

## INTERCHANGE OF PRODUCTS.

Postal service between Australia and Canada was the first subject touched upon by E. W. Warde, representative of the new Canadian-Australian steamship line, at the meeting of the Board of Trade council this morning. Mr. Warde believed the Canadian route could be made the fastest of all between Australia and Great Britain. He gave the time of transit from the different Australian colonies, and though he stated that the time taken on the trial mail trip over the Canadian route was not quite what he expected, still he thought much better time could be made. Mr. Warde then gave the best records made by the Suez routes, and the American, via San Francisco, and said that though the Suez route steamers might increase their speed yet the Canadian had two great advantages. A large proportion of the distance over the Canadian route was over land, and a railway train could attain a rate of speed not to be thought of for any vessel. The Atlantic steamers were the swiftest afloat; this was an addition al "pull" over the Suez route.

The Australians were in favor of a Pacific cable. The project had been approved of at a meeting of the postmasters-general of the Australian colonies, held at Brisbane. Already a Parisian company had advanced a project for this cable. They were building part of the line now. It was between the Australian coast and the Islands of New Caledonia. But there existed a feeling in Australia that the cable should be built by British capital and go through British territory. The idea of foreigners owning the lines was not approved. The Australian colonies would feel more secure with a Canadian cable. They would not then be cut off from the rest of the world as they now often were. When the Eastern cable broke the Australians were thrown into a state of panic. They imagined earthquakes and volcanoes and perhaps war taking place. The Eastern cable ran through many foreign, and not over-friendly countries. When the cable was down they were completely cut off from the rest of the world. And they feared the Russian fleet in Siberian waters. The fleet could descend upon the coast of Australia and do great damage. The Australian towns were not fortified and were at their mercy.

The Australians had a very erroneous idea of the climate of Canada. They thought it was very cold in British Columbia and that the Canadian continent could be traversed in safety only three months in the year. He had been somewhat under the same delusion, but his British Columbia friends had exploded his ideas, and he would tell the the Australians of the beautiful climate of British Columbia and of the ease and safety of winter travel. To the sportsmen of Australia he would speak of the fine line fishing in British Columbia and the bear hunting. These sports were unknown in Australia. Australia was a very different kind of country from what many supposed. The winter season was the fine season there. The Australians bragged of it. In the summer it was hot,

in the winter delightful. He had never seen snow fall there, but he saw it in Fleet street, London, two years ago.

He pointed to the fact that provision had been made at the last meeting of the Dominion House for the appointment of commercial agents. A gentleman with a knowledge of Canada, particularly of the Pacific coast, would do good work by being sent over to Australia.

Mr. Ward said that according to the Australian statistics, the Canadian trade amounts to nothing. He stated that no fish was shipped to Australia and very little lumber.

The gentlemen present convinced him that a very large percentage of the salmon and lumber were from British Columbia, but they were credited to the United States.

Mr. Warde said that Australia would take all the hops Canada could send and plenty of lager beer, and that she would send them in the Canadian winter butter free on board at Sydney for 10 cents a pound.

The information given was noted by the secretary with a view of extending the intercolonial trade between Australia and Canada.—*Victoria Times*, June 20.

## CALLING FOR ORDERS.

So long as the average city grocer adheres to the custom of calling for orders at customers' houses the effects of bazaar competition will probably be but little felt by them. The larger grocers who depend upon low prices and cash dealing for trade, and who deliver goods but do not send to customers to book orders, will always hold their own with the bazaars for obvious reasons, but it is the dealers of average means who have been most anxious regarding the results of the adding of a grocery department to the big bazaars, and we hope that what we have said above will help to allay their fears. It is characteristic of most women that while they will spend half a day's time and much car fare in a shopping expedition to match a piece of ribbon, or obtain the trimming for a bonnet or a dress pattern, visiting store after store in the effort to get the best bargain, when it comes to buying groceries they are satisfied to give their orders to a grocer's boy at their own doors, and sacrifice the delights of shopping. Why it is so we cannot say, but it is a fact, nevertheless, and it is fortunate for the smaller grocers that a feminine nature is so constituted. What the grocers must do is to keep in close contact with their customers by regular calls for orders, never neglecting them in that way and forcing them to do their own shopping for groceries, as they are in the habit of doing when in want of almost all other kinds of goods which the bazaars handle.—*Ex.*

Messrs. Wilson Hall & Co., colonial merchants and bankers, 63 Queen Victoria street, London, England, have changed the style of their firm to Messrs. W. Hall & Co., but no alteration will be made in the management of the business, which will remain as before.

## OCEAN GREYHOUNDS.

When will the speed of the "ocean greyhound" reach its limit? is the question often asked in this age of Atlantic flyers. No sooner has one leviathan steamship been launched than there is talk of another being built to outdo her. The Cunard Steamship Company in its new vessel, the *Campania*, which arrived here a few days ago, has outstripped all its rivals.

The dimensions of the *Campania* are enormous. Her length over all is 620 feet, her breadth 65 feet, and her estimated horse-power is 30,000. She made over twenty three knots an hour on her trial trip, which is equivalent to more than twenty-seven English miles. Shipping men looked on in wonder when this leviathan of the deep was successfully launched, and thought that shipbuilding had reached its acme of perfection.

During the past week, however, rumors have been spreading abroad that the *White Star Company* has in contemplation a new vessel which will cast into the shade the rival *Campania*, and even make the *Great Eastern* look small in comparison. The name of the new vessel will be the *Gigantic*, and she will not belie her name. The *White Star* company is keeping the matter very quiet and refuses to give definite particulars about its new vessel.

It has leaked out that the *Gigantic* is intended to be the swiftest and largest steamship afloat. Her length will be 700 feet, her beam 68 feet, and her engines will develop 45,000 horse-power. The new vessel will thus be longer than the *Great Eastern*, but her beam will be fourteen feet less.

The horse-power of the *Great Eastern* was only 7,650, while that of the *Gigantic* will 45,000. This is an enormous difference, and is an example of the vast strides that have been made of late years in mechanical engineering. The *Gigantic* will, it is expected, make twenty-seven knots an hour, and will be able to make the run from Queenstown to New York in a little over four days. The best of her owners hope the *Campania* to do is to cross the Atlantic in five days, so that if the *Gigantic* can do it in four days there will be a complete revolution in shipbuilding.—*New York Journal*.

Kingston hay dealers intend shipping a large quantity of hay to England this fall.

The Dominion trade returns for April evidence the same healthy expansion which has characterized the figures for many months past. The exports for the month amounted to \$3,989,562, or an increase of \$271,261 over April last year. For the 10 months the value of the exports was \$33,537,602 an increase of \$1,101,809 as compared with the corresponding period in 1892. The imports for April were valued at \$9,389,900, or an increase of \$1,414,600 over April, 1892. The imports for the 10 months were valued at \$97,312,740, or an increase of \$7,435,501 over the corresponding period last year. The duty collected in 10 months was \$17,517,102, an increase of \$1,457,390 over last year.