

dator to the conduct of the directors? To this Mr. Langmuir replied: "I refer to the directors when I speak of the exceptional mismanagement and the fact that loans were taken on unproductive properties. The directors are responsible for this. I named the officers of the company specifically, because I had evidence before me of the falsification of the lists and the fraudulent taking of money of the company. The case of the directors is now before our solicitor, and will come before the Master."

TRADE WITH THE WEST INDIES.

A comparative list of the imports of Bermuda from the United States and Canada, respectively, and the exports thence to these countries, has been sent us by an enterprising Halifax firm, Messrs. J. A. Chipman & Co., who are familiar with the West India trade. Examination of this list (for the year 1896) shows that while Canada sends fair quantities of hay, oats, potatoes, lumber, preserved fish, and small quantities of other goods to Bermuda, there are 48 items out of a list of some 200 articles of which Canada sends none. For example, of agricultural implements, bicycles, bran (New York has sent 21,595 packages), candles, corks, corn, coal, electric goods, glassware, ice, and so on throughout the alphabet, to paper, stationery, tinware, and chilled meats, Canada's exports to the Islands are "nil" in four dozen items in the list, while the American furnishers send from hundreds of packages to scores of tons of *two hundred* kinds of goods.

It is important for Canadian manufacturers to learn, as we do from a circular accompanying this list, that the well-known Halifax forwarders, Messrs. Pickford & Black, of the Canadian line of West India steamers, are co-operating with the commission firm named in securing trusty agents in various islands to handle Canadian consignments. It is stated that a considerable increase is observable in the export trade thither thus far this winter, and we understand that the steamer "Beta" had a full inward cargo on her last trip from Jamaica to Halifax. A merchant in Hamilton, Bermuda, writes suggesting that information about Canadian goods and prices and freight rates is essential if a trade with Canada is to be built up. And he suggests that a Government agency should be established there to inform the people and to cultivate both inward and outward trade. And he adds: "Bermuda ought to buy the great bulk of its imports in Canada."

OUR AUSTRALIAN LETTER.

The Canadian agent in New South Wales, Mr. Larke, recently made a trip to the colony of New Zealand, and on his return the Sydney papers published interviews on the outlook of Canadian trade in that colony. He reports that he received the most cordial reception, and on every hand there were expressed opinions desirous of closer trade relations with Canada. The managers of many of the leading firms in New Zealand stated that where prices and qualities were equal, a preference would be given, in every case, to articles made within the Empire.

A few Canadian lines, notably agricultural implements, bicycles and cotton goods, have been pushed, and are leading the market there, and other lines will have equally good success if properly pushed. As an evidence of the sincerity of New Zealanders, two occurrences may be mentioned. A subsidy to induce the Canadian steamers to call at Wellington, the capital of the islands, was passed by the House without a dissentient voice. Last year a similar proposition was so strongly opposed that it was withdrawn before being submitted to a vote. For the first time in his experience in Australia, Mr. Larke says, orders were sent for goods simply on leaving catalogues and price lists, without samples being seen.

It is clear that the opportunity should be taken advantage of. The steamers now call at Wellington, so that travelers can stop off either coming or returning from Australia without extra expense.

New Zealand is composed of two large islands, with some small outlying ones. They are a thousand miles long by about an average of one hundred in breadth. This formation and the fact that they were originally divided into several provinces, has created four trade centres—Auckland, Wellington, Christchurch and Dunedin. The largest city and most important commercial centre was Auckland, but this supremacy is being wrested from it by Wellington, which, since the abolition of the separate

provinces, has been the capital of the colony. It is situated at the southern portion of the North Island, and its central position and political prominence naturally tends to draw trade to it. Its business men are now awakening to the possibilities before them, though they have, in the past, had a reputation for conservatism that outrivalled that of Sydney. Still, Auckland, Christchurch and Dunedin, being the centres of rich districts of country, do, and will continue to control a large trade.

The population of New Zealand is not yet three-quarters of a million, but it is a land of great agricultural and pastoral resources, though mountainous. It has a much higher rainfall than Australia, and the pasturage and crops are better and more certain. It is claimed that the average wealth of the population of New Zealand is second only to that of Great Britain, and that its people enjoy a larger amount of income than those of any country in the world. They are, therefore, good customers, and its trade per capita is larger than the average of the Australian colonies.

Two years ago the Government of New Zealand placed a tax of £50 per annum on all commercial travelers visiting the colony. This prevented most Canadians from attempting to do business there. This tax has now been removed. The islands have suffered from the reaction from former high prices and speculation, but trade is improving, and credit is as good as in any country. Canadian commercial men will be heartily welcome in New Zealand, I feel sure, particularly in the South.

F. W.

Sydney, New South Wales, 12th January, 1898.

FOR GROCERS AND PROVISION DEALERS.

The ice season at Montreal has not been a success this year. In past years the ice houses have been about filled by this time, but this season, report states, only two of the big firms have completed their stocks.

The *Daily Trade Bulletin* says that there are at least two hundred points in the United States and Canada which have in store from 15,000 to 3,000,000 bushels of wheat which are not included in the visible supply.

The latest advices from India are that rains have fallen and that the crop has improved in appearance, resulting in more liberal offers by shippers. The current month and March are the harvest months in India, so that the rains reported are about equivalent to rains here in early May.

In the height of the fruit season in Southern California ninety car-loads of oranges are leaving every day for the East. As 300 boxes of 200 oranges fill each car, the shipments represent nearly 5,500,000 oranges every twenty-four hours. Shipments are particularly heavy from the new district of Redlands, where the orange groves are just coming into full bearing.

Touching the stories current in Montreal and elsewhere of seizures said to have been made by the Canadian Government of low-grade teas or tea-dust, it is known that there have been detentions of considerable importations for examination, and it is evident the Government intends to make some more decided effort to keep out the trashy rubbish, of which a certain proportion has found its way into this country, in the past.

The Klondyke trade has brought out a special demand for food stuffs that will have good keeping qualities and can be packed within small space. In the United States special efforts have been made to cater to this trade. Vegetables are put up in specially secure tins containing from one to twenty-five pounds each, and which when empty can be used as cooking utensils. They are manufactured by a patent process, which consists in steeping the freshly cut vegetables in a preserving fluid prior to evaporation. One pound of the dried product is stated to be equal to the following of the fresh goods: Potatoes, eight pounds; sweet potatoes, 10 pounds; onions, 18 pounds; carrots, 16 pounds; cabbage, 18 pounds; turnips, 20 pounds; string beans, 22 pounds; tomatoes, 40 pounds.

The organization of the new Canadian Horticultural Association has been completed. The president, Wm. Gammage, of London, in addressing the meeting at Toronto on the 11th inst., spoke of the value and need of associated efforts in all professions and trades, and said that none needed it more than they did. The object, he declared, was not to organize a trades-union to fix a scale of prices, nor to form a trust; it was simply for mutual conference and consultation, and to exchange ideas and to compare methods that they were organizing. Officers were chosen as follows: President, Wm. Gammage, London; first vice-president, F. G. Foster, Hamilton; second vice-president and vice-president for Quebec, Joseph Bennett, Montreal; secretary,