

AUSTRALASIAN SHIPPING LINES.

The action of English steamship interests in entering the trade between the United States and Australasia in competition with the New York combination of shipowners has stirred up British shippers in a decided fashion, in which matter Canadian manufacturers are much interested. American Trade discussing it, quoting British views, says:—

"Complaint is now made that the Tyser Line, the aggressive factor in this competition, has been carrying freight from New York to Australia at lower rates than they charge from English ports. Marshal Halstead, United States Consul in Birmingham, England, has sent to the Department of State clippings from Birmingham papers bearing upon this subject. One of the most interesting of these is a communication explaining and justifying the position of the Tyser Line, as follows:

"For years the carrying of goods between America and Australia was done by American sailing vessels; there were no steamers in the service. These sailers were and are still in the hands of a group of New York merchants. It was often asked why there were no steamer service from New York to Australia, but these New York 'broker merchants' ignored the question and stuck fast to their sailers, which, loaded at a rate of something like 30s. (\$7.29) per ton, were to them a source of considerable income. Early in the present year, a London firm of shipowners decided (all honor to them) to put a steamer on the berth at New York for Australia and New Zealand, at rates which would secure them plenty of cargo. This action so annoyed the New York shipowners that they at once reduced their sailing rate very considerably and chartered a steamer to fight the one sent from England.

"The rupture continued for some months; then the London firm joined hands with two other firms of shipowners and so formed a 'ring'; and here, I think, is the cause of Messrs. Tyser & Co's present action. They (Tyser & Co.) are not in this newly-formed 'ring,' and being, I presume, desirous of getting a share of the traffic from America to the colonies, have taken the present (by no means new) method of extending their business, which may result in their ultimately being also admitted into the 'ring.' I think it not unreasonable to say that all business men do at all times use extraordinary means to gain their ends, and knowing, as I do, some little about American competition and the ways of ship brokers, I cannot look upon Messrs. Tyser's action as unpatriotic, and I am sure they will be most unwilling to continue quoting rates which to them are a considerable loss. For a time American goods will have an advantage, but I sincerely hope it will shortly end, or the rates of freight from London will have to be reduced on such lines which we find the greatest difficulty in selling against our American brethren.

"The introduction of steamers from New York by an English line gave English merchants a chance of selling American goods which they did not before possess, and only

those who have suffered through the tactics of the American ship brokers can fully appreciate the additional facilities afforded thereby. It is quite true that there is a growing preference in Australia for American fencing wire; but that is on the score of cheapness, and, as English wire has for years been prohibitive, there will be no loss to this country. Wire nails, like fencing wire, have been purchased in Germany; therefore, if freights are equal, it is only a question of choice, viz., will merchants send their orders for these lines to America or Germany.

"Messrs. Tyser & Co. naturally decline to carry goods at 10s. (\$2.43) per ton weight on a through bill of lading from London via New York to Australia; but they are quite willing, I take it, to accept cargo (either English or American) in New York at the exceptionally low rates quoted. Such being the case, let the English manufacturers who are anxious to put fencing wire, wire nails, etc., in the hands of their colonial customers sink 5s. per ton in their price, and contract with one of the Liverpool-American shipping lines at an equivalent freight, and take advantage of the opportunity offered by Messrs. Tyser & Co. The Americans have often availed themselves of similar opportunities, and sent wire via London to Australia cheaper than direct from New York."

Consul Halstead adds the following comment. "I understand that these New York combination export and ship-owning houses have their selling agencies so well established in Australia and New Zealand, that no individual American manufacturer or merchant desiring to sell goods in those countries can do so profitably without both selling through them and shipping goods on the sailing ships owned by them. The American manufacturer has been compelled to submit. not only to the slow time of the sailing ships, but to very high freight rates and big commissions on goods sold. It can be readily seen that to get business and perhaps ultimately to get into the combination itself, the Tyser concern must give very low rates. If American manufacturers and legitimate merchants interested in Australian and New Zealand trade would organize now, and perfect their selling arrangements in those countries, they might take advantage of the present freight fight and complete a scheme of independence by making permanent arrangements with the Tyser or some other steamship line, guaranteeing the freight carriers a reasonable profit and securing for themselves reasonable freight rates in the future.

BRING FLOWERS, SWEET FLOWERS.

At a meeting of the Executive Committee of the Canadian Manufacturers' Association held on May 5th, last, the following resolution was passed:

Whereas, the ranks of the industrial classes are recruited largely from the pupils of our public schools; and

Whereas, the Toronto Horticultural Society, by offering prizes for competition among ... scholars, and educating them

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