

the spot. With Canada at his door, so to speak, it is not surprising that the principal trading centres of Canada are overrun with the representatives of United States manufacturers.

The trade of the United Kingdom with Canada has features which differentiate it in a marked sense from the export trade as commonly conducted between the United Kingdom and other self-governing dominions and some foreign countries, says the Commissioner. The merchant in the latter instance occupies a predominant position and handles a very large proportion of the trade, although it is recognized that there has been for some time a growing tendency for manufacturers to establish direct relations with importers carrying on business in most oversea countries. In Canada, on the other hand, the merchants' presence is barely noticeable; direct trading between the wholesaler or retailer and the manufacturer is a marked feature and dominates the situation. Failure to appreciate this attitude has resulted in business passing the United Kingdom and going to the United States, so determined is the Canadian importer, wholesaler and large retailer, to trade only with the manufacturer. Even the commission agent or representative, resident and carrying on business in Canada (as distinct from a branch office of a manufacturer) comes in for a share of this dislike to trading with a "go-between." This feeling of the Canadian buyer is deeply rooted, quite as deeply, in fact, as is the custom or habit of the average United Kingdom manufacturer to rely on and employ commission agents and merchants for disposing of their productions in domestic trade, and to utilize the services of the export house for oversea trade. Accepting this view as correct, it will be understood how great are the difficulties underlying the situation and hampering the expansion of British trade with a market whose import trade has trebled itself in the short term of eleven years, and which is, as far as one can foresee, only just beginning to give indications of its future value.

One of the main reasons for the success of the United States manufacturer in Canada, says Mr. Wickes, is that that manufacturer himself goes after the business and deals direct with the purchaser. He cites a typical example of the methods, not of a combine or trust, but of an individual United States manufacturer. The concern's productions are similar (from a manufacturing point of view) to the output of one of the leading British steel manufacturer's works. This United States concern employs eighty-nine direct salaried representatives, in different parts of the United States, Canada and abroad. A liberal subsistence allowance per day is given to these representatives, and so long as orders are obtained, expenses are not questioned. For Canada, large maps are kept, marking the position of the representatives daily and the distance covered, and these are compared with the weekly reports sent in by the travellers to the head office sales department. Last year this same concern built an exhibition train to show its manufactures, visiting thirty-six cities in eighteen States during a period of some three weeks. The train was composed of an engine with two tenders (carrying their own coal), two suite cars, two dining cars, and nine exhibition cars, and is estimated to have cost \$1,500,000. The overhead expenses were about \$3,000 per day, the total trip costing about \$60,000.

The Canadian Manufacturers' Association's "Made-in-Canada" train is mentioned in the report, and the British Trade Commissioner asks: "Is there any reason why such a train should not be utilized to exhibit British manufactures right through the Dominion, visiting the principal cities on a regular and published itinerary? The organizer of such a tour should engage a small office staff to accompany the tour—to include a man thoroughly conversant with transportation rates, ocean and rail, and a financial secretary acquainted with the customary terms of payment on sales, given by manufacturers and dealers, for the various main merchandise lines sold in the Dominion. Both of these men could no doubt be provided by the transportation company."

The Monetary Times understands that the proposal of a "Made-in-Britain" train to tour Canada is being seriously considered by commercial bodies in the United Kingdom.

Mr. Wickes' report will be read with interest both in Great Britain and North America. It is an excellent exposition of Canada's trade position, but as Mr. Wickes drafted it after only six months' residence in Canada, the memorandum naturally does not represent his final conclusions.

PAYING WITH MUNICIPAL BONDS

Provided the Columbia Bitulithic Paving Company will accept and hold treasury bonds for one year at six per cent., it will be given the contract of paving certain streets in the city of Vancouver at an aggregate cost of approximately \$660,000. If other firms who tendered for the work will meet the price of the Columbia Bitulithic Company and finance the work on the same conditions, the work will be divided among them. This was the proposal made by the civic board of works to the firms recently tendering for about a million dollars' worth of paving within the Vancouver city limits.

The Calgary Paving Company has offered to lay pavement in Calgary for \$2.15 per yard, and to accept the city's note in place of the usual cash payment.

The Monetary Times learns also that several firms supplying machinery and materials to municipalities have been offered bonds instead of cash in payment. There are several objections to such a course, and it seems doubtful whether commercial firms have any strong desire to develop suddenly into amateur bond houses. Municipal bonds should be sold by the regular methods. If money is tight, economy must be practised and work postponed. The foisting of municipal bonds upon paving, machinery and other companies gives no relief to the general municipal bond situation. It merely shifts the strain.

SPYING THE LAND

The Duke of Sutherland, one of the largest land-owners in the world, who died last week, had become considerably interested in Canadian land schemes during recent years. This recalls a remarkable meeting of notable financiers in British Columbia about a year ago. In March, 1911, Mr. A. Barton Hepburn (who, by the way, a ticker message the other day dubbed Abe Martin Hepburn) was dined in London as president of the New York Chamber of Commerce by Lord Desborough, president of the London Chamber of Commerce. In the autumn of 1912, Mr. Hepburn, who is chairman of the board of the Chase National Bank of New York, made a tour of British Columbia. About seventy-five miles north of Ashcroft, his motor car swung out from the main road to a precipice, in order to afford a view of valley and mountain.

"I found three other cars just ahead of me," Mr. Hepburn told *The Monetary Times*, "and recognized and greeted Lord Desborough as one of the party enjoying the view with Lord Beresford, whom I had met many times in New York, and the Duke of Sutherland, to whom I was introduced. Truly a remarkable coincidence, my second meeting with Lord Desborough. It is a far cry from the Savoy Hotel in London, to a log cabin road-house along the British Columbia express route, where we took our luncheon."

These gentlemen were en route to Fort George, looking for real estate investments. Mr. Hepburn thinks that the incident indicated not only the confidence these important gentlemen had in the future of the Dominion, but that it also showed, in the opinion of some, a disposition on the part of English landholders to reduce their holdings of real estate in England and Scotland and increase the same in Canada.