

A Swiss journal gives some hints for those who desire to extend their export trade in flannels, for which British India is an important market. Quality, it appears, is not taken into account there, because the flannel is not cut up and sewn into clothing as in Europe, but is simply taken by the piece and wrapped around the body. For this purpose the natives require brilliant and handsome patterns in fast dyes. In the printed flannels shades of red are chiefly looked for with large and striking patterns. The prices free on board at Bombay are:—Pure white wool, 15 to 17½ annas (1-16th rupee) per yard; pure wool, dyed, 12 to 14 annas; half cotton and half wool, white, 7 to 9 annas; coloured, 5 to 7 annas; all cotton, white, 4 annas; coloured cotton 3 to 4½ annas per yard. The widths range from 26 to 27 inches.

A company has been formed at Maritzburg, Natal, to encourage the growth of wattle bark, a new tanning material, the specimens of which at the recent Colonial and Indian Exhibition were found to contain 47-871 per cent. of tannic acid.

Among the singular changes of trade in recent years may be mentioned the remarkable lessening in consumption of palm oil. There does not appear to be any decrease in its production, but its price has gone down 30 or 40 per cent. within a few years. The cause of this reduction is the low price of tallow, of lard and of vegetable oils, which come into competition with it as a basis for soap making; and also the fact that palm-colored soaps, which contain this oil, are less used, whereas pale soaps, which are now in vogue, do not require it as an ingredient at all. In this country and in the United States, the use of palm oil in soap making, is very much restricted indeed. It is only in Europe that it is so largely used for that purpose.

American manufacturers are increasing their efforts to enlarge their trade with the peoples of their own hemisphere. The Honduras and Central American Steamship Company has contracted for two steamers to be built on the Clyde, which will be 245 feet long, 35-foot beam, and about 18 feet draft, with a guaranteed speed of 13.5 knots per hour. They will begin running in March, 1887, and will call at Belize, British Honduras, Livingston, Guatemala, Puerto Cortez, Ruatan, Costa Rica. Capitalists of New Orleans and other places have concessions for mines and railroads in Honduras, and a coast line is to be built shortly.

Messrs. Rankin & Blackmore, of the Eagle Foundry, Greenock, has secured a contract to construct a pair of diagonal compound engines of 2,700 h.p., the cylinders being 47 in. and 85 in., with five and a half feet stroke, supplied by six navy boilers, for a large paddle steamer to be built on one of the Canadian lakes for the passenger trade there.

The blast furnacemen employed at six of the leading iron smelting establishments in West Cumberland have demanded an advance in wages of 15 per cent. A conference was held on Monday, and the men were offered an additional 5 per cent. when 47s. is the average selling price of hematite iron, this, however, the men declined. It is true, says the *Iron Trades Exchange*, that the value of hematite iron has improved, but it seems to us that the demand of the men is out of all proportion to the rise in value.

The Asbestos Mining and Manufacturing Company of Canada has secured the contract for covering with asbestos all pipes and boilers in the Montreal court-house and Government buildings. It is estimated that this process

will effect a saving of 33½ per cent. in the consumption of fuel.

Messrs. C. Boeck & Son, of this city, have made a large purchase of broom corn, which they will doubtless proceed to manufacture to supply the demands of households, curlers, street-sweepers, &c.

It is stated on good authority that the well-known firm of McAlpine Bros., manufacturers of tobacco, New York, has decided to erect an establishment in this city. Col. McAlpine and Mr. J. G. Gardner were in Toronto yesterday, in connection with the enterprise.

Lord Idlesleigh, writing to the Wolverhampton Chamber of Commerce, relative to a collection of locks in common use in Spain, which the Chamber wished to acquire for an industrial museum, says that the locks in common use in that country, although not what would be termed in England first-class articles, are nevertheless, very cheap, and meet the requirements of the people. English locks, up to the present find no markets in Spain, although a few foreign locks, French, and especially German, are sold.

A subscriber, writing us at Christmas from the neighborhood of Orangeville, Ont., says: "The village of Grand Valley has been booming this fall. Ten new stores and about twenty-five dwellings have gone up during this year. There is a good chance here for a foundry and a woollen mill; also a stove and heading factory and a cheese-box factory. A furniture factory would stand a good chance. I should think there is a first class opportunity for a boot and shoe shop here, with telegraph office in connection."

DRY GOODS NOTES.

A revolution is going on, says the *British Trade Journal*, in the wool and woollen goods trade between Great Britain and our South African possessions by the commencement of wool manufacturing operations in the neighbourhood of Cape Town. Instead of shipping the wool from the Cape to England, having it manufactured here, and returned to the Cape in the form of blankets, flannels, cloth, &c., with all the attendant expenses for home and return freights, double charges and insurances, intermediate commissions, profits, &c., amounting in the aggregate to a very large percentage of the value of the manufactured goods, an enterprising company has recently erected works in which to prepare, card, spin, and weave the wool on the spot, and thus save the enormous expenses and charges involved in sending it to England, and having it returned in a manufactured state. This company has recently imported into the Cape Colony a complete set of machines for producing blankets, flannels, &c., from the raw wool.

According to an English journal, the import of the Argentine wool-clip, largely used in the north of France, has been of late largely diverted from Havre and Antwerp: 128,000 bales out of 287,000 of the last clip has been landed at Dunkirk. An effort is being made by the woollen manufacturers of the North of France to induce the French Government to so alter its contract with the "Compagnie des Messageries Maritimes" that the Australian mails should start from Dunkirk instead of Marseilles. The chief import from Australia is wool, and at the present time this has to be got through London, because the carriage from there to Roubaix is 3f. 50c., as compared with 8f. from Marseilles. The annual consumption of Australian wool by the Roubaix-Tourcoing district is about 60,000,000 kilos. Dunkirk is

already becoming an important port for the wool trade.

An English firm which makes machines has received an order from a house in Bermondsey, for the large calender rolls and machinery, to make 4 yards wide linoleum; and a similar order from a firm of Bordeaux for 2 yards wide linoleum.

Respecting velvets, the report on the trade of Mannheim, Germany, made by Vice-Consul Ladenberg, describes a regular revolution in the trade. "The exceedingly favorable period of the last two or three years, which extended even into the first few months of 1885, called forth the establishment of new mills to meet the demand. The result was overproduction; and now, since the fashion is inclining more towards 'peluches,' and since half-silk, half-cotton velvets are being produced at moderate prices, velvets are so depressed that their production remains scarcely profitable."

It is stated by Kuhlow's *German Trade Review*, of Berlin, devoted to the interests of German manufacturers and exporters, that "as an evidence that the manufacturers (German ones, evidently) of special machinery, such as portable engines, ice-making, wood-working, gas and electrical machines, are conquering new markets, may be mentioned the fact that England has become a large purchaser of such machinery. A machine firm in Magdeburg has of late been able to compete successfully with English and French manufacturers in regard to sugar-cane machinery."

Germany's great rival in the Brazils is England. The export of that country to Rio de Janeiro increased during the period 1881-82 only 8.21 per cent., while Germany's exports increased 9.56 per cent. Kuhlow says that last year Switzerland imported unmanufactured wool and woollen goods from Germany to the value of £1,383,237 and exported such goods to Germany to the value of £286,058.

INSURANCE NOTES.

The agent who makes up his mind to secure a hundred risks at \$1,000 each, will get them, says the *Insurance World*. Nor will he require to travel far. The very fact that he makes the one thousand dollar risk a specialty, will help him to get it. He will know just where to work, and he will quickly learn the most effective way to work, how to gain attention, secure conviction, close a contract. In this business success helps. It inspires. The agent gains increasing confidence in himself. After a time he becomes irresistible. He becomes deft at doing a thing in the most direct way.

Some novelties in connection with the business of accident insurance have been developed in France. It is probably true, as the *Insurance Monitor* says, that the placing of automatic weighing, post card, postage stamp, and cigarette-distributing machines in railway stations and other public places first commenced in Britain, but a French Accident insurance company called *L'Industrielle* has already begun the fixing of automatic distributors of accident insurance tickets. Its prospectus says—"By this ingenious apparatus the workman and the commercial man, in fact everybody, while going to their daily occupation can take for a penny (*deux sous*) a ticket which will assure them against accidents of all kinds for the day." Then, as another novelty, it says—"The tickets when out of date, and after having been used as insurances against accidents, are not useless; they become