

take pains to make Canada better known than she is to the importing and exporting merchants of France and Belgium we need not expect to much enlarge our trade with those countries. Mr. Tarte is right when he says we need commercial agents there. And what Mr. Osler said in the debate on this subsidy was quite true, that we need more commercial agents in various parts of the world.

NORTHERN ONTARIO.

At a banquet at Owen Sound, at which Mr. Tarte, Minister of Public Works, and Mr. Clergue, the great industrial manufacturer of Sault Ste. Marie were guests, the question of starting a shipyard at the former place was mentioned, when Mr. Tarte said that if Mr. Clergue should start a shipyard there, he would be prepared to give him a contract for a large suction dredge. Mr. Clergue did not catch at the suggestion, but he made another, promising that "if a shipbuilding plant were established here [at Owen Sound] with a capacity to turn out 500-foot vessels, similar to those on lake Erie, his company would be ready to encourage it to the extent of \$200,000." He expressed the opinion that no single port on the Georgian Bay will be able to handle all the trade. Mr. Clergue has unbounded faith in the resources of Ontario. He said among other things that if the members of government would put on rubber boots and go with him into the bush, "he would convince them of the existence of large areas of tillable soil and rich deposits of minerals, the existence of which was not generally credited." There is, he openly boasts, no public man, either in the government of Ontario, or that of the Dominion, who possesses as much knowledge as he has gathered of the northern part of Ontario. In this way, Mr. Clergue has an advantage over ordinary statesmen in his dealings for lands with the right to utilize them by means of railways. Members of the government cannot avail themselves of the invitation to collect information through their own india rubber boots; and it is safe to assume that the chief burthen of Mr. Clergue's unrivalled knowledge of the country was conveyed on other people's boots. However, he has shown wonderful enterprise and has spent money freely, and both government and people may well feel obliged to him. Another of his promised enterprises is a railway line from Collingwood to the shores of James' Bay, thus giving to Ontario an ocean port.

AUSTRALIAN TRADE.

It will be within the recollection of our readers that for several years suggestions as to Australian trade have been made in these columns to Canadian exporters. Often enough they were from our Sydney correspondent, who had frequent reason to hear from Sydney merchants how unmethodical Canadian exporters were. We now receive from another source some recommendations which our manufacturers who export to the Orient may do well to heed. Messrs. Zoellner & DeSchryver of Auckland, New Zealand, have issued a circular addressed to Canadian manufacturers in which they urge every exporter to be solicitous in saving in freight and all initial expenses because now-a-days every penny tells. Competition is so keen that "only those firms who look carefully into every detail concerning transport can have any hope to be successful in the Australian markets." The circular points out that Canada, is, with regard to shipping facilities, placed in a very awkward position. "Missing an easily approachable harbor during summer and winter on the

East coast, it is dependent either on New York or Boston, or on the C. P. R. It is certainly undesirable to lead through the United States all traffic which may spring up. New York houses, thanks to their enterprise and financial position, now already dominate the American trade and they try their level best to divert trade, which may spring up in Canada, to their own country. Canadians must be wide awake about this and offer to the trade on this side equal facilities. The C. P. R. being unfortunately a private company, only looks to the interest of her shareholders and does not care a scrap about the national interests. If the C. P. R. could be moved to put manufacturers in Canada on the same footing as the United States companies do their own people, things would be more equitable. As it is the transport question is the great problem, and Canadians must never rest until they are in this respect as favorably placed as their cousins over the border."

Here are some of the points urged upon Canadian exporters by this New Zealand House:—

Study your own interests by giving your forwarding and shipping clerks full and detailed instructions—don't leave anything to their fertile imagination. You must secure lowest possible rates of freight, by land and sea, if you wish to compete in the world's open markets.

Study your agents and their clients' interests by facilitating their calculations—it can't possibly be half as much trouble for you to calculate "free on board steamer," through rates, etc., as it must be to them. No man in this part of the world buys goods without being able to calculate what they will cost him landed in his warehouse.

Another most vital point is very often neglected by Canadian firms, viz.: Promptitude in replying to correspondence. Always remember that mails from your country to Australia don't leave three or four times daily. Buy a timetable or otherwise correctly ascertain the days of departure of mails, and don't forget that the fact of your missing a mail causes great inconvenience to your agents and clients at this end and damages your business thereby. It also means at least one month's loss of time to your travelling representative, and thus one important city may have to be passed without working your lines.

Hints for Quotations.—Be as explicit as possible, and imagine you have to do business with a man who has no knowledge of your particular trade. In short, avoid so-called trade or technical terms, because they are often different to those used in this part of the world, and using such terms frequently means misinterpretation and unnecessary correspondence and delays.

Quote your price free on board train at your nearest railway station. Also, always quote prices free on board steamer at New York.

THE TERRITORIES PROPOSED TO BE MADE PROVINCES.

The time has arrived when, in the opinion of the Edmonton Board of Trade, it becomes necessary for the Territories of the Canadian Northwest to assume the responsibilities of self-government. That body has therefore addressed to the Attorney-General at Regina a memorial in which it is pointed out that in the opinion of the Board, it would be in the general interests of the Territories, as a whole, to have two provinces. It is therefore suggested that the Territories be divided in two by a line running east and west, from the Province of Manitoba to that of British Columbia, thus making a northern and southern province. The former to take in the provisional district of Saskatchewan and that portion of Alberta lying north of, and including the 52nd parallel. The southern province to be composed of all that stretch of country lying south of said 42nd parallel.

The proposed division, the memorial goes on to say, "would give each of the provinces a transcontinental railway traversing them from east to west, and would include within their boundaries areas which in climatic conditions and agricul-