

are in brief the facts and statements which the German-Canadian Economic Association desire to bring to the notice of the Canadian people in the hope that the recognition of them may lead to improved commercial relations between the countries and so redound to the advantage of each.

TRADE WITH WEST INDIES.

Hints from Canadian Commissioner—Parcel Post Business—The Transportation Question.

A witness, who gave evidence before the Royal Commission appointed to investigate trade relations between Canada and the West Indies, mentioned that those islands purchased much merchandise from Great Britain through the medium of the parcel post. Mr. E. H. S. Flood, the Canadian Trade Commissioner in the West Indies, thinks that the increasing use of the parcel post for direct importation by small purchasers is an advantage that may well be taken by Canadian manufacturers. The increased volume of this business is general over the West India Islands, Bermuda and British Guiana. Last year the custom receipts in British Guiana on parcels passing through its post offices amounted to £11,886, which was £457 over the previous year. In Bermuda the number of parcels received in 1908 exceeded those of 1907 by over 900. The Windward and Leeward Islands report an annually increasing number of parcels and books passing through the various offices of these islands. In Barbados, the number of packages last year was 11,437, about 2,000 over 1905. The parcel post business of Trinidad and Jamaica is also becoming heavier each year and of greater importance.

Bulk from United Kingdom.

The value of the goods imported through the post office is over \$500,000 a year. The bulk of the goods, being in the manufactured class, comes from the United Kingdom, which has supplied for many years past the greatest share of the manufactured imports to these colonies. The percentage in her favor is about 75 per cent., the remaining 25 per cent. being divided between the United States and other countries. The cheap rate of parcel postage from England tends to help the mail order business from that country. Last year a C.O.D. system went into operation between Great Britain and these colonies, whereby parcels were forwarded to customers here, and the value collected on delivery by the post office. Considerable interest is taken in this new system, which has not, as yet, shown that it is to receive popular endorsement. It is only in the experimental stage.

Probably over one-half the parcels received in the West Indies through the post office come from wholesale houses abroad to firms there. It is difficult to arrive at the exact proportion between this business and the retail trade between the foreign supplier and the individual or family. In the latter case, orders have their origin from illustrated catalogues, in which details of price, quality and style are fully set out. In the wholesale trade the catalogue is also of the first importance in obtaining orders for foreign merchants from his customers. A large number of both retail and trade catalogues addressed to private persons and to business houses pass annually through the post office. The modern method of magazine advertising, with its artistic illustrations and catchy descriptions, has also considerable effect in obtaining orders for English and American firms. A great part of the mail order business throughout the world is due to-day, no doubt, to advertising in some form.

Correspondent Writes of Transportation.

Mr. Flood gives much useful information regarding the West Indies trade generally in the weekly report of the Department of Trade and Commerce of October 11th.

Much has been heard of the Royal Commission sittings regarding transportation facilities between Canada and the West Indies. A correspondent writes the Monetary Times pointing out that the West Indian trade is an intricate one and difficult to understand thoroughly. The facilities provided by the Canadian and New York steamship lines respectively have been compared, to the disadvantage of Canada. From a cursory glance at the evidence given before the Royal Commission one would gather that the trouble is not only with transportation facilities but also with lack of enterprise on the part of Canadian manufacturers and merchants. Only within the past few months, says our correspondent, has there been a service from New York to the Windward and Leeward West Indies, Trinidad and Demerara having regular sailing dates. Canadian sailing dates are fixed and have been usually adhered to. The question of the greater dispatch from New York to the West Indies has also been mentioned, but, as a matter of fact, the time of Canadian steamers from Halifax to Demerara is quicker than that from New York to Demerara. As to the ships them-

selves, the Canadian vessels compare favorably with those out of New York.

New York and Canadian Service.

One trouble is apparently to divert trade from the channels from which it has run for a considerable time. When the Pickford and Black service commenced to the Windward West Indies in 1890, a monthly steamer was sufficient. To-day the sailings are every twelve days and the tonnage employed is six times greater than at the inception of the business. The Armstrongs in New York have agencies scattered through the West Indies. This firm runs its own steamers, carrying its own merchandise to and from the Islands. Other firms have heard of branch offices in the West Indies or in New York. It is a problem to divert the traffic of these firms whose business amongst themselves creates profit. There are concerns in the West Indies which are financed by New York houses. The result of long years of business connection is hard to disturb. Especially is this the case unless the representatives of those having various products to sell persist in pressing their wares upon the buyers. The increased speed of the Canadian vessels by, say, two knots, will scarcely afford any great advantage in connection with transportation. Reciprocal trade relations would probably assist trade largely between the two countries, thinks our correspondent, and doubtless result in some United States firms opening their offices in Canada and doing their business from Canadian ports.

BURRARD INLET FLOATING DOCK.

Burrard Inlet has the assurance, now that the contract has been let, of a floating pontoon dock of steel, which will have a lifting capacity of 11,000 tons. It was designed by Messrs. Clark & Stansfield, London. The material is being prepared by Swan, Hunter and Wigham, Richardson, Ltd., Wallsend-on-Tyne, England. This is chiefly the result of the personal work of Mr. Nichol Thompson, of Vancouver, who, many years ago, first brought the matter to the attention of the mayor and council. The project was then a little premature, and it was not until 1903 that the work on the present dock was started. At that time, the bonus by the Dominion Government, being fixed by Act of Parliament to docks of this nature in general, was not as much as at present. Better progress was made when this was increased from 2½ per cent. to 3 per cent. per annum on the total cost, and the time extended from ten to twenty years. Eventually Mr. Thompson was successful, and now the Vancouver Dock Company has been formed, and the large iron business on Burrard Inlet of Ross & Howard will be taken over. The total cost of the dock will be \$1,250,000, and it should be of great advantage to shipping on the west coast of Canada. It will be 510 feet over all, 100 feet beam, and 70 feet beam inside the spring fenders, 30 feet draught of water over sills, and will lift a vessel of 11,000 tons displacement in three and a half hours. An extension of time was granted on condition that work was started within six months. It is now under way.

REAL ESTATE IN NEW WESTMINSTER.

A moderate real estate boom is in progress in New Westminster, having been started this week by the announced purchase of several hundred acres of land on Annacis Island, close to the city, by Canadian Northern interests. There was some doubt expressed at first regarding the purchase, but a prominent real estate agent definitely made the announcement that the sale had gone through. Consequently, property, especially in the business portion of the city, went up at once, and many transfers have recently been made.

It is not the reported sale to a railway that is the sole reason for advancement in prices and activity in realty. New Westminster is the site of the carshops of the British Columbia Electric Railway Company, and tenders are now being called for the doubling of their capacity. That will mean more work and more people. A new railway and traffic bridge is being built to Lulu Island, and the completed electric line from Eburne along the Fraser River will soon be operated. The railway is being constructed to Chilliwack, which will lay a rich dairy and farming section directly tributary to New Westminster. The Federal Government has given its pledge that work on the dredging of a channel to the sea will be proceeded with at once, and with this means of transportation available, the Royal City, after a long quiescent period, will progress rapidly.

Mr. W. N. Dietrich announces that he has severed his connection with the Canadian Pacific Railway for the purpose of taking up general consulting, contracting, electrical and mechanical engineering. Mr. Dietrich has opened offices at 16 St. Sacramento Street, Montreal.