OPENINGS FOR CANADIAN TRADE

In Cuba—Dominion's Apples Are in Favor—Canada's Plums, Peaches and Apricots Unknown.

According to the Canadian Trade Commissioner at Havana, Cuba, Mr. J. E. Ray, there are openings for Canadian fruit and other products at that point. Mr. Ray has interviewed the leading fruit importers of Havana to ascertain the varieties most saleable for various kinds of foreign fruits in the island of Cuba. The following table summarizes some of his points:—

	Amount.	Duty.
Apples—		
United States	$77,754	From Canada and other countries $0.78 per kilogram.
Canada	5,755	From the United States (Reciprocity Treaty) $0.624.
Plums—		
United States	10,300	Same as above.
Grapes—		
Spain	47,454	"
United States	13,402	"
Other fresh fruits—		
United States	34,552	"
Canada	3,093	"
Prunes—		
United Kingdom	6,093	From Canada and other countries $1.95 per 100 kgs.
United States	3,674	From United States $1.56 per 100 kgs.
Dried Apples—		
Austria	553	Same as above.
United States	765	"
Raisins—		
Spain	36,651	"
United States	1,128	"
Other dried fruits—		
Spain	70,360	"
United States	25,635	"
Canada	13	"

Several firms interviewed indicated a desire to purchase Canadian apples, but their experience with shippers in the past forced them to emphasize the indispensability of uniformity in size and color. Too frequently they have found an excellent layer of apples on the top of barrels from eastern Canada, only to find those underneath small and rotting. The Oregon pippin seems to be the standard of excellence, these being retailed at from 10 to 15 cents each. One firm assured the commissioner that they could offer excellent prices if a guarantee could be given that only the very best fruit would be shipped.

The principal source of Cuba's grape supply is Spain. The large, juicy and fleshy Malaga grapes are in great demand here, and are preferred even to the Californian. Apparently Canadians have not attempted to enter the Cuban market, and it is for Ontario shippers to compare their quality with that of the Spanish product. Assurance is given that quotations will be considered c.i.f. Havana. The fruit should be packed in barrels and shipped via New York for the purpose of speedy delivery.

Prunes are purchased from the United Kingdom and the United States. They are usually packed in boxes of 25 lbs. Good prices are commanded.

Plums to the value of $10,000 are imported annually from the United States, but Canadian firms have not given the market any attention up to the present. As such excellent prices are obtainable for plums, peaches and apricots, an attempt to obtain a footing in Cuba should meet with ample reward. It would be necessary to rush them to Havana, so that the only route feasible would be via New York.

One firm inquires for the exclusive agency of a first-class exporter of canned peaches. They are continually handling European and United States fruits, but would like to test the Canadian products. Several firms also express a willingness to consider the handling of canned pears, apricots, &c.

There is also a capital market in Cuba for pickles of various kinds in barrels of from 100 to 500 pickles. Quotations should be c.i.f. Interested parties can be introduced to probable buyers by communication with the Canadian Trade Commissioner's office at Havana. The following figures are the latest obtainable:—

	Amount.	Duty.
Pickles—		
United States	$60,234	From Canada 32' 5% ad valorem.
Spain	24,929	From United States 22' 75%.

SEVEN HUNDRED MILLIONS INCOME.

This Was the Amount Received by the New York Life Insurance Companies Last Year—Some Large Figures.

Some big figures are shown in the annual report of the New York Insurance Department, covering the business of life insurance for 1910. The statistics show that the assets of the New York and other States' companies were $3,693,248,328 in 1910, an increase over the previous year of $225,773,507, of this increase $112,334,583 being in New York State companies. The liabilities of the various companies, excluding gross surplus and special funds, were $3,494,714,255, of which $2,062,871,391 was in New York companies. The gross surplus and special funds amounted to $198,534,073, of which $81,342,070 was in New York companies.

Large Total Income.

The total income was $716,652,736, of which $388,708,565 was in New York companies, an increase over 1909 of $7,840,439, the total gross increase for all companies being $25,517,610. The disbursements for the year are shown to have been $495,365,049, of which $365,790,650 was paid to policyholders, while the cost of management, including dividends to stockholders, was $129,574,399.

New York companies issued 382,041 "ordinary" policies in 1910, insuring $678,006,384, as against 342,707 policies issued in 1909, insuring $576,108,902. Companies of other States in 1910 issued 364,987 policies, insuring $757,834,872, while in 1909 they issued 352,415 policies, insuring $708,133,145. Compared with 1909, it appears that there were 51,906 more policies issued last year, and the amount of insurance written increased $151,599,209. There were 882 more policies terminated in 1910 than in 1909, while $7,635,005 less insurance was terminated.

Ordinary Policies in Force.

The total number of "ordinary" policies in force on December 31, 1910, was 6,050,617, insuring $11,669,700,062, an increase in policies over 1909 of 321,740 and in insurance $622,451,317.

The business in force in the State of New York and transacted therein during the past year by all life insurance companies of this and other States, including "industrial" business, was as follows: Policies in force, 5,803,784, insuring $2,563,052,465; policies issued, 925,963, insuring $363,263,781; an increase in insurance in force of $135,198,259 over 1909, and a decrease in insurance written and paid for of $8,756,689.

The total receipts of the department for the fiscal year ended September 30, 1910, were $506,389; the total expenditures were $276,019, an excess of receipts over expenditures of $230,370, which was covered into the State treasury.

The par values of securities held on deposit by the department on December 31, 1910, belonging to the various insurance companies required by law to make such deposits, was $28,254,410.

Does Not Show Large Increase.

While the amount of insurance issued during the year does not show any extraordinary increase, the large increase in insurance in force indicates a most gratifying and healthy business condition.

The material increase in the amount actually paid to policyholders in dividends and also in the amount of the funds apportioned to dividends payable during the current year, the lowering of expenses and decrease in forfeited policies are among the more important factors that go to prove that the business of life insurance, taken as a whole, is at the present time being conducted on a higher plane and is on a more sound and satisfactory basis from all viewpoints than ever before.

COBALT ORE SHIPMENTS.

The following are the shipments of Cobalt ore in pounds, for the week ended August 18th:—La Rose, 403,560; McKinley-Darragh-Savage, 119,590; Beaver, 123,300; Drummond, 120,000; Trethewey, 48,900; Right of Way, 60,550; O'Brien, 64,040; Cobalt Lake, 61,600; Nipissing, 64,000; Hudson Bay, 65,290; Buffalo, 66,150; Coniagas, 62,760; Kerr Lake, 60,740; total, 1,320,480 pounds, or 660 tons. The total shipments since January 1st are now 31,413,454 pounds, or 15,706 tons.

In 1904 the camp produced 158 tons, valued at $316,217; in 1905, 2,144 tons, valued at $1,437,196; in 1906, 5,129 tons, valued at $3,900,000; in 1907, 14,040 tons; in 1908, 25,700 tons; in 1909, 29,751 tons; in 1910, 34,041 tons.