

COMMERCIAL RECIPROcity

A Convincing Statement of the Merits of Reciprocal Trade.

HOW TO WIDEN OUR MARKETS

The President of the National Association of Manufacturers Makes an Effective Plea for the Restoration of Reciprocal Trade Treaties.

President Theodore C. Search, of Philadelphia, in behalf of the National Association of Manufacturers, has issued a striking plea for the restoration of the treaties of commercial reciprocity abrogated by the Wilson tariff bill.

The treaties of commercial reciprocity which were negotiated under the act of 1890 were based upon the simple principle of demanding something in return for that which we had to give. We had a market in this country for certain commodities which were produced in the West Indies, in Central America and in South America, but we were not dependent solely upon those sources of supply.

It requires but a glance at the conditions under which the treaties of commercial reciprocity were negotiated to reveal how much was gained by this country and how little was given in return. By permitting the continued importation of the free list of three commodities upon which duties had not been imposed for many years and by conditionally placing two additional items upon our free list, concessions were obtained from a dozen foreign countries which either wholly removed or largely reduced the duties imposed by the reciprocity treaties.

GOOD STROKE OF BUSINESS.

This was at once an act of justice and a good stroke of business. We were buying annually from Brazil to the value of \$50,000,000 to \$60,000,000 worth of merchandise, the larger part of which was coffee, upon which no duty had been charged since 1820.

First—Reciprocity commends itself to business men who have given the subject careful consideration as a sound and judicious business principle. Second—As applied under the act of 1890, reciprocity was a thoroughly American principle, inasmuch as it provided for the restoration of the commercial interests, not only at home but abroad.

Third—As a principle that has been earnestly advocated by both Republicans and Democrats, reciprocity should be considered upon a strictly non-partisan, non-political basis. Fourth—The practical application of reciprocity under the provisions of the act of 1890 demonstrated beyond question the ability of such treaties to extend and enlarge our foreign trade under exceedingly favorable conditions.

THE CARE OF CUBA. It is in our dealings with Cuba, however, that the benefits of reciprocity have been most conspicuously shown. Sugar, which formed the largest item in our imports from Cuba, was placed upon the free list by the tariff act of 1890, but its importation was conditional upon the reasonable treatment of American products in those countries from which sugar was imported into the United States.

Under the reciprocity treaty which Secretary Blaine negotiated in 1890, the duties on coffee were reduced to \$1 per 220 pounds, large reductions were made in the duties on other breadstuffs, the duties on fifteen leading commodities were reduced one-half, and about forty items were added to the free list.

FLOUR FOR EXAMPLE. To take a single item from our trade with Cuba, flour shows how sharply the influence of the reciprocity treaty was felt. The exports of flour from the United States to Cuba during the five fiscal years ending June 30, 1895, amounted to \$14,447,000.

of the treaty of reciprocity with Spain. Upon the passage of the Wilson tariff act of 1894, which compelled the abrogation of this treaty, Spain immediately retaliated by increasing the duty on flour from \$1.45 to \$2.25 per 220 pounds, the result of which was that the exports of American flour to Cuba fell to 279,856 barrels in the fiscal year ended June 30, 1895.

I wish to give particular emphasis to the importance of our relations with Cuba under the reciprocity treaty, because that island is our nearest and best customer to the southward. Not only has the abrogation of the reciprocity treaty caused great direct loss to this country, but it has imposed great hardship upon the people of Cuba. With the advantages conferred under the reciprocity treaty the United States was assured the practical control of the Cuban trade and the conditions were equally satisfactory to the people of Cuba and to this country.

WHAT CUBANS THINK.

For another view of the commercial relations between Cuba and the United States let me present these few lines from a memorial presented to the Spanish government by the Cuban manufacturers and planters in Cuba on September 20, 1894, one month after the Wilson bill had become a law.

IRON AND STEEL IN FRANCE.—The metallurgical production in France during 1895 was 1,850,000 tons, as compared with 1,700,000 tons in 1894, an increase of 8.8 per cent.

GROWTH OF EUROPEAN POPULATION.—The European population in 1895 was 400,000,000, an increase of 2.5 per cent over 1894.

FALLING PRICES.—Bradstreet's has an interesting article on the price of commodities during the past three years. A list comprising 108 staple articles of manufactures, products of the soil and the mines, the meats, shows that only beef carcasses, bricks and ground lime were higher in April, 1895, than in 1894.

OUR DAIRY PRODUCTS.—Few persons, says the Lancaster New Era, have an idea of the extent the dairy interests in this country have reached.

WHAT RECIPROcity DID.—Under section 3 of act Oct. 1, 1890, treaties of commercial reciprocity were negotiated with the following Latin-American countries, taking effect upon the dates mentioned: Brazil, April 1, 1891; Spain, for Cuba and Porto Rico, Sept. 1, 1891; Santo Domingo, Sept. 1, 1891; Salvador, Feb. 1, 1892; British Guiana, Feb. 1, 1892; Nicaragua, March 12, 1892; Guatemala, May 30, 1892.

The imports from and exports to the Latin-American countries with which reciprocity treaties were in force, were as follows during the years ended June 30, 1890 and 1895:

IRON AND STEEL PRICES.

The Following Table, Compiled by Dun, Will Prove Valuable Reference.

Table with columns: DATE, Article, No. 1, Philadelphia, No. 2, Philadelphia, No. 3, Philadelphia, No. 4, Philadelphia, No. 5, Philadelphia, No. 6, Philadelphia, No. 7, Philadelphia, No. 8, Philadelphia, No. 9, Philadelphia, No. 10, Philadelphia.

BUSINESS BRIEVITIES.

BRITISH TRADE.—The British Board of Trade returns for the first quarter of the present year show that the imports have amounted to £112,255,342 (\$691,947,750).

STRIKE IN GREAT BRITAIN.—In Great Britain a general strike occurred. They affected 1,852,000 persons. The successful strikers numbered 1,852,000; the number, the partially successful, 33.9 per cent, and the unsuccessful, 71.6 per cent.

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Table with columns: Article, 1891, March, 1895, April. Items include: 1 barrel flour, 25 pounds granulated sugar, 5 pounds creamery butter, etc.

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cholarism, chloroformism, the ever-growing conflict between labor and capital, and the excessive drain upon wealth which exists in the United States, and which tends to entangle the mind and deplete the reason.

"Undoubtedly it would be a great desideratum to effect a modification of the use of alcohol in the United States, and to substitute for them cheap wines, as it is proposed shall be done in France, both as to brandy and absolute, but the question is, how can it be accomplished?"

AN ELECTIONEERING TRICK. The Campaign Orator Was Promptly Taken Up by His Opponent. From the Century.

ALCOHOLISM AND INSANITY. Important Statistics Showing Their Relation in France and America. In the course of a report recently submitted to the United States consul at Havre, France, he gives some important statistics in reference to the relation of alcoholism and insanity. He says:

THEORY AND PRACTICE. Mistress—Here, my dear, a kitchen! Every pot, pan and dish is dirty, the table looks like a junk shop, why, it will take you an hour to get it cleaned up. What have you been doing?

THE GAME OF LIFE. This life is but a game of cards, which mortals have to learn. Each shuffle, cuts and deals the pack, and each trump must turn. Some bring a hand that is a flop, and others bring a low. Some hold a hand quite flush of trumps, while others have none at all.

SCHOOL EXPENSES. After observing the cost of clothing the rosebud from the cradle to the college course, the next item that catches the eye is the somewhat heavy expense of keeping her in her right mind.

TO PROLONG DREIBUND. Result of the Conference Between Emperor William and King Humbert. Paris, April 14.—A despatch to the Matin, from Venice, says that Emperor William and King Humbert, at their conference on Saturday decided to prolong the Dreibund until 1902, the present agreement including an offensive as well as a defensive clause.

Grand Opening OF A. D. GOLD & SONS' (NEW) CARRIAGE FACTORY AND REPOSITORY COMMENCES TODAY AT 415, 417, 419 AND 421 LINDEN STREET.

COST OF ENTERING SOCIETY. By Rather Conservative Estimate It is About \$60,000. VARIOUS DETAILS DESCRIBED. This, of course, refers to the Bringing Out of a Bad in the Vary Smartest of the Sweet Circles of Gotham.

OTHER COSTS. And if the philosopher imagines that the cost of raising a child to play and for expenses to cease, he is displaying an ignorance that would cause even the baby to smile. How can she play when there are only four or five dollars in the pocket reserved for a concert or lecture and the other three given up to her equestrian lessons at some fashionable riding school?

A MODEST ESTIMATE. The general estimate of \$60,000 is a moderate one. It does not include a college course, which would cost a rich girl at least \$3,000 more. Much less does it include a trip abroad, which from London to New York and back can be made to run up in just as many thousands as the bank account can stand.

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