CANADIAN SENTIMENT AS TO RECIPROCITY

The Moody Declaration at the Massachusetts Republican Convention Stirs Up Talk Across the Border—Canada Willing to Confer on Reciprocity if the United States Makes the Offer.

By W. P. McGuire.

Special to The Journal.

Fort William, Ont., Oct. 15.—The assurance given by Attorney General Moody in his address before the Massachusetts republican convention recently that, in the near future the United States "will invite Canada to consider in a friendly spirit our trade relations," promises to make reciprocity an issue in the campaign now being waged in the Dominion.

Hitherto the tariff seldom has been mentioned in the arguments of either the liberals, the conservatives or the independents, the attention of partizans being confined, in the main, to the proposed third transcontinental railway for Canada—the Grand Trunk Pacific—and the manner of its building. But the statement of Mr. Moody, which is taken to be practically the president's, brings the question of a readjustment of tariff duties squarely before the Canadian people.

The general sentiment in Canada appears to be that this country is ready, even now, to consider "in a friendly spirit" trade relations with the United States. The expression "even now" is significant. It means that Canadians believe that in the past the United States has not "toted fair" with them; that the Washington government has humbugged them—"pulled the wool over their eyes"; entered conferences over the tariff with solemn countenances and declarations of desire and intention to see that Canada gets square treatment, then turned around and passed the Dingley and McKinley acts and laughed at the people across the border whose goods they barred out. "Even now" means that, despite the past, Canada would be glad of an opportunity to consult with the United States with a view to arranging a form of reciprocity that would be mutually beneficial. And that a fair reciprocity arrangement would be mutually beneficial is not denied.

Feeling Against the United States.

This feeling against the United States is bitter in some quarters. One prominent Canadian, a candidate for parliament, declared that "you can't get even a minority of the people of Canada to agree to such a conference as the United States attorney general says will be proposed." But many others—among them a manufacturer, a board of trade president, a large merchant and the president of a political organization—said that Canada, altho not forgetting this treatment in years gone by, was yet alive to the possibilities of benefit in a reciprocal exchange of commodities, and would be willing to consider seriously at any time the United States made overture in good faith.

Opinions gathered in the twin towns, Fort William and Port Arthur, are of more than local or provincial significance. Just as the lines of monster elevators here indicate the growth and development of that vast, rich agricultural empire in central and western Canada, which fills them with the prod- Canada, which fills them with the products of its big, fertile farms, so the opinions of the men whose interests lie in these enterprises and who are so vitally concerned in the welfare of the whole country, reflect the opinions of the agricultural and industrial classes. They are well informed, these men, who stand at the gateway thru which the produce of the great and growing west, passes out into the world. Their ideas are worth noting.

Overture Must Come from United States.

"Canada as well as the United States would benefit by a readjustment of the tariff," said E. S. Rutledge, president of the Board of Trade of Fort William. But the United States mustn't expect to get the long end of the bargain as she might have had a few years ago, for Canada is more independent now. Four years of prosperity, prosperity which to us is almost like realization of dreams of avarice, has put a little hauteur into us, so to speak. But we are not blind to the possibilities of good in a reciprocity agreement.

"But the overture must come from the other side. There was a time—everybody remembers it—when struggling Canada went to Washington with proposals of reciprocity. We needed an open door to the south thru which we could send our produce and thru which we could get manufactured goods. But what did we get? The tariff wall and a merry haha! Then we set about to learn the lesson of independence, commercially, and I think we can about go to the head of the class. We created our own markets and are sending our goods into them and getting rich.

"It cannot be denied, however, that we are not accomplishing as much as we might. The United States certainly has goods that we need and we certainly have things here which if it were not for that tariff wall, could be marketed in the states at a better profit than anywhere else. Also, the United States, I think, would reap a pretty good harvest if her manufacturers could get their wares into the Dominion without the handicap of the duty. Every sane business man understands this. The trouble has been in getting the two governments together. Since our treatment in the past we have sworn not to make another proposal, but I believe that if the proposal comes from the United States, and Canadians are convinced that the Americans are honest in making it, we will not be slow in responding.

"Just what could be done remains to be seen. I take it that a general, all-comprehensive reciprocity is out of the question, for certainly both Canada and the United States have interests they must protect; but it seems to me a list might be made up that would mean profit to both countries and injury to neither."

Canada Ready to Talk.

George Hodder of Port Arthur, president of the Liberal association of this district and intimate of James Conmee who for twenty years has been the member of parliament from here, was equally strong in his expressions of disapproval of the course of the United States in the past and equally certain that Canada was ready again to talk the matter over with the United States and to act fairly in a deal to bring about a more reciprocal arrangement.

"It must be remembered," said Mr. Hodder, "that Canada's greatest interests are agricultural and the wishes of the farmers must be consulted. They want a change in the matter of duties and the many industries which so largely depend upon the farmer are of similar mind. There can be no doubt that both the United States and Canada would benefit by the lowering of the wall so as to permit the freer interchange of certain commodities, and Canada is aware of this. The manner in which we fared before, however, will make us cautious and we may be depended upon to look after our own interests—we are in a position to do that now, you know.

"Canadians have watched the attitude of the people of the states with reference to trade very closely. We have been suspicious of some of the agitators for reciprocity in the east, but have been impressed with the apparent sincerity and honesty of the business men of the west, particularly of Minneapolis and St. Paul. We feel that they'll give us a square deal and we hope that something may be done so that they may do more in the Canadian northwest, where their goods are needed by the newcomers in the great agricultural region which is being settled so rapidly. Lower duties should be provided where they would not affect injuriously any of the interests on either side of the line, and I believe Canada will do her share towards fixing them."

Patriotism Vs. Bank Accounts.

Nobody questions the loyalty of Canada to Great Britain, but it is evident that business men of the Dominion do not want patriotism to affect too seriously their bank accounts in times of peace. And some think it does. T. L. Matthews, a wholesale and retail dry-goods merchant of Port Arthur, is one of them.

"Naturally," said Mr. Matthews, "the trade of Canada would be with the United States. But it isn't, and because of man-made laws, which operate against us and force our business into unnatural and costly channels. The United States erects a tariff wall to keep our goods out and it isn't profitable to have it all coming in and nothing going out, so we have to build a similar barrier. Then comes Great Britain with big bait for the business in the Dominion in the shape of a preferential rate of duty. This preference is 33 1-3 per cent, and it is important. But this sentiment of buying from and selling to the motherland doesn't amount to much. It's business—the right sort of business—that we Canadians are after, and the states is where we should have it. Why, our wide prairies, our mines, our forests, our lakes are all waiting for American capital to come in and develop them. We are the same sort of people—speak the same language, have the same habits and customs and aims, and demand the same goods for use and sustenance. Yet we cannot deal with each other because of the tariff wall. This, I think, should be torn down except where the removal of the duty would rob industries of needed protection.

"General objection is entered against reciprocity by our manufacturers. It must be remembered, however, that the agricultural class bears the burdens, actually contributing at least three-fourths of its revenues. The right of the farmer to sell his produce in the best market, whether it be in the United States or otherwise, and to buy the goods he wants and at the lowest figure, whether they be from the United States or otherwise, should not be abridged."

Attitude of the Manufacturers.

Mr. Matthews was right in his understanding of the attitude of the manufacturers, as is shown by the interview with W. Brander of a large wall paper manufacturing house in Montreal which sells its gods thru branches in Canada, South Africa, Australia and the West Indies. Mr. Brander was in Port Arthur today when I called his attention to the Moody statement. He said:

"It is outrageous for the United States to ask us to do anything. Why, over there they sit up o' nights figuring out how they can block our trade in manufactured articles. They scheme to get our raw materials—like, say, pulpwood—into the states, but keep out the products of our factories. There is a growing feeling here to cut away from the United States. They give us no encouragement. We are foolish to look for anything from them. Judging from the result of the last two conferences we had, I don't think we'll accept an invitation for another. In our opinion the United States just played with us in those conferences. We are doing well without reciprocity—we can continue.

"Now, here's the proposition we are confronted with: The United States is a big and powerful country. We are a small country yet, but we're growing. We must protect our industries. Let us say there is a factory in an American city which, running nine hours a day, supplies the domestic demand—the demand of 80,000,000 people. Let us say there is a factory in a Canadian town, smaller, but very important to those whose money is invested in it—which, running nine hours a day, supplies our domestic demand—the demand of 5,000,000 people. Now take off the Canadian duty from that article; the American factory runs one hour more a day—ten instead of nine—and producing at the same rate, turns out enough in that hour to supply the demand of all the dominion. Where is your little Canadian factory?

"Two weeks ago in Montreal I attended the convention of the Canadian Manufacturers' association. At the banquet attended by more than six hundred factory owners, the only reference—and that was by indirection—to reciprocity was received with blank silence. It showed where we stand.

"When Americans come over to Canada, build mills here, use our raw material, employ our citizens, and in that way add to the wealth of our country instead of seeking to take our wealth into the United States, then it's a different question entirely. We want them to do that, and are doing everything to get them to come, and they are coming and getting rich."

Other Prominents Give Opinions.

C. A. Leaney of W. H. Gillard & Co., wholesale grocers of Hamilton, Ont., and manager of the company's branch at the Canadian Soo, said that he thought a freer exchange of commodities was highly desirable. In his opinion Canada would welcome an offer of the United States to confer. He was certain, however, that if Canada entered such a conference she would stick stoutly for her rights and would see to it that no action was taken that would cause a loss to any of her established industries.

George T. Marks, conservative candidate for parliament, declared the United States had frozen out Canada in previous negotiations on the tariff and that "you cannot get even a minority of the people of Canada to agree to a reciprocity agreement now." He added, however: "There may be several things upon which we would like to have free intercourse, but a general reciprocity treaty is out of the question."

President Rutledge of the Fort William Board of Trade, Mr. Hodder and Mr. Matthews all were of the opinion that the question of a readjustment of the tariff would loom in the political campaign, but all of them declared that the winning party, whether liberal or conservative, would be willing to negotiate. The conservatives, in whose ranks the manufacturers, as a rule, are lined, probably would not be so favorable toward reciprocity as the liberals, but it is scarcely likely that they will oppose it openly in the campaign, for Canada has prospered under the liberal rule—for whatever reason—and the Canadians, seeking a wider market for their produce, look to the United States, from where they expect to get much in return.

JAPAN AS SEEN WHEN FIRST OPEN TO TRADE

Interesting Recollections by George W. Marchant of Minneapolis, Who Was on One of the First Ships to Enter a Port.

Forty-five years ago, George Marchant, finance clerk of the Minneapolis postoffice, visited Japan on his father's whaler, Hobomor, one of the first three ships to land in the forbidden country after its ports had been burst open by the American expedition under Commodore Perry.

It was a wonderful opportunity, viewed from after years, but the sailor-boy at that time never thought the little brown men would be a world power within half a century.

The good ship Hobomor also paid a visit to the Philippines, at that time a jewel in the Spanish crown. Manila was crowded with wealthy dons, and the coffers of the islands were running over.

"Yes; I will give you the trick of our trip," said Mr. Marchant today. "We sailed from Falmouth, Mass., Nov. 19, 1856, and were four and a half months making the passage to Honolulu. We had to beat our way to the coast of Africa and there caught the trade winds and rounded the cape.

"We provisioned at Honolulu, and started westward to the Okhotsk sea, arriving there about the first of May. The sea was partially covered with ice, but we cruised there until Sept. 1. We visited several of the places near Ghidaika, which Russia has since fortified, at a tremendous cost, and sailed by the harbor at Vladivostok.

"We started back to the Sandwich islands without visiting Japan that time and passed the month of November in Hilo, Hawaii. Our next cruise was in the southern seas, and to the eastward, visiting many of the south Pacific islands. We then turned back to the Sandwich islands and fitted for the second season's cruise in the Okhotsk sea.

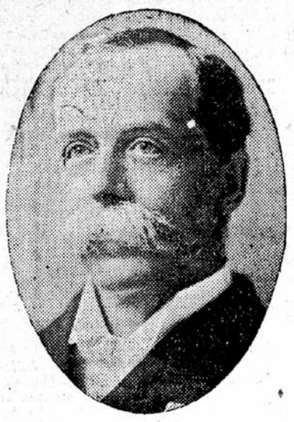
The Philippines Under Spanish Rule.

"We again put back to the Sandwich islands and after fitting out, started on the trip that took us to Japan. We went south to the Mangatis islands, Society islands, and thence westward to the Kingsmill group, stopping at Guam and the Philippines.

"The Spaniards received us cordially enough and we roamed over the old walls of Manila, little thinking that the stars and stripes would one day flutter overhead. The natives seemed to accept the Spanish rule and to every appearance the islands were more flourishing than any in the Pacific.

"We met a ship there that had been cruising in the Japan sea and we decided to see if the ports were really open. We set sail and passed thru the Yellow sea and thence up to the Japan sea.

"It was the early spring of 1859 when we sailed into the beautiful harbor of Nagasaki, all hands on the lookout to get a glimpse of the forbidden land. It was from that spot that Jimmu Tenno, in the ancient history of Japan, set forth with his vassals on his career of adventure and conquest, and from there that the great expeditions of the Empress Jingo Kogo and of Hideyoshi were undertaken against Korea. It was at Nagasaki that the Dutch merchants managed to gain the favor of the powerful Tokugawa, and so maintained, under humiliating conditions, a commercial monopoly for two centuries. We saw the island where the leftovers were practically prisoners. By that time they were almost converted into natives and evinced little desire to leave their island prison.



GEORGE W. MARCHANT,
Well Known Minneapolitan Who Spins a Sailor's Yarn of Old Japan.

The First Open Door.

"After the final expulsion of the Portuguese and Spaniards in 1637, only the Dutch and Chinese were permitted to carry on a limited trade there until it was opened to foreign commerce in 1859. Thus you see we were among the first three of four ships to enter the harbor.

"The town had been opened against its will, but we suffered no molestation and found the shopkeepers willing to trade. However, we were not allowed to penetrate inland and only saw the Shinto temple of O-Suwa from a distance. We were turned back from visiting the waterfall of Kwannon-no-taki.

"The shops were intensely interesting. At that time, of course, everything sold was really made for the Japanese, and was not the worthless curios now manufactured by the ton for gullible travelers. We were not aware of the intrinsic value of the things we bought, beautiful lacquer cabinets and gloveboxes, silks, straw work, and bronzes. The whole collection was bought for a few dollars. They are now priceless.

"After our successful visit at Nagasaki we thought that we would visit Hakodate, but when in the straits between Nippon and Yesso we encountered a hurricane that blew us thru the straits and we were unable to work our way back after a week's trial.

The Japs of Those Days.

"When some two hundred miles from Hakodate we picked up a junk manned with some ten or twelve Japs who had given up all hope of ever reaching shore again. The spars were overboard and had been there so long that the barnacles had commenced to grow on them. They were making no effort to repair or replace anything and were drifting wherever the wind and currents carried them. We took them on board and sailed for the north. Whenever we met a whaler we put two or three of the Japs on board of her to relieve us of being overcrowded.

"They were very interesting fellows in that day to us, as we knew nothing practically of them or their country. They were good workers, but would on no account go aloft, signifying, by pointing to their heads, that they would get dizzy.

"Every morning they came aft and made low salaams to the captain and officers, bowing their heads almost to the deck. They were very particular as to cleanliness, bathing every day. When we arrived at Honolulu we turned them over to the authorities and I think a man-of-war took them back to Japan. They gave us several presents and showed their gratitude in many other ways.

"We then sailed for home, having been gone some four years and having had the usual sailor luck of storms, calms and fair weather. It was a good voyage, some forty or fifty whales being taken, mostly right whales and bowheads, and also a number of sperm whales."

The search for a physical process which would act directly on the circulating blood in cases of intoxication in order to extract the poison which it may contain is not a new thing, two methods up to present having been tried—transfusion of the blood and washing of the blood.

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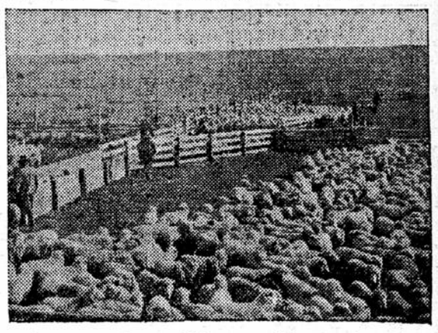

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