

TRADE OPENINGS.

The following trade enquiries have been made at the High Commissioner's office, London: A firm of importers would be pleased to hear from Canadian shippers of chrome iron ore of good quality, details as to analysis and samples required. A Belfast house possessing an opening for evaporated apples asks to be placed in communication with Canadian producers. A Manchester manufacturer using large quantities of small turned-wood handles asks for names of Canadian makers in furniture to supply same. An Edinburgh house desires names of any Canadian manufacturer of wood mouth-pieces, suitable for United Kingdom requirements.

C. A. Duff Miller, agent general for New Brunswick, 17 Leather Market, London, Eng., has forwarded the following list of trade enquiries. Parties interested can communicate direct with Mr. Miller: A firm of wholesale clothiers is prepared to appoint a reliable Canadian agent. A manufacturer of chains, cables and anchors would like to hear from Canadian importers of these goods. A Yorkshire house invites offers from Canadian shippers of old rails. A Glasgow merchant and manufacturers' agent is open to represent a Canadian wood-pulp factory. The proprietors of a fluid for preventing and removing incrustation in land and marine boilers wish to introduce the article into the Canadian market. Enquiry has come from Dresden for the names of the most important firms in Canada trading in asbestos and of asbestos mine owners. The makers of a well known description of gas and oil engines ask to be placed in communication with a responsible Canadian house prepared to undertake the sale of their engines in Canada. A Scotch house possessing a connection in the upholstery trade would be pleased to hear from Canadian shippers of feathers.

The secretary of the Canadian Manufacturers' Association is in receipt of a communication from the Imperial Institute, asking for the names of manufacturers of wood handles. The name of a large firm in Manchester is furnished as desirous of buying these in large quantities, and as Canada has direct steam service to Manchester, the prices would be quoted at a very reasonable rate. Along with the request came three samples of the sort of handles required, so that any manufacturers interested can call at the office of the Manufacturers' Association, Board of Trade building, and be able to place exact figures for the supply of these goods. The secretary is also in receipt of an enquiry for manufacturers of hardwood blocks for flooring.

THE STATE OF TRADE.

It has for years been our custom to ask, once a year or more, for the opinions of a portion of our subscribers upon the condition of business. This autumn we have been favored with some hundreds of replies, all of which it is impracticable to print. But a selection from these may be found of interest. It is very agreeable to find the experience of all these merchants pointing in the same direction, viz., to general activity and prosperity:

Mr. William Spiers, merchant, Berlin, who has been a subscriber to *The Monetary Times* since 1870, says: "You ask for information as to the condition of trade. It has been the custom here among grocers to sell several of the leading articles at and under wholesale prices. As I did not follow their example, I do not do as much business as I otherwise would. But I am confining myself to a cash trade, and find it most satisfactory."

This from D. McGillivray, druggist, etc., at Uxbridge: "Business has been better with us this fall than for several years. Our town has a better market now than ever it had."

According to the letter of the Breithaupt Leather Company, the industries of Berlin are in a flourishing state. That firm says, under date 24th October: "Business is good with us, and so it appears to be with all the factories in town, as many of them are working overtime."

Mr. A. B. Greer, of London, carriage manufacturer, says, with regard to business in that section of Ontario, "It has been a fairly good season all round, though it lacked the

'snap' of former years, owing possibly to the advance in prices, which affected the retail trade to some extent, but still it was fairly good up until the end of July, when it unexpectedly took a sharp turn, and almost closed up for the season. Being largely in the jobbing trade I felt it at once, but of course had I been doing a retail business it would not have been so apparent, or affected me to such an extent. I am looking forward, however, hopefully to the coming season."

A most cheerful and spirited reply respecting the state of affairs around St. Catharines and the county of Lincoln, comes to us from Messrs. McLaren & Co., the department store proprietors, of that city: "In reference to trade in this section, we may say that it never was better. Everybody is busy; there are not enough mechanics and laborers here to do the work required to be done; many more could find permanent employment here; many builders and contractors say they have enough work ahead for nearly a year without new work, which is sure to come."

"Referring to the condition of trade in our locality," say Messrs. Laing, Ritchie & Co., of Essex, "we would say that the past two years has given us better results than ten years previous to that. We find our local trade has increased just as rapidly as our wholesale trade, and find collections easier than in the past." A significant phrase, that last, "we find collections easier than in the past." No better index of improved times can be found, we should think. This firm manufactures handles, hay tools, pumps, sash, etc., and deals in hardwood lumber, lath and shingles.

The conditions of business over a wide extent of territory are naturally indicated in the experience of a concern like the Chatham Manufacturing Co., which makes wagons, sleighs and ferries by the thousand, and sells them all over Canada. What they say will be found below: "Our business this year has been very good, and we look for collections through Ontario and the East to be exceedingly well met this fall. The trade in Manitoba and the Northwest, of course, has been of a very limited nature since July, although some of the reports which we hear from there are not so very discouraging after all. With best wishes for your prosperity."

"This is a growing town," write A. N. Whitman & Son, fish dealers, Canso, N.S. "Our business with the rest of Canada in the fresh and smoked fish business is growing steadily, and our methods are improving yearly. We are shut out from the United States market to some extent by their hostile tariff, but not completely, and could wish freer trade relations with that country, but we are thoroughly loyal to the British flag, and are more than pleased with the preferential features of the Canadian tariff. We hope to see the day when the barriers against British trade shall all be swept away. Our people are happy and moderately prosperous."

From Kingston, New Brunswick, the manager of the Merchants' Bank of Halifax sends us some interesting particulars about matters on the Northumberland Strait: "Trade here, which is principally in lumber, has been very good this year. All the mills on the Richibucto and Buctouche rivers have been very busy during the summer, and prices have been high. Shipments of deals to England have been larger than usual and the "boom" in Cape Breton has increased our coastal trade." To a similar effect writes the manager of the Union Bank of Halifax at Annapolis, N.S.: "In reply to your enquiry I would say that our lumber exports have been more active than for many years past, and business generally has been fairly good in this section."

A sentence or two from the letter of Mr. Robert Cunningham, throw some light on the state of business affairs in Guelph: "The business feeling in Guelph is excellent," he says, . . . "Fortunately our local industries are all being operated to their fullest capacity. There are no idle men or empty houses here."

Writing a week before election day, our old friend J. C. Schleihau, of Bismarck, sends us his greetings and says some harsh things (whether in jest or earnest), about the country. Here are some extracts: "We are agog here in West Elgin about our election, as this is a notorious constituency. . . . But there are some electors in the riding yet who are disgusted at the corruption practised here for years. . . ."