

## THE AUSTRALIAN PAPER TRADE.

The London correspondent of The Paper Mill, an influential American journal devoted to the paper trades, shows how the United States is taking the Australian trade from Great Britain. He says:—

"British paper makers are making a great mistake in neglecting the Colonial markets that they have monopolized for years. Australia is a case in point, and the statistics recently published dealing with the imports of printings and news into New South Wales for 1898 reveal a state of things wholly unsatisfactory as far as the manufacturers of this country are concerned, but on the other hand a source of jubilation for the American paper maker. The two chief countries exporting to Australia are the United Kingdom and the United States, the business done by Germany and other Continental countries being comparatively small. During recent years American paper exporters have made wonderful headway in Victoria, New South Wales, and other Australian colonies, and have succeeded in capturing a large share of the trade that was formerly in the hands of the British.

"There can be no denying the fact that our paper makers have to recognize the successful competition of American manufacturers, not only in Great Britain, but in the majority of the British colonies. In regard to New South Wales, mentioned above, a few comparative figures will be interesting. During 1898 printings and news were received from Great Britain to the value of £65,019, a decrease of £14,183 compared with the previous year; from the United States, paper of a similar classification was received during 1898 to the value of £77,660, an increase of £17,989 compared with a year ago. Printings and news now used in New South Wales are chiefly of American manufacture, and the United Kingdom has been forced to take second place.

"The opening months of the present year do not show any improvement in regard to the shipments of British paper to Australasia. The following comparative figures dealing with the first four months of this and the two previous years will, no doubt, interest American readers:

## Exports of British Printings and Writings in Australasia.

Jan.-April 1897.....	121,146 cwt.	£148,745
" 1898.....	112,623 "	130,493
" 1899.....	83,202 "	115,193

## Other Kinds of Paper (Excluding Hangings.)

Jan.-April 1897.....	36,216 cwt.	£32,819
" 1898.....	27,561 "	26,158
" 1899.....	28,859 "	27,637

"During the four months mentioned a drop is shown this year of £13,821, compared with 1898. This business, no doubt, has been absorbed by the United States, who apparently finds an excellent market in Australasia—to the loss of

the British paper maker. Your correspondent does not know whether the mills in this country have any surplus paper for a large export trade, but there seems to be considerable apathy shown in regard to the matter."

Canada should be a large participant in this Australian paper trade.

## RASPBERRY PULP IN ENGLAND.

The Imperial Institute, London, has been in communication with the Ontario Department of Agriculture for some time in regard to the possibility of exporting fruit pulp to Great Britain for the purpose of manufacturing jam.

Mr. Harrison Watson, curator of the Canadian section of the Institute, has just written the department a letter, in which he states that there is a likelihood that there will be a slim crop of raspberries in England. This season, he thinks, will be a favorable one for Ontario fruit growers to try the Old Country market with raspberry pulp. Though it is a fact that if the price of raspberry pulp rises too high the makers of jam use other fruit pulp in its place.

An experiment was made last year with Canadian blueberries, but the manufacturers are unanimous in stating that they are not suitable for jam making.

## BRITISH CANADIAN TRADE.

The following enquiries have been received at the office of the High Commissioner of Canada in London, England:

NOTE.—Those who may wish to correspond with any of these enquirers can obtain their names and addresses by applying to THE CANADIAN MANUFACTURER, Toronto. No charge for giving information. When writing refer to the numerals opposite the enquiries.

59. A north of England firm desires to find a market in Canada for English and Scotch wools.

60. A firm in the Midlands are wanting to import direct from Canada, cattle hides and other animal products, and wish to get into communication with suitable firms with a view to business.

61. An enquiry has been received from an important firm in the preserved provision line who desire to appoint reliable houses to represent them in the Dominion.

62. An agent at Gothenburg who is prepared to handle Canadian produce—especially flour and bacon—and who can work the whole of Sweden, desires to correspond with houses open to do business.

63. A gentleman in the North of England asks for the names of high-class firms who put up Canadian evaporated fruits.

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