



NEW SUPPLY. LASALLE NICKEL ALARM CLOCKS.

BEST CLOCK IN THE MARKET.

Quick Train, 15,000 beats per hour. Straight Line Club Tooth Escapement. Polished Main Springs in barrels which give maintaining power. The pinions are high numbered with polished steel leaves. 1 inch dial. Nickel Cases.

Selling Agents:

O'Loughlin Bros. & Co.,

Wholesale Paper, Stationery and General Jobbers and Steam Printers,

134 and 136 Second Avenue North, WINNIPEG, MAN.

Reciprocity Between Canada and Australia.

From Vancouver World, June 21.

There was a large attendance at the Vancouver Board of Trade rooms, of members and non-members, on Friday evening to hear an address from F. W. Ward, representative of Jas. Huddart, managing owner of the steamships Miowera and Warrimoo, of the Sydney-Vancouver line.

Mr. Ward commenced by saying that as far as feeling went the new line of steamers was firmly established, and it was well it was so, because friendly feeling was bound to enter into the building up of trade. They were gathered on this occasion to discuss the more practical side of the question. The business to be done might be put under three heads, postal, travelling and commercial. The Australasian mail subsidy is now going to the P. & O. boats, which make the trip to the old country via the Suez canal. The contract speed is less than could be easily made by the Canadian line. The steamers are fine and run well on time. A question he had to look into was whether Australia should go on sending her mail by the western route or adopt the eastern. He favored the latter, especially from the standpoint of safety. Then as to speed. Mails had been delivered from the Miowera in London in 13 days. The same distance had been done in 10 days, and could be again. This would effectually beat the other route. High speed for obvious reasons is more easily maintained for a short distance than a long one, coaling, straining on machinery, etc., being considered. In this respect the Pacific service has the advantage over that via the Indian ocean. Australia does 80 per cent. of her trade with Great Britain. This is a tribute to the old flag and to the old flag's free trade policy. The importance of the mail in view of this is hard to exaggerate and no other route gives a British territory way of transit. The mails might not be got at the end of next year but they were worth fighting for. It had the favor of a great many people in England, and would be supported by the Times. The P. & O. and Orient lines were both backed by strong companies that had influence, and they would not give up the mail contract without a struggle. The Miowera's mail was landed in London a few days ahead of the Suez canal average and five days ahead of the San Francisco route. The travellers would undoubtedly follow the mail route, and that would not be a bad thing for Canada. Mr. Ward then quoted statistics to show that the postage came within a small fraction of paying the subsidies. He had made a trip to London on a P. & O. steamer, and back to Australia by an Orient liner. They were both fine boats and admirably conducted, but he had no love for the Red sea or the Indian ocean. Both of them were noted for deaths from heat apoplexy and this was almost unknown to the Pacific. Few people, also,

care to spend more than three weeks on a ship at a time. A passenger could leave Australia by the Canadian route at the same time as a man going by a P. & O. boat. The one could get to Europe in the same time and be able to spend 16 days in America, while the other would be 45 days on a ship. He did not know whether he had given them any light, but he certainly had got some. He was pleased with the electric tramway and British Columbia dyking system which were things that he thought could be well introduced into Australia. He thought the latter was ahead of this country in booms, but he did not advise them to cultivate a crop. He paid a high tribute to the sturdy element that followed the mining industry, and spoke of several districts in Australia, where the original gold seekers were now successful farmers. He showed that while pastoral pursuits covered the greatest part of the country the output was £34,000,000 of which £20,000,000 was wool. Of minerals of all kinds £11,000,000 are sent out. The average of land cultivated in Australasia is .35 of an acre out of every 100, and this gave an output of £24,000,000. In the crisis through which Australia is passing the least affected was the agricultural industry; while bubbles were bursting in the cities the agricultural industry was as solid as a rock. We do not, he said, know the value of soil in new countries. If the two young colonies on both sides of the Pacific could interchange ideas it would be well for each. He would like to say, if he were not uttering a political heresy, that he was in favor of having the abundance of the world distributed to all its parts. Australia had an abundance of some things and Canada had an abundance of others. The former was proud that she had lowered the price of wool, and the latter could pride herself upon lowering the price of bread. One thing that had pleased him in Canada was that he had been told that most of the people owned their own homes. With the aid of British Columbia lumber the Australians could be helped along this same line. In return Australia could send them some hard woods that would defy the torredo. He would like to have British Columbia written and talked about in his country so that people would not think of taking anything else but British Columbia salmon. They should keep statistics of trade so that the United States would not get all the credit for what British Columbia was sending as had been the fault in the past. New South Wales imported last year 7,721,687 pounds of preserved fish, mostly salmon, valued at £92,518. Of this none at all was credited to British Columbia. This was due to the fact that the shipments had been made by way of San Francisco. He had instanced only one of the six colonies and they could judge from that the importance of the trade in fish. The South Sea Islanders were all very fond of fish now that they had left off cannibalism, and Sydney was the distributing point for them. New Caledonia last year had got 125,471 pounds of preserved fish.

from Sydney and Fiji, New Guinea and other islands had received large quantities. The agents of the line in Honolulu had told him that the islanders were becoming more fond of fish, particularly salmon, all the time. In the lumber trade it was possible that Canada could do more than in the past. She appears badly at present as compared with the United States, but this was due to misplaced credit. They had had to face this when agitating for the Canadian line, and, though they knew that the records were wrong, they had no way of getting the correct figures. The trade between the United States and Australia stood next to that with Great Britain, and he thought that Canada could easily get a share of that trade. The McKinley tariff was not an olive branch, and the Australians felt that it had been directed against their wool. The United States never had shown them anything like a hearty reception. The line to San Francisco had been running for 20 years, and the United States had never paid a cent of the subsidies, though all the while it was reaping the largest share of the benefits. The new line had been started by Canada. Mr. Huddart had only taken up the offer that the Canadian Government had been dangling before the eyes of shipowners for years. If anything were done by the United States now it would be to save a trade that they are afraid will be taken from them by Canada. They expected a return trade with Canada. They had been paying the United States in gold, and Uncle Sam was causing his people to dress in shoddy because he would not admit their wool. What Australia would send to Canada would not dispossess native products. They could send fruit at Christmas, and plenty of butter when it would be scarce in Canada, and mutton at 2½c. a pound at the ship. They wanted in return manufactured goods. Agricultural machinery, hardware and all such articles might as well come from Canada as the United States. The trade was developed, all Canada had to do was to supply it. In type-setting machines alone there was an opening for hundreds, and he had already been making enquiries which he hoped would lead to business. He was confident that if they stuck to it in a practical way they would get a trade much more rapidly and of a more varied character than any would have dreamed to be possible a few weeks ago.

After short speeches it was moved and carried unanimously, "That, in view of the inauguration of a direct steamship service between Australia and Canada, in the opinion of this board it is desirable in every way to promote and foster our trade with the Australasian colonies, and that the Dominion Government be moved to take into consideration, with the respective Governments of the Australasian colonies, the customs tariffs now in force on both sides, and so arrange such alterations thereto as will encourage the development of reciprocal trade between the Dominion of Canada and Australasia."