

CANADA'S TRADE WITH AUSTRALIA

Trade Agreement Between Dominion and Commonwealth—Suggestions by Canadian Trade Commissioner

The Australian minister of trade and customs and Hon. George Foster, Canadian minister of trade and commerce, have arrived at a general trade agreement between the Commonwealth and the Dominion. The schedule will be discussed after Mr. Foster's visit to Tasmania. Both ministers express their keen gratification with regard to the agreement.

In view of this important agreement the following brief comments respecting the marketing of Canadian manufactures in Australia, which are the result of recent close investigation made by Mr. D. H. Ross, Canadian Trade Commissioner at Ottawa, are worthy of consideration:

On the whole the Canadian chair trade has been more satisfactory than for some time past. Deliveries, in most instances, have been more prompt than hitherto and this has been appreciated by importers. Several complaints were made that the outside casing was not strong enough and the breaking of packages in transit allowed the smaller parts to drop out, thus causing considerable loss and inconvenience when the parts are assembled for putting together the complete chair in the importers' warehouses.

Importations of Canadian office equipment such as desks, filing cabinets, tables, etc., in 1912, showed some increase in volume. The existing high freight rates and the Commonwealth customs duty (38½ per cent. net) militated against large business being done. At present it costs importers 70 per cent. advance on invoice prices to land this class of furniture in store at Melbourne and Sydney. The packing difficulty has, to a large extent, been overcome and the goods being strongly cased, open up bright and fresh without paper sticking to them.

Demand for Canadian Refrigerators.

Several Canadian makes of refrigerators for household purposes are doing more or less trade in the Australian market, despite the keen competition and energetic action of competitors in the United States. With the exception of a few complaints as to green timber being used in the cheaper grades, the goods have opened up well. On account of the decrease in the cost of ice, the trade is expanding and refrigerator manufacturers in Canada will find a recurrent demand in Australia which is worthy of their most persistent efforts through their selling representatives.

For a time the advance in Canadian prices of organs was not met with a corresponding advance by United States manufacturers, but, generally, the business transacted in 1912 is reported to have been satisfactory. Deliveries have been fairly prompt, but more attention requires to be paid to careful packing, as some shipments have arrived in a damaged condition.

The importation of Canadian wringers into Australia is steadily growing and the 1912 figures show considerable expansion. Despite strong opposition from other sources of supply the "made in Canada" line is gradually being introduced and is meeting with the approval of importers and users. The slowness in which orders from Australia are executed has caused justifiable complaints from importers who have found their season half over before the goods have arrived.

Small Trade in Lawn Mowers.

Comparatively small trade is being done by Canadian manufacturers of lawn mowers with Australia, whereas the exports from the United States show considerable increase. It is claimed that the Canadian mowers are too heavy in construction and the patterns are not quite suitable for the Australian trade, which is well catered for by United States makers. A large market awaits the Canadian mower made along the right lines at a competitive price. Possibly some manufacturer may specialize in this particular line and will make an effort, through direct selling agents, to obtain a portion of this large trade. Orders from one Melbourne firm were recently made available for the inspection of this office and, in 1912, over 500 lawn mowers were imported—this is by no means an exceptional example of the trade being done.

A steadily increasing business is being transacted in the Australian market by Canadian makers of corundum wheels and the line is giving complete satisfaction to users. The shipments are promptly made and the goods are carefully packed.

Probably the trade returns for 1912 will show that the Australian importations of butt-welded tubing doubled over the previous year. The tubing is giving every satisfaction and importers state the Canadian line is equal in quality to the United States best.

Canadian nail wire has been in demand at regular intervals but manufacturers, owing to the domestic demand, have frequently been unable to quote for export business although small shipments have arrived in Australia in recent months. Prices being equal, Australian nail makers prefer Canadian to United States wire. For some time a fair quantity of wire gauze (fly wire) 12 mesh came to Australia from Canada, but recently no business has been done owing to United States quotations being lower.

Importers of Canadian carbon paper and ribbons report an improved demand. Boxes bearing printed advertisements thereon are dutiable at the rate of 6d. (12 cents) per lb., while plain boxes—containing carbon paper—are duty free. In some of the bi-chrome ribbons the colors are not sharply defined—the red running into the purple or black—and some complaints have been made on that account. Attention having been drawn to this disadvantage, the makers will quickly remedy the trouble.

Rates of Exchange on Invoices.

While the trade in Canadian shoe polish does not run into large figures, yet the 1912 importations into Australia were larger than in 1911. Shipments having been made from Montreal in summer, few complaints have recently arisen as to damage by frost in transit.

Canadian artificial leather is making steady headway in Australia owing to excellent representation and to the undoubted quality of the goods.

According to order No. 1635 recently issued by the Commonwealth department of trade and customs, the rates of exchange on importations of goods from any countries which have adopted the gold standard, regardless of the invoiced rate of exchange, must be in accordance with the table of rates furnished. The conversion of dollars into sterling is fixed at \$4.86 to the £1 for Canada, Newfoundland and the United States.

UNITED STATES APRIL FIRE LOSSES

The losses by fire in the United States and Canada during the month of April as compiled from the carefully kept record of The Journal of Commerce aggregate \$16,738,250, as compared with \$16,349,400 in April, 1912, and \$17,670,555 the same month a year ago.

The following table gives a comparison of the fire losses for the first four months of 1913 with the same months of 1912 and 1911, together with the losses by months for the balance of those years:—

	1911.	1912.	1913.
January	\$21,922,450	\$35,653,150	\$20,193,250
February	16,415,000	28,601,650	22,084,600
March	31,569,800	16,650,850	17,511,000
April	17,670,550	16,349,400	16,738,250

Total, four months. \$87,577,800 \$97,255,050 \$76,527,100

Canada's losses by fire amounted to \$1,470,622, according to the record of The Monetary Times. There were twenty-three fires at which the loss was \$10,000 and over.

CAPITAL ISSUES IN ENGLAND

If capital continues to be issued in England as fast as it has been in the last four months the amount that will be raised in the year 1913 will be much greater than ever before. The amount already subscribed since the beginning of the year is £109,000,000, against £75,000,000 in the corresponding four months of last year, and £85,000,000 in 1911, remarks The Statist. The colonies are specially big applicants for capital, the amount supplied to the dominions over the sea so far in the current year having been as much as £56,000,000 against £20,000,000 in the corresponding period of last year, and £22,000,000 in 1911. The foreign issues at nearly £35,000,000 are slightly larger than last year, but less than in 1911, when they reached £48,000,000 for the four months. The new issues for home purposes are rather less than £16,000,000, against £18,500,000 last year and £11,000,000 in 1911. The amount of new issues in April amounted to the large total of £29,000,000, in comparison with £15,000,000 last year, when the coal strike still affected the market for capital, and £22,000,000 in 1911. No less than £13,000,000 of the sum subscribed in the past month has been for British colonies, against £4,000,000 last year and £8,000,000 in 1911.

Mr. Howard Murray, of the Shawinigan Water and Power Company, and Mr. T. P. Howard, of the Phoenix Bridge and Iron Works, Limited, were elected chairman and vice-chairman, respectively, of the Montreal branch of the Canadian Manufacturers' Association.