

few against whose goods and methods no complaint has ever been made to me, has done a steady business for some years. A large consignment is now offered in Australia and New Zealand for sale. How they came here I am not informed, but it has been stated that they were obtained to be shipped to South Africa and sent here instead, without the knowledge or consent of the manufacturer. The manufacturer should inquire into this matter and satisfy his agent and original customers. As soon as a line has acquired a reputation and is selling profitably, there is a desire of Australian firms not handling them, and who in all probability refuse to go to the trouble and expense of making a market for them, to secure a supply in order either to share in the profit, or as likely to ruin an opponent's business. They secure a New York or other commission house to buy for cash.

There is a strong temptation on the part of the Canadian manufacturer to fill such an order, particularly when he is told they are not for Australia. If the goods are sent here it probably ends the Australian business or else the Canadian manufacturer will have to pay a sum for damages to the original buyers to retain it.

Mr. C. E. Sontum, commercial agent at Christiansa, Norway, writing regarding the marketing of Canadian cheese in that country, says:

With cheese it is somewhat different (from butter), as large quantities are imported, especially to Norway, of Cheddar cheese. I am aware that considerable of this is of Canadian manufacture, but comes here through English commission merchants in Liverpool and London. I cannot find that there exists a direct import of cheese from Canada, and I believe that there would be sold much more of Canadian cheese here if the Canadian manufacturers came in direct touch with the importers. I have written to several Canadian cheese manufacturers at different times, pointing out to them that there is a good market in Norway for cheese; but it seems as those I have written to have been too busy filling orders for other markets to take up the export to Norway. Once last year I thus had an inquiry from an importer here for 500 Canadian cheese. I wrote over to a couple of Canadian manufacturers, and also mentioned this in a special report to your department, but as I received no reply from the manufacturers, the importer here meanwhile bought his cheese from an English commission house.

It is evident that a more direct trade would bring better results, and tend to increase the sale of Canadian cheese on this market. Any Canadian manufacturer that has cheese to offer for export I can at once place in direct communication with importers here.

Mr. G. Eustace Burke is Canada's commercial agent for the Island of Jamaica, B.W.I., located at Kingston. Mr. Burke writes:

I cannot too strongly impress that producers and manufacturers shipping goods to these markets should employ every available method of designating same as of Canadian origin and source of production, and it would not be too much in appointing sole agencies to make it a sine qua non that shipments must be advertised and sold as Canadian.

I particularly bring this matter to notice, for it has been brought to my knowledge that Canadian bent wood chairs and carriages have been represented as of Austrian and United States manufacture, while butter and re-bagged hams and bacons have been sold as Danish and English respectively.

A good deal of Canadian office and household furniture, boots and shoes and other branches of product and manufacture, I am satisfied, are also disposed of, their origin being withheld.

It goes without saying that considerable quantities of commercial commodities arrive here from time to time, via United States ports, yet, one seldom sees them advertised as of Canadian origin. The manifold injustice thus done to Canadian enterprise, and the drawbacks attendant in the work of popularizing the Dominion's capabilities as a source of supply, must be clearly obvious, and every effort should be employed and steps taken to check, as far as it is practicable, the practice.

#### DOMINION OF CANADA EXHIBITION.

The Dominion of Canada Exhibition, otherwise the Winnipeg Fair, will be opened on July 24 and continue till August 6 next.

Too much cannot be said in favor of this enterprise, the great and growing importance of Winnipeg as a commercial centre of one of the most important sections of Canada entitling it to all the attention which may be bestowed upon it. The Dominion Government, much appreciating the importance of the occasion, have granted the sum of \$50,000 to assist in making the Fair the success it should achieve.

The Canadian Manufacturers' Association are lending a useful and willing hand in the matter, and has issued a circular to its members announcing as follows:

By special arrangement the display of manufactured goods has been placed under the direct supervision of the Canadian Manufacturers' Association.

This will afford an unprecedented opportunity to the manufacturers of Canada to introduce their products into this section of the Dominion, which they should not fail to take advantage of. The United States manufacturers are alive to the importance of the trade in Western Canada, and present conditions demand that a representative display of the goods "Made in Canada" should be made at this exhibition.

In addition to the present accommodation, two handsome new buildings, each 400 x 80 feet, are being erected solely for the display of manufactured products.

Freight charges both ways on exhibits returned from Winnipeg, without change of ownership, will be paid by the Exhibition Association from the Government grant.

Special arrangements have been made for manufacturers to send their exhibits from Winnipeg to exhibitions at Toronto, London or Ottawa. These shipments will be forwarded free of charge from Winnipeg to any of the points named. From there to other exhibitions or to original starting points will be carried at one-half regular freight rate.

Special facilities and free power will be provided for process exhibits. These are specially invited, and will receive particular attention from the management.

All applications, or requests for information, must be directed to Exhibition Department of the Canadian Manufacturers' Association, Toronto, Ont.

It should not be imagined that the display of all manufactured goods to be shown at the Fair has been placed under the direct supervision of the Association, but only those which may be displayed under the auspices of the Association. The Association has no control, of course, over the exhibits of foreign manufacturers, of which there will probably be a large number; and we are advised that it cannot tell whether or not the Dominion Exhibition Board desire to have foreigners make exhibits there.

We are informed, however, by Mr. F. W. Heubach, general manager of the Exhibition, that foreign exhibits are invited, and foreign exhibitors will be accorded the same benefits, power for processes of manufacturing, exhibiting, etc., as are granted to Canadian manufacturers. This, of course, applies only to the Fair buildings which are under the immediate control of the exhibition management.

#### EDITORIAL NOTES.

The correspondent of the London Times at Colombo, India, says that important deposits of tin had been discovered in lower Burma equal to those of the Straits Settlements, and likely to add largely to the world's output. Excellent coal was also found in the vicinity.