

**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 the names and addresses by applying to THE CANADIAN MANUFACTURER, Toronto. No charge for giving information. When writing refer to the numerals opposite the enquiries.

97. Walnut boards of good quality, and wooden screws, are required in considerable quantities by a London firm.

98. The names of Canadian makers of sporting ammunition such as 22-calibre rim fire ball cartridges used for small bore sporting rifles are enquired for.

99. Enquiry is made for firms in Canada who would supply cheap wood mantel-pieces to be sent over in a knock down condition.

100. A manufacturer of fancy goods (plush photo frames, fancy caskets, fitted up cases, etc.), wishes to appoint an agent for the sale of these goods in the Dominion.

101. A large firm of manufacturers of enamelled, tinned, galvanized and japanned hollow-ware, sauce pans, buckets, pails, etc., desire to do business with Canadian houses, and ask to be placed in communication with buyers.

102. The names of one or two firms engaged in the refining of maple sugar who could export extensive quantities of maple syrup for table use, are asked for by an important firm who are disposed to import on a large scale if a satisfactory arrangement can be effected.

103. A firm in the Midlands having a connection with the manufacturing confectionery trade throughout England and Ireland, wish to be placed in communication with Canadian producers of fruit pulps.

104. The names of Canadian exporters of eggs in large quantities are asked for by a Glasgow firm.

105. A Scotch firm largely interested in the export of Canadian goods, such as furniture, woodware, hardware, provisions, etc., desire to extend their business in the export of Canadian goods to British India and the Cape, and are therefore open to hear from houses who may wish for their co-operation.

106. A firm in Glasgow is desirous of being placed in communication with importers of cast iron pipes. They are now making specially for the Canadian market the following sizes:

2 in. x 5 feet .....	20 lbs. each.
3 in. x 5 " .....	30 " "
4 in. x 5 " .....	45 " "
5 in. x 5 " .....	85 " "
6 in. x 5 " .....	100 " "
Light 4 in. x 5 " .....	32 " "

107. Another Scotch house which is extensively engaged in manufacture of cableways, hoisting and conveying devices, cranes, winding engines, stone and granite working machinery, ask to be referred to parties in Canada who would be likely to use such goods.

108. Enquiry is made by a firm of mining machinery manufacturers respecting the demand for "steam-thawers" and other similar machinery in the Yukon territory and elsewhere.

**DEMAND FOR STEAM ENGINES, ETC., IN GUADELOUPE.**

I have been asked to procure information regarding steam boilers, engines, accessories, etc., for the largest machine shop here. This shop is connected with the steamboat line of the island.

The manager particularly desires information regarding portable steam boilers, mounted on wheels; marine engines for small steamers; marine boilers; steam and safety valves;

lubricators; steam and vacuum gages; ordinary steam pumps; ordinary pumps; steam fire engines, small; centrifugal pumps; horsepower rigs, with and without shafting or other gear for transmitting power.

In every case illustrated catalogues, in French if possible, are desired and the following information: Weights, net and boxed or packed for shipment; dimensions; price f. o. b. New York City. Exterior elegance and beauty of appearance are not so much desired as solidity, efficacy, and cheapness.

The discriminating duties against our machinery are very great, and have heretofore totally discouraged the importation of such articles but last spring the experiment of bringing two small portable boilers and some other articles from the United States was made. The manager referred to thus expresses himself:

"When they came, we were much disappointed. They looked rough and ugly, and we are accustomed to receive from France similar goods that are very beautiful and graceful to look at. But when we came to examine the interior, we were most pleasantly surprised—perfect adjustment, exquisite fittings, the minimum of friction and lost motion and maximum of efficiency and solidity. Your machines are incomparably better than our own in these respects, and much cheaper. If it were not for the enormous tariff, we would use no others; but, in spite of this, we want to see if we can not buy from you. If your manufacturers will help us, we can do it. Let them give us cheap, solid, honest work, with no expense for mere outside appearance, putting the finish only where it is needed; packing the goods as lightly as is consistent with strength and safety in transportation; and quoting as bottom prices free on board in New York City. (for we can not consider your inland freights, etc.). I believe that we will find the advantages of efficiency and durability sufficient to warrant our purchasing all such goods from the United States. Of particular interest are the horsepower rigs, an apparatus by which horses traveling in a circle drive a shaft through which power can be supplied to small machinery, pumps, etc., on sugar estates. If we can get our information and carry on our correspondence in French, it would be a very great advantage."

I have quoted him at length, as he covers the ground completely. The people he represents are of the very best financial standing.

I shall be pleased to receive catalogues, price, and discount lists from manufacturers of the various articles above enumerated, and will do all in my power to foster the introduction of our machinery here. To succeed, however, honest workmanship, good materials, absence of useless and expensive adornment, and low prices are imperative. These people are slow to change, and if our goods can once get a foothold here, we can hold the trade for all time.—United States Consul Ayme, at Guadeloupe.

**LEATHER INDUSTRY IN CAPE COLONY.**

An association of colonial manufacturers recently sent a committee to call upon the prime minister of this colony, to urge a special tariff on certain lines of manufactured goods that, it is alleged, are being produced in the colony and other goods that might be produced, together with the free admission of all raw materials entering into the manufacture of said goods, to the end that the present manufactures may be fostered and other industrial enterprises inaugurated. The association also desires free interchange of all South African products and manufactures throughout the states and territories of South Africa, the same to be brought about by a new "customs union." The claim is made that leather tanning, boot and shoe manufacture, saddle and harness making, furniture and cabinet making, and biscuit making which can consume large quantities of South African products are languishing for want of adequate protection against imported manufactures. Fruit preserving is mentioned as an instance where the admission of raw material free is necessary for the development of an established industry. In the opinion of