

ant to us. From Lake Superior Junction we have a road which is very nearly completed, running from that point to Fort William, on Lake Superior. When we get down to Fort William we are at once placed in connection, by means of steamers across the lake, with our ports on Georgian Bay, where the traffic coming across is at once placed on one line, and passed on through the Provinces of Ontario and Quebec. The delay is, therefore, vexatious, because it is quite clear we shall be ready with our portion of the work to a connection with the main road long before the Government, I am afraid, will be ready."

### English Contractors Want a Chance.

Sometimes we hear the remark that British manufacturers show their lack of interest in the Canadian market by neglecting to put in tenders for contracts, or portions of contracts, which they might possibly obtain. In this connection it is noticeable that almost invariably the advertisements calling for specifications are inserted so late or fix a date for the receipt of tenders that it is almost impossible for a firm which has its headquarters in the United Kingdom to make a bid even if so disposed. Of course, a few—a very few—firms are represented in Canada by men who have the ability and the authority to make tenders without more than a cable reference to their principals.

It is inevitable that in the case of Dominion or Provincial Government and municipal contracts preference and exceptional opportunities will almost invariably be given to the Canadian manufacturer or tenderer; but for some years to come there will be much in the way of machinery needed even by Canadian manufacturers themselves which must be imported, and in such cases it seems only fair to ask that the manufacturer in the United Kingdom should be given the time necessary to enable him to prepare carefully specifications which are to compete with an American manufacturer.

### The Land of Sunshine.

An Edmonton despatch says: The building of the Hudson's Bay Railway and the construction of the Panama Canal will bring about a great change in the transportation situation, and this part of the country will be certain to benefit. It is likely that two lines will connect this city with

the Pacific coast before many more years have passed, and all these items will tend towards lowering the rates which now constitute an obstacle to wheat development. Twenty years ago the rate on wheat from Winnipeg to Fort William was 24 cents a hundredweight. The present rate is 10 cents, and the reductions have not been due to philanthropy. There is hope for the farmers of northern Alberta. They have the facilities for raising the wheat. The hours of sunshine in the growing season are longer around here than in any other grain-raising country, and this is a factor which counts for much in determining the capacity to produce wheat. Early frosts are less terrible when the grain matures naturally within ninety days of sowing. The requisite is a satisfactory market for the wheat. This is not afforded now, and it is not likely to be for at least a year.

### A Remarkable Request.

A remarkable request has been made by the Toronto Ferry Company in consideration of their acceding to the proposal of the city council to charge only five cents for a round trip to the Island. In addition to free wharfage and an extension of their lease of Hanlan's Point, they are asking that the city promise to have no tunnel built beneath the Western Gap for a period of years. The company are certainly far-sighted, but it is scarcely to be supposed that for the sake of providing a five cent return fare, the city would be willing to stipulate that citizens should continue to be crowded upon ferry boats, in all sorts of weather, and not have the advantages of a car route, by way of the proposed tunnel. On holidays and upon other special occasions, the crowding at the Ferry Company's wickets has been great. A street car service would go a long way to reduce it. Aside from all questions of competition for the Ferry Company, however, the construction of the tunnel has come to be looked upon as a necessary undertaking, and the city council could scarcely justify themselves if they tied themselves down to delay it for the sake of a temporary advantage on the ferry boats.

### The Value of Publicity.

In order to sell goods one must advertise incessantly and without stint. Apropos of this "Industrial Canada" recently published the following words of wisdom: It is very true, that the greatest preference ever con-

ceived will not of itself build up a trade. It takes work, and good, hard, conscientious work, to introduce any product on a new market. A striking illustration of the relative values of work and preference in building up trade is to be found in the volume of business done in Canada by English and United States firms. Canada gives England a preference of 33 1-3 per cent in this market, and the Englishman wonders why trade does not pour into him in consequence. The United States manufacturer pays the full duty and goes on increasing the volume of the business he does with us. The Englishman cannot understand this, and complains that the preference is no great thing after all. The explanation is simple. The American works, the Englishman does not. The American comes after the trade, and spends large sums of money advertising his products in Canada. The Canadian knows what the American has for sale, and the reason why he should purchase it. Of English products he knows nothing, for the has not been told anything. If the Englishman worked as the American works he would soon find that the preference counted. Until he wakes up to the importance of work the preference will do him little good, and the American will continue to find Canada his best customer.

### Good Profits in Winnipeg

Before the Quebec Public Accounts Committee at Ottawa John Henry Kern, of Winnipeg, testified that he had purchased some lands at Winnipeg, foreseeing that if the G. T. P. terminals were not to be placed on this land the railways would have to traverse it, and for a parcel for which he paid \$59,000 he obtained from the Transcontinental Commission \$138,000. Another parcel of land for which he paid \$40,000 he got \$84,000 for from the Commission. On another property purchased for \$13,000 Kern and his partner cleared \$40,000. On a total outlay of \$59,000 Kern cleared \$122,800. He was sorry that he had sold to the Government because the location of the shops at St. Boniface would have made his land much more valuable.

Water pipes of terra cotta were used in Crete 40 centuries ago. Those supplying drinking water consisted of a series of subconical tubes socketed into each other with collars and "stop ridges," so constructed as to give the water a shooting motion, thus preventing accumulation of sediment.