

deals being the most prominent feature, and these for trans-Atlantic export. The American demand is irregular, and while in some respects the outlook for business with the Eastern States is hopeful, actual contracts are limited by reason of the uncertainties of the war.

At Quebec there is no great activity in square timber. Export is meantime light and some rafts are expected from the West. More request is heard at Montreal for lumber tonnage and charters have been made at good rates. St. John is doing an active business in shipping pine deals and birch timber for Britain and Europe, and is loading one or two ships for Brazil. Not much is going to New England, however, or New York from that port. A Chatham, N. B., paper says that two steamers are to load spool wood at the Miramichi for Greenock, Scotland.

American demand cannot reasonably be expected to be brisk just yet, for several reasons, which are set forth by The North-Western Lumberman. Real estate has been at a low ebb in United States cities ever since 1893, and this has restricted the general demand for lumber. Although there are fair indications of activity in manufactures and in railroad extension, there is as yet little sign of a building revival in the States. Still there is cheer in the added sentence, "Chicago dealers have bought largely on Lake Superior and Green Bay, and Lake Erie dealers are beginning to stock up."

MATTERS IN NEWFOUNDLAND.

We have some late information from Newfoundland, which is very interesting to Canadians as presaging increased intercourse between the Dominion and that island, which has so long been remote from us and but too little known.

The first subject mentioned by our informant is the cod fishery, which has been satisfactory this year in quality and quantity. While the fish are good and the catch large the Spanish-American war is interfering with their sale. As to sealing, the season has been a highly successful one. The spring was much later than usual; the fogs and icebergs hung about St. John's longer than usual, which kept general business back. Spring goods were late in selling.

The matter of the French inshore fisheries is looked upon as being pretty well settled, and while the terms have not been made known, it is understood that the advantage is not now on the side of the French. A number of English tourists are at present visiting the island, and several mining experts from Canada and elsewhere have been looking about. One strong syndicate of Nova Scotians has secured timber limits on the new line of railway, and other parties have representatives going about exploring with the object of securing mining and timber lands. The opinion is generally expressed that the Reid syndicate, which has been so enterprising and liberal, will deal generously with any such parties.

Several commercial travellers from Western Ontario and Montreal visited the island in early June, and they bid fair to compete successfully with Old Country emissaries of the same kind. The opening of the railway enables these men to time their arrival and their departure, for there are now two and will presently be three boats a week from North Sydney, Cape Breton, to Port au Basques. Doubtless the convenience of this route will induce many more such visitors.

HARDWARE AND METALS.

Trade with Canada has been a good deal hampered in the past by the heavy tariffs, writes the Sheffield correspondent of the British Hardware Trade Journal. The more enlightened policy which followed the visit of the Colonial Premiers at the Jubilee is having its effect in attracting increased attention to the Canadian centres. Manufacturers who have had a considerable business in that colony for years are redoubling their efforts in the expectation that much better business will be done now that British goods are to go in on easier terms. Several firms who had previously left Canada severely alone have recently sent out travelers with the view of cultivating that market, and there is every expectation of part of the shrinkage in the United States' demand being made up by additional work on Canadian account.

Appropriations for naval purposes by the leading maritime nations, during twelve months of 1896-97, were as follows:

Great Britain, \$109,000,000; France, \$59,000,000; Japan, \$32,000,000; Germany, \$22,000,000; and Italy, \$20,000,000.

The record of the new railroad building in the United States in the first half of 1898, as made up by the Railroad Gazette, shows 1,092 miles added in that time to the mileage in operation. It is believed that later returns will add to this total; and if, as is the rule, more railroad is built in the second half of the year than in the first, it is estimated that the summary for the year will show more than 2,200 miles built, or about 100 miles more than in 1897.

Merchants, like everyone else, are apt to fall into ruts, and the longer they have been in trade, very often, the deeper the rut. New ideas, shown in merchandise, are constantly coming from the manufacturers' hands and it is necessary to keep well posted as to their possibilities. With quick transportation facilities, retailers are allowing manufacturers to carry their stocks for them, and will order goods only as needed. Although this plan has certain disadvantages, it allows the retail merchant of limited capital to keep a much larger variety of goods than formerly. The successful dealers are extending their different lines of wares to embrace all goods that are related to the staples which they handle. Hardware merchants should be very active at this season of the year. There are many lines to be pushed with activity; bicycles and fittings, garden implements and tools, tents, seats, tables and garden vases; cricket, tennis, croquet, golf, bowls, wire netting and fencing, and other similar field and garden requisites; anglers' supplies, guns and ammunition for the sportsmen; carts for the children; ice cream making machines; filters, and a score of other special descriptions of goods. Now is the time to make brisk efforts to move these goods.

FOR GROCERS AND PROVISION DEALERS.

Messrs. Gordon and Ironside, of Winnipeg, are having a new cold storage warehouse constructed at Fort William.

Manitoba, with Brandon as a centre, is becoming an important source of supply in the egg trade for British Columbia.

Mail advices from Smyrna to June 8th are to the effect that the outlook for Sultana raisins is better, the weather having been more favorable for the growing crop. It was expected at the date of the letter that the outturn would be slightly larger than last year and of superior quality.

Butter and cheese shipments from that port are reported by our Montreal correspondent as follows: Week ended 30th June, 1898, cheese exports, 66,122 boxes as compared with 64,524 boxes in the corresponding week of 1897. Butter shipments, 6,705 packages last week as against 6,522 packages in same week last year, showing a gain in both commodities.

The Messrs. J. C. and George D. Warrington, of Montreal, and several persons of that city and Lachine, have received incorporation in Ontario under the name of the Brockville Produce Company, Limited, capital, \$100,000; to make and deal in farm and dairy produce, also to acquire and operate cold storage buildings and refrigerating cars. This is a step in the direction needed for the proper conduct of our export dairy business.

We observe the incorporation in the Province of Ontario of the Palmerston Pork Packing Company, Limited, capital, \$99,990; to buy and sell hogs and do a general pork-packing and curing business at, we presume, the village of Palmerston. The parties are Messrs. W. J. Falconer, D. W. Dulmage, and Wm. Lynch, merchants, and Dr Stewart of the same town, together with half a dozen farmers, of Wallace, Minto, and other near-by townships.

The Huntingdon Gleaner says: "Crops are generally promising in this neighborhood. Grain of every description bids fair to make a good yield, while except on very low grounds, hay is unusually heavy for the season. Potatoes and Indian corn too, are doing well. Fruit bids fair to give a good return. As yet there is no sign of spot on the fameuse. Pastures are excellent and the deliveries at the dairy factories are largely in advance of what they were at this time last year."

In its issue of June 25th, the California Fruit Grower says: "Samples of new crop apricots are being exhibited, but without price. Samples are at hand representing about three cars offered for June shipment, but we learn of no sales; 8 cents in