



boy hadn't reached there in the last groy I'm sure Mr. Wicked Wolf would eve caught him. Then what would and I do, Little Reader? I'm sure Circus Animal, "a big tent stood in a I could never write another story if field. Flags were flying from many anything happened to my little bunny poles and the big red wagons, with oy. No, indeedy, I wouldn't be able yellow wheels, were drawn up in a to see through my tears the keys on

What keeps you out so late?" asked he old elephant, as he watched Mr. Wicked Wolf sneak away on three legs. Guess he must have sprained the ourth when he fell to the ground. Almost wish he had sprained all four. But there we musn't be too harsh with our enemies. Get the best of them. and let it go at that.

"I went on an errand for Mother." swered the little rabbit, cuddling up o the baby elephant. "Dear me, I had a narrow escape, Mr. Wicked Wolf was breaking in Peter Pig's back door when he spied me."

"You play with Baby Elephant," said he big circus animal, while I call our mother on the 'phone. She'll be worried by this time. Never worry mother, for you'll never get another,' and off went the Circus Elephant to

"One, two, three, Clover Dell,"
Rail Fence Corner, Happy Bell." The next minute Lady Love's sweet

ice enquired:

e closed the windows and bolted

"Don't worry," replied the Circus

he baby elephant, he also lifted the brush the tape with shellac.

e to the end, you both may go sleep like good little people." ce upon a time," began the old



his knees.

row. Every now and then a lion would tem of concrete roads motor-cycles roar or a hyena laugh. Maybe the hip will become increasingly nonular I popotamus would yawn to show his white teeth. In the midst of all this noise and bustle, hurry and scurry, the Circus Queen sat in her little tent not far from the big canvas one. She was dressed in lace and gold spangles, all ready for her act. Just outside stood a big white horse, waiting for her to jump on his back. But she never Your friend, the Circus Elephant," moved. Just sat there looking at her the good old fellow. Little little baby asleep in its crib. She never centive to further trade. Here, again, ack Rabbit is here. I'll keep him for heard them calling her; she only I am told that Great Britain is inhe night. It's too late for him to ven- heard the gentle breathing of her lite clined to lag behind.

pened after that.

"Don't worry," replied the Circus

Elephant. "I'll see that your bunny boy gets home safely to-morrow," cranterry sauce make a good saled. Then with a goodbye he hung up the receiver and walked out to the front. "Serve in lettuce cups, spinkle with chopped almonds and garnish with garnish with greater quantities be almost a formayonnaise.

"Come and sit on my knee," said the If a water pipe suddenly begins to old Circus Elephant, and picking up leak, wind it with adhesive tape and land is bound up with the develop-

Warnth When Needed MESTINGMOUSE Cozy Glow, a small portable heater which radiates heat wherever needed, is one of the benefits made possible by Whether for the counting-house, bathroom, nursery, sick room, dining room or living room. One can have heat where and when desired. It spreads its genial warm rays and its effulgent glow with just the requisite amount of heat for chilly days. If the weather be not cold enough for a large fire, yet chilly enough for a small one, the Cozy Glow will supply this need at a small cost. WM. HEAP & CO., LTD., Board of Trade Building.

'Phones 1830 and 1831.

Trade Chances in New Zealand

EMAND FOR BRITISH PRODUCTS

SIR PERCIVAL PHILLIPS AUCKLAND, New Zealand.-Man market here which offers great opportunities for development. Nowhere within the Empire are people more eager to buy all-British goods or more willing to resist the temptation of dealing with cheaper foreign com-

Yet business men omplain to m that trade interests in the Mother ouentry seem singularly blind or in-different to the possibilities for inreasing their exports

I have been told repeatedly tha home firms do not take sufficient i terest in the requirements of Domin ion customers. They are willing to sell-their wares, but only the wares they are prepared to offer-not necessarily what the New eZalander wants.

Amerian firms, on the other hand, are making a determined bid for this market by giving what is asked for. Why, ask New Zealand importers and traders, cannot our own people show as keen a desire to capture orders which by right are theirs?

Contract Goes to U. S.

An example of this policy of "inelasticity" was given me to-day. Tenders were invited several mouths ago for a supply of macadam. The lowest price was quoted from the United States. In the desire to keep the or der from going to a foreign firm. was suggested to the firm in Gree Britain which named the next lower figure that it might make certain un thus secure the contract.

The answer was a refusal. The contract, involving about £7,000, had to

go to America. In the words of one Auckland busi-ness man, "The people at home won't cater to our market. They make a certain thing. You can take it or leave it. Other countries say, 'You want a certaing thing? We will sup-

For example, motor-cars. The roads in New Zealand are still in a primitive state. There are a few good main highways, but many shockingly bad roads. The ordinary British car is wholly unsuited for negotiating such rough tracks. It lacks the necessary clearance, for one

American cars have been pouring into the Dominion because they meet the needs of the people. The firms that make them have been quick to realise the fact. With the extension of the new sys-

become increasingly popular. I am told there there is a fine oppor-tunity for British makers to establish themselves here.

Another complaint is that manufacturers in Great Britain have not enough direct representatives here. They are content with local agents.

Britain Too Slow Prompt delivery is a powerful

the home."
"Yes, don't let him try," answered Dear me, Little Reader, here we are electric lamps have come into New the timid lady bunny: "Bobbie Red- at the end of the story. We must Zealand last year from Holland and est told me this afternoon that Mr. wait for to-morrow to hear what hap- the United States together than from England? Why should such things as sparkling plugs, aluminum ware, el-

> eign monopoly? The future prosperity of New Zeament of hydro-electric power, and in this field home manufacturers have a market which should prove highly profitable. Ten millions are being spent at present on laying down plants which will extend the use of this new motive power in many

Wireless is on the verge of a boom. The firms first in the field with simply constructed and effective listenfing-in sets will undoubtedly reap a rich harvest. America is fully alive to the fact.

New Zealand wants practically everything except woollen goodswhich she is now making with considerable success—and foodstuffs. She wants high-class articles, not cheap trash, and she wants them of British origin. Seventy per cent. of her foreign trade last year was with the United Kingdom. If her business men had their way nothing would be bought outside the Empire. But they ask for encouragement from the industries in the Mother-country-

Skull Full of Money

FOUND IN A HOLLOW WALL.

old house in a village near Bergamo bardy) a human skull filled with ue gold and silver coins was in a hollow wall. discovery created considerable and the authorities have in-

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