

### ENGLISH INQUIRIES FOR CANADIAN PRODUCTS.

The High Commissioner in London has received the following enquiries during the week ended January 27, 1899, from English business houses who are interesting themselves in Canadian trade, and invites communications on the subject from the Dominion.

1. An enquiry has been received from a firm open to buy metal residues such as zinc, copper, lead, tin, ashes or hard spelter, and the following ores: Copper, lead, silver, gold, tin or nickel.

2. A firm of manufacturers want a traveller calling upon wholesale woollen merchants to represent them on commission.

3. An importer of cider is ready to buy new sweet cider in lots of 60 to 120 casks. It should be put in whisky casks (ten hoops).

4. An agent with a good connection among the wholesale buyers in the Dominion, is required to represent manufacturers of woollen and worsted cloth for both ladies' and gentlemen's wear.

5. An enquiry has been received for the names of exporters of Canadian turpentine (commonly known as Balsam of Canada) in drums of 1 cwt. each.

6. Canadian lumber merchants who have already embarked upon the business of preparing wood blocks for road paving purposes, may like to have the name of an agent who calls upon the London Vestries from time to time and would be glad to submit samples and prices.

7. A firm of good standing in Glasgow is ready to import grain and provisions on consignment.

### TOOLS IN BRITISH GUIANA.

United States Consul at Demarara says:—"Vises for engineers and blacksmiths, tongs, anvils, chisels and hammers are the tools chiefly imported. England sends most of them. They are packed in casks, and the transportation charges are 30s. (\$7.29) per ton weight, or forty cubic feet. The duty is ten per cent. The manufacturers' prices are: Parallel vises, wrought iron, to screw on top of bench, weighing 2½ and 4 pounds, \$3.36 to \$3.84 each; best quality, with adjustable head to fix at any angle, weighing 4 pounds, \$7.68 each; combined parallel vise and anvil weighing 3½ pounds and 7 pounds, \$6.96 and \$10.56 each (50 per cent. discount is allowed); parallel vises with strong cast-iron bodies and steel jaw plates, jaws from 2½ to 5½ inches, opening from 3½ to 6 inches, weighing 10½ to 70 pounds, prices \$3.36 to \$13, less 47½ per cent. discount; tongs, close and hollow-mouthed, 20 cents per pound; side and flat, round and square, 26 cents per pound; paper rake and shovel, 64 cents each, or \$1.92 per set; anvils, single, from \$4.68 to \$5.76 per cwt. net, according to quality; double, from \$4.92 to \$6; chisels, cast steel, flat cross, cut half round, or diamond point, 24 cents per pound; boiler-makers' hammers, 30 cents per pound. Forty per cent. discount is granted on chisels and hammers. Retail prices, about 100 per cent. on landed cost."

### A CHANCE FOR CANADIAN PACKERS.

Lord Strathcona, Canadian High Commissioner at London, has received the following letter from the British Admiralty office:—

"I am commanded by my Lords Commissioners of the Admiralty to acknowledge the receipt of your letter of the 16th of December, No. 27,892, transmitting a copy of a letter from the High Commissioner for Canada, stating that it would be quite possible for many Canadian firms of good standing and position to supply the Admiralty with certain articles of food obtained from America, and asking that such firms on application might be given the option of tendering. In reply I am to state for the information of the Secretary of State for the Colonies that my Lords will be very pleased to invite any Canadian firm of packers, who may apply, and who may prove ability to carry out the contracts, to tender."

As I think I stated once before, tenders for Admiralty

supplies are received only from an approved list of firms, whose position is above reproach, and whose goods have proved suitable for use in the navy, a certain standard being absolutely required. The letter which I have quoted gives to Canadian firms the opportunity of showing that they are eligible for this list. I need not dwell upon the desirable character of such business as the navy offers, but I hardly think it would be of advantage to any but large and well-established firms of packers to attempt to obtain the business. Since the contracts are awarded by tender, and it is absolutely necessary to show ability before tendering to carry them out, small firms, however enterprising, or however good their product, would hardly stand a chance. However, any who care to look into the matter can, I believe, obtain particulars from the Canadian Department of Agriculture.

### GOOD MATCHES WANTED IN SIAM.

British Consul Beckett (Chiengmai) remarks that Japanese matches continue to inundate the country. "They are, without exception, worthless. In the rainy season, three or four matches must be struck before a light can be obtained. A case of ten boxes cost in Chiengmai 4 atts (1d.), or a box sold separately at ½ att. A box of good matches, therefore, sold at four times this price, or 2 atts (½d.) would be a bargain of equivalent value to the purchaser. Curiously enough, good Swedish matches, imported from Moulmein, are sold in the markets of Mehongson, six days west of Chiengmai and Muang Hang, in British territory six days northwest, at a price of ten boxes for 8 atts (2d.), and yet the same matches when sold at Chiengmai, which is rare, are 3 atts per box, a price which is prohibitive. English or Swedish matches sold at Chiengmai at 2 atts (½d.) per box would, I am confident, find a ready sale."

### BICYCLES IN JAVA.

United States Consul Everett, at Batavia, Java, writes:—"The use of bicycles, which a few years ago was unknown in Java, has within the last three years advanced tremendously. There are now between 3,000 and 4,000 bicycles in the Island of Java, and the number is increasing. Wheeling is confined to Europeans, half-castes, and Chinese, the Arabs and natives not having taken it up. Elderly people do not ride as they do at home, and women very little, as it is considered immodest for a girl over fifteen to ride a bicycle. I do not, therefore, recommend sending any ladies' wheels here.

"About sixty per cent. of the wheels in use here are cheap, and the majority of these cheap ones are German. This is due not only to the enterprise of the Germans, which has far surpassed that of any other country, but also to the fact that people here are very close and penurious, and always buy the cheapest article obtainable, regardless of quality.

"Of the better grade of bicycles, nearly all are English. These were first in the field. They are very heavy and clumsy, and ought to be easily supplanted by lighter and better machines.

"The wear on wheels is not very great. Long-distance riding is unknown, although the roads everywhere are almost perfect. The sun, however, is hot, and the only time one can ride is for an hour in the early morning, and about the same time in the evening. Riding at night, even with a lamp, is looked upon with disapproval. Consequently, with care, there is no reason why a wheel should not last ten years. In spite of all this, the bicycle dealers maintain that the business is increasing slowly, and they think that with proper effort a very large number of additional converts to bicycle riding could be made among the Chinese.

"As regards shipments, the best way is to ship via Liverpool London, or Southampton, the two former preferably, thence by English steamer direct to Batavia.

"As regards details, there is not much to suggest. In the east of Java, people seem to like the steel rims; in the west,