

as ignorant bores. Now, all canvassers are not bores; neither are they all ignorant. It is possible for a canvasser to be a welcome and instructive caller, and we know a number of such.

A canvasser should not call upon business men at their busiest hours. If such hours are not known they can be ascertained beforehand.

A canvasser should not abuse other sound and respectable houses or companies: such a procedure may react against him.

Nor should a canvasser call too often or stay too long at a time. Many a man whose time is valuable but whose politeness is great, rages inwardly at being bored half an hour or an hour at a time, but is too urbane to say so. Nevertheless, once rid of the bore he will likely take measures to protect himself from being bored again.

We shall not prolong the list of warnings, though there are many other faults to be noted. A man of tact does not need to be cautioned against such things as we have mentioned. The man of no tact is usually a mighty poor canvasser. As Mr. Batcheler, of Chicago puts it in an essay to accident solicitors: "Canvassing is an art as truly as the execution of music. Any scrub can fiddle, but it takes an artist to be a violinist. So any scrub can peddle but it takes an artist to be a canvasser, and no man need be ashamed of being one. It is a higher art than playing upon mute strings, for the canvasser has to play upon the intelligence and emotions of sentient human beings." Another point is worth noting in this recent address. The author has observed that many men, with sufficient talent, fail in accident insurance getting owing to a silly fear they have of being called a "canvasser"—in their estimation an objectionable person. "Therefore they spend most of their time running from one point to another to see particular individuals, instead of working their territory systematically and thoroughly over and over again from door to door and seeing a large number of persons daily." For a man who canvasses—shall we say solicits?—for a living to object to being called a canvasser and wanting some tonier name is as silly as for a private money-lender to take offense at not being designated a banker.

OUR AUSTRALIAN LETTER.

Mr. Playford, late agent-general of South Australia in London, returned home from England by way of Vancouver. To a Vancouver interviewer he gave the opinion that there could be no trade of any extent between Canada and Australia, because their products were so much alike. His interviewer astonished him by asking, "How is it then that the steamer he was leaving on could not take all the freight offering to her?" Mr. Playford had no answer except that he was not aware of this, and it surprised him. He was a member of the Colonial Conference that assembled at Ottawa in 1894, passed through Canada and visited its chief cities, but he could see no trade. This seems to be the opinion amongst some men in Canada yet. A great trade may be done in these Colonies, if it is only vigorously taken hold of. Now and then there are evidences that firms are taking hold of it in earnest.

There are now here, Messrs. Hendry and Sisson of the British Columbia Milling and Trading Co., Vancouver. Their movements are a bit of a puzzle to the timber men in this city, who appear not to be able to learn what they are after. An application to the Canadian office has not given me much more information. I am told that these gentlemen do not wish anything said about their purpose, but that I may look to marked extension of the trade with British Columbia in the near future, not only in timber, dressed and manufactured, but in other lines which have been indicated in the early reports made to the Canadian Government. This much I learned, that Mr. Hendry will go back by the "Aorangi," three weeks hence, but Mr.

Sisson will remain behind to look after the business. More power to them. There is room for them here.

An article that has been introduced is "asbestic," from Quebec. The first agent that could be got to touch this article had not enough money to work it satisfactorily, but pegged away at it until it attracted enough attention to induce others with some money to jump at the agency. This one has got over a hundred tons, has spent a good deal of time and about fifty pounds sterling in advertising it, and has not yet sold a pound. He says, however, that he is assured that it is a good thing, and is satisfied to work and wait. It will take, by and by, and will become a large trade if it can be landed at a right price. Note that "if," for it largely depends on the freight.

The "Aorangi" is in, but much to the disappointment of some produce dealers, brought no onions or potatoes from British Columbia. She brought a good many thousand cases from California. The Yankee shippers had engaged the space a long time ahead, and when the Canadian had made up his mind to move it was too late, the ship had no room left.

The Massey-Harris Company had a formal opening of their agricultural warehouse in this city on Saturday last. It was stated that its Australian sales last year were nearly two million five hundred thousand dollars, that it sold more reapers and binders than all its competitors combined, that its sales in New South Wales increased three and one-half times over those of the year previous, that it employs in these colonies in its business 500 persons, and if the goods can be had the sales this year may go to three million dollars. Now, when you think that this business has been made in about seven years, and in competition with the leading manufacturers of the United States and Great Britain, that statement is a remarkable one. It ought to put some stomach into the Canadian who croaks that Australia is no place for Canadian goods. One more statement, and it won't detract from the marvel, these sales were made in a year when drought ruined the wheat fields of two colonies and seriously damaged those of a third.

This Sydney warehouse is a big four story building, well equipped and located for the business. It was leased eighteen months ago, and was then thought to be altogether too large for the business. Already more room is needed, and the management is on the outlook for an extension. The Massey-Harris Company put money and brains (Canadian brains), into this business, and made a success of it. Canada ought to be proud of such an enterprise, at any rate the Canadians out here are. Is there not some other business beside the making of agricultural implements that can imitate this push and win something like the success?

F. W.

Sydney, N. S. W., Wednesday, Sept. 25th, 1898.

A BANKER'S IMPRESSION OF THE FAR WEST.

After a visit to the Western States and the far west of Canada, which lasted about a month, Mr. Harry Stikeman, general manager of the Bank of British North America, returned to Montreal this week. He is much impressed with the growth of the Canadian west. The Kootenay region, particularly, he describes as possessing splendid possibilities. The mines there are attracting increased attention, not from the point of view of speculation alone, but in the investment of capital for exploiting them on a scientific and business basis. Mr. Stikeman takes a view of that part of British Columbia not hitherto often hazarded. He declares that while the mining industry forms the nucleus for the development of the Kootenay, it is also a country of beautiful and fertile valleys, well adapted for grazing and agriculture. The climate of the region, too, he finds is particularly favorable. The water-ways, such as Arrow lake, the Slocan and Kootenay lakes, are not frozen during the winter, and communication is not interrupted.

Coming eastward, and passing through the province of Manitoba, Mr. Stikeman found strong evidences of prosperous and healthy development on every hand. He agrees with other visitors of former years in saying that since his last visit to the West, some years ago, the beautiful prairie country has grown wonderfully in signs of civilization.

One thing very noticeable among the mining communities of the West, Mr. Stikeman said, is the supremacy of law and the degree of orderliness that prevailed in remote and newly-settled districts, where the population is of all sorts. This is