THE - - - -

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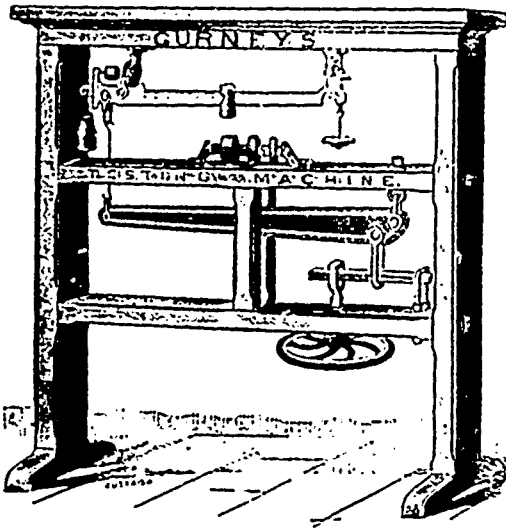
Branch Office . . . .

VANCOUVER, B.C.

 **PETERBOROUGH, ONT.**

**FOUNDRYMAN'S IRON TESTING MACHINE.**

The accompanying illustration is of a foundryman's testing machine, now being manufactured by the Gurney Scale Company of Hamilton. With the great variety of cast iron made at present, as regards tensile strength the foundryman has a wide range to select from, and from which he



must necessarily select. If he knew the exact strength of any variety of iron the task of selection would be greatly facilitated. Without an actual test he must be guided solely by his experience gained in using certain brands, and if he wished to produce a

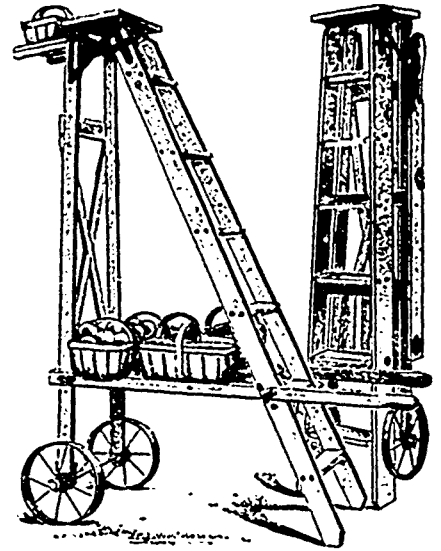
casting having any given strength he would meet with considerable difficulty in selecting a proper grade of iron precisely adapted to that purpose. With the testing machine here alluded to there need be no uncertainty as to the proper mixture or grade of iron to be used to turn out a casting of any required strength. The foundryman has only to cast specimens an inch square and about fifteen inches in length; and their strength can be ascertained in a few minutes, thus showing which iron is best adapted for the requirement. By turning the hand wheel below the frame force is applied to the specimen which is weighed by the beam just as on a Gurney platform scale.

For further information apply to the Gurney Scale Co., Hamilton, Ont.

**LANDIS PORTABLE STEP LADDER.**

The accompanying illustration is of a new portable step ladder, recently patented in the United States and Canada. Fruit growers cannot but appreciate so valuable an article, made especially for use in their orchards, as it gives the advantages of both a hand cart and a step ladder, and doing away with the lugging of the ladder around by hand and setting it in a firm and rigid position. By its use the work is made both safe and easy. Full and empty baskets are taken with the picker as his work progresses, saving much time and unnecessary going back and forth carrying of baskets of fruit from tree to tree. As shown it is mounted on malleable iron wheels, with malleable iron brackets. It is strong and substantially built, and every orchardist will be profited by its use. The merits of this ladder need

only be fully understood to be appreciated. It is applicable to every kind of work requiring something of the kind. The inventor, an American working in the fruit districts of the Pacific Coast, and having all he can



do will dispose of the Canadian rights and portions of the United States.

For further particulars address E. F. Landis, Model City, N. Y., whose advertisement appears elsewhere in these pages.

The property owners of Southampton, Ont., will vote on a by-law to raise \$11,000 for the purchase of an electric plant.

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Manufacturers of the well-known "HAMMER BRAND"

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**Patent Rock Wall Plaster**

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Quality equal to the best English and German Brands.  
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Spring, Reeled Machinery, Tire, Toe Caulk, Sleigh Shoe, Angles, Special Sections  
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SODA ASH, all strengths.  
PURE ALKALI, 58°.

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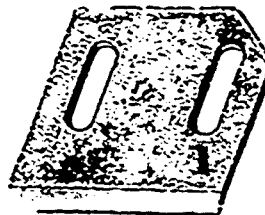


Stave Cutter Knives

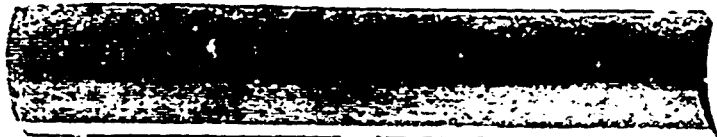
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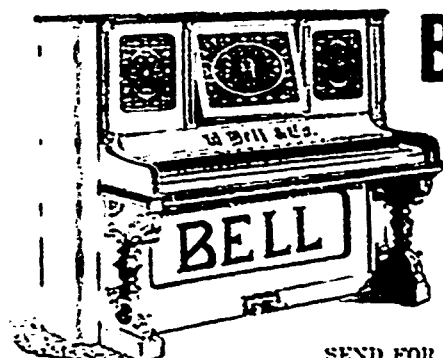
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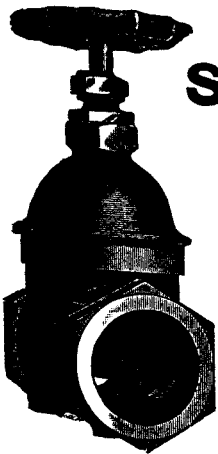
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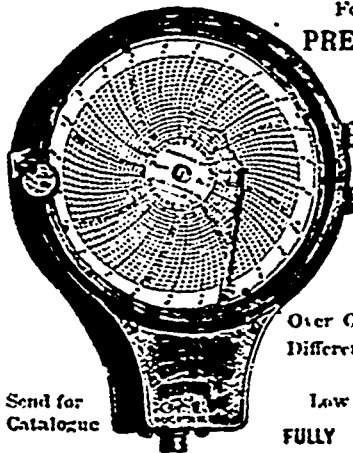
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