

treribly irksome. The manufacturer would like to use free raw material and to be sure of a secure market at home with better prices, in order that he might take a leaf from the book of his German competitor, and reduce prices in neutral markets abroad. While not endorsing all the conclusions and statistics which the author brings forward, we do not think the truth of his general proposition can be denied, even by the most hide-bound free traders; and this, briefly stated, is, that the industries and commerce of Germany are now increasing at a greater rate than the manufactures of this country; or, in other words, that protective countries are making as much industrial and commercial progress under protection as this country made twenty or thirty years ago under free trade."

Evidently, the heaven of protection is at work in free trade England.

TRADE WITH AUSTRALIA.

The MANUFACTURER has received a long and interesting letter from Mr. I. S. Larke, Commercial Agent of the Government of Canada, dated Sydney, N.S.W., June 9th.

Mr. Larke complains that some of the letters which he receives are so indefinite and lacking as to details of information necessary towards securing business, that he has been unable in some cases to accomplish what might otherwise have been successful results. He further complains that in some cases letters and catalogues and other matter have been sent insufficiently prepaid, and although the letters have been forwarded subject to double postage, other matters advised as having been mailed, have not been received.

Mr. Larke sends the following hints for correspondents:—

He cannot act as Australian agent for the purchase or sale of any merchandise. His duties are to help any Canadian firm desiring to trade with Australasian colonies, by obtaining such information respecting markets there as he may be able to secure by bringing goods before Australian houses, by recommending suitable parties as agents, and responsible parties to whom to sell, and seeing that these parties act honestly and faithfully.

In writing, write as though your goods were unknown there. State what use or uses they are adapted for, what are their special merits, of what size or capacity. Quote price in Sydney via Vancouver, also price delivered in New York and, if possible, in London; give quantity or number of articles in each package, with cubic measurement and the weight of package. This enables the freight from New York or London to be calculated in Australia. Freight rates via Vancouver, low as the C. P. R. and Canadian steamers are quoting, are a good deal higher than via sailing vessel from New York. Hence, when Canadian goods are quoted with the high rate of freight against U. S. goods by the cheaper rate, the former would probably be out of the market when price, by the cheaper route would be found to be right. The probability is that in the end the Vancouver route will get the trade, as its regularity and speed are being appreciated, but it will not do to quote by that route alone.

If possible, send samples of all articles you wish to introduce. Mr. Larke recently received a model letter, accompanied with an intelligible catalogue, price list and samples. Although the goods were little used there, the first house to whom they were presented sent a sample order, and if the

goods prove to be as represented, they will handle them, and several commission houses wish to secure an agency.

Prices and information sent to Mr. Larke will be held in confidence and only used as the necessity arises. If better prices can be obtained than those quoted, better prices will be asked.

The following caution is given:

Before selling or consigning to any firm in Australia, consult Mr. Larke. On his arrival in Sydney he found a consignment of a Canadian manufacturer's goods in the hands of one of the most arrant rascals there. They were sent to an auction room, sold for what they would bring, and none of the proceeds will ever come to the shipper. A firm may be capable and of the highest reputation, but may not prove a desirable agent. Mr. Larke tells of a large consignment entrusted to a very wealthy firm in Sydney, accustomed to big transactions. The goods were promptly offered to the wholesale trade. None knew the goods or would buy at a reasonable figure. They were held for some time, expenses being incurred and were finally sold at a serious loss. If a small quantity had been sent through Mr. Larke, he would have selected a suitable person to work off the goods among retail merchants until their merits were understood. He is sure that a profitable trade could have been secured for this class of merchandise.

THE BEET SUGAR INDUSTRY.

In the seasons of 1889, 1890 and 1891, a series of extensive experiments in the cultivation of sugar beets in this province was prosecuted under the auspices of, and mainly through money furnished by, the minister of agriculture for the province. The results were eminently satisfactory and successful, as may be seen from the annual reports of the department for these years, which contain statements of the analysis of the roots made at the laboratory of the Ontario College Farm at Guelph; full details as to the methods of cultivating followed by the farmers in many of our counties; their opinions as to yield and profitableness of this crop, and their willingness to undertake its cultivation on a sufficiently extensive scale to provide an ample supply for large beet-sugar factories.

Mr. Carl Trostorff, the consulting engineer for the Langen-Hundhausen machine factory in Grevenbroich, Rhenish Prussia, (which furnished two full sets of machinery for beet sugar factories for Mr. Claus Spreckells in California, one set for Messrs. Oxnard in Nebraska, and part of the machinery for the factory at Lehi in Utah), spent a large portion of the seasons of 1890 and 1891 in this province, with the view of ascertaining the adaptability of the soil and climate for sugar beet cultivation, and of judging as to the prospects of establishing the industry here. Mr. Trostorff visited a number of districts where the experiments in cultivation were being carried on; he personally inspected a great many of the crops, and interviewed the farmers as to the price at which they would be willing to contract for cultivation on a sufficiently extensive scale. The result of his investigation was that both as to yield per acre and quality of the roots, many sections of this province excelled the best beet lands of Europe, and that farmers were anxious to undertake this crop cultivation at the price per ton which he submitted to them, and to any extent which the capacity of proposed fac-