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LA BAIE DE CHALEUR.

Of all the booklets and folders at present being distributed by the Canadian Government Railways, perhaps none has a subject so alluring as the one which describes the Baie de Chaleur. Bound by smooth shores backed by rolling hills, this bay is ideal for a summer resort. There are innumerable prospects in the vicinity and several natural phenomena. Among the latter may be mentioned "the Rock" at Perce. Though called by Jacques Cartier "the bay of heat," the weather is seldom immoderately warm, and on these infrequent occasions there are always the cool waters of the bay to tempt the bather. There are excellent railway connections, both with the West and with the New England States on the North. The folder is well illustrated.

PERSONALS.

Peter McAra of Regina, who has been appointed to the G. T. P. Board as a Government representative is head of the firm of McAra Bros. and Wallace, financial agents.

Export Market for Ale and Beer

British West Indies Offers Favorable Field for Canadian Brewers.

Now that prohibition has become somewhat widespread throughout the country, Canadian brewing companies are forced to look to the export market for the disposal of their product. The West Indies offers a very favorable field in this regard. Our banking facilities with the Islands are excellent and other favorable opportunities are offered. This trade has scarcely been touched by Canadian brewers. Canadian exports of ale and beer to the British West Indies in 1914 amounted to only 393 gallons valued at \$126, while the total importation of ale and beer into Bermuda alone amounted to 4,327 hogsheads and 10,520 dozen, valued at \$60,296 in that year.

Interesting reports in the Bermudian and Jamaican markets are continued in a recent issue of "Commerce Reports." In proportion to its population, Bermuda furnishes a fair market for the sale of beer, particularly of the light variety. The consumption, however, is greatest during the tourist season, which extends from December to May of each year, when its temporary population averages from 1,000 to 2,000. Bermuda has approximately 20,000 residents, including about 12,000 colored people.

The quantities and values of malt liquor imported during the years 1913 and 1914 were: 4,992 hogsheads and 14,202 dozen, of a total value of \$69,114, in 1913; 4,327 hogsheads and 10,520 dozen, valued at \$60,296 in 1914. The principal countries of origin and their amounts were: United States, \$8,842; United Kingdom, \$51,454.

By far the greater proportion of the bottled beer consumed in the islands is imported from the United States, whereas that imported in hogsheads, especially ale, comes from the United Kingdom. The duty upon malt liquor is at the rate of \$0.24 per dozen or \$4.86 per hogshead, and the tariff provides that in every case in which a specific duty is imposed according to a specific quantity, the duty is deemed to apply in the same proportion to any quantity.

Various grades of American beer are imported, mostly in barrels containing 10 dozen pints. The prices vary from \$5.50 to \$7.50 and \$9 per dozen pints, f.o.b. New York. Hogsheads of ale (54 gallons each) imported from the United Kingdom now cost about \$19.20 landed in Bermuda, without discount. Cases of ale (6 dozen per case) imported from the United Kingdom cost now, f.o.b. English port, pints, \$1.08; quarts, \$1.64; nips, \$0.76; with 5 per cent discount. Some draft beer is imported from Canada, and there is a probability of importation of Canadian bottled beer at from \$6.50 to \$7 per barrel of 10 dozen.

Connections of Local Dealers Long Established.

The local dealers are few in number and their connections have been long established. No beers are sold at present through commission merchants, though in times past beer has been sold in this manner on a basis of 10 per cent. Advertising is more or less extensive and consists of the display of cards, calendars, and other similar matter supplied by the manufacturers, and of newspaper notices inserted by the local merchants.

Bottled beers are packed mostly in barrels of 10 dozen each, and also in cases of 4 to 7 dozen. Very little pilfering occurs in shipments from the United States, so that neither manufacturers nor importers take out insurance against theft. The bottles in each case are wrapped in corrugated paper. No particular style or color is especially desirable for labels, except that such labels should be in good taste.

The Jamaican Trade.

During the calendar year 1915, ale, beer and porter were imported into Jamaica to the amount of 243,737 gallons, valued at \$210,067. These importations originated as follows: From the United Kingdom, \$131,657; from the United States, \$74,629; from Denmark, \$3,538; from the Netherlands, \$243; total, \$210,067. In former years there were considerable imports from Germany.

This class of goods is subject to a specific import duty amounting to \$0.18 per gallon (schedule I, item No. 1, rated) and a surcharge of \$0.06 (33 1-3 per cent) on the duty collected. (This surcharge is a temporary war revenue measure). American beer is sold at \$1.34 per dozen pints; that is, about double the retail cost in the United States.

GERMANY'S DYE SHIPMENT.

Deutschland's Cargo Consisted of Reds and Blues, Highly Concentrated.

The cargo of the German submarine, Deutschland, which arrived in Baltimore from Bremen last week consisted principally of the most valuable and highly concentrated dyestuffs obtainable at the present time, viz., reds and blues. The agents of the steamship company have stated that the dyestuffs were consigned to American agents of German dyestuff manufacturers. It is probable that the shipment is a picked lot, so that the value of the cargo will no doubt be comparatively great, probably 500 per cent above the prices obtaining on these dyestuffs before the war. There were 3,000 cases in all.

The question of the effect of this cargo on the growing dyestuff industry of the United States has aroused interest. There is no doubt but that Germany's chief desire in this connection at the present time is to hinder progress in the American field, but unless they can arrange for a regular and larger supply to American consumers it is feared her object will fail. The annual consumption of German dyestuffs before the war was about 35,000 tons, all colors and descriptions. The present shipment of 700 tons, probably of the most expensive products, will be some help, but will be easily absorbed. Reports from New York and other centres state that the market has been little affected.

RUSSIA WANTS CARS.

Russia's present requirements for railway equipment include 47,000 cars, chiefly for freight purposes, to secure which the leading American manufacturers have their representatives busy seeking the business.

From an utterly obscure position in its purchases in the United States, Russia has jumped to the lead in respect to rails and cars. Of freight and passenger cars valued at \$21,576,218 exported from this country during the ten months ended April 30, about 75 per cent were shipped to Russia, as follows:

	Value.
Russia in Europe	\$4,805,350
Russia in Asia	11,457,223
Total to Russia	16,262,573
Total to all countries	21,576,218

Russia has figured very heavily in the shipments of rails from this country, as nearly 60 per cent of the exports in ten months were to that country, as shown below:

	Tons.	Value.
European Russia	114,481	\$3,960,784
Total to Russia	262,772	8,889,728
Total to Russia	252,772	8,899,728
Total to all countries	443,197	14,394,044

But the breaking of records has not been confined to requisites for vehicular form of travel, as Russia has taken more shoes from American factories than ever before, and has jumped into third place in this respect. Up to the end of April there were shipped to Russia 2,079,992 pairs of shoes, costing \$7,182,655.

Of slightly more than a billion pounds of wire exported during the ten months up to the end of April about 30 per cent, or 319,100,080 pounds, valued at \$8,941,747, went to that country, placing it in the lead in foreign purchases of this commodity.

MARKET FOR PICKLING VEGETABLES.

Mr. J. T. Lithgow, Canadian Trade Commissioner in Glasgow, reports a demand for vegetables for pickling purposes — cauliflower, onions, gherkins, etc. These vegetables were formerly supplied by Holland, but of late shipments from that country have declined greatly. Cauliflower are sent complete, denuded of stalks and leaves. The gherkins required for pickling are about 3 inches long, while onions should be of the silverskin variety. Casks should be used in shipping, a filled cask weighing 336 pounds.

PERSONAL.

Mr. F. P. Gutelius, general manager of the Dominion Government Railways, was taken ill suddenly while in Montreal last week. He was successfully operated upon for appendicitis, and at latest report was making favorable progress.

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