

and pays 10s. each for labor and sells 500 in America, he gets and keeps at home £375; and if he exports 500 to England and sells at 15s. each, he gets and takes back to his country £375 profit, so that the American side of this transaction gets and keeps £750, while the same transaction here gives to the English maker £375 for those sold at home, and only £187 10s. for those sent to America, or a total of £562 10s. for the outlay. Now, supposing that both transactions were carried out—America will net the price of her 1,000 (part sold here and part in America), £750, and also the duty on our 500, which is £187 10s., or a total of £937 10s.; while we get £375 for the 500 kept at home and £187 10s. for those sent to America, total of £562 10s. as our share of the double trading, against £937 10s. for Americans, a balance in favor of America of £375.

JOHN BULL.

The contrast is as between the British and the American manufacturer, but the application is as appropriate to the Canadian manufacturer as to his Yankee neighbor.

AUSTRALIA AND THE ADELAIDE EXHIBITION.

(From our Special Correspondent.)

ADELAIDE, Aug. 8th, 1887.

ACCORDING to promise when leaving Canada, with its frozen lakes and snow-covered roads, in the winter of this year, I send you my first Australian letter with notes on Australian commerce and the Adelaide Exhibition in particular.

Business in Australia is in a most flourishing condition. One or two of the capitals may be complaining of a slight depression, but that we can take as only natural after so many years of prosperity in business matters. Sydney in particular has been calling out that things are dull. Surely that cannot be the case when we find gigantic buildings going up at almost every corner and workmen in great demand. Business is not so bad as people make out. In Melbourne business is in a progressive state. For some years past the Province of Victoria has had an enormous surplus over expenditures, and perhaps that colony, which occupies the smallest portion of the continent, has the greatest population and the greatest wealth. In Adelaide also we find a large number of Canadian manufacturers introducing their goods. From your own city we have Messrs. J. & J. Taylor, one of the largest manufacturers of fire and burglar proof safes, some of which have arrived for the Exhibition. This firm will undoubtedly work up an enormous trade in Australia for their goods, for their first-class articles are unequalled by English makers.

Now is the time for all Canadian manufacturers who wish to introduce their goods into Australia to do so, and from my experience of trade and of Canadian manufactures there could be no better opportunity. It will be foolish for any one who wishes to cultivate an Australian trade to lose the opportunity now offered.

In the coming year the largest exhibition ever held in the world will be opened on August 1, in Melbourne. This Centennial Exhibition is to be opened for six months night and day. The money that has been spent on the erection of the buildings is almost fabulous, and the support by the Government and from all parts of the world is astounding. When exhibits to the value of £22,000 for a single exhibit are entered, it will give an idea that the Exhibition will be no small affair. I would therefore advise and beg the Canadian manufacturers not to lose this opportunity of showing their goods. Their manufactures are as good in quality and workmanship as those made in any part of the world, and I feel justified in saying that, knowing how the goods are sold here, and whence they come, Canada has as good a field here as any other country. Should any of your people feel inclined to exhibit, I should certainly advise them to forward their goods through Messrs. A. S. Manders & Co., care of the Exhibition, Melbourne. They represent the larger part of the Canadian manufacturers making displays at the Adelaide Exhibition. With this mail I post you some fuller printed information with reference to this Exhibition.

The year 1887 has every prospect of being one of the best years Australia has ever had. Last year was a miserable one. There were poor harvests in nearly every colony, severe droughts prevailed throughout the length and breadth of the continent, and to increase the depressor financial disturbances occurred on nearly every hand. At any rate the three principal colonies—Victoria, New South Wales and South Wales—suffered from numerous commercial failures.

Since the beginning of May heavy and copious rains have almost continually fallen over the agricultural areas of the southern hemisphere, and as far as this colony is concerned the country is most beautifully grassed, and the supply of water stored in tanks and

dams is amply sufficient to carry the farmers through the summer months. There is every prospect of a good harvest. Sheep shearing will soon be general in the river districts, and the clip is bound to be good.

The prospects of the coming harvest in the adjoining colonies are excellent. Seed is in plenty everywhere. If everything goes well, and no great change takes place, the 1887-8 season will be a fat one throughout Australasia.

Although wool is looking up, copper is looking down, and the market is inanimate. Silver is keeping up well, the mines in New South Wales, on the border of South Australia, giving grand returns. Gold is coming in from Teetulpa, a field discovered about twelve months ago, and from Woodside in the Mount Lofty Ranges at the rear of the metropolis.

Now in regard to the exhibits at the Adelaide Exhibition. The following Canadian firms are represented:—Messrs. J. & J. Taylor, of Toronto; the Burn & Robinson Manufacturing Company, of Hamilton; Mr. E. M. Eastey, of Moncton, represented by Messrs. A. S. Manders & Co.; Messrs. W. Bell & Co., of Guelph, Ont.; and Messrs. James Pender & Co., of St. John, N.B. There may be others, but these are all that I have as yet come across.

One of the most prominent exhibits in the Canadian Court, which is near the American Court, in the western annex, is the fire and burglar proof safes shown by Messrs. Taylor. Several of these well known, elaborate, substantial, costly, and at the same time inexpensive safes, are exhibited in three different parts of the Court, so that the visitor cannot help seeing them. They are much admired, and will be an attraction as long as they remain in the Exhibition.

The Bell organs shown by Messrs. Bell & Co., of Guelph, occupy a beautifully canopied enclosure opposite the White Sewing Machine Company's goods, in the United States section. These handsome instruments attract a great deal of attention.

The Burn & Robinson Manufacturing Company, if they could glance at their exhibit, would, I am sure, have no reason to complain of the site and the excellent arrangement of their general assortment of lamps, wire bird-cages and domestic labor-saving appliances.

Messrs. Pender & Co. have a large collection of horse shoe nails. They are placed next to a large perfumery stall, which acts as a guide or pointer to them. The nails are arranged in boxes and are well displayed.

Mr. E. M. Eastey shows a lot of cod liver oil and pharmaceutical preparations, of which I will have more to say in another letter.

The Exhibition since the opening has been a regular rendezvous. The attendance for seven weeks runs over 180,000. Visitors from all the colonies have come over, as well as a large number from Great Britain and the continent. The attendance has been well maintained. It certainly is a much larger exhibition than many people expected. The arrangement of the buildings is also very satisfactory. It would have been better, however, if the exhibits were not so extraordinarily scattered. No country except Austria and a few tropical countries—the State of Johore, British North Borneo, Algeria, and the Seychelles islands—have all their exhibits together. Some countries have their exhibits in three or four different buildings and in different parts of the same building. These include the Australian colonies, Great Britain and Ireland, Germany and the United States. Machinery and agricultural implements, for which separate annexes are provided, are distributed in various buildings. This is, as you will see, a very poor arrangement. The visitor interested in a particular country has therefore to roam over the whole Exhibition to find what he is looking for.

This arrangement would not be so annoying if the official catalogue indicated the locality of the exhibits. The catalogue gives no index of any sort, either of the names of the exhibitors, of the pages on which the classes of exhibits are mentioned, or even of the countries represented. I cannot hesitate in saying that the catalogue has been prepared in the most "slipshod" manner. The Exhibition officials made a mistake in letting it to a private contractor. And yet the private contractor, who was once a good pressman, ought to have edited the book better. The New South Wales and Victoria commissions have since prepared their own catalogues, which are much better productions, and have been gratuitously distributed in thousands. The official catalogue has been sold at 1s. Let us hope that there will be no slipshod catalogues at the forthcoming Melbourne Centennial Exhibition.

Despite several instances of fault-finding, the promoters have every reason to be satisfied with their outlay. They have endeavored to provide as much entertainment as possible. Music of some kind is arranged for daily, and the public have no occasion to grumble at a scarcity of attractions.

In my next letter I will deal with the American Court, and also have a few words to write in reference to the British exhibits.