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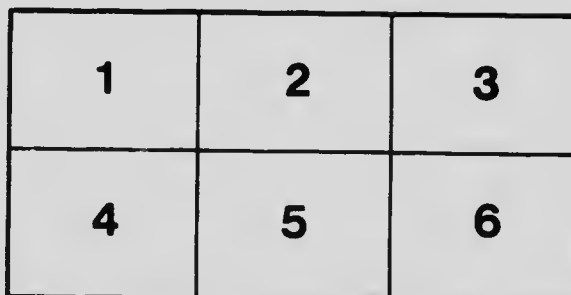
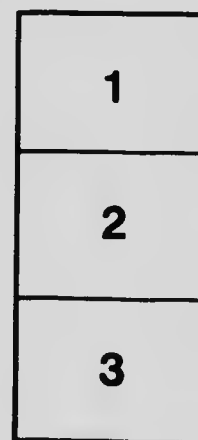
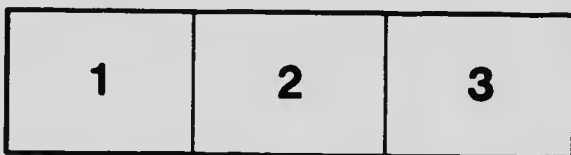
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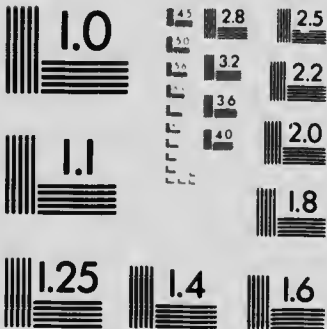
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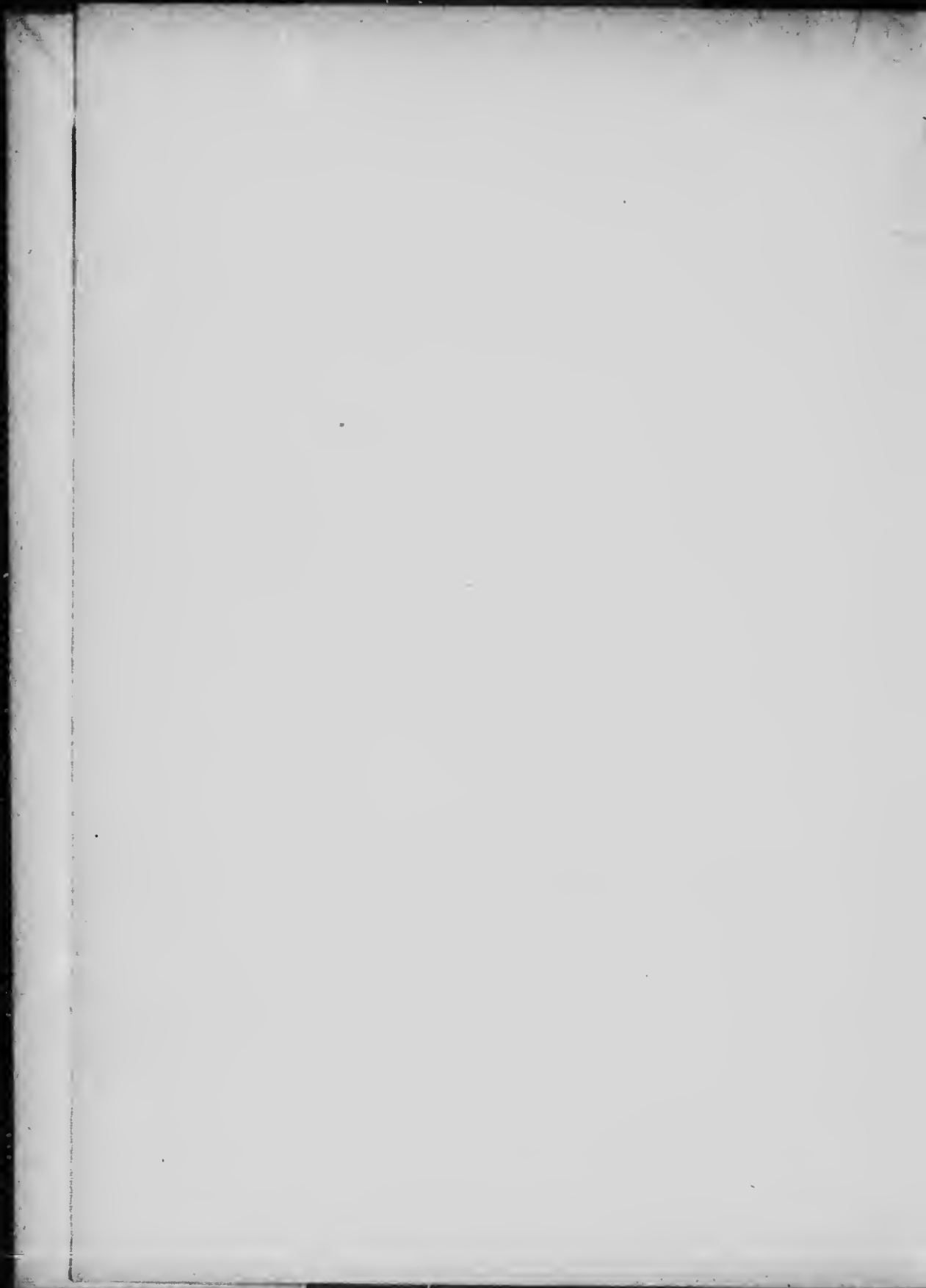
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The French Tariff

AND

CANADIAN TRADE

SUMMARY

OF THE

Customs' Statistics of France
and Canada

BY

A. POINDRON.

PUBLISHED BY

THE FRANCO-CANADIAN STEAM NAVIGATION CO.

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Three Notes

On the Importation of the Foreign Products into France to
connection with the natural or manufactured
products of Canada

FIRST NOTE.—Canadian Products included in the existing treaty
between France and Canada.

SECOND NOTE.—Products exempt from duty. Products entering
France only under the general tariff.

THIRD NOTE.—Products which might enter France under the mini-
mum tariff by virtue of treaties of commerce.

NOTA.—The informations and figures which will be found in this
pamphlet were taken from the last published French Statistics for the
years 1896 to 1900, inclusive.



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INTRODUCTION

The French Tariff and Canadian Trade

The following pages were not written with a view to publication : they were meant to show the customers of the Franco-Canadian Steam Navigation Co. the benefits they might derive from the absorbing power of the French market. During the year 1900, in my capacity of general agent of the company, I received so many applications for information respecting products that might be exported to France that I came to the conclusion that the French tariff was known to only a very small number of Canadian merchants and producers. The better to reply to the continual questions addressed to me during the shipping season, I deemed it advisable to extract from the French tariff the chief articles which may be the object of commercial exchange between the two countries. Some personal friends to whom I showed my work, advised me to have it printed and to distribute it amongst merchants, manufacturers, ship-owners and journalists : in a word amongst all who are in a position to enlighten public opinion, to make matters of international trade better known and to benefit by the new facilities offered to Canadian shippers by the Franco-Canadian line. I yielded to this advice but had I deemed that this memorandum or aid to memory would be deemed worthy of publication, I would have adopted a different classification and have presented the subject under a more attractive form. As I have no time to write it over again, I place it in the printer's hands as it is relying upon the reader's indulgence and with no further claim than to submit statistics and information, the accuracy whereof I can vouch for.

For facility of search, this work is divided into three parts : first, articles included in the treaty of commerce of 1895 in which the trade has not been as extensive as it should have been, through lack of direct ocean transport ; 2nd, articles exempt from all entry duties whereof Canada may benefit as well as all other countries ; 3rd, articles of the mixed class subject to the general tariff, which, although not enjoying any reduction of duties may nevertheless be the object of a

considerable trade. Opposite to the various articles I have placed the total volume of French importation, the countries whence they come and the Canadian production of similar articles. Shippers may thus see for themselves what products they should send to the French market. I have likewise indicated the Canadian articles exported to various countries that supply the French market with the same products, as well as the volume of Canadian importation of French goods coming here from England, Belgium and the United States. The impression to be derived from these comparative tables is that skilful middle-men are becoming rich by selling French goods to Canada and Canadian products to France. The Franco-Canadian line will put a stop to this anomaly by bringing sellers and buyers into direct contact. The saving that will be effected by doing away with the cost of transshipment, with the profits levied by middle-men and by the reduction in the entry fees stipulated in the treaty of commerce, will enable the consumer to have excellent French products at a lower price. In the same manner our lumber, pulp, iron, steel and cereals, which are so appreciated on the French market, will better sustain competition with those from other countries.

A part from these chief products which are sure of a ready sale, a considerable trade may be created in bulky goods of low price which could not easily stand the extra expense of a second handling, transshipment, etc., but which the direct line will enable us to place on the French market on advantageous conditions. Scaffolding timber, shooks, poles, stoves, school furniture, furniture not put together, railway sleepers, phosphate of lime, pressed hay, concentrated ores, potash, pearl ash, fish oils, etc., are in great demand in France and could be shipped from Canada. When steamers are provided with refrigerators, butter, cheese, eggs and fruit can be carried in good condition and will find a new and remunerative market in France.

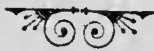
The necessity of a direct line between France and Canada was practically demonstrated last year and yet never was an experiment of the kind attempted under more disadvantageous conditions: the hurried nature of the organization during the excitement attendant upon the Universal Exposition; the difficulty of procuring suitable vessels owing to the requisitions of the *War Office*; irregular departures; running ashore, detention at *Grosse Ile*, etc. Notwithstanding these mishaps, all the company's vessels sailed from our ports with full cargoes and the result of the year's operations show that the balance of the traffic is largely in favor of Canada.

If we look further into the matter we find that all the provinces of the Dominion benefit by this new current in business: Ontario through its pulp, steel, oats, organs, fruit and manufactured goods; Quebec through its lumber, cereals, asbestos and pulp; the Maritime Provinces through their lobsters, lumber, iron and coal; Manitoba through its wheat. In the other hand not a Province but is indebted to France for its wines, liquors, brandies, tissues, silks, preserved foods, literary and scientific publications, objects of art, etc. The


glass-making industry will get sand from it such as it can procure nowhere else ; cotton mills will get their blacking powder from it and how many other industries will benefit by the new facilities for obtaining the materials needed for their manufactures? There is no doubt that when commercial and financial relations are established on a firm basis, our trade with France will assume a great development. A market of four *milliards* of francs is opened to us and we have only to take advantage of it.

As stated during a recent debate in the House of Commons, the French and Canadian Governments are disposed to widen the field of action of the existing treaty of commerce. Foreseeing this eventuality, I have thought proper to indicate a certain number of articles which might, with advantage, be added to this treaty. In making these suggestions, my chief aim is to call forth an expression of opinion from the boards of trade and the authorized representatives of the manufacturing and shipping interests. The eminent statesmen upon whom the protection of our interests more especially devolves in such matters, Sir Wilfrid Laurier and Sir Richard Cartwright, will, we are convinced, accept with deference any suggestion coming from such source : they will derive valuable information from it and that moral strength which is born of mutual understanding and confidence between the enlightened citizens of a free country and the men to whom they have confided the administration of public affairs.

MONTREAL, 18th May, 1901.







A Summary Memorandum on the Mechanism of the French Customs Tariff.

Besides the general tariff, the French Customs provide for certain foreign products, a minimum tariff with a fixed reduction for products which are entitled to it according to existing or possible commercial treaties.

It must not be forgotten that certain products, and especially a great number of the agricultural ones, more particularly those that are commonly raised on French soil, are not admitted to the advantages of this minimum tariff, even when there is a commercial treaty in existence.

It is expressly stipulated in the Franco-Canadian Treaty, that in order to enjoy the minimum tariff, the 18 Canadian products already included in that treaty must reach France in "droiture" which means that the ship which carries them to France, should have necessarily taken them on board in Canada.

In case the ship has stopped before or after at any American or extra Canadian ports, or has put up regularly or accidentally into any European extra French port, the advantages of the "droiture" in favour of Canadian products are not lost, nor are, either, the advantages of the minimum tariff, provided the captain of said ship, when calling at foreign ports, has attended to all necessary consular requirements which are in reality simple and unexpensive.

Warehouse Overtaxation — The products of extra European origin, in all cases of importation from a European country, are subjected to an over taxation of frs. 3.60 per 100 kgr. (220 lbs.) on general merchandise, and to a variable surcharge on articles by the hand or by the piece (as for example: cattle, horses, etc).

The French customs tariff contains a few rare exceptions, but none of those apply to the actual or possible Canadian products of exportation.

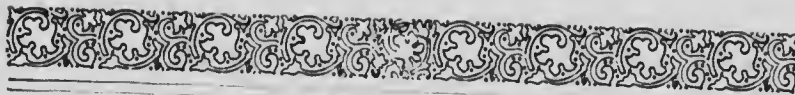
Except otherwise tolerated by the French Government, the Canadian products mentioned in the treaty, when in transit through a European country though their destination be France, cannot enjoy the minimum tariff, and are moreover, subject to the warehouse over-

taxation, as are also the other Canadian products which come under the general tariff, and are alike transiting through a European country.

In transit through the United States, and except in case of special toleration on the part of the French Government,—which has been in the past exercised in favor of pulp and lobster,—the Canadian products named in the treaty, are not participating in the advantages of the minimum tariff.

But, mentioned or not in the treaty, and though they may be governed either by the general tariff or the minimum one, the Canadian products, in transit through United States, never pay any warehouse over-taxation, as the United States are a country of extra-European transit.

But it is nevertheless necessary that they should be shipped directly (*en droiture*) from United States to France.



A Summary Memorandum on Horse and Cattle Exportation to France from 1896 to 1900 inclusive.

To arrive as near as possible at the correct figures, it will be necessary to compare the statistics of Canadian exportation with those of French importation.

In the absence of direct steamship service to France, many of the Canadian products exported to that country via England, via Anvers, or via New York, are regarded by Canadian customs as shipped to England, Belgium or United States, while they are sometimes intended from the start for the French market, or are under option for France in one of the above mentioned foreign ports. The Canadian customs cannot help it.

On the other hand, these very same Canadian products, constituting for the French customs an importation, the real origin of which has to be exactly determined, such determination will necessarily be obtained through the consular certificates attached to the invoices and also the documentary drafts of the Canadian exporters.

This is principally the case for horses and cattle which are subjected to special sanitary restrictions, as such importation, coming from certain countries where there is a prevailing epidemic disease, is sometimes temporarily and totally forbidden.

In 1896, the Canadian statistics show an exportation to France of : 116 horses over a year old, of a value of \$11,600 ; and 2,169 head of cattle over a year old, valued at \$144,810.

For the same year, 1896, the French statistics show an importation of 7,010 Canadian heads of cattle valued at frs. 1,610,031.

In 1897, the Canadian statistics give as exported to France, 17 horses valued at \$1,950 ; and 1,934 cattle valued at \$106,120.

The French Statistics for 1897 cannot be found at the French

Consulate, while the copy which was kept at the French Board of Trade of Montreal, was destroyed in the fire of the Board of Trade Building.

In 1898, the Canadian statistics mention no exportation to France of horses or cattle.

On the contrary the French statistics for the same year (1898) show an importation of 961 Canadian horses valued at over a million francs.

No importation of cattle that year for the causes above mentioned.

For 1899, no exportation to France shown in the Canadian statistics.

While in the French statistics for that same year, 1899, we find 730 Canadian horses.

The French statistics for 1900 have not been published as yet.

FIRST NOTE

Canadian products included in the existing treaty between France and Canada.

CANNED MEATS.

In 1899, France imported from foreign countries 1,903 tons of canned meats, of the total value of 1,807,933 francs.

The principal shippers to France were England 457 tons, Belgium 324 tons, United States 263 and Madagascar 459.

Canada produces the same goods, particularly the Province of Quebec.

In 1899, Canadian exports had decreased considerably, but in 1900, they recovered the lost ground to a great extent and reached a volume of 2,879,897 lbs. representing a value of \$309,148.

Quebec leads with \$164,508; New Brunswick follows with \$64,594; then Ontario with \$40,050, and Prince Edward Island, \$32,519.

This plainly shows that all these Provinces could meet the demand of the French market.

Of the total exports \$235,234 went to Great Britain and only \$240 to France.

If Canadian exports to England are compared with the tonnage of English and American (United States) exports to France, which aggregate nearly half the total imports of France, the conclusion forces itself upon one that, being as well situated as the United States in the matter of production and much better than England, Canada, with a direct line securing to its canned goods the double advantage of the minimum tariff and of direct commercial dealings need only make a slight effort in order to take an important place in the French market.

CONDENSED MILK, PURE.

In 1899, France imported 615 tons of condensed milk, pure, of the value of 614,765 francs.

Switzerland was by far her largest purveyor, having supplied her with 557 tons. Next, Italy and England shipped her 25 tons each.

Canada does not appear to be an exporter of this commodity, yet ; but we are told that a great change in this respect may be expected before long.

FRESH WATER FISH, SALMONOIDS, EELS

In 1899, France imported 1,100 tons of fresh salmonoids, of the value of \$3,300,858.

The principal suppliers of France were the Netherlands, represented by 322 tons ; England, 273 ; Germany, 212 ; Belgium, 137 ; Switzerland, 94 ; Italy and others.

The salmonoids include two classes of fish, salmon and trout, in both of which Canada has exceptional advantages.

However, if Canada is to become a shipper of fresh salmon and fresh trout to France, the fish must necessarily be shipped in a frozen state.

We have seen Canadian salmon, labelled as such, sold in the *Halles Centrales* in Paris ; it had been imported frozen by England and thence exported to France.

With a direct line and cold storage, the exportation of fresh salmon and of fresh trout from Canada to France, may become very shortly quite an important trade.

The price of French salmonoids on the French market is always very high, and the Appraisers Commission state its mean value at 3 francs per kilogram, which corresponds to a possible export value of a little under 20 cts. a pound for the Canadian shipper.

Fresh water fish other than salmonoids, were imported in 1899, to an amount of 1,760 tons, of a value of 1,319,732 francs. To this class evidently belong eels, included in the Franco-Canadian Treaty. As to this class of fresh water fish, we readily grant that we do not foresee as great possibilities in the matter of its exportation from Canada to France.

In 1900 Canada exported 757,603 lbs. of fresh salmon for \$142,238, and 972,149 lbs. of trout for \$32,207.

Of the \$142,238 of fresh salmon, \$91,058 went to the United States ; \$32,045 to Great Britain ; \$8,565 to Germany, and \$4,879 only, to France.

New Brunswick leads this export with \$59,727 ; then comes British Columbia, with \$44,738 ; Quebec, \$24,533 ; Nova Scotia, \$9,894 and finally Ontario, \$3,346.

Of the five provinces, in the matter of fresh salmon upon the French market, New Brunswick, Quebec and Nova Scotia are alone interested.

The trout exported in 1900, went wholly to the United States, and came almost exclusively from Ontario.

There is no good reason why, not only Ontario but the Maritime Provinces should not in the future export very considerable quantities of frozen trout to France, where they would find the very profitable above mentioned average price.

FISH PRESERVED IN THEIR NATURAL FORM.

" In this class are included sea and fresh water fish preserved by Appert's method or any other similar process." (An explanatory note accompanying the table of French Customs duties).

These are, then,—apart from canned lobsters which will be mentioned in a special article below,—dried, salt or smoked fish, such as cod, klippfish, stockfish, herring, and other similar fish.

In 1899, France imported 54,592 tons of cod, almost all from Saint-Pierre and Miquelon, and of the value of over thirty million francs.

For this trade there is nothing to be done with France, owing to the special treatment enjoyed by the products of Saint-Pierre and Grand-Banc fisheries.

In 1899, France imported 404 tons of stockfish of the value of 323,526 frs.

Its principal sources of supply were the Netherlands, for 146 tons; Norway, for 139; and Germany, for 90.

In looking over the Canadian Statistics I see no mention of Canada exporting stockfish, and I do not know that Canada puts up any stockfish.

In 1899, France imported 113 tons of dried, salt or smoked herring, of the value of 16,976 francs. It may be said that this inconsiderable import was exclusively composed of kipper and similar fish from England.

France consumes an enormous quantity of salt or smoked herring but its fisheries and its salting and smoking establishments are fully up to its consumption, and can even supply exportation.

Therefore there is nothing for Canadian industry in this line.

It is different with the other salt or smoked fish, such as, for instance, smoked salmon, salt trout, and smoked mackerel.

In 1899, France imported 2,720 tons of fish of the latter and similar kinds, of the value of 2,176,382 francs.

Spain was its principal source of supply, furnishing 772 tons; then St-Pierre and Miquelon, 533 tons; Algeria, 368; England, 56, etc.

In 1900, Canada exported \$46 worth of smoked salmon, \$80,994 worth of salt salmon and \$115,827 worth of salt mackerel.

Since the 30th of June, the date at which the Canadian customs statistics were closed, a certain number of barrels of salt salmon were shipped to France by *La Compagnie Franco-Canadienne*.

There is nothing to prevent the exporters of salt mackerel of Nova Scotia, Prince Edward Island and New Brunswick, from finding in the French market an outlet for their goods.

CANNED LOBSTERS.

Owing to the Treaty of Commerce, Canada is to-day the almost exclusive purveyor of the French market. Shipments to France in 1900 exceeded 50,000 cases, and the value of this export which, as

given in the statistics up to the 30th of June, was \$517,973, will likely reach \$600,000 for the whole year. Halifax is now the great centre of these operations.

In 1896 the first year that the existing treaty was in full operation, the Canadian exports of canned lobsters to France were only \$174,909.

The volume of this trade has therefore, as the result of the treaty, increased almost four times what it was four years ago.

APPLES AND PEARS, FRESH, FOR TABLE USE.

In 1899, France imported 3,832 tons of fresh table apples and pears, of the value of 957,929 francs.

Spain with 1,462 tons; Italy, 1,244 tons; Belgium, 834 tons, and Germany 157 tons, were France's main sources of supply.

It is useless to point out the enormous quantities of fresh apples sent out by Canada every year. What must be said is that, in 1900, the first exportation of fresh apples from Canada to France, actually began by relatively small quantities and values, but this exportation would immediately have gained some importance, had ampler accommodation been available on the steamers of the *Franco-Canadienne* line, at the end of the season.

Table apples and pears from Canada will be the object of a trade with France which will surprise many people on both sides of the ocean, whenever these products find in the *Franco-Canadienne* direct line of navigation a sure and comparatively prompt means of transport supplied with cold storage.

The fact is that Canada grows apples of a few particular kinds, which in addition to their excellence as to flavor, possess an appearance extremely attractive and ornamental for the table, a characteristic which cannot fail, after a time, to bring them into demand more or less all over France, every year during their season, as the finest ornament of the epergne.

APPLES OR PEARS DRIED, FOR TABLE USE.

In 1899, France imported 266 tons of this class of fruit, of the value of 186,248 francs.

This came almost exclusively from the United States.

It is likely that this relates to dried apples and pears used in the making of jams and marmalades.

We do not know whether Canada manufactures this line of dried apples and pears. It would seem at all events that nothing would be easier than to carry out this industry here, and that she could depend in this trade upon a particularly expansive market.

APPLES AND PEARS DRIED OR PRESSED, FOR CIDER OR PERRY.

In 1899, France imported 6,791 tons of dried pears and apples, of the value of 1,358,111 francs.

The United States were by far its largest purveyor, since their exports to France were not less than 5,237 tons.

It may be mentioned that the export of these dried pears and apples for the manufacture of cider and perry must vary largely according to the crops of similar fruits in France. In years of short crops, it may reach much larger figures; 1899 was not a short crop year in France, far from it.

The results of 1899 as above, prove therefore the existence in France of a very large and interesting market for the Canadian product.

With a regular and direct service during the first winter months, Canadian dried apples will be exported direct to France in large quantities.

Very favorable rates of freight for such exportations from Canada to France, had been proposed to the undersigned for last winter.

Of all the Canadian provinces, Ontario would seem to be by far the most interested in the exportation of dried apples.

Of a total of \$210,892 exported in 1899, Ontario's share was in fact \$204,249.

OTHER PRESERVED FRUITS, FOR TABLE USE.

In 1899, France imported 2,831 tons of such fruit representing a value of 1,415,504 francs.

This class comprises pretty numerous varieties of dried fruit, those of hot climates as well as of temperate zones. However, in the above figures are not included almonds, filberts, nuts, prunes, plums, pistachio nuts, figs nor raisins.

In 1899, Algeria furnished to France 1,775 tons of her imports; Turkey, 409; Tunisia, 176; the United States, 124; Belgium, 20, and England 18.

In 1896, Canada exported to France none of these fruits, either canned or dried.

In 1897, owing no doubt to the Franco-Canadian treaty, a first exportation took place of Canadian dried fruit for \$1,130.

In 1898, with \$6,747 worth of dried fruit, were exported \$1,062 worth of canned fruit.

In 1899, Canadian exports of dried fruits to France amounted to \$8,686.

Finally, in 1900, Canada exported to France \$5,492 worth of canned fruits and \$6,591 worth of dried fruits.

This shows a constant progress which is very striking and which cannot fail to be further promoted by direct and constant shipping relations between Canada and France.

The main kinds of dried fruit the exportation of which from Canada can be largely developed, are peaches and apricots, which are used in France in the making of jams and marmalades.

BUILDING TIMBER IN ROUGH OR SAWN.

In 1899, France imported 1,207,587 tons in weight of timber of this class, of the value of 122,048,547 francs.

It may be well to note that the specific gravity of this timber being, in the immense majority of cases, much inferior to that of water, the figure of the French importation of common timber in 1899 is really in the neighborhood of two million marine tons.

Of the above 1,205,587 tons in weight Russia, supplied France with 310,396, of which 290,929 of species more particularly natural to Canada. When Russia is mentioned, Finland is especially to be understood, in the matter of common lumber exports.

Austria-Hungary (Tyrol) supplied 89,501 tons, of which 47,927 correspond to species more particularly natural to Canada; the United States supplied 112,101 tons, of which 106,057 of species more particularly natural to Canada; Germany 16,318 tons; Switzerland, 19,326 tons; Norway, 38,942, all of species similar to those of Canada; Sweden, 545,388 tons, all of species similar to those of Canada; Canada, 20,014.

The Canadian Statistics for 1899 give about twenty-seven million feet of timber exported from Canada to France, which expressed in tons, is about the quantity given in the French statistics.

The maritime provinces and Quebec are the most particularly concerned that the exports of common timber to France be developed. The demand for white spruce and tamarack is almost illimited, as well as that for pine, birch, white birch, aspen, oak, maple, butternut, elm, beach, ash.

Canadian exportation to France is far from having reached the volume it is destined to reach.

No comments upon the above figures are needed to prove it.

The distances often very great, from which common timber comes to France, put Canada on a satisfactory footing for competition in the matter of freight.

As to quality she can easily compete.

It remains for her to try and develop her trade with France in this line with enough perseverance, and also with a desire to meet, —as so many other countries do,—the requirements of France in the matter of dimensions.

A client ready to buy for a sum of hundred millions a year may well be himmoured.

WOOD PAVEMENT, IN BLOCKS.

This import is most null in France (45 francs for 1899) ; not because France does not use every year enormous quantities of wood blocks for pavement which have come from foreign countries, but because the wood intended for pavement does not enter France in the form of blocks.

The duties, according to the French tariff of customs, on wooden blocks for pavement are, in fact, 2 f. 50 per 100 kgr., in the rough, direct shipment, general tariff, and 1 f. 75 per 100 kgr., minimum tariff ; while squared or sawn lumber of 80 millimetres (about 3 inches) or under, to 35 millimetres (about 1½ inches), only pays 1 f. 50 per 100 kgr., in the rough, general tariff, and 1 f. 25, minimum tariff per 100 kgr., also in the rough.

Importers, therefore, find it to their interest to import wood intended for pavement in the form of planks and to cut it to the required lengths, in France.

STAVES.

In 1899 France imported 144,562 tons of oak staves, for casks, of a value of 26,021,233 francs, and 2,531 tons of staves other than oak, of the value of 278,422 francs.

Of the total, Austria-Hungary furnished about 103,000 tons the United States 27,600 and Russia, 12,565.

In 1900 Canada exported \$549,816 worth of staves without distinction as to woods.

Ontario is the one province which, by far, seems to be the most concerned in this product, for in 1900 its export reached the figure of \$519,578.

As is shown by the figures of French importations quoted above, the market for staves, in France, is enormous, especially for oak staves.

Besides oak, which Ontario could export in the form of staves, it is known to us that the French market is far from being closed to the importation of other species.

If, therefore, there happened to be any cause preventing Canada from competing by exportation *via* Montreal with the oak staves from Austria-Hungary and from the United States (the latter coming from New Orleans), it would behoove shippers to look about and try other kinds to be substituted. As a simple indication, we will mention red birch.

WOOD PULP, MACHINE MADE.

In 1899, France imported 86,078 tons of machine made wood pulp of the value of 17,215,689 francs, and 46,424 tons of chemical pulp of the value of 16,712,767 francs.

However great this import in volume and value, it is not to be lost sight of that French consumption of pulp is much larger than those figures would go to show.

For not only does not France yet import in the form of pulp all the ligneous material which she transforms into paper, but she still gets out of her own trees and of the refuse of her saw mills a very considerable quantity of pulp which she manufactures and converts into paper.

It is in fact for this reason, that, in the past, France gave a certain measure of protection to the national industry of pulp making.

There is no ground for fearing to say that as time passes, French imports of ligneous material for manufacturing paper, in the form of pulp, either machine-made or chemical, will go on progressing, the importation of pulp wood, stripped, from Finland, Sweden, Norway, Switzerland and Tyrol, becoming more difficult to the French pulp manufacturers.

Thus France offers an immense field to Canadian manufacturers of pulp, both mechanical and chemical.

Of the 86,078 tons of machine-made pulp imported into France in 1899, Norway supplied 56,265 tons; Sweden, 21,101; Germany, 5,605; England, 989; Switzerland, 913; Belgium, 616; and Russia, 510.

CHEMICAL PULP.

Of the 46,424 tons of chemical pulp imported into France in 1899, Germany supplied 11,635; Norway, 11,364; Austria-Hungary, 9,304; Sweden, 6,916; Switzerland, 3,264; Belgium, 2,893, and the United States, 603.

In 1900, Canada exported \$1,816,016 worth of wood pulp, of which \$1,193,753 to the United States; \$562,178 to England; \$25,066 to France; \$19,603 to Belgium; \$6,005 to Mexico; \$5,313 to Germany; \$3,421 to Japan and \$677 to Cuba.

As the Canadian Statistics are closed on the 30th of June, the figures here given as to France, do not represent the whole export of pulp from Canada to France in 1900, the *Compagnie Franco-Canadienne* has in this respect certain data.

But the total of what was exported from Canada to France in 1900, is yet but a very small proportion of what could have been exported there during the same year, if sufficient accommodation therefore had been afforded by the steamers of the Franco-Canadian line.

If, however, using only the figures given by the Canadian Statistics as closed on June 30th 1900, attention is turned to their immediate consequence, it is easy to foresee that before a year or two of regular

operation of a direct line of navigation between France and Canada, the figures of Canadian exports of pulp to France will have made an enormous stride towards the figures representing the American (United States) and English usual consumption of Canadian pulp.

The thing has already been said : France is, for Canadian pulp, a more profitable market, as to prices, than the English, market, and *a fortiori*, than the market of the United States, a producing and exporting country.

If on the other hand it is considered that on June 30th 1900, the Franco-Canadian Steam Navigation Company had been only two months in existence and had made only two outgoing trips from Canada, and if the figure of \$25,066 for the exports of pulp from Canada to France in 1900 is, notwithstanding, compared with those of \$19,603 for the export to Belgium, and of \$5,313 for that to Germany, although Belgium and Germany have for several years been served, the former by two regular lines, and the latter by a regular line making frequent trips, it will be seen that for Canadian pulp, France is a vastly more advantageous market than both Belgium and Germany together.

EXTRACT OF CHESNUT AND OTHER TANNIN EXTRACTS, LIQUID AND CONCRETE VEGETABLE EXTRACTS.

In 1899, France imported 2,080 tons of extracts of this class, of the value of 415,932 francs.

Austria-Hungary was its main supplier with 767 tons; then Italy, 709 tons; Belgium, 252 tons; Switzerland, 127 tons; the United States, 112 tons; Germany, 70, etc.

The extract of hemlock bark is one in which Canada is most particularly concerned.

In 1900, Canada exported 5,355 barrels of extract of hemlock bark, of a value of \$54,405 and the whole went to England.

This exclusiveness ceased after June 30th 1900, one of the steamers of the Franco-Canadian line having, after that date, taken a first lot of 50 barrels from Halifax to France.

The Company feels sure that this export will rapidly and largely develop; the fact is that they have contracted with French importers of such products, who are only waiting upon the company to increase their importations.

The extract of hemlock bark industry seems to be more particularly located in New Brunswick.

COMMON PAPER, MACHINE-MADE.

This class comprises all ordinary writing, drawing, printing, wrapping paper, etc. (other than sulphur-dipped paper) sized or un-sized, white, "bulle" or colored in the pulp, that is to say the pulp of

which has been tinted with colouring matter before manufacturing, provided that they be neither glazed, nor colored after manufacturing, and free from printing, engraving, drawings, etc.

There is a distinction to be made between smoothed, hot-pressed, glazed or calendered papers and those which have not been so treated. Thus are classed as common paper machine-made, the following:

“Papiers bulles” one face of which has been calendered and which are used as covers for illustrated papers, reviews, etc.

Papers for the manufacture of which talc was added before manufacture are classed also with common paper machine-made.

Gilt edging of common papers does not remove them from this class; neither does the cutting of such paper for industrial purposes. This applies, for instance, to the preparation of filtering paper, to the cutting and preparation of paper intended for classifiers (classeurs), to the cutting of papers for envelopes, bags, scent-bags, &c. Nor is account taken of the metallic eyelet or piece of twist which sometimes is made to go with bags or envelopes. But pinked papers, scalloped papers, etc., for the use of florists, confectioners, pastry cooks, etc., and perforated papers, do not belong to the class of common papers machine-made.

Nor do cards scallop edged, notched or otherwise cut out for bills of fare, address and visiting cards, etc.

Papers white or coloured in the pulp showing in the water mark marblings, waterings, checkerings, or other designs obtained by the rolling of the pulp in the making, without the use of colours are classed with common papers machine-made.

To this class also belongs paper made of chemical pulp (even in irregular pieces for surgical uses or for the manufacture of celluloid or gun-cotton);

Papers of felted wood fibres in sheets for lining clothes or for the making of models for costumes.

Paper of this kind, when embossed or crimped, is not classed with common papers machine-made.

The following are also considered as common papers machine-made:

Boxes made of a sheet of common paper, simply folded, without pinking, bindings or printing;

Weather-strips of uncarded cotton sheathed with paper, for doors, windows, etc.;

School copy-books not in boards, covered or not with a colored paper, printed or not;

Pads for carpets made with cotton waste laid flat between two sheets of paper sewn one to the other at certain distance (a band of tissue added to these for strength, does not remove them from this class);

Paper wrappers for hats;

Sheaths of paper, white or colored in the pulp, for umbrellas;

Paper wool (paper, white or colored in the pulp, in narrow strips for packing), paper wicks dipped in sulphur (paper duties on total weight);

Patterns for clothing of common paper.

—We have entered into these details in order to call attention to a numerous class of products included in the Franco-Canadian treaty under a single general denomination. These do not seem as yet to have secured any serious attention nor efforts on the part of Canadian manufacturers with the view to the possibilities of exportation offered by the French market.

In 1899, France imported 6,355 tons of common paper, machine-made, of the value of 3,177,572 francs.

England supplied more than half of it, viz : 3,405 tons ; Germany, 1,158 ; Belgium, 778 ; Austria-Hungary, 262 ; Italy, 242 ; Switzerland, 152 ; Spain 107 ; Sweden, 72 ; the Netherlands, 52, and the United States, 50.

In 1900, Canada did not as yet appear as an exporter of paper, except wall papers, which do not belong to this class, but of which it might be incidentally said that trial samples were, that same year, sent to France by means of the *Compagnie Franco-Canadienne*.

PREPARED SKINS: ONLY TANNED, GLOSSED OR DRESSED (MÉGISSÉES) ; OTHERS WHOLE.

In 1899, France imported 1,133 tons of kid, sheep and lamb skins of this class, to the value of 6,229,504 francs.

England supplied more than one half of the quantity, viz : 637 tons ; the rest came from Spain, Turkey and British Indies.

In 1900, Quebec made trial shipments to France of goods of this class.

The manner in which Canadian statistics are arranged does not permit any useful comparison with the French data in regard to prepared skins.

In 1899, France imported 3,484 tons, of skins other than of goats, &c., above specified, of the value of 13,726,743 francs. (Including all glossy skins.)

Again England was its main supplier with 1,623 tons ; then came Belgium with 1,216 ; Germany, 211 ; Turkey, 95 ; Switzerland, 65 ; Austria-Hungary 35, and the United States 25.

In this class of "skins, others", including glossed (lissées) skins' Canada can only claim the benefit of the tariff under the treaty for what is called "skins, others whole", in the French tariff of customs.

The "whole" skin is that to which are still attached the parts thereof corresponding to the belly, the neck and the legs of the animal.

Halves of whole skins cut lengthwise or across are regarded as whole skins. To the same class also belong halves of whole skins separated lengthwise, with part of the neck off.

On the other hand the following are considered in the class of dressed, tanned or glossed skins, and consequently admitted to the benefit of the minimum tariff when coming from Canada :

Skins tanned after the Hungarian fashion not treated with tallow, the same being white leather prepared with aluminium chloride by the reaction of sea salt on alum ; (these skins are mainly used in harness and saddle making.)

Skins beaten, such as used for soles or heels, not trimmed nor any further prepared.

In 1900, Canada made through the *Compagnie Franco-Canadienne*, and later, via England, some shipments of "skins others, whole", of an importance already satisfactory for a beginning.

Canada can all the more benefit by following up her efforts in this direction, as she need not fear competition from the United States, enjoying as she does the advantage of the minimum tariff which does not extend to them, viz : 50 francs per ton of 1,000 kgr., gross, on goat, kid, sheep and lamb skins; and 250 francs per ton of 1,000 kgr., net, on all glossed skins and "skins others, whole."

BOOTS AND SHOES.

In 1899, France imported 547,290 pairs of boots and shoes, of the value of 4,378,320 francs.

Her principal source of supply was Switzerland with 202,325 pairs; then England, 170,524 pairs ; Belgium, 53,380 pairs ; Spain, 31,498 ; the United States, 18,701 ; Germany, 16,680, etc.

In 1900, Canada exported \$83,425 worth of boots and shoes, of which \$17,510 went to England and \$660 only to France.

Nova Scotia, with her exports to Newfoundland, British West Indies and Saint-Pierre, heads the exporting provinces, with a figure of \$36,578 ; then comes Quebec, with \$25,735, and Ontario with \$17,510.

Canadian manufacturers have evidently not reached the degree of over production which compels exportation at any cost. But with the daily developments of their industry, they must necessarily be looking about for foreign markets, and with this in view it behooves us to show them that France constitutes an important market quite ready for them, and that they enjoy special advantages for reaching it.

The writer of these notes found, when in France, that American ready-made boots for ladies are being sold more and more and are, notably in Paris, actually in high favor. Now Canada has over the United States the advantage of the minimum tariff which they do not enjoy, on boots and shoes entering France.

On boots for men and women, the difference is 1 franc per pair, (2 fr. 50 under the General Tariff, and 1 fr. 50 under the minimum tariff).

What we have said about ladies boots, in no way excluded possibility for Canada to export men's boots and shoes.

On these boots the difference in favor of Canada, in respect to the majority of its foreign competitors, and notably the United States, is 50 centimes per pair, (general tariff 2 fr. 50 ; minimum tariff, 2 frs).

As to shoes, the difference in favor of Canada is 25 centimes per pair, (general tariff 1 franc ; minimum tariff, 75 centimes).

It is reasonable to conclude that it can only depend upon the enterprise of the Canadian manufacturers to secure for themselves, whenever they wish to do so, a large share of the French market.

COMMON WOODEN CHAIRS.

Under the term " Wooden Chairs, common," are understood chairs without carvings, marquetry, brass ornaments, gildings, or lacquering, made of wood from the apricot tree, locust, thorn-broom, bean-tree, almond-tree, andrenolo, strawberry-tree, elder, blackgum, green-harb, birch, black alder, caruamba, cherry-tree, cherry birch, yoke elm, chestnut, cork tree, cotton-tree, mountain ash, dog wood, cypress, white maple, ash, Virginia jumper, beech, hickery, holly, huon pine, yew-tree, American chestnut, larch, nettle-tree, mangrove tree, mire-mara, olivewood, elm, poplar, plane, pitchpine, pine, pear tree, prune tree, spruce, willow, stringbalt, sycamore, batamaca, basswood, aspen, privet, jarrah, karri, etc.

In 1899, France imported 695 tons of chairs other than of bent wood, of the value of 1,382,764 francs.

Italy was her principal supplier, with 448 tons ; next came England with 80 tons ; Belgium, 60 tons ; Germany, 52 ; the United States, 15 ; Sweden, 7, etc.

In the Canadian statistics, wooden chairs, common, are included in the general class of household furniture and other articles of wood, and we shall consequently leave to the next article as set forth in the French tariff, the remarks relative to Canadian exports.

FURNITURE OTHER THAN OF BENT WOOD, OTHER THAN CHAIRS, OF SOLID WOOD COMMON.

It makes no difference whether this furniture has mouldings or not ; but furniture other than chairs of solid wood, common, is not of the same class as furniture ornamented with carvings applied on the panels, with brass trimmings, inlayings, gildings, or partly lacquered, unless the importance of these decorations do not exceed that of simple accessories. Are moreover regarded as " furniture other than chairs, of solid wood, common," laths for spring mattresses, and cupboard chests of solid common woods for refrigerators or ice chests without ice box, be they mounted or not. Also, combination furniture and

tables of manifold transformations, of common wood, without carvings, marquetry or brass ornaments, etc.

In 1899, France imported 2,116 tons of furniture other than chairs, in other than bent wood, of the value of 4,231,880 francs.

England was her main supplier, with 707 tons; then the United States, 302 tons; Germany, 288; Belgium, 250; Spain, 141; Italy, 103, etc.

In 1900, Canada exported \$380,029 worth of household furniture and \$404,290 of other wooden articles, which evidently include a certain quantity of furniture, and among which is also included, as above stated, the item of chairs of common woods.

Only \$2,070 worth of household furniture was exported to France and \$825 worth of other wooden articles, while the exports to England in the matter of these two classes of goods exceeded \$500,000.

If the figures of Canadian exports to France for 1900 are compared with those of the reports from the United States to France for 1899, we find that, owing to the advantage of the minimum tariff which is not extended to the United States for this class of goods, Canada could largely increase her export to France of chairs of common wood, or of furniture other than of bent wood, other than chairs of solid common woods.

Ontario seems by far the greatest producer in this line since, in 1900, the amount of its export was no less than \$518,118.

FLOORING DRESSED AND MATCHED OF PINE OR SOFT WOOD.

Matched flooring with mortises or tenons, would not be included in this class.

In 1899, France imported 2,427 tons of dressed and matched flooring, of the value of 606,842 francs.

Germany was her main supplier, with 767 tons; then, Austria-Hungary 144; Switzerland, 91; Sweden, 80; United States, 63, etc.

The Canadian statistics for 1900 do not make a special item of flooring; this is evidently included in another item; but there is no doubt that Canada can profitably manufacture and export flooring.

WOODEN SEA-GOING SHIPS.

Rigged and fitted out of not, wooden sea-going ships, imported into France, pay duty on their gross tonnage.

In 1899, France imported wooden sea-going ships of an aggregate tonnage of 4,753 tons, of the value of 855,540 francs.

A tonnage of 736 tons came from England ; 1,175 from Sweden ; 943 from Italy and 206 from Canada.

In 1900, Canada sold to foreign countries 26 ships of an aggregate tonnage of 13,164 tons, for \$75,478, of which 8 to Saint-Pierre, 6 to the United States, 4 to Italy, 1 to Spain, 1 to Brazil, 1 to Russia, 1 to Newfoundland, 1 to France, and 1 to British West Indies.

It is within the knowledge of the writer that if Canada did not sell more wooden ships in 1900, the reason was that practically none could be found. He himself, and others for him, sought for one last fall, wanted for Sweden, but without success.

Nova Scotia seems almost exclusively concerned in this branch of industry.

The 8 ships sold to Saint-Pierre can be considered as sold to France.

SECOND NOTE

Products comprised in the list of importations into France in 1899, that are exempted from all entry duties, or cannot enter France except under the general tariff.

PRODUCTS EXEMPTED FROM DUTY.

GREEN OR DRY HIDES OF OXEN, CALVES, SHEEP AND LAMBS.

regard is had only, it is well understood, in this category of importations, to the actual products of Canada. These are, chiefly, the skins of oxen and calves, which form by far the largest volume, that is to say what is called in France "*les grandes peaux*" (the large skins).

LARGE SKINS.—In 1889 France imported 41,539 tons of large skins, valued at 64,385,562 francs.

The principal sources of supply are, in their order of importance, Brazil, Uruguay, British Indies, China, the Republic of Argentine, Germany, Belgium, Chili, England, Netherlands, Peru, Switzerland, Italy, Denmark, Morocco, the United States, Egypt, Columbia, Turkey, Sweden, Australia, Austria, the Dutch Indies, Cuba, Porto-Rico, Russia, the British possessions in East Africa, Haiti, Norway, etc.

Outside these, the French Colonies supplied 2,375 tons of large skins.

Whilst England appears in the importations for 1,566 tons, Canada is not in the list, though in 1900 her exportations of hides, other than fur skins and sheep-skins, amounted to \$1,311,750, nearly all forwarded to the United States, namely to the amount of \$1,304,653.

Now, we find that the United States, importers of large skins from Canada, were exporters of the same large skins to France, to the amount of 426 tons in 1899.

There is consequently an opening for direct business of this kind between Canada and France.

SHEEP-SKINS.—In 1899, France imported 1,184 tons of sheep-skins of the value of 1,302,661 francs, of which 103 tons were from England.

In 1900, Canada forwarded \$85,157 worth of sheep-skins to the United States.

LAMB-SKINS.—In 1899 France imported 293 tons of lamb-skins to the value of 942,439 francs of which 21 tons were from England.

The exportations of lamb-skins from Canada are likely included in the figures given for sheep skins, the value of which justifies the enquiry whether, for lamb skins, so sought for in France, Canada could not find in that country a better market than in the United States.

RAW HORSE-HAIR.

In 1899, France imported 857 tons of raw horse-hair of the value of 2,485,668 francs.

In 1900, Canada exported horse-hair to the value of \$43,277 to the United States and \$930 worth to Great Britain.

It is due to the exporters to see whether the French market is not more advantageous for the horse-hair than that of the United States, or that of Great Britain.

England, in 1899, exported to France 101 tons of raw horse-hair, and also bought the material in Canada. A profit in the transaction is necessarily implied.

HOG'S BRISTLES, ROUGH, IN BULK.

In 1899 France imported 558 tons of hogs bristles, rough, in bulk, to a value of 1,116,178 francs, of which 136 tons came from the United States and 16 from England. Hogs bristles, if exported from Canada, respecting which we have no direct information, may be included in the classification in the Canadian statistics as "animals and other products." exported in 1900 to the value of \$67,405 of which \$38,296 worth went to the United States, and \$22,165 to Great Britain, and only \$6 to France.

France, in her brush factories, one of her great specialities, imports large quantities of hogs bristles, both in bulk and bundles, having already undergone a certain amount of preparation, and certainly presents one of the most favorable markets for them.

TALLOW.

In 1899, France imported 19,784 tons of tallow, of the value of 11,672,510 francs, of which 11,211 tons, being two-thirds, were furnished by the United States and 3,186 tons by England.

In 1900, Canada exported 1,488,643 lbs. of tallow, of the value of \$70,665 of which six-sevenths went to England, which nevertheless was an exporter to France.

Here then again are direct relations with France that could be easily established by Canada.

OTHER GREASES.

In 1899, France imported 3,388 tons of greases other than tallow and hog's lard, of a value of 2,033,057 francs

Of this total, England furnished 1,609 tons and the United States 495.

In 1900, Canada exported \$4,790 worth of greases and grease scraps of which \$3,592 worth went to Great Britain and \$926 worth to the United States

The totals are small, but there is reason to believe that recently established enterprises in Canada for the rendering and purification of animal grease, will soon give larger results. The attention of those interested has already been called to the French markets for these products.

SEAL SKINS.

In 1899 France imported 339 tons of these skins, of the value of 347,652 francs, of which 27 tons came from Norway, 5 from Peru, and 5 from Chili.

In 1900, Canada exported \$537,099 worth of skins and furs of marine animals to England.

FISH NATATORY BLADDERS, RAW, AND SIMPLY DRIED.

In 1899 France imported 101 tons of these articles for 35,224 francs.

In 1890 Canada exported \$16,140 worth of sundry fish products, which probably included fish bladders. Of these sundries, \$257 worth went to France.

BONES AND HOOFS OF CATTLE, RAW.

In 1899 France imported 31,954 tons of raw bones and hoofs of cattle of the value of 6,390,804 frs. 6,117 tons came from the British Indies, 3,676 tons from the Argentine Republic, 3,661 tons from England, 3,294 from Spain, 3,282 from Belgium, 1,727 from Turkey, 1,109 tons from Netherlands, 930 from Germany, 797 from Uruguay, 742 from Switzerland, 619 from Bulgaria, 522 from the United States, 508 from Australia, 509 from Chili, etc.

In 1900, Canada exported to the United States \$46,257 worth of bones, and \$4,426 worth of horns and hoofs; besides \$2,557 worth of horns and hoofs to Netherlands. After the 30th of June, cattle hoofs were exported to France by the *Compagnie Franco-Canadienne*.

HORNS OF CATTLE, RAW.

In 1899, France imported 7,786 tons of horns of cattle, valued at 7,000,967 francs. England furnished 1,173 tons.

The amount of horns of cattle sent from Canada in 1900 is given in the preceding paragraph.

LINSEED.

In 1899, France imported 135,706 tons of linseed, of the value of 36,640,636 francs of which 84,397 tons came from the British Indies, 38,023 from the Argentine Republic, 8,915 from Russia, 1,562 from Belgium, 1,316 from the United States, etc.

In 1900, the exportation from the United States was much more important, the *Compagnie Franco-Canadienne* alone having carried close on 1,900 tons of linseed, the product of the United States.

Canada does not appear as an exporter of linseed, in 1900, otherwise than in transit.

TOBACCO IN LEAF AND IN STALK.

The control of tobacco being in the hands of the State, in France, the importation of tobacco in leaf and in stalk for individual account, is prohibited, and tobaccos destined for the *Régie* are exempt from duty.

In 1899 France imported 21,812 tons of tobacco in leaf or in stalk, of a value of 36,425,317 francs, of which 9,019 tons were from the United States, 2,283 tons from Brazil, 2,481 tons from Turkey, 1,231 tons from Germany, 926 tons from Russia, 832 tons from Netherlands, 554 tons from the British Indies, 337 tons from Belgium, 224 tons from Haiti, 177 tons from Cuba and Porto Rico, etc.

In 1900 Canada exported \$3,661 worth of tobacco in leaf, nearly all to the United States; and to the value of \$30,451 of stalks and wastes, nearly all also to the United States.

If the establishments for drying, picking and packing tobacco leaf which it is proposed to instal in Ontario, or are in progress of installation, were developed, it would be well for them not to lose sight of the French market, where the exporters of the United States find an opening at the present moment for more than three million dollars' worth of their tobacco in leaf or in stem.

OIL CAKE.

In 1899, France imported 124,770 tons of oil cake to the value of 18,715,530 francs.

Russia stands at the head of the countries from which this product was imported, with a total of 51,787 tons, then Belgium with 38,210 tons, the United States 22,301 tons, England 6,241 tons, etc.

In 1900, Canada exported \$224,162 worth of oil cake, nearly all for Great Britain. The figures indicate that Great Britain sells to France to a large extent the oil cake she imports from Canada, and, of course at a profit.

Direct sales to France therefore would result remuneratively.

In addition, in 1900, the *Compagnie Franco-Canadienne* carried nearly 6,000 tons of maize-cake.

MALT REFUSE.

Included in this denomination is, 1st : that of barley malt produced in the brewing of beer, being the malt residue left in the vats after taking off the must ; 2nd, the malt refuse produced by the distillation of maize, etc.

There is nothing to distinguish between the malt refuse in the moist state and the dried malt refuse sometimes called " maltose."

The American product resulting from the saccharification of starchy matter, and which is in brief a syrup of glucose concentrated to a paste, and which is commercially known as " maltose " is not referred to in this category.

In 1899, France imported 5,488 tons of malt refuse, valued at 203,054 francs, of which 3,342 tons were from the United States.

In the Canadian Statistics we find no entry under this head.

PEAT AND TURF FOR FUEL.

Importations in 1899, 22,912 tons valued at 687,351 francs.

This importation will only interest Canada when the projects on foot to establish the manufacture of a compound combustible have taken definite shape.

We are afraid this proposed combustible compound in entering France would be subject to the same duties as those of pit-coal.

TALC, ASBESTOS, MICA, ETC.

In 1899, France imported 187,104 tons of these products, of the value of 3,742,080 francs.

Belgium came first with 114,974 tons, Germany next with 44,733 tons, England 12,520 tons, Austria-Hungary 3,084 tons, Spain 3,003 tons, Norway 2,991 tons, Greece 1062 tons, the United States 845 tons, etc.

The three products named are all in demand in France.

French importers of asbestos do not receive the quantities of that product from Canada that they desire. The French importation is limited by the Canadian production.

The statistics of the Canadian Customs for 1900 do not give the exportation of asbestos to France; since June 30th the *Compagnie Franco-Canadienne* carried upwards of 600 tons, as well as some talc,

In 1900 Canada exported \$89,650 worth of asbestos, first class \$216,712 worth second class; and \$195,542 third class.

The supply was almost exclusively local, from the Province of Quebec.

ICE.

In 1899 France imported 65,869 tons of ice, valued at 1,976,079 francs.

Norway supplied the largest amount of any one country, namely 53,330 tons.

In 1900, Canada exported \$16,933 worth of ice to the United States, shipped from the Province of Ontario.

The *Compagnie Franco-Canadienne* proposes to see in the case of short cargoes in the winter season, if it may not be possible to fill up any available space with ice, notably for Normandy.

Canada's revenge for the historical "Acres of Snow."

PLUMBAGO.

In 1899, France imported 3,242 tons of graphite, or plumbago, of the value of 810,496 francs.

This came for the most part from Italy, to the amount of 1,790 tons; Belgium sent 440 tons, England 388 tons, Germany 292 tons, the British Indies 140, and the United States 51.

In 1900, Canada exported \$30,054 worth of plumbago to the United States. Most of this was furnished by Ontario, and some went from Nova Scotia.

The United States, importers of plumbago from Canada, being itself an exporter of plumbago to France, it is easy to see direct relations would facilitate the sale of Canadian plumbago in France. It is therefore for the proprietors of plumbago in Ontario and Nova Scotia to interest themselves in the French market.

SILVER ORES.

In 1899, France imported 901 tons of silver ore, valued at 405,520 francs, coming principally from Peru and Chili.

Canada does not appear to export silver ore, but much metallic silver in the concentrates of ores. In this form, silver does not enter free in France. In 1900 Canada exported \$1,354,053 worth of metallic silver in concentrates.

IRON ORE.

In 1899, France imported 1,951,336 tons of iron ore, of the value of 19,513,364 francs.

Germany was, by far, the largest shipper, with 1,313,851 tons, Spain next with 509,785 tons, Italy with 28,683 tons, Belgium 16,121 tons, Sweden 12,323 tons, Greece 11,261 tons, etc.

In 1900 Canada exported \$7,689 worth of iron ore to Great Britain and the United States, the product of Ontario, Quebec and British Columbia.

IRON FILINGS AND SCALES.

In 1899, France imported 1,048 tons, valued at 62,897 francs, mostly from Spain and Belgium.

COPPER ORE.

In 1899, France imported 8,578 tons of copper ore of the value of 12,866,880 francs.

Portugal sent 2,300 tons, Spain 2,158, Peru 1,275, the United States 899, Chili 878, Italy 457, etc.

In 1900, Canada exported \$1,387,313 worth of fine copper, in ore, matte regule, etc. to the United States, of which \$1,381,760 worth was furnished by British Columbia, \$4,952 by Ontario and \$501 by Quebec.

FILINGS AND FRAGMENTS OF OLD COPPER WORK.

In 1899, France imported 9,240 tons of this material to the value of 12,011,363 francs.

Germany sent 3,032 tons, Switzerland 1,094, Belgium 1,068, Turkey 975, England 658, Spain 521, Netherlands 421, Egypt 207, Italy 200, the United States 99, etc.

LEAD ORE

Lead ores, matte, and slag only, not containing more than thirty per cent metal, are enjoying free customs entry in France.

In 1899, France imported 13,653 tons of lead ore to the value of 2,730,618 francs, coming from Italy to the extent of 4,329 tons, Belgium 3,148, Australia 1,626, Spain 1,622, Portugal 790, etc.

In 1900, British Columbia exported \$678,859 worth of metallic lead, in the ore, of which \$611,448 worth went to the United States, \$1,989 worth to Great Britain and \$26,122 to Belgium.

ZINC ORE.

In 1899, France imported 78,296 tons of zinc ore to the value of 21,139,885 francs.

The ore came as follows: from Italy 31,259 tons, Spain 26,733, Belgium 997, Germany 899, Australia 610, etc.

In 1900, Canada was not an exporter of her zinc ores.

ZINC IN CRUDE LUMPS, RAW, PIGS, BARS OR SLABS.

In 1899, France imported 25,396 tons of zinc of the above descriptions.

18,337 tons were received from Belgium, 3,097 from Germany, 2,485 from Spain, 546 from Netherlands, 457 from the United States, etc.

In 1900, Canada does not appear as an exporter of zinc of the above descriptions

FILINGS AND FRAGMENTS OF OLD ZINC WORK.

In 1899, France imported 1,775 tons of this category, of a value of 941,268 francs, principally from Germany, Switzerland and Spain.

No exports from Canada in 1900.

NICKEL ORE.

In 1899, France imported 42,189 tons of nickel ore from New Caledonia, to the value of 14,766,234 francs.

NICKEL OF FIRST FUSION, CAST, MATTE, SPEISSE.

France imported only one ton in 1899 of products of the above class, valued at 1,154 francs.

In 1900, Canada exported \$1,040,498 worth of fine nickel, in ore, matte or speisse, to the United States.

NICKEL REFINED IN INGOTS OR IN CRUDE LUMPS.

In 1899, France imported 300 tons of this metal to the value of 975,501 francs. 238 tons were received from the United States, 33 from Russia, 27 from England, etc.

Whether the Canadian nickel in matte or in refined ingots is considered, there is an assured market for it in France.

MANGANESE.

In 1899, France imported 106,634 tons of manganese ore, of the value of 12,796,052 francs.

36,946 tons were received from Germany, 32,196 from Spain, 11,681 from the British Indies, 7,746 from Russia, 3,350 from Greece, 2,866 from Brazil, etc.

Canada does not appear as an exporter of manganese in 1900, but she possesses important deposits.

POTASH

In 1899, France imported 2,793 tons of potash and carbonate of potash of a value of 1,256,013 francs.

971 tons were received from Germany, 453 from Belgium, 299 from Netherlands, 278 from the United States, etc.

In 1900, Canada exported \$63,311 worth of potash and perlasse of which \$48,623 worth went to Great Britain, \$12,065 worth to the United States, \$1,290 worth to Belgium, \$1,033 worth to Australia, and \$300 worth to France. Since June 30th, further shipments were made to France by the *Compagnie Franco-Canadienne*, which had already carried the above named consignments.

Canadian potash is well known in France, where it is sold under the name of "potasse Montréal."

Direct communications could not fail to increase the trade. In any case it may be noted that the production of potash and perlasse in Canada has considerably diminished.

ALBUMEN.

In 1899, France imported 362 tons of albumen, of the value of 1,628,856 francs, of which 109 tons were received from the United States.

Canada does not appear as an exporter of this product for 1900.

The exportation from the United States, if we are well informed, consists almost exclusively of beef blood, or an albuminous substance obtained from the dairy and used in gumming paper.

MILK SUGAR.

Also called lactine or lactose.

It is extracted from milk, in evaporating the milk by heat. The lactine takes the form of white crystals, hard, insoluble in alcohol and ether, soluble in acetic acid and in six parts of cold water or three parts of boiling water.

The product appears as an easy one to obtain from the Canadian creameries.

In 1899, France imported 60 tons of milk sugar, of a value of 80,760 francs, of which 25 tons were from Switzerland, 19 tons from the United States, etc.

We are not aware whether Canada manufactures milk sugar: it does not appear in the Canadian statistics for 1900.

HANDLES FOR AGRICULTURAL IMPLEMENTS, IN ASH.

This article is exempt from entry duties in France only on condition of not being longer than 2 metres 40 (a little under 8 ft.) in length, and of a diameter of less than 55 millimetres (about 2 inches).

In 1899, France imported 692 tons of handles of agricultural implements in ash of a value of 3,128,3 francs.

They were furnished almost exclusively by the United States. Canadian statistics contain no mention of the above article, but it is certain that Canada which has the necessary wood for the purpose could compete easily with the United States in the French market.

It is an article that should not be lost sight of.

CRUDE GOLD.

In 1899, France imported 45,020 kgr. of crude gold, of the value of 156,217,614 francs.

More than one half came from England.

In 1900, Canada exported \$1,659,988 worth of gold in ingots to the United States.

CRUDE SILVER.

In 1899, France imported 481,065 kgr. of crude silver of the value of 47,144,373 francs.

In 1900, Canada exported \$10,080 worth of crude silver to the United States.

PRODUCTS ENTERING FRANCE ONLY UNDER THE GENERAL TARIFF.

CATTLE.

Oxen.—In 1899, France imported 28,658 oxen, of the value of 5,921,624 francs.

Cows.—The same year, France imported 5,997 cows of the value of 1,320,605 francs.

Bulls.—The same year, France imported 701 bulls, of the value of 165,820 francs.

Steers and Bullocks.—In 1899, France imported 103 steers and bullocks of the value of 14,739 francs.

Heifers.—In 1899, France imported 363 heifers of the value of 65,369 francs.

Calves.—In 1899, France imported 4,583 calves of the value of 290,086 francs.

The principal importations of oxen were from Algeria and Italy. Calves and bullocks came chiefly from Italy.

Bulls and heifers were mainly received from England.

In 1900, Canada exported 30,784 head of cattle of under one year, of a value of \$390,806, of which \$375,000 worth went to the United States, and \$14,823 worth to Great Britain: and 174,740 head of over one year, of the value \$8,684,970, of which \$7,564,257 worth went to Great Britain, and \$1,026,039 worth to the United States. (For complete figures of Canada's Exports to France, from 1896 to 1900, see a summary memorandum page 3).

It can be confidently asserted that the importation of cattle to France, whether stockers or fat cattle, only awaits the consolidation of the direct French Canadian line to assume decisive importance.

Numerous communications to that effect have been received, and the writer of these notes saw importers in France recently who will come over to Canada to buy as soon as the service of 1891 is announced.

Sheep.—In 1899, France imported 1,225,227 sheep of the value of 25,533,899 francs.

These were drawn principally from Algeria, namely, 1,042,098 head; the Argentine Republic furnished 86,140 head, Italy, 30,566, Russia, 17,448, Germany, 16,739, Turkey, 12,863, Austria-Hungary, 12,795, Denmark, 2,092, etc.

In 1900, Canada exported 342,704 sheep, of under one year, of the value of \$1,182,970.

Nearly all these sheep went to the United States.

Canada also exported 117,240 sheep all over one year, of the value of \$711,042, of which \$460,913 worth went to Great Britain and \$234,835 to the United States.

Ontario was the chief exporter of sheep of under one year; then, in the following order: Quebec, New Brunswick, Prince Edward Island and Nova Scotia.

Pigs.—In 1899, 39,120 pigs of the value of 3,693,550 francs and 2,537 porcolets, of the value of 34,250 francs were imported by France

Italy furnished most of the supply: 19,690 head; Algeria supplied 13,736 head, England 833 etc.

In 1900, Canada exported, principally Ontario, 1,634 pigs, of the value of \$14,553, of which \$11,553 worth went to the United States.

LIVE POULTRY.

In 1899, France imported 2,719 tons of live poultry, of the value of 3,803,491 francs.

These came from Italy, 1,146 tons, Russia 804 tons, Belgium 434 tons, Turkey 289 tons, Germany 7 ton England 5 tons, etc.

In 1900, Canada exported 36,003 worth of poultry, of which \$32,263 worth went to the United States, and \$628 worth went to Great Britain.

Ontario was the chief exporter, followed by Prince Edward Island, Nova Scotia and Quebec.

The French market appears to be more advantageous for live poultry than the United States or Great Britain.

DRESSED POULTRY.

In 1899, France imported 1,769 tons of dressed poultry of the value of 3,538,182 francs.

These came from Italy to the amount of 1,326 tons, from Belgium 198 tons, from Austria-Hungary 157 tons, Germany 79 tons, England 4 tons, etc.

The same remark may be made as regards dressed poultry as in the case of live poultry, as to the advantages presented by the French markets for Canadian exporters.

PORK, SALT AND SMOKED.

France imported 14,276 tons of salt pork and smoked bacon, of the value of 22,833,856 francs.

The United States supplied more than half of the above, namely 7,492 tons. England sent 3,349 tons, Belgium 2,450, Germany, 861, etc.

In 1900, Canada exported \$12,471,509 worth of sides of bacon, \$286,510 worth of hams, and \$45,009 of fat, (lard).

Most of this went to Great Britain; \$868 worth of hams went to France, and the amount was increased after June 30.

France offers an important market for the salted and smoked products of pork. The United States exporters are well aware of it, and it only depends on themselves for the Canadian packers to take a large share of the trade, particularly if they don't use borax in the preparation of their hams.

Ontario is most interested in the exportation of these products: in 1900, in fact, that province alone exported \$10,911,250 worth. After Ontario, comes Quebec, with a much smaller exportation: \$1,721,421, New Brunswick coming third.

GUTS, FRESH, DRY OR SALT.

In 1899, France imported 1,110 tons of this class of products, of the value of 1,555,131 francs.

The United States furnished the largest proportion of the above total, namely 403 tons: then Switzerland with 232 tons, Germany 159, England 110, etc.

The Canadian exports under this head, if there were any, must have been included in the general classification of products of animals all others, (tous autres) which figure in the statistics for 1900 to the value of \$68,821.

It is possible also that the utilization of these products was not in that year more advanced in Canada than was until recently the use of animal fats.

WHEAT.

In 1899, France imported 808,292 tons of wheat, valued at 145,160,151 francs.

Russia supplied the largest proportion of the above, namely 488,186 tons.

Algeria furnished.....	85,387 tons.
The United States	76,300 "
The British Indies	69,616 "

Tunis	38,248 tons
The Argentine Republic.....	23,583 "
Australia	7,163 "
Roumania.....	4,573 "
Turkey.....	4,281 "
Bulgaria	2,421 "
Uruguay.....	1,551 "
England.....	757 "

In 1900, Canada exported \$11,995,488 worth of wheat, of which \$11,350,942 worth went to Great Britain, \$336,060 worth to Belgium, \$105,357 worth to France, \$72,662 worth to Italy, \$64,524 worth to Germany, \$58,305 worth to the United States, etc.

After June 30, another cargo of wheat left for France, by the *Compagnie Franco-Canadienne*, and other cargoes would undoubtedly have been shipped had space been available on the outward bound steamers.

Since the first year of the direct service, much too limited, between Canada and France, Canadian wheat immediately found markets in France, and the exportation reached figures about equalling that of Belgium, for a considerable time already in existence, and greater than that of Germany, also for a long time enjoying a regular service.

Although a producer of wheat, France is also a very large importer, every year, of grades not produced by French soil. This is notably the case for all descriptions of hard grades or similar qualities required for her alimentary products, macaroni, vermicelli, etc.

For these purposes she draws chiefly upon Russia, and partly from the United States.

French importing houses are ready to make large purchases of Ontario and Manitoba wheat. One of them, and certainly the most important, a friend of the writer, has in Russia alone sixteen purchasing branches, and has definitively decided to establish business connections with Canada as soon as sufficient facilities are afforded by direct lines to ensure the regularity of shipments large enough to be worth serious attention.

The importations of this house alone in ordinary years exceeded 200,000 tons.

If what has been stated with respect to ordinary years is exact, and if in an ordinary year like 1899 France imported 808,000 tons of wheat, it may be imagined what would be the case in years of deficiency when the shortage has to be made good by the importations of all classes of wheat.

OATS.

In 1899, France imported 143,781 tons of oats of the value of 22,777,089 francs.

The United States heads the list with 55,956 tons; then comes Algeria with 35,209 tons, Russia with 28,253.

In 1900 Canada exported \$2,143,179 worth of oats, of which \$1,866,521 worth went to Great Britain, \$38,935 worth to the United States, \$37,263 worth to Belgium, \$8,619 to Germany, etc.

The Canadian statistics for that year report no exportation at all of oats to France, even in transit; but it is evident there is a mistake, as before June 30th, 1900 the *Compagnie Franco-Canadienne* carried from Canada to France via Montreal a large cargo of various grades of American oats.

Other cargoes of the same kind were carried after June 30th, and only the lack of available space prevented the business assuming much larger dimensions.

Attention is called to the fact that France is above all a consumer of bigarree oats not of white oats.

We believe Ontario produces this kind of oats.

It is because the Canadian exporters of oats failed to be guided by this preference of the French consumers, that they did not, from the very commencement, profit fully by the export facilities offered by the *Compagnie Franco-Canadienne*, and left the field open to Chicago shippers.

It must not be lost sight of that each time white oats are shipped, the risk is increased by the fact that white oats usually appear to command higher prices in Canada than the kind preferred in France, and consequently when offered on the French market it is at an advance on the price of the other grade, which the consumer desires to obtain.

The French market, it is shown by the figures, may easily become more advantageous for Canadian exporters of oats than those of Belgium and Germany put together. The French consumer appears to have a preference for clipped oats.

BARLEY.

In 1899 France imported 156,262 tons of barley of the value of 25,702,974 francs.

Algeria was the principal shipper, with 96,739 tons, then Russia with 32,823, Tunis with 21,655, Austria-Hungary 1,566, Belgium 1,434, etc.

In 1900, Canada exported \$1,010,425 worth of barley, of which \$810,917 worth went to Great Britain, \$101,038 worth to Belgium, \$77,754 worth to the United States, \$13,418 worth to Germany, etc.

Quebec made the largest shipments, aggregating \$527,599, Ontario sending \$335,654 worth, and New Brunswick \$146,262.

The French market is certainly as accessible for Canada as for Russia.

RYE.

France imported in 1899 rye to the value of 47,740 francs.

It is not necessary to count on shipments of rye to France except in years of deficiency.

In 1900, Canada exported \$279,286 worth of rye to Great Britain, of which Quebec supplied \$201,177 worth, Ontario \$42,841 and Nova Scotia \$35,268.

MAIZE.

In 1899, France imported 577,987 tons of maize, of the value of 76,294,271 francs.

Argentine sent 225,064 tons, the United States 154,815, Roumania 131,891, Russia 57,683, etc.

Canada in 1900 exported scarcely any maize of her own growth, only \$1,183 worth, but shipped in transit from the United States to the value of \$4,757,595.

From 1896 to 1900, the situation was practically the same, shipments being almost wholly in transit. These transit shipments are nevertheless of importance and show a tendency more and more to find their way through Montreal, a fact of which advantage may increasingly be taken by the facilities afforded by the direct line *Compagnie Franco-Canadienne*.

WHEAT FLOUR.

In 1899, France imported 21,416 tons of wheat flour, valued at 6,708,924 francs.

Of this Austria-Hungary sent 9,858 tons, Algeria 3,755 tons, Turkey 563 tons, England 418 tons, Belgium 389, Germany 228, the United States 178 tons, etc.

In 1900, Canada exported \$2,791,887 worth of wheat flour, of which \$1,665,708 worth went to Great Britain, \$4,100 worth to Germany, \$1,575 to France, and \$15 to Belgium.

It is well to note that England sells wheat flour to France, whilst she at the same time is a buyer from Canada, and so are Belgium and Germany. There is nothing to prevent Canada developing the trade with France in this product, side by side with Austria Hungary, Turkey, Russia, and the United States, which are not better situated as producers or in regard to freights since the direct Franco-Canadian line has come into existence.

MAIZE MEAL.

In 1899, France imported 1,031 tons of this meal, of the value of 226,886 francs; 633 tons came from Italy and 346 tons from the United States.

In 1900, Canada only exported \$2,496 worth of maize meal, nearly all to Newfoundland.

It would be well if the Canadian millers were to look to France for a market.

MALT, (ORGE GERMÉE.)

In 1899, France imported 3,257 tons of malt, of the value of 936,301 francs.

Austria-Hungary sent 2,184 tons, Germany 579, Belgium 279, Sweden 153 tons, etc.

In 1900, Canada exported \$10,939 worth to Newfoundland. Of this, Ontario sent \$10,802 worth, and Quebec only \$137 worth.

GROATS, GRITS, COARSE FLOUR, PEARLED OR CLEANED GRAIN.

In 1899, France imported 3,211 tons of these products, to the value of 899,023 francs.

Algeria sent 1,508 tons, Egypt 1,457 tons, Italy 83, England 50, Germany 45, Netherlands 37, the United States 9, etc.

We do not find these products detailed in the Canadian statistics.

BEANS, WHOLE.

In 1899, France imported 41,906 tons of the above, of the value of 7,543,135 francs.

Egypt sent 34,135 tons, Turkey 2,120 tons, Algeria 2,086, Austria Hungary 1,836, Tunis 708, Germany 274, Belgium 224, Netherlands 199, Chili 79, Italy 61, England 34, etc.

We are not aware whether Canada exports this product. What in Canada is generally called "beans," is called in France "haricots," and we will find the Canadian haricots under another classification hereafter.

CHICK PEAS.—In 1899, France imported 12,860 tons of chick peas, valued at 3,858,105 francs.

This product is peculiar to tropical regions.

OTHER PEAS AND PULSE AND THEIR FLOUR.—In 1899, France imported 71,119 tons of beans, peas, lentils, and other pulse and their flour to the value of \$20,624,389.

Roumania supplied 21,356 tons, Austria Hungary 15,397 tons, Germany 11,218, Russia 7,625, Netherlands 3,029, the United States 2,967, Turkey 2,142, Egypt 1,510, Belgium 1,501, Spain 966, Italy 666, Bulgaria 416, etc.

In 1900, Canada exported \$334,886 worth of beans, whole, (haricots) of which more than the half, \$172,140, worth, went to France, \$99,341 to the United States, \$17,700 to Great Britain, \$11,177 to Belgium, and \$448 to Germany.

The beans, whole, of Canada (hand picked) pea-beans, are well-known and esteemed in France, and are regularly quoted at the *Bourse du commerce de Paris*.

This exportation can be largely developed, the French importation being in reality much larger than Canada supplied in 1900.

The Canadian pea, Victoria; (black eyed pea) is also well known and liked in France.

In 1900, Canada exported \$1,989,770 worth of round peas, of which \$1,694,139 worth went to Great Britain, \$102,159 to Belgium, \$86,226 to the United States, \$34,758 to France, \$16,151 to Germany.

The Canadian exportation to France in 1900 amounted to about 1000 tons, but with extended facilities for direct transportation the total should be 6,000 to 8,000 tons yearly.

Canada has also commenced the exportation to France of considerable quantities of cleaned seed peas from the district of Peterborough, Ont. This exportation may be expected to reach in the neighborhood of 3,000 tons a year from Ontario and Manitoba.

The *Compagnie Franco-Canadienne* is assured of the fact.

Another Canadian product of a similar class, the lentil, and another variety, the vetch has also been in demand in France since last year, when it was shipped by the *Compagnie Franco-Canadienne*.

It results from an examination of these facts and figures that thanks to the direct line *Franco-Canadienne*, the products above named will find a very large market in France.

POTATOES.

In 1899, France imported 47,578 tons of potatoes valued at 3,339,463 francs.

Belgium contracted 28,376 tons, Algeria 10,353 tons, Spain 4,184, Italy 2,325, Germany 785, Switzerland 100, Portugal 87, England 72, etc.

In 1900 Canada exported \$330,231 worth of potatoes, of which only \$302 worth went to Great Britain, and none at all to any other part of Europe.

The possibilities of exportation to France are evidently a question of price, quality, and the deficiency of the yield in France.

BRAN FROM ANY KIND OF CEREAL.

In 1899, France imported 36,232 tons of the above, of the value of 5,434,776 francs.

The Argentine Republic supplied 16,168 tons, Italy 6,764, Algeria 5,384, Belgium 2,782, Turkey 1,342, Egypt 341, England 297, the United States 246, etc.

Great Britain and the United States being sellers again to France, it would be obviously easy for Canada to transact the business direct with France by the medium of the direct line *Franco-Canadienne*.

COAL.

The importation of coal and coke in France, in 1900, figures up to 13,000,000 tons and 285,000,000 francs.

The day the Canadian mines, notably those of Cape Breton are in a position to export largely, they will unquestionably find a new market in France for considerable quantities in the years of high prices for these combustibles.

The \$2,288 worth exported to France in 1900 have been made by the steamships of the *Compagnie Franco-Canadienne*.

THIRD NOTE

Products comprised in the list of importations into France, in 1899, not in the existing French Canadian treaty and which might enter France under the minimum tariff by virtue of treaties of commerce.

HORSES.

In 1899, France imported: 1st. 9,925 stallions, of the value of 9,925,000 francs. 2nd. 12,758 geldings, of the value of 13,395,900 francs. 3rd. 5,214 mares of the value of 5,735,400 francs. 4th. 936 foals, of the value of 421,200 francs.

Stallions.—Algeria furnished nearly all the stallions, namely 9,416 head, then Tunis 223 head, Belgium 94, Russia 62, England 54, Spain 33, etc.

The figures show that the importation of stallions is confined almost exclusively to horses of the lighter classes, similar to the Canadian product, and the half-bred Arab horses of Algeria and Tunis and the medium weights of Russians and Spanish.

Geldings.—Austria Hungary is at the head of the list with 4,315 head, then England with 2,262 head, Russia with 1,887, Belgium 1,385, Italy 548, the United States 424, Algeria 332, etc.

In the year 1899, France imported from Canada 730 geldings. Again the importation were of the lighter classes.

Mares.—Austria Hungary again led with 2,362 head, then England with 1,655, Belgium 412, Italy 256, Algeria 91, Tunis 73, etc.

Again, not many heavy breeds.

Foals.—592 came from Belgium, 144 from Spain, etc.

What France most needs from Canada in the shape of horse-flesh, is chiefly remounts for her light cavalry and hackneys.

This exportation might be largely increased with the regular sailings of a direct line between Canada and France. The *Compagnie Franco-Canadienne* is already in receipt of applications in this direction, and exporters are manifesting some impatience to have fixed dates for shipment for 1901.

The Customs tariff put in force in 1892 made no reduction in the duties on horses. A law dated April 9, 1898, however, reduced the duties for horses to the minimum tariff by virtue of treaties.

It shall be observed that notwithstanding her protectionist system in all that concerns the products of the farm and agriculture, France

has been brought to understand that she does not now produce sufficient horses for her own use, particularly of the class required for remounts for the light cavalry. It has become a question of the national defense.

The duties on horses entering France are as follows :

	General Tariff.	Minimum Tariff.
Stallions, geldings and mares over 5 yrs.	200 francs.	150 francs.
Stallions, geldings and mares under 5 yrs.	150 francs.	100 francs.
Foals	75 francs.	50 francs.

Young horses cease to be classed as foals as soon as the adult teeth begin to appear.

In 1900, Canada exported to the United States 32 horses under one year of the value of \$4,350.

Also, 10,021 horses over one year, of the value of \$1,162,631, of which \$571,641 worth went to Great Britain, \$412,250 worth to British Africa, and \$213,275 worth to the United States.

MEAT, BEEF, AND OTHER, SALTED AND SMOKED.

In 1899, France imported 890 tons of these meats, valued at \$45,178 francs. They came from Belgium to the extent of 546 tons, the United States 167 tons, England 43 tons, Germany 28 tons, &c.

In 1900, Canada exported \$220,383 worth of these products.

\$203,339 worth went to Great Britain, \$3,084 to the United States.

The duty on meats, beef and other, (except pork) salted and smoked, is 30 francs per 100 kgr. net, under the general tariff, and 22 francs under the minimum tariff.

PORK BUTCHERS' PRODUCE.

France imported 2,139 tons of pork butchers' produce in 1899, of the value of 5,774,331 francs. The United States sending 1,501 tons, Italy 388, Germany 113, Belgium 52, England 43, etc.

The duty on pork butchers' produce, was, under the law of 1892, 25 francs per 100 kgr. net, the lowest possible tariff. The law of April 5, 1898, raised the duty to 100 frs per 100 kgr. net, under the general tariff, and made it 50 frs per 100 kgr. under the minimum tariff.

The importations, notably those from the United States, which did not come under the minimum tariff, show that the raising of the duty to four times that charged under the general tariff of 1892 did not completely paralyze the importation of these products from the United States; far from it.

HOG'S LARD.

In 1899, France imported 17,693 tons of hog's lard of the value of 13,446,433 francs, of which 15,684 tons were from the United States, 1,235 from Belgium, 458 from England, 280 from Italy, &c.

The duty is 40 francs per 100 kgr. net, general tariff, and 25 francs minimum tariff.

The United States profit by the minimum tariff by virtue of its treaty of commerce with France.

In 1900, Canada exported \$11,215 worth of hog's lard, of which \$10,667 worth went to Great Britain.

Ontario led with \$6,055 ; then came Quebec with \$4,808.

OLEO-MARGARINE, ALIMENTARY FATS AND SIMILAR SUBSTANCES.

In 1899, France imported 423 tons, of the value of 393,332 francs, of which 199 tons were from Belgium, 163 from the United States, 37 tons from Netherlands, &c.

The duty of these articles is 35 francs per 100 kgr. net, general tariff, and 25 francs minimum tariff.

Canada does not appear in the returns as an exporter of these products.

EGGS.

In 1899, France imported 20,112 tons of eggs of the value of 28,561,423 francs. Italy furnished most of the above, namely 10,696 tons, then Belgium 4,149 tons, Russia 1,999, Turkey 1,588, Germany 673, Egypt 456, Austria Hungary 246, Switzerland 134, &c.

In 1900, Canada exported \$1,457,902 worth of eggs of which nearly all went to Great Britain.

Ontario and Quebec were the largest exporters of the product.

The duty on eggs on entry into France, is 10 francs per 100 kgr. general tariff.

CHEESE.

In 1899, France imported 22,200 tons of cheese of the value of 36,604,248 francs.

Switzerland led the list with 10,044 tons ; then came Netherlands with 6,881 tons, Italy 2,095 tons, Germany 432, Belgium 251, &c.

In 1900, Canada exported \$19,856,324 worth of cheese of which \$19,812,670 worth went to Great Britain.

After June 30th. a trial shipment was made of Canadian cheese to central France by the *Compagnie Franco-Canadienne*.

The duty imposed by France on cheese of all kinds is 25 francs per 100 kgr. net.

Under the minimum tariff there is a distinction between the cheese of the " de Gruyere " class, and other grades.

" De Gruyere " cheese pays only 12 francs per 100 kgr. net, and all other sorts (tons autres) 15 francs per 100 kgr. net, under minimum tariff. The Canadian cheese is included in that category of cheese (tons autres).

There is a good opening for Canadian cheese, if sent over in a sufficiently ripened condition to suit French taste.

The above figures show a good importation of cheese from Holland the grades are known in France as "Dutch Cheese," and "Death's Head" or "red crust."

The centre and south west of France take most of the Holland cheese, as well as of Chester and Cheddar. Paris, of course, takes all sorts of cheese.

We have frequently seen at Bordeaux, Cheddar cheese incontestably of Canadian origin, sold side by side with great quantities of "Chester." We have made enquiries and learned that cheese imported from Canada into England—too fresh for French taste, is ripened by the English dealers in special storage chambers, and when matured, re-exported to France as English cheese.

The day Canadian cheese exporters would take their place in the French market that belongs to them, the first condition to observe will be to see the shipments are confined to sufficiently matured cheese, three months at least, if we mistake not.

The operation of ripening the product for export to France will of course involve some additional expense, but this will be largely made up by the advantage that will be gained by direct shipment to the French market.

It must be evident that English dealers would not ripen the Canadian product and re-export to France unless there was profit in it.

Various expenditures of management, storage, handling and re-exportation, which the English re-exporters have to meet, would be saved the original Canadian exporter by shipping his products to France direct.

The figures given of the exportation of cheese from England to France do not seem to justify an effort on the part of the Canadian exporters to find the French market, especially as the figures show the English shipments were limited to 78 tons.

But it is with regard to the exportation from Holland, thanks to the relatively low price of the Canadian product, that there is a promising opening for its introduction as a substitute for the Dutch cheese, principally in centre and south west France.

It will then be entering a market not of 80 but of 7,000 tons.

With intelligent initiative and steady effort, we are convinced matured Canadian cheese can supplant greater part of the supply from Holland, and encroach on the place filled by the "De Gruyere" quality.

At the lowest price of the Canadian exportation of 1900 (84,500 tons,) there is a market of over \$2,500,000 to conquer.

BUTTER, FRESH OR MELTED.

In 1899, France imported 6,494 tons of butter, fresh or melted, of the value of 18,833,171 francs.

These products came from Belgium, 3,173 tons, Italy 1,749 tons, Netherlands 1,216, England 152, Germany 79, etc.

Canada does not at present figure as an exporter of butter in the fresh or melted state, but only the salted grades.

BUTTER, SALTED.

In 1899, France imported 457 tons of salted butter of the value of 1,141,933 francs.

These butters came from Italy, 304 tons, Netherlands 61, Belgium 38, England 27, etc.

The above figures, whether as regards fresh and melted, or salted kinds of butter, would tend to show there is little prospect of Canada for some time being able to find a large market in France for her butters. This is the sentiment of the writer of this note.

It is only right to say, some of his compatriots connected with the manufacture of Canadian butter, claim on the contrary that Canada could export butters to France carefully selected by experienced persons, practically conversant with the classification of butters on the French markets.

They also see a future for Canadian dairies in the exportation to France of salted butter in boxes which might be re-exported by France to her colonies.

The duty on butters of all kinds is 30 francs per 100 kgr. net, general tariff and 20 francs per 100 kgs., gross, minimum tariff.

HONEY.

In 1899, France imported 1,004 tons of honey of the value of 752,566 francs. 458 tons were received from Chili, 162 tons from Germany, 102 tons from Italy, 95 tons from Cuba and Porto Rico, 61 tons from Belgium, 39 from Austria Hungary, 36 from Hayti, 32 from England, etc.

In 1900, Canada exported \$547 worth of honey to Great Britain and \$234 worth to the United States.

We believe this importation is destined to develop, and it would be well for Canadian shippers to look to the French market rather than the English, which imports from Canada and exports again to France.

The duty on honey entering France is 15 francs per 100 kgr. net, general tariff and 10 francs per 100 kgr., gross, minimum tariff.

FISH OILS.

In 1899, France imported :

1st. 814 tons whale oil, of the value of 447,907 francs ; 2nd. 2,870 tons of codfish oil, of the value of 1,865,575 francs ; 3rd. 1,452 tons of other fish oils of the value of 1,451,960 francs.

The whale oil came from Norway, to the extent of 453 tons ; from England 227 tons, from Brazil, 109 tons, from Netherlands 10 tons, etc.

The codfish oil came from St. Pierre 1,278 tons, Netherlands 1,033 tons, England 267, Norway 170, Germany 96, Belgium 23 etc.

The oils of other fish came from the British Possessions of North America 465 tons, England 438 tons, Japan 249, Belgium 101, Spain 75, Germany; the Netherlands, Portugal, United States, an average of say 20 tons each.

In 1900 Canada exported \$50,239 worth of codfish oils, of which \$47,271 worth went to the United States, \$2,931 worth to Great Britain; with \$759 worth of seal oil, of which \$617 worth went to Great Britain and \$148 worth to the United States.

The duty on entering France is 7 francs per 100 kgr. gross, general tariff, and 6 francs minimum tariff.

ROES OF COD AND MACKEREL

In 1899 France imported 5,496 tons of roes of cod and mackerel of the value of \$824,385 francs. 4,570 tons came from Norway, 813 tons from St. Pierre, 62 tons from the United States, 24 from Netherlands, etc.

In the Canadian statistics there is no entry of roes of cod and mackerel. The exportations of that product would no doubt be included under the head of "other articles, products of fisheries," which figure to the extent of \$16,140 of which \$257 worth went to France.

In 1900, after June 30th, several consignments of roes of codfish were forwarded by the *Compagnie Franco-Canadienne*, and the trade is certain to develop.

The roes of codfish and mackerel are much used in France for fishing, notably that of the sardine.

SEED FOR SOWING, INCLUDING "LA JAROSSE."

In 1899, France imported 6,059 tons of these seeds (not including that of the beet root, lucerne and trefoil) of the value of 7,270,600 francs.

1,927 tons came from Germany, 1,139 from England, 849 from Russia, 639 from Russia, 590 from Tripoli, 302 from Belgium, 130 from Netherlands, 125 from the United States, etc.

In 1900 Canada exported \$49,293 worth of grass seeds and \$5,042 worth of other sorts (trefoil and linseed excepted).

Most of this went to the United States; \$2,500 worth to Great Britain, \$2,103 worth to Spain, \$305 worth to Holland, \$459 worth to Belgium, \$360 worth to France, &c.

The exportation from Canada to France in 1900 affords but a small idea of what might be done through the medium of the direct line to France.

The French houses dealing in imported seeds have decided to increase their business in the Canadian products as soon as they can

count on direct consignments by the Franco-Canadian line, notably the house of Vilmorin, Andrieux & Co., Paris, one of the largest importers in their branch of business in the world.

The French duties on seeds for sowing are 3 francs per 100 kgr., gross, general tariff and minimum tariff. Though sowing seed be included in the minimum tariff, exporters will find no interest in seeking that tariff.

TREFOIL AND LUCERNE SEED.

In 1899 France imported 389 tons of these seeds, of the value of 466,358 francs.

Most of this was received from the United States, namely 239 tons, then Germany 60 tons, England 33 tons, Spain 15, etc.

In 1900 Canada exported \$267,975 worth of trefoil seed, of which \$187,218 worth went to Great Britain, \$52,671 worth to Germany, \$13,470 worth to the United States, \$13,069 worth to Denmark, \$1,037 worth to Sweden and Norway and \$510 worth to Holland.

Ontario exported nearly the whole, namely \$252,693 worth, Quebec figuring for \$13,155 worth, New Brunswick for \$2,028 worth and Manitoba for \$99 worth.

It is unnecessary to say more to show that Canada, which exported this product to Great Britain and the United States, will find little difficulty in exporting direct to France instead of to the United States and Great Britain.

The French duty on trefoil seed and lucerne seed is 30 francs per 100 kgr. net, general tariff, and 25 francs special tariff.

CONDENSED MILK, WITH AN ADDITION OF SUGAR.

In 1899 France imported 17,989 tons of milk of the above nature of the value of 17,988,518 francs. Switzerland furnished 17,471 tons, Italy 353 tons, England 152 tons, etc.

Canada does not appear in the returns as an exporter of condensed milk with an addition of sugar, but only, as already shown, of pure condensed milk. Milk, condensed, with an addition of less than 50 per cent of sugar pays under the general tariff 8 francs per 100 kgr. net, besides half the duty on refined sugar.

Under the minimum tariff the duty is divided into two classes.

1. Milk, concentrated, with the addition of less than 40% of sugar, 6 francs per 100 kgr. net, besides 40 per cent of the duty on refined sugar.

2. Milk, concentrated, with the addition of sugar in the proportion of 40 per cent inclusive to 50 per cent exclusive, 6 francs per 100 kgr. net, and half the duty on refined sugar.

PRESERVES, MANUFACTURED WITH SUGAR OR HONEY.

In 1899 France imported 1,003 tons of preserves of the above class of the value of 1,103,805 francs.

England furnished most of these goods, namely 774 tons. The United States supplied 17 tons.

A second classification is provided by the French Customs, namely, preserves without sugar or honey, but there are no returns under this head in the statistics of the French Customs for 1899.

Canada does not appear in the returns as an exporter of preserves.

Preserves, with sugar or honey, pay 38 francs per 100 kgr. net, general tariff, and 26 francs per 100 kgr. net, minimum tariff.

Preserves without sugar or milk pay 10 francs per 100 kgr. rough, general tariff, and 8 francs per 100 kgr., gross, minimum tariff.

PERCHES, POLES AND STAFFS, ROUGH.

In this category is included all perches, poles and staffs not exceeding 1 metre 10 cent. in length and of a circumference not exceeding 60 centimetres at the thickest end. Included in this class are perches of rough wood for the manufacture of rings.

In 1899, France imported 51,980 tons of wood of the above kinds, of the value of 1,559,932 francs.

31,954 tons were received from Russia, 8,152 tons from Belgium, 7,256 tons from Germany, 1,731 tons from the Netherlands, 909 tons from Italy, 837 tons from Switzerland, 534 tons from Norway, 279 tons from Sweden, 253 from the United States, etc.

1900, Canada exported \$22,272 worth of perches, of which \$21,700 worth went to Great Britain, mostly from New Brunswick.

Canada also exported \$3,505 worth of masts and spars, chiefly the product of Nova Scotia; \$711 worth of hop-poles, the product chiefly of Ontario, to the United States; \$36,891 worth of telegraph poles, to the United States, of which \$29,008 worth was produced in Ontario, and \$7,883 worth in Quebec; and undoubtedly other classes of woods which would come under French classifications similar to the above, to which there are no corresponding classifications in the Canadian statistics.

There is in the above classification of products of the forests, room for a large extension of Canadian exportations to France, which in 1900 were limited to a few dollars only.

The French duty on perches, poles and staffs, rough, complying with the conditions of length and circumference indicated above, is 45 centimes per 100 kgr., gross, general tariff, and 30 centimes per 100 kgr., rough, minimum.

RESINOUS WOOD, IN LOGS.

France in 1899, imported 134,546 tons of the above woods, of the value of 2,556,374 francs.

89,685 tons were received from Russia (Finland), 21,104 from Norway, 16,979 from Germany, 2,137 from Sweden.

Canada appears with good reason to have decided to stop the export of logs, and France finds it more and more difficult to supply herself from Finland, Germany, Sweden and Norway.

The above products being nearly exclusively used in the preparation of cellulose pulp, it is evident that the 134,546 tons of importations into France in 1899 will be replaced at no distant date, by the importation of some 100,000 tons of cellulose pulp in addition to the quantities stated in our first note.

CHARCOAL.

Importation in France, 1899: 5,432 tons, value 475,300 francs.

This product at present comes into France from the frontier countries and does not appear likely to interest Canadian exporters for some time to come.

STRAW OR WOOL OF WOOD.

In 1899, France imported 1,414 tons of straw of wood, valued at 212,703 francs. 1,310 tons were received from Belgium, 96 from Germany, &c.

Canada does not appear at present as an exporter of straw or wool of wood.

The duty on these products is 75 centimes per 100 kgr., gross, general tariff, or 50 centimes per 100 kgr., gross, minimum.

TANNED BARK, GROUND OR NOT.

In 1899, France imported 7,059 tons of this product, of the value 0 705,514 francs.

3,850 tons were received from Algeria, 1,386 from the British Possessions in East Africa, 717 tons from Belgium, 570 from Spain, 56 from England, 56 from Australia, 14 from Germany, etc.

In 1900, Canada exported \$61,899 worth of bark for tanners to the United States.

New Brunswick and Nova Scotia were the principal exporters.

With a direct line, allowing low freights, it ought to be possible for Canadian exporters to supply the French market, with good results.

The duty on tanned bark, ground or not, is 1 f. 50 per 100 kgr., rough, general tariff, and 1 fr. minimum tariff.

FODDER.

In 1899, France imported 13,231 tons of fodder, of the value of 1,931,751 francs.

4,543 tons were received from Italy, 3,374 from Belgium, 2,333 from Germany, 1,591 from Spain, 373 from the Republic of Argentine, 283 from Algeria, 203 from Switzerland, 166 from England, 44 from Russia, 27 from Netherlands, etc.

In 1900, Canada exported \$1,414,109 worth of hay, of which \$715,794 worth went to the United States, \$378,946 worth to Great Britain and \$263,260 worth to British Africa.

Quebec was the principal exporter, for \$850,649 worth, then New Brunswick for \$304,837, Ontario for \$172,449 and Nova Scotia for \$76,727.

France is herself a producer of hay and is not likely to be a large importer in ordinary seasons.

It was correctly thought at the end of 1900, they may become scarce in France last winter, and trial shipments of Canadian hay were made to France by the *Compagnie Franco-Canadienne*.

The probable exportation of considerable quantities of Canadian hay in exceptionally dry seasons should not be lost sight of.

The duty on fodder generally entering France is 75 centimes per 100 kgr., gross, general tariff, and 50 centimes minimum tariff.

We will not stop to discuss petroleum and other mineral oils, crude or refined, and gold leaf.

CAST IRON, FOUNDRY IRON, AND FORGE-PIG CONTAINING LESS THAN 50 PER CENT OF MANGANESE.

In 1899 France imported 188,781 tons of these products, of a value of 18,878,130 francs.

England furnished 110,262 tons, Belgium 41,255, Sweden 9,772, Spain 8,705, the United States 1,999.

In 1900 Canada exported \$169,153 worth of castings, distributed as follows: Germany, to the value of \$68,795, Great Britain \$44,996, Sweden and Norway \$27,908, United States \$12,432, Belgium \$3,409, Russia \$2,300, France \$25.

The above figures show Canada in 1900 exported to nearly all the countries that sold to France. It is only necessary therefore for Canadian exporters to take their place on the French market.

Ontario exported most of the above, namely \$132,044 worth. Quebec sending \$30,465 worth.

The French duty on the above class of goods is 2 frs. per 100 kgr. gross, general tariff and 1 fr. 50 minimum.

FERRO-MANGANESE, FERRO-SILICON, ETC.

In 1899, France imported 4,246 tons of these castings, of the value of 1,188,833 francs.

4,113 tons were received from England, and 128 tons from Germany.

The Canadian statistics do not give details in this particular classification of exports.

The French duty is 4 fr. 75 per 100 kgr., gross, general tariff, and 3 fr. 50 minimum tariff.

WROUGHT IRON, CRUDE, IN PRISMS, OR BARS, CONTAINING 4 PER CENT OR LESS OF DROSS.

In 1899 France imported 10,982 tons of these products, of the value of 1,262,894 francs.

6,912 tons came from Germany, 3,229 from Belgium, 425 from England, 339 from Sweden, etc.

In 1900 Canada exported \$137,651 worth of pig iron and steel blooms, of which \$76,660 went to the United States and \$36,647 worth to Great Britain.

These shipments were about equally from Nova Scotia, Quebec and Ontario.

The French duty is 5 frs. per 100 kgr., crude, general tariff, and 4 frs. 50 minimum.

After June 30th, 1900, there were exported to France from Canada by the *Compagnie Franco-Canadienne* 200 tons of charcoal iron in pigs, and cargo space is at this moment asked for further shipments for the season of 1901.

CHARCOAL IRON, DRAWN IN BARS.

France in 1899, imported 12,190 tons of this product, of the value of 3,291,328 francs.

11,687 tons came from Sweden, 303 from Germany, 154 from England.

The Canadian statistics do not contain details of exportations of charcoal iron in bars.

The French duty is 6 fr. per 100 kgr., gross, general tariff, and 5 frs. minimum tariff.

The French market is incontestably the most favorable of all for charcoal iron in pigs, lumps or bars, and the Canadian iron industry, now in course of rapid development, will scarcely fail to seek to supply the place of the Swedish exporters in the French market.

COKE IRON, DRAWN IN BARS.

In 1899, France imported 16,201 tons of the above product, of the value of 2,592,177 francs.

9,740 tons were brought from Belgium, 3,192 from England, 2,772 from Germany, 425 from Sweden, etc.

Here again is a branch of industry in which Canadian products will easily find a market in France.

The duty is the same as for charcoal iron in bars.

IRON RAILS.

In 1899, France imported 445 tons of iron rails, of the value of 73,343 francs, of which 280 tons came from the United States, 129 tons from Belgium, 28 tons from Germany, etc.

This importation is destined to decline, France now chiefly using steel rails.

The French duty on iron rails is 7 fr. per 100 kgr., gross, general tariff, and 6 fr. minimum.

ANGLE AND "T" IRON.

In 1899, France imported 4,483 tons of this class of iron, of the value of 878,961 francs.

1,692 tons came from England, 1,626 from Belgium, 1,386 from Germany, etc.

Duty the same as for charcoal iron bars.

Details of these classes of iron do not appear in the Canadian statistics.

AXLES AND TYRES, WROUGHT, ROUGH.

Importation in 1899, 130 tons, value 32,629 francs.

From Germany, Great Britain, Belgium.

The duty is 10 fr. per 100 kgr., gross, general tariff, 8 francs minimum.

IRON OR STEEL, MACHINE.

In 1899, France imported 2,142 tons of these irons and steels, of the value of 428,390 francs.

This is a class of iron or steel hot-rolled, not wire-drawn, in small sections, in long lengths, rolled red-hot from the train machine in a couronne composed of a certain number of turns.

The section may be round, square, oval, half-round, triangular. The dimensions do not exceed in practice a centimetre sideways or in diameter (about $\frac{1}{3}$ of an inch).

The French duty is 7 fr. 50 per 100 kgr., gross, general tariff, and 6 fr. 50 minimum.

IRON OR STEEL FOR HOOPS.

Importation 627 tons; value 138,026 francs.

Received from Germany, Belgium, England, Switzerland.

No details given in the Canadian statistics.

The French duty on this class of products is 7 fr. 50 per 100 kgr., rough, when more than one millimetre thick, general tariff, and 6 fr. 50 minimum; and 8 fr. per 100 kgr., gross, general tariff, and 7 fr. minimum when one millimetre thick or under.

SHEET AND PLATE IRON, ROLLED OR HAMMERED.

France in 1899, imported 10,196 tons of these products, valued at 2,345,126 francs.

3,986 tons were received from England, 3,917 from Belgium, 1,912 from Germany, 372 from Sweden, &c.

These products are not detailed in the Canadian statistics.

The French duty on sheet and plate iron, rolled or hammered, flat, more than one millimetre in thickness, not cut, is 7 fr. 50 per 100 kgr., rough, general tariff, and 7 francs minimum; the same cut to any shape 8 fr. per 100 kgr., gross, general tariff, and 7 fr. 50 minimum.

SHEET AND PLATE IRON, BLACK, OF MORE THAN $\frac{1}{16}$ OF A MILLIMETRE THICK.

In 1899, France imported 1,051 tons of this product, valued at 315,177 francs, of which 751 tons came from England, 145 from Belgium, 137 from Germany, &c.

No details given in the Canadian statistics.

The duty on these articles is 10 francs per 100 kgr., rough, general tariff, and 9 francs minimum, for uncut; and 11 fr. per 100 kgr., net, general tariff, and 10 fr. per 100 kgr., gross, minimum, cut to any shape.

SHEET AND PLATE IRON $\frac{1}{16}$ OF A MILLIMETRE OR LESS.

In 1899, France imported 5,097 tons of these products, of the value of 1,784,099 francs. 2,840 tons were received from England, 2,018 from Belgium, &c.

No details given in the Canadian statistics.

The French duty is 12 fr. per 100 kgr., net, general tariff, and 10 fr. per 100 kgr., gross, minimum, for uncut, and 12 fr. per 100 kgr. net, general tariff, and 11 fr. minimum, cut to any shape.

IRON, TINNED, (TIN), COPPERED, LEADED OR ZINKED.

In 1899, France imported 16,639 tons of these products, of the value of 6,322,720 francs.

Of the above total, 16,186 tons were received from England, 213 tons from Italy, 129 tons from Germany, &c.

No details given in the Canadian statistics.

The duty on these products is 14 frs. per 100 kgr., net, general tariff, 12 fr. minimum, when over $\frac{1}{16}$ of a millimetre thick; and 15 fr. per 100 kgr., net, general tariff, and 13 fr. minimum when $\frac{1}{16}$ of a millimetre or less.

IRON OR STEEL WIRE, TINNED, COPPERED, ZINKED, GALVANIZED OR NOT.

In 1899, France imported 2,053 tons of these products, of the value of 615,877 francs. 927 tons were received from Germany, 890 from England, 118 from Belgium, etc.

No specific details in the Canadian statistics.

The duty on these goods is, 1st, 8 francs per 100 kgr., gross, general tariff, and 7 fr. minimum, when over 2 millimetres diameter; 2nd, 11 fr. per 100 kgr., net, general tariff, and 10 fr. per 100 kgr. net, minimum, when 1 to 2 millimetres diameter; 3rd, 13 fr. per 100 kgr., net, general tariff, and 12 fr. minimum when 5-10 of a millimetre to a millimetre diameter.

STEEL RAILS.

In 1899, France imported 7,791 tons of steel rails of the value of 1,366,322 francs

Belgium: furnished 5,553 tons, United States 1,762 tons, Germany 169 tons, etc.

No details in the Canadian statistics.

The French duty on steel rails is the same as on iron rails, namely, 7 fr. per 100 kgr., gross, general tariff, and 6 fr. minimum.

STEEL, IN INGOTS, BILLETS, BARS AND OTHER.

In 1899 France imported 8,149 tons of these steel products, of the value of 1,140,912 francs.

They were supplied by Belgium, 3,052 tons, Sweden 2,933, Germany 1,344, England 620, etc.

The Canadian exportations of these products are included in the figures of iron and steel pigs and other articles already cited.

The French duty on steel in ingots is 6 fr. per 100 kgr., rough, general tariff, and 5 fr. minimum. On steel in blooms, billets, bars and all other kinds, the duty is 7 fr. per 100 kgr., gross, general tariff, and 6 fr. minimum.

AXLES AND TYRES, ROUGH, IN STEEL.

Importations 597 tons, value 136,651 francs. 301 tons were received from Belgium, 203 from Germany, 83 from England, etc.

Same duty as on axles and tyres in iron.

STEEL, FINE, FOR TOOLS.

In 1899 France imported 1,940 tons of the value of 2,522,166 francs.

England sent 1,164 tons, Austria-Hungary 499, Germany 157, Sweden 70, Switzerland 22 etc.

No details given in Canadian statistics.

The duty on entry into France is 20 fr. per 100 kgr., net, general tariff, and 15 fr. minimum.

STEEL, IN SHEETS OR BANDS, BROWN, HOT-ROLLED.

In 1899 France imported 2,952 tons, valued at 708,418 francs.

England sent 1,297 tons, Belgium 1,074, Germany 451 etc.

No details in the Canadian statistics.

The French duty, 1st, 7 fr. 50 per 100 kgr., gross, general tariff, and 7 fr. minimum, in sheets and bands of more than one milli-

metre thick, not cut ; 2nd, 9 fr. 50 per 100 kgr., rough, general tariff, and 9 fr. minimum, on the same, cut ; 3rd, 8 fr. per 100 kgr., gross, general tariff, and 7 fr. 50 m, on sheets and bands of 6-10 of a millimetre to one millimetre, cut ; 4th, 10 fr. per 100 kgr., gross, general tariff, 9 fr. 50 minimum for the same cut ; 5th, 11 fr. per 100 kgr. net, general tariff, and 10 fr. per 100 kgr., gross minimum, on sheets and bands of 6/10 of a millimetre and under, not cut ; 6th, 12 fr. per 100 kgr. net, general tariff, and 11 fr. minimum, for the same, cut.

STEEL SHEETS OR BANDS, WHITE, COLD ROLLED, OF ANY THICKNESS.

In 1899, France imported 314 tons, value 109,756 francs.

142 tons were from Sweden, 115 tons from England, etc.

No details in the Canadian statistics.

The French duty is 19 fr. per 100 kgr., net, not cut, general tariff ; and 20 fr. per 100 kgr., net, general tariff and 16 fr. 50 minimum tariff, for the same, cut.

STEEL WIRE, WHITE OR NOT.

Importation in 1899, 433 tons ; value 994,796 francs.

217 tons were received from England, 135 from Sweden, 79 from Germany, etc.

No details in the Canadian statistics.

The French duty is 40 fr. per 100 kgr., net, general tariff, and 30 fr. minimum.

SCRAP CAST IRON.

In 1899, France imported 2,773 tons, valued at 207,951 francs.

Belgium furnished 916 tons, Algeria 915, the United States 432, Egypt 191, England 119, etc.

The duty is 2 fr. per 100 kgr., gross, general tariff, and 1 fr. 50 minimum.

SCRAP WROUGHT IRON OR STEEL.

In 1899, France imported 31,817 tons, value 2,545,352 francs.

The above came from Belgium, 15,379 tons, Germany 5,027 tons, England 3,566 tons, Sweden 2,406, Netherlands 2,313, Switzerland 1,036, Algeria 652.

The French duty is 1 fr. per 100 kgr., gross, general tariff, and 75 centimes, minimum tariff.

In 1900 Canada exported \$273,820 worth of scraps of iron or

steel, of which \$270,868 worth went to the United States, and \$2,955 worth to Great Britain.

Of the total, Ontario exported \$256,688 worth, Quebec \$7,797 worth, New Brunswick \$5,260 worth, British Columbia \$3,724.

COPPER, PURE, OR ALLOYED WITH ZINC OR TIN OF FIRST FUSION, CAST IN LUMPS, BARS OR SLABS.

In 1899 France imported 51,209 tons, value 92,175,876 francs.

The United States furnished 24,444 tons, worth 40 million francs, England 8,646 tons, Japan 4,556, Chili 4,441, the British Indies 3,064, Mexico 2,024, Peru 1,305, Australia 1,010 etc.

In 1900 Canada had not yet appeared as an exporter of pure copper.

By an error, these products did not appear in the 2nd. note, as entering free in France; they are in fact exempt from all duties.

ROLLED OR HAMMERED, IN BARS OR PLATES.

In 1899 France imported 614 tons, valued at 1,289,849 francs.

England sent 214 tons, Belgium 178, Germany 147 etc.

The French duty is 13 fr. per 100 kgr., net, general tariff, 10 fr. per 100 kgr., gross, minimum.

IN WIRE, OF ALL SIZES.

Importations in 1899, 238 tons, value 1,192,015 francs.

Germany sent 100 tons, England 65, Belgium 30, Sweden 26 etc.

The duty is the same as for rolled or hammered copper.

LEAD ORES AND SLAG CONTAINING MORE THAN 30 PER CENT OF METAL.

The figures of importations have already been given under the head of products exempt from duty.

The duty on entering France is 1 fr. 50 per 100 kgr., gross, general tariff, and 1 fr. 25 minimum.

Details of Canadian exportations are given in the 2nd. Note, under the head of products exempt from duty.

LEAD, ARGENTIFEROUS, IN LUMPS, ROUGH, PIGS, BARS, OR SLABS.

CONTAINING 25 GRAMMES OR MORE OF SILVER PER 100 KGR. OF PIG LEAD.

In 1899, France imported 36,074 tons, value 20,201,323 francs.

Spain sent 24,443 tons, Greece 8,657 tons, Turkey 1,939 tons, etc.

The French duty is 3 fr. per 100 kgr., gross, general tariff, and 2 fr. 50 minimum tariff.

**LEAD, NON-ARGENTIFEROUS, IN LUMPS, ROUGH,
PIGS OR SLABS.**

CONTAINING UNDER 25 GRAMMES OF SILVER PER
100 KGR. OF PIG LEAD.

In 1899, France imported 45,301 tons of these ores, valued 19,479,-
274 francs.

Belgium sent 22,290 tons, Spain 18,586 tons, England 2,645,
Germany 1,184, the United States 356 tons, etc.

The French duty is 4 fr. per 100 kgr., rough, general tariff, and 3 fr
50, minimum tariff, when coming from countries where argentiferous
lead is exempt from export duties.

These duties are increased by 2 fr. per 100 kgr. when originating
from other countries.

LEAD, ALLOYED WITH ANTIMONY.

Importations in 1899, 463 tons, value 222,064 francs.

England sent 196 tons, Spain 128, Germany 101, Belgium 20, etc.

The duty is 7 fr. per 100 kgr., gross, general tariff, and 6 fr. 50.
minimum tariff.

LEAD, HAMMERED OR ROLLED.

Importation 31 tons, in 1899, valued at 14,903 francs.

Germany sent 20 tons, Italy 5, Belgium 5, etc.

Same duties as for lead alloyed with antimony.

**LEAD FILINGS, AND FRAGMENTS OF OLD
MANUFACTURES.**

Importation in 1899, 531 tons, value 201,826 francs.

Germany sent 182 tons, Spain 160, Algeria 53, Switzerland 34,
etc.

The duty is 4 frs. per 100 kgr., gross, general tariff, and 3 fr.
50, minimum tariff.

ZINC, ROLLED.

In 1899, France imported 25,396 tons, valued at 16,253,594 francs.

Belgium sent 18,636 tons, Netherlands 546, Switzerland 9, etc.

There is no Canadian exportation of the article.

The French duty is 4 fr. per 100 kgr., gross, for both general
tariff and minimum tariff.

NICKEL, PURE, HAMMERED ROLLED OR DRAWN.

Importation 40 tons in 1899, valued at 178,929 francs, of which 36
tons were received from Germany.

No Canadian exportation of this class.

The French duty is 13 fr. per 100 kgr., gross, general tariff, and
10 fr. per 100 kgr., rough, minimum tariff.

NICKEL ALLOYED WITH COPPER WITH OR WITHOUT ZINC.

In lingots.—In 1899 France bought 14 tons from England, of the value of 30,443 francs.

No exportation of this product from Canada.

The French duty is 10 fr. per 100 kgr., rough, general tariff, and 7 fr. 50 minimum.

Hammered, rolled, drawn.—Importation, 1899, 233 tons, valued at 814,863 francs.

Germany sent 143 tons, Austria Hungary 43 tons, etc.

No Canadian exportation.

TALC, PULVERIZED.

Importation in France, 1899, 3,943 tons, valued at 197,126 francs.

Italy sent 1,582 tons, the United States 1,558, Spain 525, Austria-Hungary 227, Belgium 25, &c.

No details in the Canadian statistics.

After June, 30th, 1900, there was a consignment forwarded to France of pulverised talc originating in Canada, per the *Compagnie Franco-Canadienne*. It is a trade that might be largely increased.

The French duty is 35 centimes per 100 kgr., gross, general tariff, and 25 centimes, minimum.

STARCH.

Importation in France, 1899, 1,253 tons, valued at 448,908 francs.

Germany sent 694 tons, Belgium 366, England 152, the Netherlands 39, the United States 16 etc.

In 1900 Canada exported 6,243 tons of starch, of which 6,208 tons were sent to Great Britain.

Ontario and Prince Edward Island shared the trade.

Great Britain, which imported from Canada, is an exporter to France.

The French duty on starch is 22 fr. per 100 kgr. net, general tariff, and 12 fr. minimum tariff.

FECULÆ OF POTATOES, MAIZE, ETC.

French importation 112 tons in 1899; value 23,895 francs.

Belgium sent 48 tons, the Netherlands 40, England 16, Germany, 7 etc.

No Canadian exportation in 1900.

The duty is 15 fr. per 100 kgr., net, general tariff, and 12 fr. minimum.

DEXTRINE AND OTHER PRODUCTS DERIVED FROM FECULÆ.

No Canadian exportation in 1900.

Importation in France for 1899, 113 tons, value 45,237 francs, of which Germany supplied 47 tons, Austria Hungary 38, England 11, Belgium 10, Switzerland 7 and the United States 1.

The duty is 19 frs. per 100 kgr. net, general tariff and fr. 16, 50 minimum tariff.

INSINGLASS

In 1899, the French importation was 69 tons, valued at 1,372,260 francs. Russia supplied 16 tons, England 13, Belgium 13, United States 7.

Canada does not appear as an exporter of this product in 1900.

BLACKING.

137 tons were imported in France in 1899, of a value of 109,948 francs.

England supplied 57 tons, the United States 41, Switzerland 21, Belgium 16, etc.

Canada does not figure as an exporter in 1900.

The French duty is 5 fr. per 100 kgr., gross, general tariff, and 4 fr. minimum.

FANCY PAPER

672 tons were imported in France in 1899, valued at 1,808,401 francs.

Germany supplied 453 tons, England 80, Belgium 77, Austria Hungary 42, Switzerland 32, Japan 3, United States 2, etc.

Canada did not appear as an exporter in 1900.

The duty is 13 fr. per 100 kgr., net, general tariff, and 10 fr. per 100 kgr., gross, minimum tariff.

WALL PAPER.

1,225 tons were imported in France in 1899, to the value of 1,531,466 francs.

Germany supplied 617 tons, Belgium 323, England 228, Switzerland 22, Sweden 16, United States 9, etc.

In 1900 Canada exported \$29,741 worth of wall papers, of which \$23,561 worth went to the United States, \$1,359 to Great Britain, \$93 to France, etc.

As already stated in the first Note, after June 30, trial shipments were sent to France by the *Compagnie Franco-Canadienne*.

The French duty on wall paper is 13 fr. per 100 kgr., net, general tariff, and 10 fr. per 100 kgr., gross, minimum tariff.

ALBUMENIZED PHOTOGRAPHIC PAPER, SENSITIZED OR NOT.

In 1899, France imported 86 tons, of the value of 686,904 francs. 50 tons came from England, 25 from Germany, 5 from the United States, 4 from Belgium, 1 from Switzerland, etc.

The duties on photographic papers are as follows : 1st. 125 francs per 100 kgr., net, under the general tariff, and 100 francs under the minimum tariff, on albumenized paper, not sensitized ; 2nd. 225 francs per 100 kgr., net, under the general tariff, and 200 francs under the minimum tariff on albuminous paper sensitized with salts of silver or platinum, negative paper, films in sheets or rolls ; 3rd. 60 francs per 100 kgr., net, under the general tariff ; 50 francs under the minimum tariff, on carbon tissue ; 4th. 40 francs per 100 kgr., net, under the general tariff ; 30 francs under the minimum tariff, on paper sensitized with iron salts.

Canada does not presently appear as an exporter of such papers.

CARDBOARD.

In 1899, France imported 564 tons, of the value of 101,538 francs. 216 tons came from England ; 193 from Germany, 86 from the United States ; 26 from Belgium, 16 from Russia ; 16 from Switzerland, etc., etc.

Canada did not appear in 1900 as an exporter of cardboard of any kind.

The duty on cardboard rough, in sheets, on entering France, is 13 francs per 100 kgr., net, under the general tariff, and 10 francs per 100 kgr., gross, under the minimum tariff.

PAPIER MÂCHÉ.

Importation in France, unimportant.

CARDBOARD CUT OR SHAPED FOR PASTEBOARD-MAKING

Importation in France, 124 tons, in 1899 ; value 49,564 francs. 99 tons from Germany, 10 tons from England, 8 from Belgium, etc.

Duties on entering France are 19 francs per 100 kgr., net, under the general tariff, and 16 francs under the minimum tariff.

CARDBOARD BOXES COVERED WITH COLORED PAPER OR NOT.

In 1899, France imported 967 tons, of the value of 483,476 francs.

Five hundred and twelve tons came from Germany, 206 from England, 50 from Switzerland, 34 from the United States, 30 from Austria-Hungary, 27 from Belgium, 16 from Italy, 14 from Norway, etc.

The duties on this kind of cardboard are 45 francs per 100 kgr. net, under the general tariff, and 36 francs under the minimum tariff.

ARTICLES OF CARDBOARD OR OF CELLULOSE.

In 1899, France imported 66 tons, of the value of 118,991 francs of which 46 tons from Germany, 8 from the United States, 5 from Switzerland, etc.

The duties on entering France are 19 francs per 100 kgr., net, under the general tariff, and 16 francs under the minimum tariff, on cardboard articles, moulded, compressed or hardened, with or without reliefs.

Similar goods, when lacquered or varnished, painted or with inlaid decorations, pay a higher duty.

CURRIED SKINS.

CALF, VARNISHED OR OF NATURAL COLOUR.

In 1899, France imported 96 tons, of the value of 789,125 francs; 46 tons came from Germany, 30 from Switzerland, 10 from England, etc.

The Canadian statistics contain no data particular to these skins.

The customs duties on entering France are 40 francs per 100 kgr., net, under the general tariff, and 25 francs under the minimum tariff.

Tentative exports to France were made via la *Compagnie Franco-Canadienne*, since June 30th 1900.

CALF, GOAT, KID, SHEEP, LAMB IN THEIR NATURAL COLOUR, DYED OR BLACKENED.

In 1899, France imported 540 tons of these skins, of the value of 8,504,969 francs.

202 tons came from Germany, 103 from England, 75 from the United States, 53 from Belgium, 29 from Switzerland, 27 from Turkey, 22 from Austria-Hungary, etc.

No special mention in the Canadian Statistics.

Trial exports to France were also made since June 30th 1900.

The French customs duties on this class of curried skins are 90 francs per 100 kgr., net, under the general tariff and 60 francs under the minimum tariff.

LARGE SKINS.

In 1899, France imported 388 tons of curried cow-hides and other large skins, of the value of 1,227,299 francs: 232 tons from England, 73 from Germany, 42 from the United States, 15 from Belgium, 7 from Italy, 5 from Switzerland, etc.

No mention of these among the Canadian exports for 1900.

The French customs duties are 70 francs per 100 kgr., net, under the general tariff, and 50 francs under the minimum tariff.

**CURRIED HIDES SQUARED FOR FINE SADDLERY, PIG
SKINS, BE THEY IN THEIR NATURAL COLOR, BLACK,
BROWN OR OTHERWISE DYED.**

Squared or "crouponnées" skins, are the skins from which all the inferior parts, such as those corresponding to the belly, to the neck or legs of the animal, have been removed.

In 1899, France imported 141 tons of such skins, of the value of 1,180,637 francs.

89 tons came from England, 45 from Germany, 4 from Belgium, etc.

No mention of such in the Canadian statistics for 1900.

The French customs duties on this class of skins are 75 francs per 100 kgr., net, under the general tariff, and 40 francs under the minimum tariff.

VARNISHED SKINS.

In 1899, France imported of such 328 tons, of the value of 3,994,650 francs.

289 tons came from Germany, 18 from Belgium, 12 from England, etc.

No mention of such kinds in the Canadian statistics for 1900.

The French customs duties are 190 francs per 100 kgr., net under the general tariff, and 125 francs under the minimum tariff.

SHAMMY OR PARCHMENT, DYED OR NOT, TAWED, DYED.

In 1899, France imported 35 tons of such skins, of the value of 245,999 francs. 21 tons came from Germany, 7 from England, 4 from Belgium, etc.

No special mention of such skins in the Canadian statistics for 1900.

The French customs duties are 74 francs per 100 kgr., net, under the general tariff, and 60 francs under the minimum tariff.

OTHER SKINS, NOT MENTIONED, NOT DYED.

In 1899, France imported 104 tons of such skins, of the value of 875,364 francs.

33 tons came from England, 25 from Belgium, 22 from the United States, 13 from Germany, etc.

The French customs duties are 60 francs per 100 kgr., net, under the general tariff, and 40 francs under the minimum tariff.

SOLES, CUT OUT AND HEELS.

Trifling importation of 2,659 francs, principally from England.

UPPERS OF TOP BOOTS, VAMPS, GALOCHES, ETC., OF LEATHER VARNISHED OR NOT.

In 1899, France imported 20 tons of such articles, of the value of 492,133 francs.

13³/₁₀ tons came from Germany, 2 tons from Belgium, 1 from the Netherlands, 1 from England, etc

Canada does not appear as an exporter of manufactured uppers of boots, vamps, galoches.

However in 1900, she exported \$1,535,440 worth of sole and vamp leathers, of which \$1,406,029 went to Great Britain, \$19,636 to the United States, \$6,521 to Germany, \$462 to France, etc.

Quebec is included in these figures for \$859,724 ; Ontario, for \$610,336 ; and Nova Scotia, for \$48,130.

The duties on uppers of top boots, etc., are 175 francs per 100 kgr., net, under the general tariff, and 125 francs under the minimum tariff, on those of unvarnished leather ; and 275 francs per 100 kgr., net, under the general tariff, and 175 francs under the minimum tariff, on those of varnished leather.

SADDLES.

In 1899, France imported 599 saddles, of the value of 59,900 frs.

387 came from England, 90 from Germany, 37 from Belgium, etc.

In 1900, Canada exported \$207,864 worth of harness, and saddles, \$143,968 of which to Great Britain, \$57,238 to British Africa, etc.,

Ontario is the leading exporter, being represented by \$132,994; then comes Nova Scotia with \$57,516, and finally Quebec, with \$16,882.

The French customs duties are 15 francs each, under the general tariff, and 10 francs under the minimum tariff, on saddles for men ; and 18 francs each under the general tariff, and 12 francs under the minimum tariff, on saddles for women.

ARTICLES OF SADDLERY, FINE (OTHER THAN SADDLES).

In this class, are included among other articles, saddle-bearings (dossons) of leather, and harness, fine.

In 1899, France imported 18 tons of such articles, of the value of 336,038 francs.

11 tons came from England, 3 from Belgium, 1 from Italy, 1 from Germany, 1 from the United States, etc.

The French customs duties are 220 francs per 100 kgr., net, under the general tariff, and 180 francs under the minimum tariff.

MACHINES AND MACHINERY, COMPLETE.

We shall rapidly go over all this class of goods, most of which do not as yet offer any interest to Canadian manufacturers.

It includes :

1. Engines, stationary and marine, steam pumps, etc., of which France imported in 1899, 5,619 tons, of the value of 6,180,634 francs.
2. Steam engines, demi fixed or portable, of which France imported 1,075 tons in 1899, of the value of 1,419,462 francs.
3. Locomotives, traction engines ; of which France imported 1,496 tons in 1899, of the value of 1,870,443 francs.
4. Hydraulic engines, pumps and ventilators, of which France imported 1,473 tons in 1899, of the value of 1,473,392 francs.

England, Germany, Belgium, the United States and Switzerland are the main exporters to France of these four classes of machines.

France imports also a long list of other machines and articles of machinery, complete.

However we find in the statistics no imports of these from the United States, and we judge therefrom that, for a long time, they will be of no concern to Canada.

Let us, then, consider now, printing machines, of which 390 tons were imported into France in 1899, of the value of 526,285 francs.

These machines came from Norway, 260 tons ; England, 80 ; Belgium 23 ; the United States, 15, etc.

AGRICULTURAL MACHINES, COMPLETE.

In 1899, France imported 20,591 tons of agricultural machines complete, of the value of 20,597,262 francs.

The United States head the list of exporters to France with 16,473 tons ; then comes England with 3,099 tons ; Germany, 678 ; Belgium, 120 ; Switzerland, 17, etc.

Canada does not appear to figure ; however, it cannot be denied that very large quantities of agricultural machines were exported from Canada to France in 1899 ; but owing to transshipping via New York in the majority of cases, or via England, Canada's exports are included by the French customs statistics with the imports of machines from the United States or Great Britain.

In 1899, in fact, the Canadian statistics show an exportation of \$253,961 worth of agricultural implements to France.

The figures of Canadian exports of agricultural implements to France have, besides, constantly increased in rapid strides during late years. In 1896, Canada exported to France \$36,612 worth of agricultural implements.

In 1897, the figure of its exports was \$40,627.

In 1898, it reached \$128,976.

In 1899, it doubled to \$253,961.

Ontario seems practically to be the only exporter.

The French customs duties on agricultural machines (motors not included) are 15 francs per 100 kgr., net, under the general tariff, and 9 francs under the minimum tariff.

SEWING MACHINES, COMPLETE.

In 1899, France imported 4,442 tons of sewing machines, of the value of 11,550,360 francs.

2,588 tons came from England, 1,564 from Germany, 115 from the United States, 70 from Belgium, etc.

In 1900, Canada exported \$13,203 worth of sewing machines, of which \$6,465 to the United States, \$1,152 to Great Britain, \$657 to France.

The above figures show that Canada will easily increase its exports to France, since she is already an exporter to France as well as to the United States and to Great Britain, and that the United States and Great Britain are themselves exporters to France.

The French customs duties on sewing machines are 10 francs per 100 kgr., net, under the general tariff, and 8 francs under the minimum tariff, on stands and transmission gear; and 50 francs per 100 kgr., net, under the general tariff, and 35 francs, under the minimum tariff, on machines proper.

Quebec appears to be the main Canadian exporter with \$7,141 worth; then Ontario, with \$3,798; British Columbia, \$1,606.

DYNAMOS.

In 1899, France imported 2,644 tons of such machines, of the value of 6,610,865 francs.

1,393 tons came from the United States; 198 from Germany; 148 from Belgium; 41 from England, etc., etc.

The French customs duties are as follows:

1. 30 francs per 100 kgr., net, under the general tariff on machines weighing 1,000 kgr., or more.

2. 45 francs per 100 kgr., net, under the general tariff, on machines weighing from 50 to 1000 kgr.

3. 100 francs per kgr. net, under the general tariff, on machines weighing from 10 to 50 kgr.

Under the minimum tariff machines weighing 5,000 kgr., or more, containing at least 50 per cent of cast iron, pay 12 francs per 100 kgr., net.

The same, containing less than 50 per cent of cast iron, pay 20 francs per 100 kgr., net.

Machines weighing from 2,000 to 5,000 kgr., containing at least 50 per cent of cast iron pay 18 francs per 100 kgr., net.

The same, containing less than 50 per cent of cast iron, pay 20 francs per 100, kgr. net.

All machines weighing from 1,000 to 2,000 kgr., pay 20 francs per 100 kgr., net.

Machines weighing from 50 to 1,000 kgr., pay 30 francs per 100 kgr., net.

Machines weighing from 10 to 50 kgr., pay 80 francs per 100 kgr. net.

MACHINE TOOLS, COMPLETE.

In 1899, France imported 9,354 tons of machine tools, of the value of 10,757,055 francs.

2,860 tons came from the United States, 2,821 from Germany, 2,612 from England, 691 from Belgium, 269 from Switzerland etc.

Canada does not appear as an exporter in 1900.

The French customs duties are as follows :

1. 15 francs per 100 kgr., net, under the general tariff, and 10 francs under the minimum tariff, on machines, heavy, weighing more than 1,000 kgr.

2. 20 frs per 100 kgr., net, under the general tariff, and 16 francs under the minimum tariff, on machines, medium, weighing 250 to 1,000 kgr.

3. 70 francs per 100 kgr., net, under the general tariff, and 50 francs under the minimum tariff, on machines, small and of precision, weighing less than 250 kgr.

GENERAL MACHINERY (TRANSMISSION GEARING, BALANCES, ETC.)

In 1899, France imported of these, 12,317 tons, of the value of 12,317,090 francs.

3,773 tons came from Germany, 3,329 from Belgium, 2,689 from England, 1,399 from Switzerland, 809 from the United States, 237 from Italy &c.

The Canadian Statistics have no corresponding classification of machines.

The French Customs duties are 15 francs per 100 kgr., net, under the general tariff, and 10 francs under the minimum tariff.

BOILERS OF STEEL OR IRON PLATE WITHOUT TUBES.

Imports into France for 1899 were 1,973 tons. Value 1,153,932 francs.

Principal suppliers : Belgium, 1,249 tons ; Germany, 509 ; England, 166.

Canada was not an exporter in 1900.

BOILERS, TUBULAR OR SEMI-TUBULAR.

Imports into France in 1899, were 486 tons.

Main suppliers : Germany, 164 tons ; England, 116 ; Belgium, 99 ; the United States, 77, etc.

PARTS OF MULTI-TUBULAR BOILERS.

Imports into France, in 1899, were 451 tons. Value, 496,516 francs. England was the almost only supplier, with 406 tons; then came Belgium with 26 tons.

Canada was not an exporter in 1900.

OPEN BOILERS, GAZOMETERS, STOVES AND CALORIFÈRES, OF SHEET IRON OR STEEL, OR CAST IRON COMBINED WITH SHEET IRON OR STEEL.

In 1899, France imported of these 5,354 tons, of the value of 3,747,992 francs.

1,748 tons came from England, 1,226 from the United States; 1,198 from Belgium; 679 from Germany; 304 from Algeria; 99 from the Netherlands; 77 from Switzerland, etc.

In 1900 Canada exported 247 stoves, of the value of \$3,392; of which 12 to France for \$218.

It is a beginning.

The French customs duties are:

1. 12 francs per 100 kgr., net, under the general tariff; 9 francs under the minimum tariff, on boilers without tubes.
2. 18 francs per 100 kgr., net, under the general tariff, 14 francs under the minimum tariff, on tubular or semi-tubular boilers.
3. 24 francs per 100 kgr., net, under the general tariff; 18 francs under the minimum tariff, on multi-tubular parts.
4. 12 francs per 100 kgr., net, under the general tariff, and 8 francs under the minimum tariff, on open boilers, stoves, calorifères, etc.

DETACHED PARTS IN CAST IRON OR STEEL.

In 1899, France imported 3,837 tons of such parts, of the value of 2,685,881 francs.

1,436 tons came from Germany, 1,411 from England, 514 from Belgium, 296 from the United States, 138 from Switzerland, etc.

Canada does not appear as an exporter for 1900.

The French customs duties, on detached pieces in cast iron, turned, filed or adjusted, are as follows:

1. 18 francs per 100 kgr. net, under the general tariff; 12 francs under the minimum tariff, on pieces weighing 100 kgr. and more.
2. 20 francs per 100 kgr. net, under the general tariff; 15 francs under the minimum tariff on pieces weighing 200 to 1,000 kgr.
3. 25 francs per 100 kgr., net, under the general tariff; 20 francs under the minimum tariff, on pieces weighing less than 200 kgr.

DETACHED PIECES IN WROUGHT IRON OR STEEL.

In 1899, France imported 5,933 tons, of the value of 5,982,896 francs.

2,572 tons came from Belgium, 1,255 from England, 622 from Germany, 417 from the United States, 417 from Switzerland, 414 from Greece, etc.

Canada did not appear as an exporter in 1900.

The French customs duties is are follows :

1. 20 francs per 100 kgr., net, under the general tariff ; 12 francs under the minimum tariff, on pieces of 300 kgr. and more.
2. 25 francs per 100 kgr., net, under the general tariff ; 15 francs under the minimum tariff, on pieces weighing 100 to 300 kgr.
3. 40 francs per 100 kgr. net, under the general tariff ; 25 francs under the minimum tariff, on pieces weighing 1 to 100 kgr.
4. 50 francs par 100 kgr., net, under the general tariff ; 35 francs under the minimum tariff, on pieces of 1 kgr. or less.

SPRINGS OF WROUGHT STEEL FOR CARRIAGES, RAILWAY CARRIAGES AND LOCOMOTIVES, NOT POLISHED.

Imports for 1899, 339 tons. Value, 128,652 francs. 285 tons from Belgium, 32 tons from the United States, etc.

Canada was not an exporter in 1900.

The French customs duties are 18 francs per 100 kgr., net, under the general tariff, and 12 francs under the minimum tariff.

DETACHED PIECES OF COPPER, PURE OR ALLOYED.

In 1899, France imported 296 tons, of the value of 1,242,742 francs.

78 tons came from Germany, 75 tons from England, 66 from Belgium, 35 from the United States, etc.

Canada was not an exporter in 1900.

The French customs duties are the following :

1. 25 francs per 100 kgr., net, under the general tariff ; 15 francs under the minimum tariff ; on pieces, rough, of 10 kgr. and more.
2. 30 francs per 100 kgr., net, under the general tariff ; 25 francs under the minimum tariff ; on the same, wrought.
3. 20 francs per 100 kgr., net, under the general tariff ; 15 francs under the minimum tariff ; on pieces, rough, under 10 kgr.
4. 50 francs per 100 kgr., net, under the general tariff ; 40 francs under the minimum tariff ; for the same, wrought.

DETACHED PIECES OF TWO OR MORE METALS.

In 1899, France imported 3,199 tons, of the value of 397,472 francs.

1,084 came from the United States, 567 from Germany, 557 from England, 324 from Belgium, 314 from Switzerland.

- Canada did not appear as an exporter in 1900.
- The French customs duties, per 100 kgr. net, are the following :
1. 20 francs under the general tariff ; 15 francs under the minimum tariff ; on pieces of 300 kgr. or more.
 2. 30 francs, under the general tariff ; 20 francs under the minimum tariff ; on pieces of 50 to 200 kgr.
 3. 40 francs, under the general tariff ; 30 francs under the minimum tariff ; on pieces under 50 kgr.

DYNAMO-CONDUCTORS AND DETACHED PIECES OF ELECTRIC APPARATUS.

In 1899, 274 tons were imported 768 tons, of the value of 3,301,179 francs.

274 tons came from the United States, 227 from Sweden, 139 from Germany, 33 from England, etc.

Canada did not appear as an exporter in 1900.

The French customs duties under the general tariff are 100 francs per 100 kgr. net, uniform.

Under the minimum tariff, they are the following, per 100 kgr. net :

1. 35 francs, on pieces of more than 2,000 kgr.
2. 40 francs, on pieces of 1,000 to 2,000 kgr.
3. 55 francs, on pieces of 200 to 1,000 kgr.
4. 60 francs, on pieces of 1 to 200 kgr.
5. 75 francs, on pieces of less than 1 kgr.

ARC LAMPS.

18 tons ; value 87,925 francs, were imported to France.

Mainly from Germany ; also from Belgium, the United States and England.

The French customs duties are 100 francs per 100 kgr. net, under the general tariff, and 60 francs under the minimum tariff.

Canada was not an exporter in 1900.

TOOLS, WITH OR WITHOUT HANDLES, OF PURE IRON.

290 tons were imported into France in 1899. Value 203,127 francs.

167 tons came from Germany, 58 from England, 40 from Belgium, 11 from the United States, etc.

Canada was not an exporter in 1900.

The French customs duties are 18 francs per 100 kgr. net, under the general tariff, and 12 francs under the minimum tariff.

TOOLS OF STEEL OR IRON TIPPED WITH STEEL.

2,036 tonnes were imported into France in 1899. Value 4,377,772 francs.

1,033 tons came from Germany, 440 from England, 331 from the

United States, 114 from Belgium, 54 from Switzerland, 20 from Austria, etc.

Canada was not an exporter in 1900.

The French customs duties are 27 francs per 100 kgr., net, under the general tariff, and 22 francs under the minimum tariff.

TOOLS, IN COPPER.

Imports, 18,221 francs ; mainly from Germany.

The French customs duties are 35 francs per 100 kgr., net, under the general tariff, and 30 francs under the minimum tariff.

MOULDED CASTINGS, NEITHER TURNED NOR POLISHED.

In 1899, France imported 8,345 tons of such articles, of the value of 1,919,266 francs.

2,730 tons came from Belgium, 2,872 from Germany, 1,182 from England, 336 from the United States, 139 from Sweden, etc.

The French customs duties are the following, per 100 kgr. gross.

1. Railway chairs, plates or other castings from the open mould : 3 francs, under the general tariff ; 2.50 francs under the minimum tariff.

2. Pipes, beams and columns, solid or hollow, gas retorts, solid bars and sets thereof, grates and hearth-plates, and other similar rough castings : 4 francs under the general tariff ; 3.50 francs under the minimum tariff.

3. Iron castings for machinery or for ornament : 6 francs under the general tariff and 4 francs under the minimum tariff, if weighing more than 50 kgr. each ; 7 francs under the general tariff and 5 francs under the minimum tariff, from 5 to 50 kgr.

4. Pots, kitchen utensils and other articles not entering in the preceding classes : 5 francs under the general tariff and 4 francs under the minimum tariff.

MOULDED CASTINGS, TINNED, ENAMELLED, VARNISHED.

In 1899, France imported 904 tons of such cast iron, moulded, of the value of 632,736 francs.

420 tons came from Germany, 145 from England, 128 from Belgium, 123 from Austria-Hungary, 48 from the United States, etc.

The French custom duties on articles of cast iron enamelled, etc., are 15 francs per 100 kgr., net, under the general tariff, and 10 francs per 100 kgr., gross, under the minimum tariff.

The Canadian exports of cast iron, moulded, must be included in cast iron in general, the figures for which have been already given.

ROUGH ARTICLES OF MALLEABLE CAST IRON, OF WROUGHT IRON AND OF CAST STEEL.

In 1899, France imported 3,120 tons of such articles of the value 2,340,131 francs.

2,141 tons came from Belgium, 519 from England, 414 from Germany, 30 from Sweden, etc.

No Canadian export for 1900.

The French customs duties are as follows :

1. 12 francs per 100 kgr., net., under the general tariff; 8 francs per 100 kgr. gross, under the minimum tariff, on articles of more than 3 kgr.
2. 20 francs per 100 kgr., net., under the general tariff; 15 francs under the minimum tariff, on articles of 1 to 3 kgr.
3. 25 francs per 100 kgr. net., under the general tariff; 18 francs under the minimum tariff, on articles of 1 kgr. and under.

ARTICLES OF IRON FOR CARRIAGES AND RAILWAY ROLLING STOCK.

In 1899, France imported 1,866 tons of such articles, of a value of 1,492,779 francs.

1,449 tons came from Belgium, 249 from the United States, 160 from Germany, etc.

No Canadian exports in 1900.

The French customs duties are 15 francs per 100 kgr., net, under the general tariff, and 10 francs per 100 kgr. gross, under the minimum tariff.

LOCKSMITH'S WARES.

259 tons in 1899 were France's imports. Value 440,108 francs.

107 tons came from Germany; 66 from Belgium; 48 from England; 15 from the United States, etc.

No Canadian exports for 1900.

The French customs duties per 100 kgr., net, are 20 francs on locksmith's iron wares, under the general tariff, and 15 francs under the minimum tariff; and 25 francs under the general tariff, and 20 francs under the minimum tariff, on locksmith's iron and copper or brass ware, or all copper or brass.

The United States supply a share of all the following imports into France, the figures of which are to be found in the furnished list of French imports for 1899.

Nails of all sizes, screws, eye-bolts, bolts, nuts, tubes of iron or steel butt welded, tubes of iron or steel lap-welded or doubled, jointings of all kinds, household wares and other articles of iron, steel or sheet iron, neither painted, polished, nor tinned, painted, polished or varnished, tinned or enameled, broom handles, meat

presses, buckles for saddlery, and other articles of pure or alloyed copper, or of nickel alloyed with copper or zinc, or of nickelled metals.

I will be forgiven for not entering into the details of the customs duties for all these classes of articles, of which Canada is hardly an exporter yet.

FRAMES, BEADINGS AND MOULDINGS OF WOOD.

In 1899, France imported 294 tons of these articles, of the value of 146,784 francs.

218 tons came from Germany, 25 from Belgium, 22 from England, 12 from Italy, 3 from the United States, etc.

In 1900, Canada exported \$15,439 worth of mouldings, trimmings, etc., of which \$3,821 to Great Britain and \$1,273 to the United States.

Ontario and Quebec rank equally in this exportation.

The French customs duties are the following :

1. 15 francs per 100 kgr., net, under the general tariff and 10 francs per 100 kgr., gross, under the minimum tariff, on these goods when they are rough or plastered.

2. 45 francs per 100 kgr., net, under the general tariff and 30 francs under the minimum tariff, when they are varnished or gilt, plain.

3. 65 francs per 100 kgr., net, under the general tariff ; 50 francs under the minimum tariff, when they are carved or ornamented.

BUILDERS AND CARTWRIGHTS' WOOD.

In 1899, France imported 622 tons of such, of the value of 93,369 francs.

326 tons came from the United States, 75 from England, 70 from Germany, 48 from Belgium, 27 from Switzerland, etc.

In 1900, Canada exported \$27,811 worth of batten, of which \$24,081 to Great Britain and \$3,720 to the United States.

Quebec mainly, and next, New Brunswick and Nova Scotia, are the exporting provinces.

Other classes in the Canadian statistics also include exports which form part of the class now under consideration in the French classification.

We know besides that there came from France to Canada, later than June 30th, requests for samples of felloes and hubs.

The French customs duties, per 100 kgr., gross, are the following :

1. Pieces in hardwood : 3.50 francs, under the general tariff, 2.50 francs under the minimum tariff.

2. Pieces in soft wood : 3 francs under the general tariff and 2 francs under the minimum tariff.

DOORS, WINDOWS AND WAINSCOTTING, PIECES OF JOINERY.

In 1899, France imported 336 tons of this class of goods, for 67,146 francs.

65 tons came from Belgium, 53 from Germany, 42 from England, 22 from Italy, 10 from the United States, etc.

In 1900, Canada exported \$299,354 worth of doors, sashes and blinds, of which \$287,602 went to Great Britain.

Ontario was by far the largest exporting Province with \$252,343; next, Quebec, with \$43,368.

The French customs duties per 100 kgr., net, are 25 francs under the general tariff and 20 francs under the minimum tariff, on the articles in hardwood; and 15 francs under the general tariff and 12.50 francs under the minimum tariff, on the articles of soft wood.

The Canadian manufacturers of doors and sashes are concerning themselves, since the end of last year, over the placing of their goods in France.

BOXES OF WHITE WOOD, WOOD SHAPED FOR BRUSHES AND SMALL HANDLES FOR TOOLS.

Imports in France, 63 tons in 1899, of the value of 25,740 francs, coming from Germany, England, etc.

In 1900, Canada exported, \$192,159 worth of box shooks, of which \$91,591 to Great Britain, \$56,732 to the United States, etc.

Quebec headed this exportation with \$132,300; then came Ontario with \$29,846; Nova Scotia, \$21,651, and New Brunswick, \$8,362.

We are informed that large contracts are now in suspense in Canada for shipments to France.

The French customs duties are 40 francs per 100 kgr., net, under the general tariff and 20 francs under the minimum tariff.

BOBBINS FOR SPINNING AND WEAVING, TUBES, SKEWERS, BIOTS SPINDLES AND BUSETTES.

In 1899, France imported of these 98 tons, of the value of 246,072 francs.

77 tons came from England, 8 from Belgium, 8 from Switzerland, 3 from Germany, etc.

The Canadian statistics make no particular specification of these.

There is however, in them, for Canada, a whole class of goods to which it will be well to promptly give her attention, as they afford a certainty of trade with France.

The French customs duties are as follows:—

1. 50 francs per kgr., net, under the general tariff, and 30 francs under the minimum tariff, on articles not exceeding 10 centimetres in length.

2. 15 francs per 100 kgr., net, under the general tariff, and 10 francs under the minimum tariff, on articles exceeding 10 centimetres in length.

SMALL REELS OF COMMON WOOD FOR SEWING THREAD, NEITHER VARNISHED NOR PAINTED.

In 1899, France imported of these, 518 tons, of the value of 310,602 francs.

221 tons came from Sweden, 111 tons from Russia, 65 tons from Belgium, 51 from England, 31 from Denmark, 29 from Germany.

The same remark concerning Canadian exportation as was made with regard to the preceding class, is also to be applied here.

The French customs duties are 10 francs per 100 kgr., gross, under the general tariff, and 7.50 francs under the minimum tariff.

OTHER ARTICLES OF WOODEN WARE.

In 1899, France imported 1,302 tons of these, of the value of 781,409 francs.

771 came from the United States, 176 from Germany, 147 from Italy, 71 from England, 37 from Belgium, 30 from Austria-Hungary, 23 from Switzerland, 17 from Sweden, etc.

These "other" articles comprise a vast number of things; flag-poles, blind-rollers sticks, wooden bungs, flask cases, clothe pins, broom handles, tent pickets, wooden ruddles, wooden rollers birch bark soles, sticks (in the rough) for canes or umbrella handles, wooden tubs and vats, wooden pegs, whip handles, wooden panels planed traps, cylindrical recipients, empty hives, wooden pails hooped with wood or iron, wooden kegs for preserves, etc., etc.

This list covers a vast number of articles of interest to Canadian manufacturers.

The French import duties are 10 francs per 100 kgr., gross, under general tariff and 7.50 francs under minimum tariff, on unvarnished articles; and 16 francs per 100 kgr., net under general tariff, and 12 francs under minimum tariff varnished.

TURNED WARES, VARNISHED AND UNVARNISHED.

In 1899 France imported 241 tons, of the value of 421,020 francs.

64 tons from England, 62 from Germany, 44 from the United States, 30 from Austria Hungary, etc.

These are wooden wares fashioned on the lathe and of many different kinds, of great interest to the Canadian manufacturer.

French import duties 25 francs per 100 kgr., net, under general tariff, and 15 francs under minimum tariff on unvarnished articles; and 30 francs per 100 kgr., net under general tariff, and 20 francs under the minimum tariff on varnished articles.

WOOD SQUARED FOR SHUTTERS AND SHUTTLES, FINISHED OR UNFINISHED.

In 1899, under this head, France imported 37 tons of the value of 148,776 francs :

30 tons came from England.

French import duties are 30 francs per 100 kgr., net, under general tariff and 20 francs under minimum tariff, on wood squared for shuttles; and 100 francs per 100 kgr., net, under general tariff, and 60 francs under minimum tariff, on shuttles.

OTHER WOODEN GOODS.

French importations in 1899 : 1,054 tons, value 474,425 francs, viz : 240 tons from Switzerland, 221 tons from Belgium, 212 tons from Germany, 120 tons from England, 116 tons from the United States, 47 tons from Italy, 47 from Austria Hungary, etc.

Here also we find a vast number of wooden articles under the headings of toys, hardware and carriage ware, of the greatest interest to the Canadian manufacturer.

French import duties : 15 francs per 100 kgr., net, under general tariff, and 12.50 francs under minimum tariff.

PIANOS.

In 1899, France imported : —

First, 266 upright, of the value of 133,000 francs, and 71 grand of the value of 106,500 francs ; namely :

From Germany 138, from England 55, from Switzerland 50, from Italy 24, Belgium 17, United States 11.

In 1900, Canada exported 268 pianos, worth \$60,326, namely :

\$22,120 to Anstralia, \$16,344 to the United States, \$12,664 to Great Britain, \$5,875 to France, \$125 to Belgium and \$75 to Germany.

In this first year of export to France, Canada sent 14 pianos, a larger number than the United States sent in 1899.

This is a good beginning and promises well for the future.

French import duties : 60 francs under general tariff, and 50 francs under minimum tariff, each, on upright ; and 85 francs under general tariff, and 75 francs under minimum tariff, on grand pianos.

ORGANS HARMONIUMS WITH FREE METALLIC REEDS WITH ONE OR MORE STOPS.

In 1899, France imported 236, of the value of 47,200 francs :

110 from Switzerland, 41 from the United States, 39 from Germany, 16 from Austria Hungary, 13 from Belgium, etc.

In 1900, Canada exported organs to the value of \$439,337, whereof \$391,438 worth went to Great Britain and \$450 worth to France.

This also is a good beginning.

As to both pianos and organs, Ontario is by far the largest exporting Province: \$346,438 for organs and \$50,741 for pianos.

Next comes the Province of Quebec: \$84,359 for organs and \$5,670 for pianos.

No less than 14 different duties are levied on organs, etc., entering France.

VIOLINS, AND TENORS, VIOLES D'AMOUR, ZITHERS AND ÆOLIAN HARPS.

In 1899, France imported 11,287 instruments, worth 102,870 francs, viz:

9,478 from Germany, 690 from England, 580 from Switzerland, 265 from the United States, etc.

In 1900, Canada exported 8,320 musical instruments other than pianos and organs, whereof \$1,765 worth to France.

Ontario is, in this case also, the largest exporter.

French import duties are 2.50 francs each, under general tariff, and 2 francs under minimum tariff.

AUTOMOBILES.

In 1899, France imported 60 tons, valued at \$597,870, namely: 16 tons from Germany, 12 from Belgium, 12 from Switzerland, 12 from the United States, 7 from England, etc.

Canada has not as yet become an exporter.

The tariff of duties furnished us did not include automobiles, for it came into force in 1892. The article must have been provided for since, but we are not in a position to give the figures.

OTHER VEHICLES.

In 1899, France imported 192 tons of other vehicles, valued at \$959,415, viz:

40 tons from England, 36 from Italy, 35 from the United States, 32 from Belgium, 26 from Germany, 14 from Switzerland, etc.

In 1900, Canada exported 141 vehicles valued at \$16,930 namely, 67 to Australia, 35 to the United States, 12 to Great Britain and 3 to France.

This also is the beginning of a new branch of exportation from Canada to France.

Ontario leads with a figure of \$10,195, then comes Quebec with \$3,382, Nova Scotia next with \$1,803; and lastly New Brunswick with \$1,500.

The duties on carriages are as follows per 100 kgr, net.

1. 60 francs under general tariff, 50 francs under minimum tariff, for carriages weighing 125 kgr. or over ;
2. 150 francs under general tariff, 120 francs under minimum tariff, for carriages weighing less than 125 kgr.

MOTOCYCLES, VELOCIPEDES AND PARTS THEREOF.

In 1899, France imported 759 tons, valued at \$10,064,412, namely : 278 tons from the United States, 102 from England, 86 from Belgium, 69 from Germany, 12 from Switzerland, 8 from Italy, etc.

In 1900, Canada exported bicycles to the value of \$176,743, and parts thereof to the value of \$17,459 chiefly to Australia.

Bicycles to the value of \$2,627 and parts thereof to the value of \$155 went to France.

Canada ought surely to be able easily to compete with the United States, whose exports, under this head, amount to one-half of the total yearly imports of France.

Here is a market of 5,000,000 of francs to be secured.

Ontario leads all the Provinces by a long way under this head, with a total export of over \$183,000.

The French duties on velocipedes and parts thereof are 250 francs per 100 tariff net, under the general tariff, and 220 francs under the minimum tariff.

CARTS FOR TRADE, FOR AGRICULTURAL PURPOSES ; CARRIAGES.

In 1899, France imported 323 tons, valued 452,631 francs ; 141 tons from Belgium, 111 from Italy, 16 from Germany, 16 from Spain, 11 from the Netherlands.

In 1900, Canada exported carts to the value of \$6,974, whereof \$4,271 to Great Britain and \$749 to the United States ; 5,445 worth of wagons for agricultural purposes valued at \$3,160 to the United States ; and \$6,700 worth of other vehicles, whereof \$4,044 worth to Great Britain.

The exports under this head are shared about equally between Ontario and Quebec.

The French duties on carts for trade, carts for agriculture and on carriages, are 15 francs per 100 kgr. net, under the general tariff, and 12 francs under the minimum tariff for vehicles on springs ; and 8 francs per 100 kgr. gross, under general tariff, and 6 francs under minimum tariff for those not on springs.

RAILWAY CARRIAGES.

We simply give the figures :

French imports in 1899 : 12,522 tons, value 8,765,314 francs, whereof 12,185 tons from Belgium and but 8 tons from the United States.

TRAMWAY CARRIAGES.

597 tons in 1899 imported in France ; value 1,044,710 :
317 tons from Belgium, and 280 from the United States.
French duties 20 francs per 100 kgr. net, under the general tariff
and 16 francs under the minimum tariff.

BODIES AND PARTS OF BODIES OF CARRIAGES OR TRAMWAY CARRIAGES.

In 1899, France imported 244 tons, of bodies of such carriages ;
value 244,224 francs :

200 tons from Belgium, 39 tons from the United States, etc.

In 1900, Canada exported \$6,733 worth of parts of carriages
namely ;—

\$4,301 to Australia, \$742 to Great Britain, \$209 to the United
States, and \$90 to France.

This is another beginning.

Ontario comes first with \$4,517, then Quebec \$1,772, Nova
Scotia \$379 etc.

The French duties are : 20 francs per 100 kgr. under general tariff
and 16 francs under minimum tariff.

SHEETS OF RUBBER, PURE, NOT VULCANIZED, AND THREADS OF RUBBER VULCANIZED.

In 1899, France imported 302 tons of the value of \$5,436.882.

282 tons came from England, 9 tons from Germany, 6 tons from
Italy, 2 tons from the United States, etc.

Canadian exports of rubber goods amounted \$170,448 in 1900,
namely :

\$108,811 to the United States, \$27,765 to Austria, \$16,407 to New
Foundland, \$14,392 to Great Britain, \$1,909 to Hong Kong, \$477 to
France.

Quebec Province leads with \$120,733 ; next comes Ontario with
\$32,632, then Nova Scotia \$3,578, British Columbia \$2,973, and New
Brunswick \$1,532.

As all rubber goods are included in this category, we shall not
recur to them in what follows.

The French duties are 60 francs per 100 kgr., general tariff ; and
40 francs minimum tariff, for rubber in sheets.

INDIA RUBBER AND GUTTA-PERCHA GOODS IN ELASTIC TISSUES.

French imports in 1899, 202 tons value 2,829,568 francs as follows :

94 tons from Switzerland, 67 tons from England, 25 from Italy,
8 from Germany, etc.

French duties : 250 francs per 100 kgr., general tariff, and 200-francs minimum tariff.

RUBBER AND GUTTA PERCHA GOODS APPLIED ON TISSUES IN THE PIECE.

French imports in 1899 : 7 tons, value 109,245 francs.

6 tons from England and a little over 1 ton from Germany.

French import duties the same as on elastic tissues.

RUBBER OR GUTTA-PERCHA, TISSUES FOR CARDS, WITHOUT TEETH.

In 1899 France imported 32 tons, value 354,959 francs. All from England.

French import duties : 90 francs per 100 kgr., net, general tariff, and 70 francs minimum tariff.

CLOTHING, MADE UP, RUBBER.

French imports, 1899, 18 tons, value 159,225 francs.

15 tons from England, 1½ from Germany, 1½ from Belgium, ½ ton from the United States.

French import duties : 300 francs per 100 kgr., net, under general tariff and 250 francs under minimum tariff.

BOOTS AND SHOES, RUBBER.

French imports in 1899, 254 tons, valued 1,775,578 francs.

96 tons from England, 66 from Germany, 39 from Austria Hungary, 33 from the United States, 10 from Russia, etc.

French import duties, 150 francs per 100 kgr., net under the general tariff and 100 francs under minimum tariff, on goods lined with felt, with wool, or stuffs mixed with wool.

The duties are 120 francs per 100 kgr., net, under general tariff, and 80 francs under minimum tariff on rubber goods lined with stuffs of cotton, hemp or linen.

BELTING, HOSE, VALVES, ETC., ETC., OF RUBBER COM- BINED OR NOT WITH TISSUES OR OTHER MATERIALS

French import duties in 1899, were 691 tons, of the value of 5,530,232 francs as follows :

260 tons from England, 254 from Germany, 88 from Belgium, 46 from the United States, 23 from Italy, 12 from Austria Hungary, 7 from Switzerland, etc.

The French import duties are : 90 francs per 100 kgr., net under general tariff and 60 francs under minimum tariff.

There is a great future in store for Canadian interests in the class of Indian rubber manufactures, and relations have already, as we see, been opened up between France and Canada in that behalf.

ARTICLES OF ASBESTOS, SPUN, FELTED, MOULDED.

In 1899, France imported 54 tons under this head, value 107,152 francs.

33 tons from Italy, 7 from Germany, 6 from Belgium, 4 from the United States, 2 from England, etc.

Canada does not figure as an exporter in 1900.

French import duties are : 70 francs per 100 kgr. net, under general tariff and 50 francs under minimum tariff.

Remarks on the Importation of Foreign Products into France in their Possible Relation to the Natural and Manufactured Products of Canada.

SYNOPSIS AND CONCLUSION.

We have examined, in three consecutive notes and in their relations to French yearly importations :

1st. Canadian products already included in the Franco-Canadian treaty in force for the last five years ;

2nd. Canadian products proper, which enter free of customs duties into France, and those admitted under the general tariff only ;

3rd. Canadian products proper, which the French customs can admit under the minimum tariff, whenever it is first so provided under a commercial treaty.

In the first note, we dealt with certain products on the importation of which the Franco-Canadian commercial treaty in force has already had an effective influence ; namely, common woods, wood pulp, lobsters canned.

The fact that this influence has been effective is simply because, on the one hand, the exporting of common wood is usually done in such quantities as to furnish full cargoes, and that this trade can, though on a small scale—as to common woods, white spruce, deals, for instance—be developed independently of a direct and regular packet service ; and that, in the second place, as to wood pulp and canned lobsters, the French government has consented, as a special act of tolerance, contrary to the express stipulations of the treaty, to grant them the benefit of direct shipment, and therefore that of the minimum tariff, when, though of Canadian origin, exported through an American port.

This special favor has been granted only pending the establishment of a Franco-Canadian direct and regular line.

It is manifest nevertheless, even with the help of this privilege, that the export of pulp and lobster have not reached the point of expansion naturally to be expected, owing to the obstacle existing in the increased freight, both by sea and land, involved in shipping via New York.

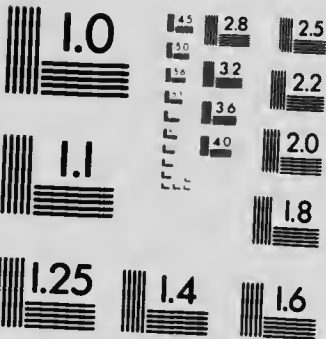
In this first Note we saw that, so soon as the French Canadian Steam Navigation Company had begun, at its own risk, a durable trial—which we shall call a demonstration—the other products covered by the treaty began to flow from Canada in trial lots.

Simultaneously therewith, the exhibition of Canadian products at



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Paris in 1900, during the Exposition, fixed the attention of many French importers on the articles covered by the treaty, and many other Canadian products.

Hence, if we consider merely the Canadian products covered by the present treaty, it may be asserted that the time has come for Canada to second officially the private initiative of men of good will in both countries, and to avoid frittering away the results of the sacrifices she has made by her most wise and fruitful participation in the Paris Exposition.

This will be accomplished, firstly, by the definite consolidation of the direct Franco-Canadian Line.

But we have already seen, in our second Note, that Canadian products already covered by the treaty are by no means the only articles which Canada may well entertain the hope of exporting on a large scale.

We have shown in that Note, in the clear light of figures, that France, however important an agricultural producer she may be, affords nevertheless a vast market for agricultural products, Canadian cattle and the bye-products derived from the raising and slaughter thereof.

We have found France, importing free of duty, many products of the mine to be found in abundance in Canada and which constitute for her, raw material absolutely required by her national industry: ores of every kind and products of such ores in a more or less advanced stage of manufacture.

In the second note we further showed to what extent the demonstration effected in 1900 by the Franco-Canadian Steam Navigation Co., had already attracted attention and thrown light on matters, and that a number and variety of new products, exempt from duty or covered by the General tariff, on entering France from any other country, had begun to find their way to France, thanks to the initiative of this Company.

Lastly, in a third Note, and with but a few exceptions, we had to deal more particularly with the manufactured products, already peculiar to Canada, or whereof the manufacture and all but immediate exportation must inevitably, logically and very speedily result from the industrial era now opening in Canada.

I wish, for my part, and in my humble sphere, to confirm what Mr. Francis H. Clergue has said in a recent address, and all that his words implied in addition thereto, emphasising the assertion that, in my opinion, the Canadian people of both races, stand alone in this: that they do not see their country as it is; that they do not adequately grasp its vast future, and hesitate to believe in the possible rapidity of its development.

We foreigners, with both sympathies and interests centered in Canada, but having moreover, as to the matter of forming a judgment, the vantage ground of being born elsewhere and having lived the industrial and commercial life of other great producing or consuming countries—in most cases, confined within restricted frontiers, and lacking,

consequently in space and in the accumulation of natural wealth accompanying it,—can, I conceive, judge with much greater precision. We can better estimate the future of the country.

We look at the country from a sufficiently distant standpoint and we estimate the importance of her economic future as destined to be tenfold, aye twentyfold greater than the estimate she herself has formed.

Strange to say, it has required no effort on our part to reach this conviction, and hold this firm faith in the future of Canada.

And turning away now from general considerations to the more restricted limits of the subject of this paper, we feel justified in stating that, as regards Canadian exports to France, the country has heretofore formed little conception of the wealth she possesses and of its vast proportions, wealth as to which she can, with but moderate effort, good will and enterprise, secure for herself the most remunerative handling, in connection with its direct exportation to France.

The importance of the market of France, as an importer of material required for industry, or as a consumer of natural or manufactured products, has therefore, we claim, been insufficiently appreciated in Canada, until of recent years.

Now French imports in 1899, amounted to no less than *five thousand eight hundred and forty-eight million francs*.

In that same year the trade of France *with England alone*, without her Colonies and autonomous nations under her flag, amounted to *two thousand three hundred and ninety-seven and a half million francs*.

With the United States it had attained, in 1899, *eight hundred and twenty-one million francs*; and we know that the development of exchanges between France and the United States is advancing with giant strides.

Failing to realize the vast proportions of the French import market, Canada has but too often reached that market in the past, through the medium of American, English, and sometimes German or Belgium exporters.

We have not hesitated to point out, in many cases in the course of this paper, this weak spot in the organization of Canadian exports.

Canada, a land of boundless natural resources, a young nation, whose various combined races have been reinvigorated by transplantation, crossing, natural surroundings, climate (at times severe, but always an educator), cannot wish to imitate the worst mistakes, which Frenchmen of experience attribute to their own manufacturers, namely, the practice of relying on commission agents, intermediaries between them and the real consuming markets for their own products.

It is by adopting absolutely contrary tactics that the United States have reached their present vast economic development, and realized their present formidable figure of exports to every part of the world.

They do not strive for one class of products, or for one special product, to secure merely one or two of the principal markets; but

far otherwise, for such class of products, or for one single product, they put forth mighty and combined efforts on all markets of any importance, without neglecting the very least of them.

We shall be told that their exporters are generally provided with great financial resources, and are thus enabled to establish off-hand a general trade, though at large cost.

This is undoubtedly true; but the time has come for Canada when she is offered in various quarters, and is finding in her own resources themselves, the like powerful financial means.

As to the French market in particular, the United States, no sooner they consider it possible to export an article, than they place it forthwith and above all, directly, themselves, on that market.

And they meet with success.

It is for Canada, which is equally well, and sometimes better, equipped for exporting, for Canada which, is manifestly now entering full swing on a career of active production in many articles of prime necessity,—not to fall into the same errors, and hence not to forget that, as to many products and notwithstanding her protectionist system, France affords a market at once the most accessible, the highest and the surest as to payment.

The French market is also the best educator for a foreign country in its industrial infancy.

It is, generally speaking, hard to please and even strongly inclined to seek for articles of high quality and finish, and pays a price in keeping therewith.

This has the effect of inducing the manufacturer to keep constantly improving his products. It stimulates the taste and ambition of the worker and thereby renders a real service to the producing country, in addition to the money consideration paid for its goods.

Lastly, the French market is probably that in which foreign products are welcomed with least suspicion by the consumer.

Indeed the mere fact of their foreign origin is often a bait which tickles his palate.

We feel justified in thus depicting the French market, and in so doing we are keeping within the limits of absolute proof, and strictly adhering to sound business principles, in simply enumerating some of the weighty reasons militating in favor of the *direct* attention which the Canadian producer should, in his own interest alone, secure in larger measure for his wares in the French market.

But let us return to our third Note and ask ourselves whether,—in order to stimulate still further this attention, and for the present and the future, render the competition equal for the Canadian exporter, and in fact even to give him in certain cases very real advantages over his rivals,—we might not select from this third note certain products of a nature to constitute the Canadian basis of negotiations for an extension of the Franco-Canadian Commercial Treaty now in force.

In our third Note itself we have already made slight reference to

certain articles as commending themselves to us, but without coming to a conclusion in that behalf.

We can now do so without any difficulty, after the general review we have accomplished.

We shall give in the course of our enumeration the numbers under which the several articles stand in the French customs tariff.

In the class of *Agricultural Products, Stock Raising, etc.*, we would give our preference to: (No. 1) Horses, (No. 30) Lard, (No. 34) Eggs, (No. 35 ter.) Condensed milk with sugar, (No. 36) Cheese, (No. 39 ter.) Clover and lucerne seed, (No. 164) Hay, corresponding in all to an importation of \$128,276,231 francs into France in 1899.

Under the head of Fisheries already favored by the present treaty, we would select: (No. 51) Fish oils and fats, (No. 53) Roe of cod and mackerel, which gave an importation into France amounting to 3,989,827 francs in 1899.

In the class of forest products we would gladly suggest adding to those included in the treaty in force. (No. 133) Perches, poles, and staffs rough, (No. 136 bis.) Straw or wool of wood, (No. 154) tanned barks, ground or not, (No. 597) Builders and cartwrights wood, shaped, (No. 602) Boxes of white wood, wood shaped for brushes and small tool handles, bobbins for spinning and weaving, tubes, skewers, biots, spindles, busettes, small reels for sewing thread, (common wood) neither varnished nor painted, other articles, (No. 602 bis.) wood turners, wares not varnished, or varnished, (No. 603 quater) other articles in wood, which together gave a total importation into France of the value of 4,830,606 francs, in 1899.

Under the head of metal products we would select: (No. 205) Cast iron; ferro manganese, ferro silicon, rich silico, spiegel iron, chromic iron, ferro-aluminum poor, (No. 206) Wrought iron, crude, in blooms, prisms or bars, (No. 207) Iron, drawn in bar, wood or coke, angle and iron, axles and tyres in rough, (No. 210) Sheet and plate iron, rolled or hammered, sheet iron, thin and black iron plates, (No. 212 ter) Rails of iron or steel, (No. 213) steel in bars, of any kind, ingots, blooms or billets, (No. 215) Steel, fine, for tools, (No. 222) Lead, in crude lumps, pigs, bars or slabs, argentiferous or not,—the whole together having given an importation of the value of 77,352,694 francs into France, in 1899.

Under the head of machines and carriages, we would recommend: (No. 522) Agricultural machines, (No. 523) Sewing machines, (No. 614) Carriages; bodies or parts of bodies of railway or tramway carriages, the whole having furnished an importation into France of 33,351,261 frs. in 1899.

Lastly, under the head of other manufactures No. 620, sheets of rubber, pure, not vulcanized, and threads of vulcanized rubber, goods in rubber or gutta-percha in elastic tissues, rubber boots and shoes, belting, hose, valves and other articles of gutta-percha, pure or mixed, supple or hard, combined or not with tissues or other materials,

the said articles having furnished imports into France amounting to 15,372,260 frs. in the year 1899.

The reduction of duty would thus apply to thirty-one items of the French Customs tariff, of the highest importance, both as to the absorbing capacity of France and as to the Canadian capacity of production.

Moreover, all classes of Canadian products would, after this extension of the tariff now in force, be about equally favored, with the exception of certain classes of machines and implements which we have deemed it expedient to omit, in view of the ultra protectionist feeling now existing in the commercial and political world in France in relation to the importation of machinery.

Lastly, as is sufficiently shown from the details given throughout our three consecutive Notes, summarized herein, the producing Provinces of the Canadian Confederation would be simultaneously benefited by the reduction of duties resulting from an extension of the treaty.

The interest of the whole Dominion would, therefore, be promoted and each of its Provinces is alike interested.

May this paper contribute, however humbly, to establish the demonstration.

OTTAWA, April 18th, 1901:

Presented by

A. POINDRON,

Montreal.

