

Whitworth factories, it is employed in several railway stations in England; it has supplanted the electric light at the Forth Bridge Works; it is being set up along the whole length of the Suez Canal; it is in use in the maize fields in Egypt, and was employed in the recent mobilization of the French troops. The energetic Boulanger found out the advantage of it for disembarking horses and carrying on other military operations at night; and the French military authorities are now getting lighting apparatus which will enable them to carry out the mobilization of the whole army without interruption. The plant for an installation is portable, and the small air compressor may be worked by hand. Though Lucigen is too powerful a light for using indoors, the Town Council of Glasgow is introducing it into the streets. In this case the flame should be protected by a globe. Mr. Hannay says that a town could be lighted with the waste products of its own gasworks. The oil can, however, be imported into England for a penny a gallon, and the supply is said to be inexhaustible. — *Ottawa Citizen*.

#### LOCAL INDUSTRIAL ITEMS.

We wish we could impress upon local papers the importance not only of recording all new industrial enterprises, but also of giving definite information in regard thereto. This would not only make the item more valuable to the parties immediately concerned, but it would add a hundred-fold to its interest in the eyes of outsiders. For instance, what can be made of the following, clipped from an exchange the past week:—

"Parties from a distance are negotiating for a lot, preparatory to the building of a large roller process mill here."

A very little diligence on the part of the reporter might have elicited the following facts of real value:—

"Mr. George H. Smith, of Smithtown, O., representing a \$50,000 syndicate, is negotiating for a lot preparatory to building a roller process mill in Millville. The mill will be 50x75 in dimensions, five stories high, and will be run by an 8x12 engine. The machinery and motive power have not yet been purchased."

Here is a definite statement on behalf of the new company (even if not yet organized); it gives the name and address of the principal projector; it furnishes a fair idea of the extent of the proposed enterprise, and it affords data on which the boilermaker, the brick-maker, the contractor, the engine manufacturer, the steamfitter, the mill machine furnisher, the safe manufacturer, etc., can base an immediate letter of inquiry, and ought to result in favorable business arrangements all around. Copied into a trade paper, it immediately reaches the very parties who furnish such appliances, and is better than a six months' "ad" inviting proposals. Wide-awake concerns do not need to be invited to make proposals with a fairly definite item promptly before them.

And this leads us to a final point. Because the editor, or a few friends, or a whole town knows about a new enterprise is no reason why reference to it should be withheld, or the project ignored, until the plant is completed and the concern is ready to begin operations. The valuable feature of the news should be, and is, the announcement, at the earliest moment consistent with the interests of the new company, of its intention to go ahead. This done, inquiries will not be out of date, coming in long after the contracts have been let. The local papers are doing a good work for the social, moral and educational work of their communities, now let them pay a little more intelligent attention to their industrial interests. *Lion Trade Review*.

#### OATMEAL MILLERS' ASSOCIATION.

The first regular meeting since its organization some months ago of the Oatmeal Millers' Association, convened in this city October 12, and was in session two days. The following members were in attendance:—

J. M. Archibald, Brockville; E. Edmunds, Lynn Valley; J. Ireland, Wroster; A. Leith, Nileston; Thos. Martin, Mount Forest; H. S. Moore, Norwich; J. D. Moore, St. Mary's; H. Martin, Guelph; James Muirhead, London; R. Thomson, Woodstock; James McIntosh, Toronto; W. Scott, Ottawa; D. R. Ross, Embro; C. Russell, Uxbridge; D. Speers, Galt; A. Grant, Ingersoll; E. D. Tilson, Tilsonburg; W. Thomson, Mitchell; J. Wilson, jr., Fergus; J. Wright, Owen Sound; N. Boswell, Wyoming; D. Clark, Ayr; J. Clegg, Wingham; J. Knott, Palmerston; Mrs. Melhuis, Ingersoll.

The election of officers resulted as follows:—President, William Scott; Vice-President, Thomas Martin; Treasurer, J. D. Moore.

The reports received show that the oat crop is not turning out well. Millers are not receiving many oats, and many of those coming in are very light in weight, and not turning out the usual quan-

tity of oatmeal to the bushel. The Canadian demand for oatmeal at present is small, and it is expected that sales will be increased with cooler weather. There is very little demand for meal from Great Britain on account of the very heavy stocks of meal on hand; but correspondents report that stocks are now decreasing, and that an increased demand may be expected later on. Should this take place meal may advance slightly, but the large number of mills now waiting the advance will soon check it.

A lengthy discussion took place in regard to the best means of increasing the sale and consumption of oatmeal in Canada, and it was finally decided that each miller should use every legitimate means for pushing the sale of meal by means of agents and advertising.

The combination prices of oatmeal were agreed upon as follows:—Standard, \$1.25; granulated, \$1.50; roller meal, \$1.75; rolled oats, \$5.00.

The different grades of meal and improved machinery now required for cleaning oats and finishing oatmeal is a source of much anxiety to the millers, as the same quality and grades of meal used a few years ago are now unsaleable, and oatmeal mills, like flour mills, must be all made over and thousands of dollars expended on new kilns and machinery. The great call in Ontario now is for roller meal and for roller oats, and in making the latter grade there is great waste in grading and shelling the oats, and therefore a very much higher price must be had for this grade of meal. The standard meal still goes to the Provinces and Britain.

#### CANADA'S NATIONAL POLICY.

(To the Editor of the CANADIAN MANUFACTURER.)

SEVERAL years' experience in commission business in England has taught me that competition continually grows keener. There Free Trade has made it most difficult for the capitalist, or any one else, save the consumer, to profit by commerce.

Here you are supported, as I think wisely, by a National Policy, and, speaking generally, your manufacturers are prospering; not, however, as they might.

The weak arguments and shifty character of the *Globe* and *Mail*, induced me to offer some remarks against "Commercial Union" to the *World*. I now venture a few suggestions to your readers.

Has not the time arrived for your merchants to take action towards a moderate federation? Surely Canada has everything to gain in this direction. To prevent annexation by the States, England and the sister colonies would look favorably at some well-defined proposal by which a mutual preference, perhaps slight, be exchanged with our brethren,—not only in tariff, but in postal and patent arrangements. Of course, each colony must retain her freedom as now. The whole of Her Majesty's subjects would profit by such an arrangement and be bound together more closely than ever. Can you not suggest some step being taken to raise this question whilst we have protection? Let us try and arm ourselves and make the most of the advantage, as our neighbors in the States have done.

To me it appears that Canada's National Policy is defensive, but not sufficiently enterprising. The United States are alive and active all the time. Look at the way they are counting trade with Australasia, China and Japan. Their tact and skill does them credit. I am told Canada has equal resources, but not the men. Surely this is not so. You have the C.P.R. and its splendid connections through to these very centres. The Mother Country has subsidized this route, and Canada has the first chance to reap the benefit. But what is she doing?

Early next year a very important Centennial Exhibition is to be opened in Melbourne to last six months. Your competitors have been making preparations for some time, and yet, as far as I can learn, nothing has been done in Canada. Surely some of your associated merchants would like to be represented there. Will the C.P.R. offer special terms and inducements for a representative to be sent out to that exhibition, whose whole business would be to care for and develop Canadian exchange and commerce? He could pay a visit to Yokohama, Hong Kong, Sydney and Wellington, New Zealand, en-route, spending six months at the Melbourne Exhibition. As I understand, space and motive power there are free to exhibitors. It might also be advisable for him to take in Mexico on his way back.

Surely this would be a profitable investment for many of your readers. Can you not put this suggestion before them and solicit their views at an early date.

I can probably introduce one firm who would be pleased to co-operate.

No doubt such an expedition would be highly remunerative.

YOUNG CANADIAN.