

Trade of P. E. Island.

SPEECH BY MR. GEORGE MACLEOD BEFORE THE CHARLOTTETOWN BOARD OF TRADE—ARGUMENT IN FAVOR OF FREE TRADE WITH THE STATES.

MR. MACLEOD introduced the subject by stating that he would discuss the matter entirely from a P. E. Island standpoint. Canada was a confederation of seven provinces, and if each of these declared plainly through its representative Boards of Trade its opinion as to how its individual interests would be affected by free trade relations with the United States, there could be no difficulty, when the returns for all were in, of arriving at a conclusion as to that policy which should best serve the interests of all, but should each undertake to pass resolutions as to the general interests of the Dominion the same definite results could not be arrived at.

We should first examine the progress of the Island for some years back, and endeavor to find out whether we required any improved commercial conditions. He would adopt the following tests:—

POPULATION. He found that the population of the Provinces was in 1871, 94,021; in 1881, 108,891; showing an increase in ten years of 14,870, equal to 15.8 per cent while Canada during the same period had increased from 3,639,000 to 4,324,000; that is 689,000, equal to 18.97 per cent. He next took Charlottetown, which he thought should fairly reflect the progress of the Island, which in 1881 had a population of 10,287, and in 1886, 11,000, an increase of 713, equal to 6.93 per cent the smallest increase of the principal thirteen cities and towns of the Dominion, with the exception of St. Catharines and Guelph, while the average increase of the remaining twelve cities was 39.93, (or deducting Winnipeg, which it would be unfair to include) 20.61 per cent.

REAL ESTATE VALUES. The assessed value of real and personal estate of Charlottetown increased between 1881 and 1886 from \$2,520,280 to \$2,591,325, equal to 2.82 per cent, or the least among the thirteen said cities whose average—excluding Winnipeg and Sherbrooke (the returns for 1881 in the latter being wanting) was 30.27.

Table showing EXPORTS FOR TEN YEARS (1876-1886) with columns for Year, Value, and showing a decrease of \$99,252 in 10 years.

Table showing IMPORTS FOR TEN YEARS (1876-1886) with columns for Year, Value, and showing a decrease of \$701,334 in ten years.

Table showing BANK RETURNS—P. E. ISLAND (1876-1886) with columns for Year, Current acc. balances, Deposits on interest, Loans, and showing a decrease of \$701,334 in ten years.

(These did not include the returns of one bank, but might be fairly taken to represent at least four-fifths of the whole, and this omission in both years was not likely to alter the relative position of the figures.)

Mr. Macleod then urged the following reasons for expectation of more than ordinary prosperity on the part of this Province:

P. E. Island was the best fishing station in the Gulf of St. Lawrence.

Its soil was unusually fertile it had probably the largest proportion of cultivable land in the Dominion, easy to cultivate, sound and healthy, and capable of giving excellent crops of roots, grain and grass. It possessed great facility for obtaining manure in the shape of mussel mud, swamp soil and fish offal. (His authority for above was Local Government Blue Book.) The census returns of 1881 shows that only half the area of P. E. Island is cultivated. That in field products it raises to the acre of improved land 108 1/2 bushels, while the other Provinces raise only 61 1/2 bushels.

He also referred to the wonderful immunity the Island enjoyed from these climatic conditions which renders the labors of the farmer precarious—such as long continued droughts, early frosts, tornadoes, etc., from which the Western States, as well as some of the other Canadian Provinces suffer, and emphasized the fact, by referring to our excellent all-round crops this very year, while the United States and nearly all of the other Canadian Provinces have suffered largely from the continuance of severe droughts.

In viewing the commercial results as shown from the foregoing statistics he could come to no other conclusion than that they were not at all commensurate with such naturally prosperous conditions as he enumerated. Mr. Macleod then continued:

I shall now consider the reason why, and I shall endeavor to show you that a principal cause of our lack of prosperity lies in the fact of our being deprived through a hostile tariff of a free market in that country which the laws of nature have unmistakably demonstrated to be our principle market—the United States of America. Our nearest market is the neighboring province of Nova Scotia and New Brunswick with a population of 761,805, with a climate very similar to our own, and consequently where they have the soil growing to some extent the same productions as ourselves.

The production of oats and potatoes in these Provinces was in 1881 as follows:— N. S. N. B. P. E. I. Oats, bush... 1,873,000 3,297,000 3,538,000 Potatoes, bush... 7,378,000 6,981,000 6,042,000 while the exports were of oats from Nova Scotia, 209,543 bushels and from New Brunswick, 8,175 bushels; and of potatoes from Nova Scotia, 924,420 bushels, and from New Brunswick, 126,210.

It is evident therefore, that we cannot expect to find a large market in these provinces for oats and potatoes, and these, as you know, are our chief exports for which markets are wanting. The next most accessible market open free to us is that of

the Upper Provinces, but beyond a few oysters, and occasionally some canned fish or an exceptional shipment of potato starch, I am not aware of any shipments from this Province, and in proof of this I may mention that while the steamers from these Provinces come to us with full cargoes, they return, as far as Island products are concerned, empty, with the above occasional exceptions. Let us now consider where our exports go to, and to enable us to do so let us analyse the following tabulated statement, showing our principal customers and the nature of the goods we send them:

Table titled 'DOMINION STATEMENT OF P. E. ISLAND EXPORTS FOR 1886' showing various export categories and their values.

From this you will see that the United States is our largest customer and I ask can there be any more conclusive proof that that country is our natural market than the fact that on every article we send her, with the exception of eggs, we pay a heavy duty. To show how heavy their tariff is, let us examine our exports and see what percentage the duty bears to their value here:

Table showing Eggs, Potatoes, Canned Lobsters, Canned Mackerel, Pickled Mackerel, Horses, Sheep with columns for Duty and Prct to value.

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Presuming we get free trade with the United States, what will be the result? I reply, a market for an increased output of all Island products now exported there (with probably more) at American market prices without loss to us of duty as at present. Now, I claim that the Island loses at present the whole duty paid on potatoes, not to mention other products. Take the duty off to-morrow would the shipper not receive 15 cents (amount of present duty) more per bushel for his shipment than at present? Certainly he would. I admit that did America produce no potatoes her price would be regulated by outside market price; and she would have to pay the duty; but where she produces at least 2/3 of what she requires, she establishes her own market value, and we must accept that and pay the duty ourselves. Presuming the American market price, after removal of duty, remains as at present, is it not evident the shipper continues to get the benefit of the duty struck off? But, you ask me, if the removal of duty should induce large shipments, will the market not fall and prevent shippers getting the full benefit of the remission? I reply, the law of supply and demand will then come into operation, and raise or depress prices. If increased demand raises price, do we not then get benefit of more than the 15 cents duty? Then how can we claim that a reduction in price from increased supply will give us less than the 15 cents? The value of the remitted duty does not vary although the market value of the article may, through increased production as a result of that remission of duty. Suppose, for example, that next year duty is removed, and instead of exporting 1,000,000 bushels of potatoes, netting us say 20 cents per bushel, we export 3,000,000, will it not reduce price? Possibly it may—say 2 cents, so that you would get 20c. plus 15c.—35c. less, 2c.—33c. Presuming you ship 3,000,000 instead of 1,000,000 this year, with duty in force, would it not likewise reduce your net return by 2c., viz., from 20c. to 18c. Consequently you must be 15c. better off by removal of duty. Whether increased shipments of potatoes from P. E. Island would reduce the market price in the United States is a matter altogether affected by the laws of supply and demand. The removal of the duty might certainly supply us with a powerful stimulus to increase our supply and thereby possibly depress prices, but so might any other stimulus, such as famine in the United States. So far as P. E. Island is concerned, it would be well to bear in mind in this connection, however, that any large increase in its productions can only be gradual.

It is hardly necessary to consider whether we could compete with the United States in these products which we already sell her handicapped by a heavy duty. That fact contains all the proof necessary.

It might be useful, however, to note the following important elements in the case: The average yield per acre of potatoes in the United States is 85 bushels. Average yield per acre in P. E. Island, 154 bushels. The Eastern potato-producing States are old settled States, whose acreage is now about fully cultivated, and consequently cannot greatly increase production, while being surrounded by large manufacturing centres, the demand is likely to go on increasing. Land labor and living are also dearer in these States than here.

Our market would be found in the following States mainly (which aggregate a population of nearly four times the whole Dominion of Canada, although I may mention that this season I have had a credit from Savannah for a cargo shipped as far South as that port:—

Table showing Bus potatoes produced in various states: Maine, New Hampshire, Vermont, Massachusetts, New York, Pennsylvania, Connecticut, Rhode Island, New Jersey, Maryland, and Total.

Total yield for United States, 1884, was, potatoes, 190,642,000. Total yield for United States, 1886, was, potatoes, 163,000,000, say 3 1/2 bushels per capita., of the whole population of the States. Average yield per acre is 85 bushels. Average price 1885 and 1886 was 45 cents. Percentage retained for consumption in the United States was 99.02 per cent.

I have gone thus fully into the consideration of the article of potatoes, because it is not only (as already shown in previous debates) the most profitable production of our farmer, but also one which—with the prospect of a certain market—could be increased to very large proportions. The following statement will show the relative productiveness of our soil in this connection, compared with that of the other Provinces of Canada. Average yield of potatoes to acre:— P. E. Island... 154 New Brunswick... 135 Manitoba... 129 Nova Scotia... 122 Quebec... 120 Ontario... 104

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Table showing Bush yield of potatoes to acre in various provinces: P. E. Island, New Brunswick, Manitoba, Nova Scotia, Quebec, Ontario.

P. E. Island would benefit from free trade with the United States in reduced freights. At present, owing to absence of return freights, our vessels come back largely in ballast, and the shipper has consequently to pay the cost of freight both ways. Under free trade we could import many articles from the United States and thus reduce cost of freight to the exporter. Increased competition, through increased volume of trade, would also tend to a reduction in freights.

P. E. Island would benefit from free trade with the United States in being able to buy from her more cheaply than she can at present, many of the goods which she at present buys elsewhere.

THE REMARKABLE RESULTS OF THIS ISLAND'S EXPERIENCE OF RECIPROcity WITH THE UNITED STATES DURING THE YEARS 1860 TO 1865 HAVE BEEN ALREADY POINTED OUT TO YOU DURING THE DEBATE, AND I NOW REVERT TO THEM SIMPLY TO MEET THE ARGUMENT OF THOSE GENTLEMEN WHO CLAIM THAT THEY WERE ATTRIBUTABLE LARGELY TO THE ABNORMALLY HIGH PRICES CONSEQUENT UPON THE AMERICAN WAR. TO SHOW THAT THE WAR WAS NOT BY ANY MEANS THE MAIN FACTOR IN THE PRICES, I CALL YOUR ATTENTION TO THE PRINTED TABULATED STATEMENT OF MY HON. FRIEND, THE HON. D. FERGUSON, LATELY PUBLISHED IN THE EXAMINER, IN WHICH YOU WILL NOTE THAT THE PRICE OF OATS AND POTATOES DURING AND AFTER RECIPROcity ARE GIVEN AS FOLLOWS:— (The American war, you will remember, closed in 1865.)—From 1860 to 1865, during the war, oats averaged 39.05 per bushel; during the same years potatoes averaged 24.35 per bushel; from 1867 to 1872, after the close of the war, oats averaged 46.68 per bushel, and potatoes 26.50 per bushel. So that prices, instead of declining with the termination of the war, actually ruled higher for the six years after it was over, than during the years of its continuance.

MANUFACTURES. P. E. Island has only a few manufactures, and these find a market largely within its own borders. On enquiry, I find that the gentlemen who control these do not fear the competition of the American manufacturer should the tariff walls be broken down, but believe that they will continue to hold their trade. There is one manufacture here, however, which under free trade with the United States, might assume large proportions. I refer to that of potato-starch. We have ten of these on the Island, and when I tell you that two could supply the wants of the whole Dominion of Canada, you can figure what a business would be open for these factories were the United States market, with their numerous cotton factories, thrown open to them. (The starch is used mainly for sizing purposes in cotton factories.)

In conclusion, I would point out that with the United States market open to us, we would have access to the largest manufacturing country in the world, (in 1880 their manufactures reached 1,112 million sterling, against 818 millions manufactured by England) and to a country whose population about doubles itself every twenty-five years.

Without some change in our present commercial conditions, I can see little progress ahead for P. E. Island;—with free trade with the United States, I feel confident we will be in a position to use to full advantage these magnificent elements of prosperity with which nature has so liberally endowed us.

Young Men's Literary Society, ST. JAMES' CHURCH, Third Course of Lectures.

THE First Lecture of the Course will be delivered by REV. EPH SCOTT, A. M., of New Glasgow, N. S. SUBJECT—'The False Prophet Mahomet,' on Tuesday, 13th inst., at 8 o'clock, in St. James' Hall. Admission, 15 Cents. Dec. 12, 1887—21

BUY your Furniture at John Newson's. You can always rely upon his word. He would not (even if he had good grounds) publish at foot of his advertisement an insinuating paragraph, reflecting upon trade competitors. He believes in honorable dealing all round. Such virtue merits public patronage. Call and examine his stock. Dec. 12, 1887—15

The Whelan Monument Fund.

SIR,—Some time last year a meeting was held at St. Peter's, for the purpose of raising funds to erect a monument to the late Hon. Edward Whelan. A committee was appointed, of whom I was named as one. On being notified, I wrote Mr. Underhay as follows:—

CHARLOTTETOWN, P. E. I., December 23, 1886. J. C. Underhay, Esq., M. P. P., Bay Fortune.

DEAR SIR,—I am sure it will not be necessary for me to tell you that I am ready and willing to contribute in any way towards the object you have in view; but it has occurred to me that to erect a statue to him, without at the same time doing the same for the Hon. George Coles, would not be doing justice to either. No one knows much better than yourself that one was the complement of the other; and as both gave the best interests of their manhood to the solution of the great questions of their day, terminating happily in the three F's—Free Lands, Free Schools and Free Franchise—so both, in my opinion, should be equally honored.

I have incidentally heard it was intended the Whelan Monument should be erected at St. Peter's. It is true he was the member for St. Peter's, but yet his great public services had made him a member for, and endeared him to, the Island at large. I am, therefore, of opinion that the proper place for his statue, as well as that of Mr. Coles, should be in front of the Parliament Buildings in Charlottetown, where their great public battles were fought, and their reputations fully established as Patriots and Statesmen.

I leave the Island in a few days, and have shown this letter to our mutual friend, A. McNeill, Esq., one of Whelan's oldest and staunchest friends, who agrees with me in its general purport. Will you please confer with him during the winter, and let me hear from you at Ottawa.

Should the above meet with the approval of yourself and the other gentlemen of the committee, I would suggest the formation of a sub-committee to ascertain the cost of two suitable statues, and report during the coming summer to a full meeting of committee.

I will be pleased to have your views on the matter, and assuring you of my hearty cooperation, I am, yours truly, GEORGE W. HOWLAND.

During the summer, enquiries have been made and estimates procured, which are now ready to be submitted.

A meeting of the Whelan Memorial Fund Committee is advertised in your issue of to-day, to take place at Warburton & Smallwood's office, Cameron Block, on Tuesday, 20th inst., at 8 o'clock, p. m. I therefore take this opportunity of requesting all those who are in sympathy with the above views to be present thereat, with a view of bringing the matter to a successful issue.

I am, yours truly, GEORGE W. HOWLAND. Watermere, Dec. 13, 1887.

THE WHELAN MONUMENT.

A MEETING will be held in the Cameron Block, at Warburton & Smallwood's office, Charlottetown, on TUESDAY, the 20th of Dec., inst., at 8 o'clock, p. m., for the purpose of furnishing plans and estimates for Whelan Monument and making arrangements with regard thereto. All parties interested are requested to attend.

All the Members of the Committee, appointed at the Morell (Rear) Meeting, are expected to be present.

J. C. UNDERHAY, GEORGE W. HOWLAND, A. D. WARBURTON, Members of Committee.

Dec. 13, 1887. Apples, Lemons, Oranges, Onions, &c.

BY Auction, THURSDAY, December 15th, at 11 o'clock, 75 Barrels No. 1 New York Baldwins, 25 do N. S. Baldwins, 10 Boxes Onions, 5 Cases Lemons, 5 do Oranges, Tea, Candles, Wrapping Paper, &c., to close out consignments. A. MCNEILL, Auctioneer. Dec. 12, 1887—21

BY AUCTION.

AT my Salesroom, on THURSDAY, 4th inst., at 11 o'clock, 50 Barrels Choice Winter-keeping Apples, in Tomkins, Bishop Pippins, Baldwins, Northern Spy, Nonpareils; also a few Barrels Gravenstein. G. M. HARRIS, Auctioneer. Dec. 13, 1887.

SLEIGHS.

PARTIES wishing to purchase would consult their best interests by examining my stock of New and Second-hand Sleighs, which will be sold cheap to suit the times. Repairing of Carriages and Sleighs promptly attended to and satisfaction guaranteed.

N. B.—Carriages wanting repairing or trimming, stored free for the winter. Factory and Show Rooms Upper Prince Street, opposite Baptist Church. J. J. SEAMAN. Dec. 13, 1887—eod & wy tl feb 1

GRAND Christmas Sale.

32 Cases Japanese Goods, direct from Hiogo, Japan.

BY AUCTION. MONDAY, December 19th, At 11 o'clock, at STEVENSON'S BUILDING, QUEEN STREET.

THE Largest and Best-selected and most Elegant Assortment in this city yet offered here, comprising Embroidered Silk Screens and other Fancy Silk Goods, Lacquered Ware, a great variety, Bamboo Goods, Inlaid Work Boxes, Desks, Cabinets, &c., Porcelain, Enamelled and Bronze Ware. The whole invoice, which embraces many valuable and fancy articles, suitable for Christmas and other Presents, will be sold without reserve. Catalogues at Sale. A. MCNEILL, Auctioneer. Dec. 12, 1887—15

Buy Your Christmas Supplies at BEER & GOFF'S, where you will get everything Fresh, Good and Cheap.

WE have on hand a very Large Stock of Choice Groceries, all of which will be sold at the very Lowest Cash Prices, to suit the times. RAISINS—Over 8,000 pounds, Cooking, Seedless and Table Raisins. CURRANTS—Over 4000 pounds choice, clean fruit. CANDIED PEEL—Citron, Lemon and Orange. FLAVORINGS—Lemon, Vanilla, Almond, Cloves, Cinnamon, &c., &c. SYRUPS—Lemon, Raspberry and Lime Juice. CANNED GOODS—Condensed Coffee, Peaches, Pineapple, Corn, Tomatoes, Peas, Or-Tongue, Sardines, Corned Beef and Dried Beef, Salmon, Lobsters, &c., &c. BISCUIT—Oswego, Sugar and Ginger Wafers, Coffee, Orange, Shrewsbury, Oatmeal, and a Large Assortment of Plain and Fancy Biscuits. CONFECTIONERY—A very fine assortment of Mixtures Chocolates, Caramels, Creams and Fancy Goods.

Oranges, Lemons, Apples, Figs, Dates, Pickles, B. powder Almonds, Filberts, Walnuts, &c., &c. CHEAP FOR CASH AT

BEER & GOFF'S, Queen and King Squares' Stores.

Dec. 13, 1887.—eod & wky

BEER BROS. Good Goods, Latest Styles, Lowest Prices. BEER BROS. Bargains in Every Department. All kinds of Dry Goods and Millinery at Lowest Prices. Xmas Goods, Fur Goods, Dress Goods, Jackets, Ulsters, Carpets, Oilcloths. Ch'town, Dec. 8, 1887.

Come and See for Yourself!

THE EXCELLENT STOCK OF GOODS FOR '87 HOLIDAY SEASON '88 NOW OPENING.

They are Superior in Quality, Low in Price, Elegant in Appearance, and no Plus trash, as it is all gone out of fashion.

Christmas is drawing near, so do not wait until too late, but call at once on G. H. HASZARD, BROWN'S BLOCK. Dec. 3, 1887—eod

HOT WATER HEATING APPARATUS A. HERMANS & SON

ARE now prepared to enter on contracts for putting up in Dwellings, etc., on the newest and most approved plans, the HOT WATER APPARATUS for Heating. The character of the work which the firm of A. HERMANS & SON has been in the habit of performing, is a sufficient guarantee that the Heating Works set up by them will be thorough and efficient. Parties anxious to inspect the Heating Process, as built by A. Hermans & Son, can do so by calling any day at the private residence of the firm, on Bayfield Street. Boilers on hand. Coils, etc., manufactured on the premises as required. A. HERMANS & SON. Charlottetown, November 30, 1887.—6i

NEW STORE. NEW GOODS.

STEWART & GATES beg to inform their friends, and all who will favor them with their patronage, that they have opened a New Grocery Store, in the premises formerly known as "the Seven Cent Store," where they are prepared to give as good value for your money as any house in the trade. We import direct, and pay cash, and as our expenses are light, we are in a position to do as we say.

FLOUR, Choice Brands. TEA, Very Choice. SUGAR, All Qualities. BEST AMERICAN KEROSENE OIL, Very Cheap; a large assortment of General Groceries which we will Sell Very Low.

Give us a call and see if we do not mean what we say. Goods delivered to any part of the city. J. STEWART, A. GATES. Dec. 2, 1887—Tu th fri sat