

shoes, sole and other leathers, machinery belting, leather and rubber, pianos, organs, cash registers, provisions (hams, sides, lard and sausages), inks and mucilage, bicycles, tires, and other accessories, typewriters, collars, cuffs, and shirts, writing bond, and ledger papers, blotting paper, coffee mills, corncob pipes, photographic supplies and apparatus, tubular lanterns, picture hooks and wire, picture frames and mouldings, furniture and other hardware.

There are many other articles, at present not important enough to mention, but the sale of which may develop considerably in future.

BICYCLE TRADE AT MALTA.

The roads of Malta, as a rule, are hard and smooth, and, with the exception of the period from May to November—during which time most of the people who ride wheels are away—are well patronized.

The wheels are chiefly of English manufacture. There are a few American bicycles used, but they have been specially ordered, and their presence is not due to any influence of the manufacturers. American wheels are well regarded, the fact that a wheel is from the United States being sufficient guaranty of its reliability. By a little enterprise it is possible to gain a good market there for Canadian wheels. At the beginning of the season, October 1st, people are returning for the winter months, and from that time on there is quite a brisk business done, both in the way of new wheels and in sundries, the assortment of the latter being somewhat limited.

It is advisable to select a local dealer as an agent, giving the best of terms in order to encourage him to push the goods. After a market has been secured arrangements may be made of a more permanent nature.

The kind of tires most in use is that known as the Dunlop Tropical, an English product, which costs the dealer \$15.80 per set, including all charges. Another make is known as the "Clincher," which costs the dealer \$12.16, including all charges. An Austrian concern has lately been trying to introduce its goods, but thus far it has not met with much success, notwithstanding cheapness, owing to inferiority of articles. Malta wants well-made goods and at as low prices as is consistent. Therefore, it is not advisable to attempt to introduce inferior goods. Very few single-tube tires are used. The demand seems to be for rough-tread double tubes.

The twenty-eight inch wheel seems to be the favorite. Lamps are not much used, but this may be due to the reason that there has been a poor assortment from which to select.