

nickel demand of America. A ship of 1,600 tons is now reported to have sailed from Noumea, New Caledonia, loaded with nickel ore for New York. This is the first case of the kind. What is the matter with the Canadian production, or is it a bit of bluff on the part of the United States refiners to get better terms from Canada?

Another Australian record, and Federal Government has gone by the board. Sir Edward Braddon, the long time and clever Premier of Tasmania, has been beaten and resigned. He took into his Government a man who in a position previously held by him is charged with having let Government contracts to the benefit of his family and friends, and the Tasmanians are Acadian enough to think it unwise to give him another chance to go wrong. The other Governments are likely to see Federation in, though in Australian politics no man can tell what a day may bring forth.

Australians have affected great surprise that the Canadian Parliament should be so undignified as to break out into "God Save the Queen." It is catching on here, though, like some other things Canadian, and all the popular houses burst out on the votes to send contingents to South Africa. In the New South Wales Upper Chamber a grave and reverend signor proposed it, too, but it failed. There appeared to be no one juvenile enough present to be able to start the tune.

A very indignant man burst in on the Canadian Commissioner a day or two ago. "See here," he shouted, "I am sick and tired of your Canadians. I went to Canada on your recommendation. I visited this firm (flourishing an open letter), on your advice. It was very nice and kind, gave me samples and prices that were right, they promised to fill orders promptly. I sent out my travellers, who take fine orders, and this is what I get (flourishing letter again). I could have made connections in Boston, Philadelphia or Chicago, but on your nice talk I took up Canada, and this is how I am treated," flourishing letter again. The letter said: "We are sorry, but we are too busy to make changes you wish; prices are likely to go up and we can't fill your orders." This is the third Canadian firm that has fooled this man, and he is to be forgiven if he gets a little excited on seeing his time and money thus wasted. Unluckily he is not the only man who has gone to Canada who has been disappointed. Some Canadian manufacturers seem to give samples and prices with a light heart. If orders come, and they are not too busy or too indifferent, they fill them, carelessly often. If they don't they take praise to themselves for their courtesy in acknowledging them, and regretting they cannot fill them. Some do not go even to that trouble. They forget that the Australian orders have not only cost the unfortunate agent time and money, but failure to fill them has dislocated his business for at least a year, and has got him into hot water with the trade from which it will take more than a year to extricate him. A steady, if thin, stream of business men are taking in Canada by every steamer, but it is a question if latterly more harm than good to Canadian trade has not been the outcome of their visits. Canadian manufacturers should take the export business more seriously than they do.

F. W.

Sydney, N.S.W., October 23rd, 1899.

CHEAP JOHNS OUTWITTED.

November and December are the harvest months of the retail trade. At this season of the year, when a large portion of farm products have been marketed, and under the inspiration of the holiday season, there is a greater demand for merchandise than at any other time in the year. Unfortunately merchants who spend, for twelve months in the year, their time, energy and money in catering to the requirements of the public, often find themselves robbed of the cream of the trade in the last two months of the year. Especially in the smaller villages hawkers and peddlars play the part of trade pirates. They bring their shoddy cloths, their adulterated foods and their bogus jewelry to the deception of the public and the annoyance and loss of retailers. One would naturally think that travelling salesmen of this description could only play their game once upon the same people. But such is not the case. Flaming advertisements and oily tongues seemingly always accomplish their purpose, and apparently otherwise sensible people over and over again spend their hard earned money for trash. It is generally useless for

the merchant to offer any advice to the public in this matter. As an interested person anything that he may have to say upon this question is looked upon with suspicion, and only serves to increase the sales of the Cheap John. An illustration was recently given us of an effective way of dealing with the peddling nuisance by The Draper's Record of London, England. Some hawkers visited Uttoxeter in England and placarded the town, advertising under the title of "The Joint Stock Salvage Company," the usual "Genuine and Gigantic Sale—for four days only." The merchants of Uttoxeter fought the common enemy with his own weapons, and secured all the bill-boards and fences in town that were not used by "The Salvage Company," and were available for advertising, upon which they posted the following bill by way of counter-demonstration:

A WARNING.

Beware of Fire, it will BURN you,
Beware of Shoddy, it will RUIN you,
Never buy from Strangers who have no Name or Address.
All they want is Your Money, and You May have the Rest.

SHODDY! SHODDY!! SHODDY!!!

WAR DECLARED—For Four Days Only,

During which time Take Care of Your Pockets; Others meanwhile can offer you Old Drain Pipes, Empty Purses, Lying Inventions, and every other Instrument for "Taking In," "Doing Down," and "Wiping Over" at

—DOUBLE THE PRICES—

charged by your Local Tradesmen.

But mind, we shall close this Gigantic Fizzle on Saturday Night, because the Intelligent Public HERE are not to be GULLED and don't want it.

By Order.—SHODDY, GULL-EM-ALL & CO.

Please Note.—Shoddy, Gull-em-All & Co., whilst pretending to be in the thick of the fight, are always knocked out when it comes to Honest Trading.

We believe there is a lesson here from which some Canadian retailers may profit. Where common-sense reasoning is not sufficient to prevent the public from patronizing those who sell dishonest wares, ridicule will often accomplish the purpose.

GROWTH OF WINNIPEG.

Everyone who visits Winnipeg and returns to Ontario or Quebec is apt to refer to the growth in our prairie country as especially to the progress which is to be seen year by year in the capital of Manitoba. An Ontario man writes from that city: "Winnipeg is improving daily. There are at the present time some twenty-seven wholesale warehouses in the course of erection. We believe that the building operations in Winnipeg will run close to two million dollars in value this year, and next year it will fully cover this amount, as building this year chiefly consists of wholesale and business premises. A large expanse of real estate has been sold on the Main street in the vicinity of the Canadian Pacific depot and the postoffice. Many eastern capitalists are now talking of investing money in Winnipeg real estate, and merchants all look for livelier times for several years to come, as the country is filling up fast, and we have no doubt will continue to do so, as the general impression throughout Canada now seems to be that Manitoba and the Northwest is 'all right,' and must continue to make progress."

Another letter, from an old resident of Winnipeg says, with true Western confidence and vim: "Let me tell you there is nothing like Winnipeg. Some day it will be larger than Montreal or Toronto; if it continues to grow the way it has been doing in the past there will be nothing too good for it—in fact there is not now. All eyes in the East are turned toward this country and we admire them for doing so, as it shows that they know a good thing when they hear about it or see it. Folks in the East who only know of this country by hearsay are not in a position to judge of the enormous scope there is here for business to be done, and it is only by paying a visit that they can realize what Winnipeg is like, and by taking a drive through the country to see the magnitude of it. Everything is bright