

Canadian ports, with a capital of five millions. They ran nineteen voyages last year, carrying a large quantity of Canadian produce. Since then they had put on the stocks seven new steamers, with a tonnage of from seven to nine thousand, and with cold storage and all modern equipments. A number of lime-light view were shown on the screen, giving panoramic views of the canal from the sea to Manchester, and showing the elevators, storehouse, abattoirs, railway facilities, locks, cattle sheds, carcass houses, and foreign animal wharves along the route, and winding up with views of some of the leading buildings in the city.

### NICARAGUA WANTS CHEAP GOODS.

British Consul Chambers, writing from Nicaragua, declares that in "a country like this, the question of price in buying an article is of supreme importance, and if an enamelled saucepan of low quality, lasting, we will say, for six months, can be bought at a fraction lower than a really good one that would last five times as long, in nine cases out of ten the cheaper one sells in preference, and the same thing happens with nearly everything. Thus, of the cotton goods imported from Great Britain, more than 50 per cent. consists of the cheapest, flimsiest kind of grey cloths, drills, prints, lawns, muslins, shirtings, etc., it is possible to obtain, and very often split cloths. What Great Britain does in cottons Germany does in other goods, and if British firms would go in more for cheap inferior articles, instead of keeping to better qualities, they would undoubtedly increase the trade to such countries as this." The Consul makes some observations which do not represent British houses in so bad a light as they are generally placed in respecting their representatives. He says:—"Of the travellers for foreign houses passing through this country, possibly 70 per cent. of them represent British or American firms, and in every case they are fairly proficient with the language, and are good business men. Travellers for German houses are rare, as also representatives of French firms, but the former make up the deficiency by freely sending out patterns, and an abundance of correspondence soliciting business. With very few exceptions, all English travellers represent Manchester, Nottingham, and Glasgow houses only, and carry with them vast quantities of samples of all description of cotton goods."

### AGRICULTURAL MACHINERY IN EGYPT.

Owing to the growth of agriculture, and the consequent rise in the wages of agricultural laborers, this country is becoming a more and more important market for agricultural machinery of all kinds. As regards portable steam engines for irrigating plant, I may say that last year most of those came from England (fl. 254,000 value), the remainder, to the value of fl. 7060, coming from France. As when the Nile is low the authorities more easily permit the erection of a stationary instead of a portable engine, and demand for the latter has now decreased somewhat. The portable engines imported from England are of 6, 8, and 10 nominal h.p., single cylinder, and of 12, 14, and 16 h.p. with double cylinders (compound). Egyptian buyers, it may be pointed out, always calculate prices and sizes on a nominal h.p. basis, the nominal h.p. being equal to  $2\frac{1}{2}$  effective h.p.'s, or 3 indicated h.p.'s. Ploughs and land rollers are the most important item worthy of attention, as the trade in them is capable of great extension. Egyptian farmers are very conservative, hence the best way to effect this would be for makers of these apparatus to send two or three of their workmen here for a couple of years. These men could till the lands of prominent farmers with the manufacturers' ploughs and harrows, and compare the results with those obtained by the old system. The following systems have so far been introduced into Egypt:—French Brabant double ploughs, at 167 fl.; American Ollivier ploughs, from 19 fl.; English stronger-made Ollivier ploughs, at 38 fl.—French Consular Report.

### AUSTRALIAN TRADE—MR. LARKE'S REPORT.

Mr. J. S. Larke, Canadian Commercial Agent at Sydney, N.S.W., under date of September 25, 1899, writes the Minister of Trade and Commerce as follows:

The trade of the Colony of Victoria was:—

	1897	1898
Imports.....	£15,454,482	£16,768,904
Exports.....	16,739,670	15,872,246

Although there is a marked increase in the volume of imports, the decrease in exports does not, apparently, fulfill the expectations of a year ago that the colony was on the eve of better times. The decline of exports is made up mainly of specie, butter, live animals and some re-exports. The first result of a better season is to keep animals for re-stocking the pastures instead of killing them and exporting their products. There is also a decrease in the exports of a number of lines of local manufactures, indicating a better demand at home. The largest increase in imports is in gold bullion. There is a small but general increase in manufactured goods.

As in past years the returns give but little indication of the trade with Canada. The figures are:—

	1896	1897	1898
Imports.....	£19,523	£11,682	£33,745
Exports.....		424	654

The items from Canada, 1898, were:—

Deals.....	£5,941
Undressed timber.....	20,036
Oregon.....	7,390
Pickets.....	201
Laths.....	57
Cotton piece goods.....	62

The balance of £58 was not of Canadian origin. As in former years agricultural implements, bicycles, cotton goods, furniture, musical instruments, which form the large bulk of the imports from Canada, are credited to other countries.

The chief exports were:—

Molasses.....	£160
Preserved vegetables.....	426
Brandy.....	49
Sauces.....	10

In the lines that have been pushed Canada is doing as large a trade in Victoria as in any Colony. Besides the fish, timber, bicycles, agricultural implements and cotton goods alluded to above, some trade is done in steam fittings, carriage material, window shades, woodenware and confectionery. Other lines of which Victoria imports in considerable quantities have been left almost untouched. There is an importation of rubber goods to the value of nearly £90,000; leather to a like amount; boots and shoes, £30,000; mineral lubricating oil, £42,439; lampware, machinery, paints and colors, wallpaper, lamps and lampware, plated ware, articles Canada can supply, have as yet been unattempted or but feebly. This is attributable mainly to the fact that agencies for Australia have been arranged for with parties who, doing business at Sydney, have not had the facilities for doing a trade in the other colonies. This is in part being changed and agencies have been opened in some lines that will overcome this deficiency.

Travellers and principals who have come from Canada to do business too frequently have limited themselves to so short a time that they have found themselves without the means to try the trade of the other colonies after having got through with that of Sydney, the port of landing.

Recently this has been changed for the better. Even two months is too short a time in which to visit the wholesale centres of Australasia, and this is the maximum commonly arranged for. In the majority of lines four weeks is necessary for Sydney alone. It is the chief point for Canadian trade and business cannot be hurried. At least two months more should be set aside for the other cities. In making a second trip when the man and his goods are known much less time would be required.