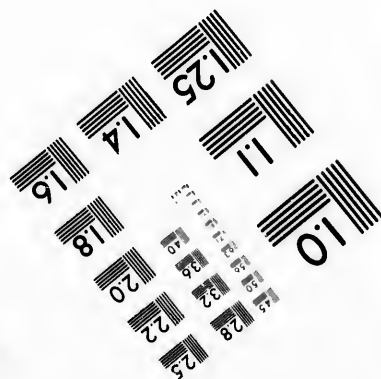
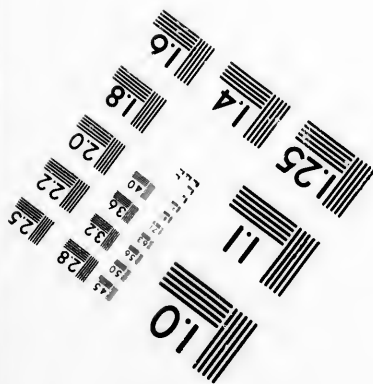
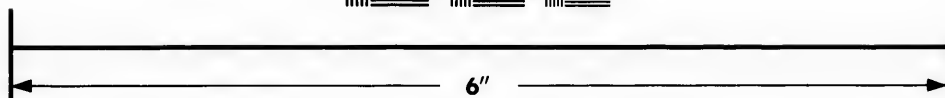
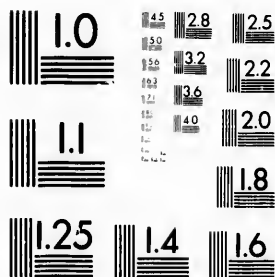


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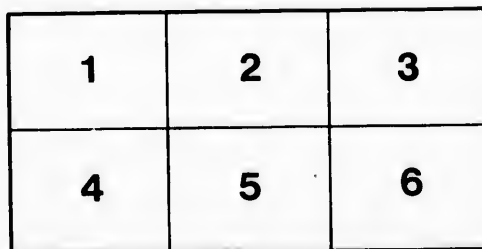
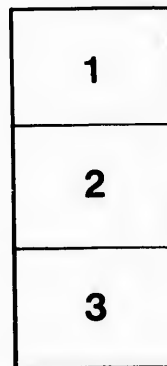
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# CANADA, THE WEST INDIES, AND BRITISH GUIANA.

*Paper read before the Board of Trade of the City of Toronto, by the*

**HON. JOHN MACDONALD.**

*"The present and possible Commercial Relations between the Dominion  
of Canada, the West Indies and British Guiana."*

JANUARY, 18, 1889.

W. D. MATTHEWS, PRESIDENT, IN THE CHAIR.

MR. PRESIDENT, AND GENTLEMEN,

I observe from some press notices that the report I am about to read is styled a lecture upon my recent trip to the West India Islands and British Guiana. I am sorry that that impression should have been created, for the few remarks which I purpose making will not be worthy any such pretentious title; they will refer only to the openings which these islands present for an extended trade with our own country, a dry subject at best, affording but little opportunity for the play of fancy, and to other than business men as destitute of interest as of poetry.

I have no doubt that there are in this gathering those whose business or inclination have brought them to these lovely islands of the sea. For them nothing that I can say of their appearance, their products or their people, will be new; but there are others, and I am safe in saying, by far the greater number, who have not the slightest conception that within five or six days' journeying from our own city, there are islands so strangely beautiful, so wonderfully productive—islands where perpetual summer reigns, and where—while with us winter has asserted its power, has robbed the forest of its foliage, and the fields of their verdure, that amid them—the palm trees bend their graceful forms—oranges, limes, bananas, and sapodillas, and indeed every kind of tropical fruit surround the passer-by, while tropical flowers skirt every road-side, and border many of the great cane fields, whose delicate green with the feathery arrow of the cane rises and bends to every breeze, as do the waves of the sea; whose lofty mountain peaks rise to the height of 5000 or 6000 feet, and whose low lands present such pictures of loveliness, arising from their great fertility and marvellous vegetation, as are not to be surpassed on the face of the earth. It is under such circumstances that one realizes to some extent at least, the vastness and the power of the British Empire, as they

thus see it embracing within itself every climate, almost every class of people, and every product of the earth.

While on our outward voyage from New York we spent some four hours opposite Staten Island, adjusting our compasses, and during that brief period some nine or ten great ocean steamers entered the harbour. Not so much was I impressed with the thought as to where they came from, not so much either as to where they were going to; this it was that struck me, that with one exception only they all bore the British Ensign, giving one some faint idea of how widespread, and how far apart must be the oceans over which it floats, on each of which it is to every subject an object of pride, to every oppressed one an assurance of protection; indeed no one thinks of asking the question, where to look for it? The question is, where is it not to be found?

In the month of July, when amid the icebergs of Labrador, in latitude somewhere about  $52^{\circ} 20'$  north, and when on that rocky coast at anchor by reason of the fog, the very first object that met my eye when the fog lifted was the ensign of St. George floating on one of Her Majesty's vessels stationed there to guard the interests of her Newfoundland fishermen; and at the close of the year, as I found myself at British Guiana, in something like six degrees north of the Equator, and where the mariner oftentimes takes his bearings from the Southern Cross, I found the same ensign floating from British merchant ships, which had brought there the riches of many lands, over many seas, to take back to as many lands the products of Britain's Colonies.

I cannot describe the feelings which took possession of me as I tried to realize what a privilege, what a glory, it was to be the subject of an empire upon whose possessions the sun never sets, the effect of whose civilization is felt wherever the habitations of men are found. A glance at the map will show that the British West India Islands (excluding the Bermudas, which are situated in about  $32^{\circ} 50'$  north) embrace some twenty-two important islands, and extend from the Bahama group, situated in about  $27^{\circ} 40'$  north, to Trinidad in  $11^{\circ}$  north; or, if the line be extended to the important colony of British Guiana, to  $6^{\circ}$  north of the Equator. The islands embrace an area of 15,121 square miles, British Guiana, an area of 76,000 square miles, and include a population under British rule of at least  $1\frac{1}{2}$  millions. If to this we add the Spanish, French, Danish, Swedish and Venezuelan Islands and the Republics of Hayti and San Domingo, we have an area of 159,992 square miles, and a population of between four and five millions, or equal to that of the entire population of Canada.

Now it will readily be apparent that the needs of such a population imply for the mere necessities of life an immense consumption, and, as a consequence, with some nation or nations a very large and a very important trade. From whence are these islands supplied? I will not refer specially to the smaller islands, for they, in a great measure, draw their supplies from the larger ones, and although my visit embraced Santa Cruz, St. Kitts, Antigua, Montserrat, Guadaloup, Barbados, Grenada, Trinidad, Tobago and

Demarara, I will confine my remarks chiefly to the larger islands visited and to British Guiana.

I place the various sources from which the islands are supplied in the order of importance. Barbadoes, for example, draws its supplies—

From the United States to the amount of.....	£367,117	11	4
“ British N.A. Colonies.....	92,134	7	2
“ Brazil.....	57,215	4	5
“ British West Indies.....	30,529	16	3
“ British Guiana.....	18,406	9	10
“ Calcutta.....	14,595	9	10

These are the most important. The total imports of the Island being..... £983,437 6 4  
Or in round numbers.....\$ 4,615,935.

Trinidad draws its imports from the

United States to the amount of.....	£360,537
Venezuela.....	359,918
British West Indies.....	118,129
France.....	101,386
British East Indies.....	92,976
British North America.....	54,532
The total imports of the Island being.....	£1,918,670
Or in round numbers.....	\$9,593,350

British Guiana supplies herself from

United States to the amount of.....	£317,021
India.....	169,588
British North America.....	94,249
British West Indies.....	32,577
France.....	17,878
In all.....	£1,603,175
Or.....	\$8,015,875

You will observe that I have made no reference to Jamaica, an island which is spoken of as the Queen of the Antilles, which is three times as large as the largest of the British West India group, and nearly three times as populous as the most densely populated, viz: the Island of Barbadoes, which is generally regarded as per square mile, the most densely populated portion of the globe; but I have made no reference to Jamaica, from the fact that I did not take it in in my trip, although a residence of eight months in it made me familiar with its beauty, its fertility, its importance. The figures which I give of the other islands will, I think, be found in a great measure to apply to it in proportion to its extent and population.

The questions which we have to meet in the consideration of the subject which I desire to bring before you are these :



1st. Are we doing all the trade with these West India Islands which we can do, and which we ought to do ?

2nd. If not, is it possible for us to increase it ?

Before attempting to answer these questions I may say that throughout the entire islands I met with nothing but a spirit of great kindness, kindness from every class; from merchants, planters, bankers, in short from every class of the community—with strongly expressed desires for closer business relations with Canada, with assurances that everything else being equal they would give to Canada the preference; and here let me say, as Canadians that we have no right to expect anything more, and if we cannot beat other competitors on equal terms we have no right to look for trade upon the ground of sentiment. Value, is the real test of superiority, the only true test by which superiority can be gauged; it is only by this standard that trade can be secured, and it is only by this standard that trade is to be retained.

One important thing in business is the existence of a friendly feeling on the part of those who desire to open up trade relations with each other, and I am here to-day to assure this Board that on behalf of our fellow-subjects in the West Indian Colonies such friendly feeling exists on their part to the largest possible extent.

In looking at the relative amount of trade which the West Indies do with other countries, I will only enter into a comparison with that done in our own country, with that done in the United States, restricting the comparison to them, and doing this,

1st. Because of their contiguity to us as compared, for example, with France, India, or other countries similarly situated.

2nd. From the similarity existing between the commodities supplied by themselves and us, and

3rd. From the fact that like ourselves they are members of the great Anglo-Saxon family, and consequently possess no advantages either by inheritance or acquisition which are not in a measure equally great enjoyed by ourselves.

Do we then, as compared with the United States, get our fair share of the West Indian trade? I think not!

In Barbadoes, for example, they do four dollars for our one.

In Trinidad about seven dollars to our one.

In British Guiana three dollars and thirty-seven cents, to our one.

These figures furnish us with one gratifying fact, and that is, that distance has nothing to do with the disparity, for we find that in the most remote colony, that of British Guiana, our trade as compared with the United States, bears a 50% greater proportion than does our trade with Trinidad, although that colony to us is much nearer. It is of moment therefore to know that it is not distance that places us at a disadvantage.

This would appear to be a fitting place to refer to the particular class of commodities which the United States supply to the Colonies in excess of ourselves, and at the same time to refer to the instances where our sales are in excess of theirs. These tables are very suggestive. Let me

note a few particulars, and for the sake of brevity I will refer to two of the Colonies only.

The United States supply Trinidad with cheese to the extent of 140,533 lbs. British Guiana to the extent of 193,720 lbs. We with 300 lbs. in the case of Trinidad only, while to British Guiana we do not send one pound.

In British Guiana, in all the following articles, we are badly beaten in sales by the United States:

Guiana—Imports from B. N. America.....	£ 94,929	11	2
“ India.....	169,588	16	8.
“ United States .....	317,021	9	1.
<hr/>			
“ Exports to B. N. America .....	£ 41,908	12	2½.
“ India.....	458	7	11¼.
“ United States .....	813,773	4	10½.

Or, in round numbers, exports to Canada, \$209,540: to United States, \$4,068,864.

UNITED STATES SEND	Lbs.	B. N. A. SENDS	Lbs.	DUTY.
Bread, including biscuits..	709,630	11,200		2s. 1d. per 100 lbs.
Butter .....	182,671	6		1d. per lb.
Candles, tallow.....	32,745	None.		2s. 1d. per 100 lbs.
Cheese.....	193,720	“		1d. per lb.
Confectionery .....	6,164	“		2½d. “
Corn and Oatmeal .....	1,731,124	“		1s. 0½d. per 100 lbs.
Corn brooms (doz.) .....	2,063	200		
Flour (brls.) .....	138,941	None.		4s. 2d. per barrel.
Grain (bush.).....	28,064	100		2½d. per bushel.
Grain (feed) .....	10,025	None.		2½d. “
Hams .....	205,831	1,223		1d. per lb.
Hay .....	837,879	7,460		5d. per 100 lbs.
Mules .....	194	None.		1.
Oils (gals.) .....	393,233	“		10d. per gal.
Pitch (brls.) .....	1,023	“		2s. 1d. per brl.
Shooks (packs).....	5,191	338		4d. per pack.
Soap (lbs.).....	494,890	92		2s. 1d. per 100 lbs.
Tar (brls.) .....	720	None.		2s. 1d. per brl.
Tobacco .....	10,015	“		1s. 10½d. per lb.
Tongues (pickled).....	12,203	150		1d. per lb.
Turpentine (gals.).....	2,785	None.		9d. per gal.
Apothecaries' wares (pkgs.)	261	“		7 per cent. ad val.
Cabinet Ware.....	422	“		“ “
Hardware .....	729	“		“ “
Leather.. .....	244	20		“ “

Linens and cottons (pkgs.)	317	2	7 per cent, ad val.
Miscellaneous .....	1,082	6	" "
Paper Manufactures (pkgs.)	2,147	None.	" "
Preserved Fruits .....	238	"	" "
Preserved Meats .....	1,561	410	" "
Wood Manufactures .....	418	None.	" "

We are beaten by the United States in sales in Trinidad, in each of the following articles :—

Trinidad imports from British North America.....	£54,532.
"                    "          East Indies .....	92,979.
"                    "          United States .....	360,537.

To Trinidad the

UNITED STATES SEND	B. N. A. SENDS	DUTY.
Lbs.	Lbs.	
Bread .....	13,673	None. 1s. 6d. per barrel.
Butter .....	90,163	222 1d. per lb.
Cheese.....	140,533	330 1d. per lb.
Furniture (val.) .....	£3,030	None. 4 per cent.
Flour (brls.).....	98,307	" 3s. 4d. per bl.
Hardware (val.) .....	£7,813	£172 4 per cent.
Lard (lbs.).....	1,659,781	None. 3s. per 100 lbs.
Live Stock (val.).....	£4,830	
Medicines " .....	£1,701	£20
Oil Meal (lbs.) .....	17,485	None. 1s. per 100 lbs.
S. Hooks .....	47,975	3,208 7d. per bdle.
Staves.....	323,774	None. 12s. per 1,000.

In Grenada the United States, as compared with Canada, appear to have a monopoly, for while they send quantities of bread, butter, candles, flour, and fish, all of which we can supply on terms as favourable as they can, and, in some instances, upon terms more favourable, the market, so far as we are concerned, has been neglected.

To Trinidad they send goods free of duty.

Meats (lbs.) .....	2,942,589	None.
Live Stock .....	1,546 £ 9,756	218 or £933, or \$4,615.
	\$47,780 to our	
Vegetable Products (val.)	£ 6,170	£508.

But to bring out here more prominently a few articles, notice that the

UNITED STATES SEND	CANADA SENDS
Bread .....	B. Guiana .....
	709,630.
	11,200.

cent, ad val.

	Bread .....	Trinidad .....	13,673.	None.
	Butter .....	B. Guiana .....	182,671.	6.
	" .....	Trinidad .....	90,163.	222.
	Flour .....	B. Guiana .....	138,941.	None.
	" .....	Trinidad .....	98,307.	"
	Corn and Oatmeal, .....	B. Guiana .....	1,731,124.	"
	Lard .....	Trinidad .....	1,059,781.	"
	Live Stock .....	" .....	4,830.	"
	Hams .....	B. Guiana .....	205,831.	1,223.
	Hay .....	" .....	837,839.	7,460.
	Oils .....	" .....	393,233.	None.
	Staves .....	Trinidad .....	323,774.	"

In addition, I find that the United States warehoused in British Guiana, for exportation only, that is, I take it, to supply the smaller markets, the following goods:—

Butter, United States .....	3,800.	Canada, none.
Hams .....	11,030.	" "
Beef (brls.) .....	7,641.	" "
Lard .....	635,392.	" "

I had said that I would refer to two of the Islands only, but I find in the case of Barbadoes the disparity to be so much greater in some articles than that which exists in the other Islands, that I find it necessary to call attention specially in these articles to the state of things in that Island. The following are the figures:—

	UNITED STATES.	CANADA.	DUTY.
Bread .....	4,125,036	9,850	6d. per 100 lbs.
Butter .....	755,141	330	7s. 6d. " "
Cheese .....	101,740	none	7s. 6d. " "
Corn and Grain (unground) .....	6,719,996	"	6d. " "
Lard .....	743,587*	"	8 per cent. <i>ad val.</i>
Meat .....	3,163,547	"	5s. per 100 lbs.
Staves & Shooks .....	3,907,220	131,822	6d. " 1200
Flour .....	73,358	100	4s. 2d. " barrel.

In addition the United States beat us badly in Barbadoes in their supply of candles, hay, and straw, miscellaneous goods, in sheep and other live stock, in tallow and other commodities.

Now to turn to a more pleasing aspect of the case, more pleasing to us at least as Canadians, and that is, to those instances where we have asserted our ability to compete with the United States on equal terms, and where in sales we have beaten them. I must here note but a very few articles, as the matter has already been alluded to in another place. In Barbadoes the matter stands thus:

UNITED STATES.	CANADA.
Oats.....1,812,517	2,401,753.
White Pine..2,582,080	7,336,505.
Shingles..... 556,150	3,520,850.

We also beat them in dried and pickled fish, in fruit and vegetables, as we also do in hoops. In Trinidad thus :

UNITED STATES.	CANADA.
Shingles.....95,000	179,000.

Still more remarkable are the figures in fish, free of duty.

UNITED STATES.	CANADA.
Fish.....403,513	5,677,480.

Or a trade in that particular article more than fourteen times greater than theirs !! In British Guiana thus :

UNITED STATES.	CANADA.
Smoked Fish.. 2,700	34,526.
Lumber ..... 3,824,505	6,139,140.
Staves..... 335,195	637,345.
Do., R. O..... 11,980	222,027.
Potatoes..... 1,715	16,734.

I have been careful in presenting such articles only as I have reason to believe we can offer on terms as favorable as the United States, and the result to my mind suggests some very curious questions. Canada has taken a very leading position as a cheese-producing country, why then, it may be asked, do our Dairymen allow our neighbors to monopolize the market, so that while to three of the colonies only they send 434,993 pounds, we to the same colonies send only 300 pounds? Can we not produce as good butter as they do? Is our flour not equal to theirs? Have they a monopoly in the making of bread? Have they all the lard on the Continent? Are their meadows better than ours? Do their fields grow better grain than ours, or their forests yield better lumber? Why, then, if these questions have to be answered in the negative, do we find the strange differences which exist in the trade of their country and ours with these islands, the difference being immensely in favor of the United States. Why, for example, as against the 21,050 pounds of bread which we send to three of these Islands, do our neighbors send 4,848,339! Why, as against our paltry shipment of butter, amounting only to 558 lbs., do our neighbors send 1,031,755? Why is it that the Americans can find a market for corn and oatmeal to the extent of 8,551,120 lbs., and we are unable to send a pound? Why, they, 310,606 brls. flour, and we not one? Why, we, not one pound of lard, and they 1,803,368? And perhaps Ald. Frankland

will be able to render the public a service by explaining why it is that the United States can send to two islands alone, those of Barbadoes and Trinidad, meat to the extent of 6,106,136, to the former, 3,163,547 lbs.; to the latter, 2,942,589 lbs.; while we appear to be unable to send one pound? Again, while they, the United States, exclusively supply Trinidad with staves, we do double the amount in staves in British Guiana, which they do. We do double the amount in shingles in Trinidad, which they do, and it appears to me a very natural question if we can beat them in shingles in Trinidad, why cannot we beat them in staves? Still more remarkable is the disparity in our favor in Barbadoes, for while they supply to the island 556,150 shingles, we supply 3,520,850, while in Barbadoes and British Guiana they supply 6,406,685 feet of lumber, we supply 13,175,645. While they send to Barbadoes 1,812,517 bushels of oats, we send 2,401,753 bushels; and while we send 16,734 bushels of potatoes to British Guiana, they send but 1,715 bushels; and while we send to Barbadoes and British Guiana fish to the extent of \$5,712,006, they to the extent of \$406,213 only.

It cannot, therefore, but be refreshing to us to find that this Dominion of not quite 5,000,000 is able in many articles to do quadruple the trade with the West India Islands that the United States is able to do with its great population of 60,000,000.

You will observe that I have been making no reference to any of our manufactured articles, my remarks have been confined to the products of the forest only and the field, and, I think from the figures presented that I have furnished an answer to the first question proposed, which is: Are we doing all the trade with these West India Islands which we can do, and which we ought to do? And that answer is: We are not.

I come now to the consideration of my second question: If not, is it possible to increase it? And in this connection I observe that the same figures which gave to the former question a negative answer, give to this a positive reply. It is said of Lord Cardigan that when he received instructions to attack the Russian guns, nay to attack a complete army, with the handful of men constituting what has since become immortal in history as the famous Light Brigade, that he asked, as he fittingly might have done: "Is there not some mistake?" And it is said that he received for reply, "There is the enemy, and there are your orders." In like manner we say to you to-day, Go up and get your fullest share of this West India trade, the share that is yours by proximity to them, the share that is yours by affinity with them, the share that from their interest and yours, they desire you to have. You ask what a trade conflict with a nation of 60,000,000 with any hope of success? The answer is, "There are the markets, and there are your competitors."

It would be too much to expect that in the short space of one year, or even two years, the figures as they stand to-day, representing the trade done with these islands by the United States and Canada could be reversed; too much to expect that the friendly relations which exist between our American friends and their West India clients, are to be speedily

dissolved; too much that they are going to withdraw from the field without a conflict, and that severe and long-continued; but as we beat them today in many lines, the proof is conclusive that we can beat them in many others, and while it is too much to expect that the relative positions occupied by both parties are at once to be changed. It is not too much resolutely to determine that they shall and that they will be equalized. But here the question is again distrustfully asked by some: "What, with a people of 60,000,000?" Yes, I say unhesitatingly, with a people of 60,000,000, and if we are not prepared so to resolve, let us cease our utterances—deemed with some show of reason, by so many to be boastful—of the extent of our territory, of the fertility of our soil, of the intelligence and enterprise of our people. Let us, I say, cease referring to our great advantages, unless we are prepared to turn them to practical account, unless we are prepared by a bold and vigorous policy, and without further inactivity, to put forth our energies in developing a trade which by us has been so long not only overlooked, but neglected.

It would be idle to expect any material change in trade relations with matters as they exist at present. I have asked: Is it possible to increase this trade? It is. But this can only be brought about under certain conditions.

But let us look at what will be necessary to secure this end:

1st. A rapid and regular steam communication.

2nd. A direct and inexpensive cable service.

3rd. A regular and prompt postal service.

4th. An efficient light-house service; and,

5th. A new departure bringing our merchants, millers, lumber dealers, and manufacturers into direct contact with the great leaders in trade in the various islands and in British-Guiana.

It will be seen that I have referred here to some matters of Imperial obligation. I refer especially in this connection to the light-house service, and to this I will refer further in a moment or two. Let me first notice the importance of a regular and rapid steam communication. This is a matter of the very first importance, if we are greatly to increase our trade with these islands. I do not wish to be understood now as expressing any opinion upon the excellence or inefficiency of any of the existing lines, I am claiming that a class of vessels, faster than any now engaged in the trade, and fitted up expressly with direct reference to the West India trade is a necessity, if any great change is to be brought about. When I say fitted up with direct reference to the West India trade, I mean not for freight only, but for passengers, with such a perfect system of ventilation, and every other modern improvement as will create a constant intercourse between Canada and these islands for pleasure as well as for business. By rapid transit we should get all West India fruits in perfect order, retaining their flavor, something of which we are entirely ignorant of at present, and at prices which would put them within the reach of the great mass of our people. I am in a position to know that men of influence in the islands are in favor of doing their share in assisting in subsidizing such a line of steamers. The question is: Are we prepared

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to do ours? Such a line of steamships, would, I am persuaded, attract many hundreds of our people to visit these beautiful islands, who would take away with them impressions which would be of life-long remembrance.

Then we need an inexpensive cable communication. At present the price varies from 12 to 15 shillings per word (sterling), so that it will be seen at a glance that such rates act as a serious bar, being for every class of business, unless matters of greatest urgency, well nigh prohibitory. This is in some measure accounted for from the fact that messages have at present to pass through Danish, French and Spanish Islands. I cannot, of course, indicate what would be the best remedy, but it appears to me that a cable in which Great Britain, Canada and the West India Islands would be directly interested, having it under their own control, would be one step in the right direction; but what is really needed is a service which at the very utmost would not cost more than from 25 to 50 cents per word.

Then as to a prompt postal service. I feel that the need of this cannot better be illustrated than by referring to a circumstance in connection with my own experience. I mailed a letter for Toronto at Barbadoes, after which I called at Grenada, Tobago, Trinidad and Demerara, stopping at the latter place four days, returned to Barbadoes, and, after the lapse of a fortnight, took the letter on board of the *Barracouta*, and had I not stayed over one day, on my return, would have reached home before the letter; as it was, it only reached Toronto the same day that I did. Now it seems incredulous that in islands of such importance such imperfect postal arrangements should exist.

Further, by the establishment of a system of light-houses. This, as I have said, is as I suppose an Imperial matter. It is nevertheless urgently needed if time is to be saved and safety secured. I am assured that no coast line in the world is so imperfectly provided with light-houses as is the West India coast line, and this is all the more remarkable, when it is considered that of very much of it it may be said none is more dangerous. But I notice further that this increase of trade cannot be secured unless our own merchants, millers, and manufacturers come into direct contact with the leaders in trade in the various islands. Every hogshead of sugar, bag of cocoa or coffee, every car load of fruit which our merchants buy from the New York merchant only help to build up the trade of the United States with the West India Islands to our own disadvantage. If this trade is to be done it must be done direct. Our own people must visit these markets, must find out their wants, must establish their connection and make our country known. I can promise them a kind reception, and I can give them the assurance that they will meet with an advanced class of business men, such as in all sterling qualities cannot be surpassed in any part of the world.

But some may say, you have been speaking only of the larger colonies. What of the smaller ones; is there any trade to be done with them? To this question we may refer to Antigua; it is an island having an area of 280 square miles, with a population of 35,000. Its imports amount to £145,227, of which:



Of this amount £72,229 is from the United Kingdom.  
 £19,151 " " British Colonies.  
 £53,847 " " Foreign countries.

£7,921 only come from Canada, while £49,830 is supplied by the United States. Without referring to the manufactured goods imported from the United Kingdom, it is worth while to notice the class of goods which they use and which we can supply, and which are now so largely furnished by the United States.

I am indebted to Mr. James Burns, the landing surveyor, for the following information in connection with Antigua, of articles which it can take and which Canada can supply provided any advantage is offered :

ARTICLE.	QUANTITY ANNUALLY.	PRICE AT PORT OF ORIGIN.	REMARKS.
Bread and Biscuit, Butter (N. Y.), " (England), Candles (Tallow) Corn	4600 cwt., 32946 lbs., 45170 lbs., 19000 lbs., 17000 bags,	\$3 per cwt., 5d. per lb., 11d. per lb., \$10 per 100 lbs., \$1.50 to \$1.60	Oleomargarine. Butter. Must be well kiln died.
Cheese	24000 lbs.,	6d. to 7d.	Very inferior—mar- ket for a better ar- ticle.
Fish (dried), Fish (Pickled), Flour (Wheaten),	2800 Casks, 1600 brls., 17000 brls.,	\$11 to \$12 \$2.50 to \$3 \$4 to \$4.50	Same remark. Canadian flour as a rule, is of too high a grade—costs too much and does not keep in the Tropics.
Hams, Bacon, &c.,	19000 lbs.,	5d. Amer.	This very poor—mar- ket for a better ar- ticle at a higher price.
Lard, Meal, Petroleum, Oats,	45500 lbs., 8000 brls., 36000 gals., 1270 bush.,	5 to 6 cents, \$2.50, 6d. per gal. 1-6 bush.	See remark on Flour. According to grade. Canadian black oats find no market.
Peas and Beans,	887 bush.,	6s. to 7s.	Trade could be in- creased.
Pork,	2200 brls.,	\$16.	Superior pork not used.
Potatoes,	400 brls.,	\$3.	Well selected and well packed potat- oes will sell well, very inferior grades shipped.
Soap, Tallow, Wood white pins & Spruce Pitch Pine, Cypress Shingles, Cedar and Pine Sh.,	155000 lbs , 12200 lbs., 1½ million ft., 350,000 ft., 650,000 feet, 1 million,	4 cents lb. 6 cents lb. \$12 per M. \$15.50 per M. \$6 per M. \$2 per M.	Almost all from Eng. " " This trade was once entirely with Can- ada, is now trans- ferred to the Uni-

Wood Hoops, Staves,	470,000 50 to 100 M.	\$14 per M.	ted States. Falling off in favor of Shooks.
Shooks,	27000	72 cents.	

The only items which Canada now gives, are, fish, white pine and spruce lumber, and cedar shingles. This trade is rapidly falling off; Canadian fish and lumber come in ship loads. Two of these arriving together swamp the market. Buyers prefer to pay more for small stocks and just assorted as they wish in New York.

The class of goods which Antigua requires and the quantities she takes will I fancy fairly represent the quantities needed by all the islands whose population is somewhat the same. But I come now to consider a branch of the subject upon which I have not yet touched. I may ask, why is it that the United States do so much more with these Colonies than we do, and that in a class of commodities in which they possess no advantage over us?—In a class of commodities which in many instances they purchase from us to sell to them?

There are doubtless many answers to this question. I am going to call your attention to one only: They—that is the U. S.—are large buyers of their products.

The following is the proportion in which Canada and the United States are purchasers from these Colonies of their products in the following islands:

TRINIDAD.

Cocoanuts, the U. S. buy...	440,300,	Canada ...	5,000.
Cocoa, " " (lbs.)	9,864,	" ...	515.
Molasses, " " (gals.)	826,308,	" ...	374,958.
Sugar, " " (lbs.)	103,114,294.	" ...	124,108.

BRITISH GUIANA.

Coffee, the U. S. buy .....	34,560.	Canada,.....	none.
Sugar, " " (hgds.) .....	67,393.	" .....	2,490.

BARBADOES.

Sugar, the U. S. buy .....	50,278.	Canaua,.....	5,244.
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We are larger buyers of molasses, however, from British Guiana and Barbadoes than are the United States. From the former we purchase 2,601 casks, they 166; from the latter, 35,051 puncheons, they 9,026.

The purchases for the United Kingdom in the same year (1887) of sugar were:

From Trinidad.....	46,548,922 lbs.
" British Guiana.....	79,417 hgds.
" Barbadoes.....	9,646 "

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From these figures it is evident that from these islands alone the United States purchase one-third more sugar than does Great Britain, while from Trinidad, for every hundred thousand pounds which we buy the United States buy nearly a million, or in other words, for every pound which we buy they buy eight hundred and thirty!! which really means eight hundred and thirty times more than we buy, and from British Guiana and Barbadoes combined, for every hogshead which we buy the United States buy fifteen. But startling as these figures are, the exports from these Islands to the United States for 1888-9 will make the disparity still greater. I was assured by a gentleman largely engaged in the sugar trade in Trinidad, that the shipments of sugar to the United States from Demerara alone, say in a period of not more than ten weeks, that is, between November 1, 1888, and January 1, 1889, would amount to twenty thousand tons. Anyone calculating what sugar is worth per ton in New York or Philadelphia, will see the enormous sum represented by these figures; yet large as they may appear, to my mind they—from what I have witnessed—are perfectly plain. The vessel, for example, in which I came from Demerara brought to Philadelphia 1950 tons; while another large vessel engaged in the East Indian trade was being towed up the river at the same time having on board some 1600 tons. These two shipments, be it observed, reaching the port of Philadelphia in one day from one Colony, representing one-half the entire Canadian imports of sugar from Trinidad and British Guiana and Barbadoes for a whole year, are most suggestive. Do not let us forget in our desire to secure for our own country a greater measure of the West Indian trade than we have, that nothing is so sensitive as commerce, Nothing is more natural than that a nation will look most kindly upon that nation which takes its products, and will, as a consequence, the more readily take what it has to offer in return; that it will insensibly be drawn to the nation which deals most largely with it, and to that extent be influenced in its favor; that, above all, will it give the preference to that nation which affords the best facilities for the introduction of its products.

It will be readily understood that a nation of 60,000,000 must necessarily consume more sugar (to speak of one product only) than a nation of 5,000,000; but looking at the figures before us, one naturally inquires, when looking at the small amount which we are credited with as importing from the West Indian Islands: From whom do we buy our sugar to meet the wants of our people? We may of course buy from some of the smaller islands, whose trade returns I have not in my possession and am therefore unable to give the figures—from Jamaica as well as from the other islands; but the impression cannot be avoided that a very large amount of our sugar—nay, the bulk of it as it appears to me, must come from the United States, from middle men, that we are thus giving undue importance to their trade to the detriment of our own. So much is this the case that the gentleman from Trinidad, already referred to, stated to me that in estimating the sugar sales for the year, the operations with Canada were so small that Canada was never taken into account.

What we want is that all this shall be changed. That what Canada is going to do will be a matter of moment to these colonies, and that when the sales for the year are estimated, that Canadian operations will be found too important to be overlooked.

We cannot, of course, be the large consumers of the sugars, the fruits, the cocoa, and other products of the West Indian Colonies, that the United States are, by reason of the difference in our population. But we can be purchasers from them direct of all that we need, and thus make our trade of greater value, and of greater importance to them than it has ever yet been. I cannot say whether or not the United States offer greater inducements to these colonies to send their products to their markets, than we offer them in order that they may send their products to ours; and hence I cannot be charged with introducing political issues. But I think I may safely add, that it is only reasonable that the West Indian Colonies should find with us, to whom they are so closely allied, inducements at least equal to those which they find with the United States, which stand in the relation to them of a foreign power. That if any disparity exists at present, and such disparity militates against us and in favour of the United States, I do not hesitate to say that it is our duty at the earliest possible moment, and having respect for existing interests, to remove such differences, so that the interests of our customers and not sentiment ought to be the ground and the only one upon which we ought to look for the trade of these colonies. And indeed without this, fast steamers, cheapened cable communication, regular and efficient postal service would be unavailing. We might desire the trade but we would not get it!!

It must have been gratifying to all who heard the Minister of Finance, in his exhaustive speech at the Board of Trade banquet, tell of the efforts now being made by the Government to open up trade with India, New Zealand, with the Australias, with Brazil, which country alone is nearly as large as Europe, is larger than British India, is larger than China, is larger than the United States, and only smaller than Russia and the Dominion of Canada, with Venezuela, and with the Argentine Confederation, and of the arrangements now being made for the subsidizing of lines of fast steamers, in connection with these routes. Each member of this Board can only wish for those efforts the greatest possible success. I trust the Board will take immediate action to have the West Indian Colonies embodied in this new departure.

For, while a trade may fairly be expected from New Zealand and the Australias, I venture the opinion that the trade with these Colonies, including Brazil, Venezuela, and the Argentine Confederation, is one that will bring to Canada, not only more speedily, but more rapidly, successful results. Were it nothing but their contiguity to us as compared with other remote Colonies this alone would point them out to us as our natural markets.

But you may ask, and very properly, what proof have we that those Colonies desire close and more extended commercial relations with us?

That is a very proper question, and should be fully answered.

I am able to say that when in Demerara a very large number of the representative men of the Colony, merchants, bankers, planters, attorneys of estates, and others, were good enough to afford me an opportunity of addressing them in the Exchange rooms; of addressing them as a private individual travelling for my own pleasure and information, having with me, it is true, a letter signed by the President and Secretary of your Board, and under its seal of Incorporation, accrediting me as a member of its Council, of listening to me, as I assured them that any utterance of mine committed no one but myself, and that statements made by me were made solely upon my own responsibility;—yet were good enough, I say, to pass a resolution declaring:

“That this Colony warmly desires closer business relations with Canada.”

My reference to Demerara is made with no invidious distinction.

The same sentiments were uttered by merchants and planters in the other islands and in the same generous manner; but the time at my disposal in the other islands was too brief to have the marked and unanimous expression which characterized the meeting in Demerara presented in the other islands.

Be assured then that the Colonies are ripe for any arrangement which will be of mutual advantage to them and to us. Such an arrangement they desire, and will rejoice when it will so ripen as to bring the merchants of both countries into closer business intimacy.

To some present this address has been, I have no doubt, disappointing.

They came here, it may be, expecting some description possibly of the physical conformation and of the products of these islands, of the people, of the institutions, of the climate.

To them I would say, go and visit these islands if you can possibly spare the time, and witness with your own eyes that beauty which no words of mine could picture.

To others I have perhaps presented figures which have revealed facts not hitherto known, and have possibly made it apparent to them that there is a large and an increasing trade to be carried on between Canada and the West Indies. To such I would say also, go make the circuit of the islands which I have made, and in every one, in addition to the new world which it will open to you, you will find possibilities of business which perhaps have not hitherto engaged your attention. Go to Santa Cruz, to St. Kitts, to Antigua, to Montserrat, to Guadaloup, to Tobago. Go to Barbadoes, to Trinidad, to Demerara; see the harbours of these latter places crowded with shipping from every quarter of the globe, see the bustle and activity which characterize wharves and landing places, and while you will bring back with you lasting impressions, as I am sure you will, of what British enterprise can accomplish, as evidenced in these colonies, leave upon them your own impression of what can be accomplished by Canadian energy.

I feel that I cannot bring my remarks to a close more fittingly than by putting into a very few words the impressions which, in my journeying, I found took possession of me.

Steaming from about 52° 20' north, where our way lay through immense icebergs, sixty of which we would see in one day, and where the hardy Newfoundlander amid snow and ice plies his trade; steaming onward and southward to within six degrees of the equator, where the temperature of the ocean is 83°, and where summer perpetually reigns, I found on that great expanse of ocean, continuous evidence of the dominance of British commerce. I found in every colony I visited not only that Britain had left upon each the marks of her prowess, but the blessings of her civilization. I felt, as I never had realized before, under circumstances and conditions as opposite as they could well nigh be, that at each extreme the power and influence of the empire were equally great, and equally great for good. Connected with such a power, I thought upon our possibilities of development; I thought upon our future; I thought upon our destiny. But this was the one thought which most impressed me—

That our destiny was in our own hands and not in the hands of any foreign power, however near or however great, and realizing this fully I felt that if in working it out we were but true to those great underlying principles of truth and righteousness, which are the guarantees, not only of a nation's prosperity but of a nation's stability; if we were but true to our country and true to ourselves nothing could stand in the way of our progress, nothing could by any possibility retard our development. For then we should be prosperous and contented at home, and we should be honored and respected abroad.

At the close of the Senator's remarks, it was moved by D. R. Wilkie, seconded by S. F. MacKinnon, That the thanks of this meeting be and are hereby tendered to the Hon. John Macdonald for his able, interesting and instructive report of his recent investigations in the West Indies and British Guiana, and that the same be printed and issued to the members of this board, and to the Boards of Trade of the Dominion. Carried with applause.

Moved by W. B. Hamilton, seconded by A. M. Smith, That the council of this board be instructed to take into consideration the many matters referred to in this report as to the best methods of opening up an extended trade with the West India islands, and at the same time to indicate what steps would be deemed best in approaching the Government in order to secure these ends, and to report at an early meeting of the board. Carried unanimously.

EDGAR A. WILLS,

*Secretary.*

