

with each other, for much of the supply of such wares will be required in an unfinished state, to be put together after their arrival in England.

"Goods must invariably be consigned to people who understand this special branch of trade, one great cause of failure in the past being due to the fact that our New Brunswick manufacturers sent their wares to personal friends, such as ship brokers, etc., who were totally unacquainted with what was going on outside of their own lines, and who did not know how to dispose of the goods when received, to the best advantage. Pieced goods, such as boxes of all kinds, etc., must be packed in the smallest possible compass, so as to reduce freight charges to a minimum, and should be consigned to parties who can put them together before placing them on the market. In all cases, samples must be secured from England, and when received must be carefully reproduced, the slightest deviation often ruining their sale."

In this, as in other business, it is a fatal mistake to employ as salesmen persons who have not a practical acquaintance with the market. The other circumstance referred to, which we have italicised, is one of great importance. The English, the Scotch, the Australians, and the Brazilians, when they grow accustomed to a certain style of shoe, shape of butter tub, description of rocking-chair, will use no other. The lack of a certain tiny flourish on a shoe-top, made in silk with a sewing-machine, as per sample, has been known to spoil the sale of a thousand pairs. And Brazilian firms will refuse to buy, or even to sample, the choicest lard or good kerosene, simply because it lacks a customary brand or is put up in unaccustomed packages. Therefore, specimen articles must be reproduced with the utmost exactness, and the fancies of foreigners must be catered to in respect of package.

Mr. James I. Fellows, a public-spirited citizen of St. John, has been making enquiry abroad in the interest of his province, about wood pulp and other products of Canadian wood for export. And he has furnished valuable data. Mr. Ira Cornwall, jr. who is at present in this country, has been doing likewise, and gives the result of his enquiries to the journal we have quoted. Says Mr. Cornwall, he is speaking of New Brunswick:

Chief among the articles that can be manufactured here with profit are packing-boxes of all sizes, our woods being really better suited for this work than those found on the continent. Salt and fish boxes are also required in endless quantity. Window sashes, casings, doors and door casings of the better class of woods can be sent to England at a good profit, though it is doubtful if it would pay to compete with the United States in slop work of the cheaper woods.

Laundry and kitchen tables and patent folding tables are in demand; also cloth boards, pastry boards, rolling pins, potato mashers, wooden bowls of all kinds, clothes horses, wringers, towel rollers, ice-cream freezer, knife and fork boards and boxes, wash boards (a very large item), pails, tubs, churns, and handles for brooms, mops, hoes, rakes, hammers, hatchets and edge tools generally.

There is a large demand for common wood bedsteads, much of the supply of which article is now received from Boston; while chairs and furniture in parts, hat and clothes wall racks, step ladders, folding and patent ladders, bench screws, bobbins and spools are standard articles in unlimited request. There is a limited demand for shoe pegs. Toy or miniature washtubs, pails, chamber sets, wagons, wheelbarrows, log cabins, bureaus, sand mills, and fancy boxes, with some taking novelties, form a special line that could be sent to England with profit to all concerned.

House fittings and furniture made according to the architects plans, open up a line for the higher class of wood work which could be operated by a competent agent on the spot, supplied

with sample woods, etc., who could negotiate directly with the architects. Indeed the present is a most favorable opportunity for initiating this industry, as mahogany and dark wood generally are now considered bad form in England, the lighter woods taking their place. A factory could here find a field for the manufacture of immense quantities of the better class of flooring, borders and base boards, wainscottings, window cases, sashes, doors, carved mantels etc.—the furniture of the house to correspond with its woodwork from designs by the architect.

Special attention must be paid to the manufacture of spools and bobbins. The very best seasoned woods must be used, and the articles made to an exact gauge. As silk, etc., is reeled, not measured, the necessity for accuracy in the size of the spool is obvious. There is a tremendous demand in England just now for Venetian blinds; while ships' furniture presents another line in which very much can be done.

Mr. G. Flewwelling, a New Brunswick manufacturer, who has devoted much time and care to obtaining a knowledge of the English and West Indian market for wooden ware, in speaking of the vastness of the field awaiting the enterprise of New Brunswickers, says: "Properly worked, this business is large enough to keep every mill in New Brunswick, and many more, running full time to supply the orders that would come to hand."

WHY FARMERS FEEL POOR.

What a short harvest means to a province like Ontario, may be better judged when one examines the results of two harvests. In the report lately presented to the Legislature of this province by Mr. Blue, the secretary of the Ontario Bureau of Agriculture and Statistics, the probable selling values of the crops of 1882 and 1883, are placed side by side, and it is estimated that the grain raised in Ontario last year realized \$26,266,700 less than the grains raised in the year 1882. Thus:

Grain.	1883.	1882.
Fall Wheat	\$12,177,731	\$31,567,754
Spring Wheat	10,406,887	10,245,959
Barley	10,496,172	15,784,865
Oats	20,737,971	21,715,731
Rye	2,018,201	2,223,231
Peas	7,578,343	8,144,525
Totals	\$63,415,805	\$89,682,065
		63,415,305

Less in 1883 \$26,266,760

The values on which the calculation is based are the average ones in the principal markets at times in each year when the grain is mostly marketed. It will be seen that the great shrinkage is in the return from fall wheat, and the figures represent a decline in the crop of that grain of not far from twenty million bushels. Spring wheat is estimated to have brought rather more last year than the year before, while coarse grains show a decline all round. The shrinkage in return from barley arises from the lower price, the result of impaired color and quality, as well as from a smaller yield. The farmers have some reason for "feeling poor" as the saying goes, and therefore paying slowly, in the face of a reduced yield such as this: and store keepers may reasonably expect to feel its effect, too. In 1882, says Mr. Blue, the area of land under crop was 7,125,223 acres, while in 1883 there was 7,536,880 acres under crop, the increase being chiefly in hay. The report shows a somewhat puzzling increase in the value of farm lands, buildings,

implements and live stock. It may be, as the compiler suggests, that the farmers, fearing that the returns asked for in 1882 were to be made a basis of taxation, sent in lower values than they otherwise would. Whereas in 1883, having got rid of that dread, they place the values somewhat higher in the returns. The total values are thus given:

	1883.	1882.
Farm land	\$654,793,025	\$632,342,500
Buildings	163,030,675	132,711,575
Implements	43,522,530	37,029,815
Live Stock	99,882,365	80,540,720
Totals	\$961,228,595	\$882,624,610
	882,624,610	
Increase	\$ 78,603,985	

FREE TRADE IN THE UNITED STATES.

American Free Traders have not carried on any regular campaign, and until they do they will probably not effect much. It is to the farmers that they must make the appeal; because the farmers suffer more than any other class, from the high duties that prevail in the States. Professor Sumner of Yale College, recently delivered a lecture on Free Trade, in Media, Pennsylvania. He commenced by saying that to go to Pennsylvania to advocate Free Trade, was similar to going to South Carolina, before the war of secession, to preach abolitionism. He attempted to show by figures, what protection had cost the country; a thing always difficult to do, though he is not the only one, nor the first who has made the attempt. He first dissected the iron industry, for the year 1880, and came to the conclusion that \$1,200,000 would have been saved if all the men employed in this industry had been paid the same wages that they received, to sit still, and the capital paid ten per cent. for lying idle, the country meanwhile purchasing in a free market. Taking the manufactures of Massachusetts, Connecticut, Rhode Island, New Jersey and Pennsylvania, he figured out this result: that when the import duties are above twenty-eight per cent. "it would pay the State better to pay all wages, and five per cent. on capital, to buy off the industries." Then, said this undaunted son of New England, "If New England cannot live without taxing others, then let her go." We doubt if the calculations on which these conclusions are based can be depended upon; and if they could, there may be extra-economic reasons that ought to enter into the problem, which might serve to modify the conclusion.

Speaker Carlisle was equally outspoken, at a recent dinner, at the New York Free Trade club. He denounced protection, in some of its forms, as spoliation; but he was in favour of using care in dealing with the subject. "In other words," he said, "I am in favor of reformation, not revolution." He expressed the opinion that the taxing power should be used only for the purpose of raising a revenue. But protection, in the United States, is too deeply rooted to be destroyed by an occasional speech, at an annual dinner, and an occasional lecture, though it come from as able a man as Professor Sumner.