

In engineering tools, England gets a large share, although from time to time American makes are placed on the market.

Files for Egyptian Government railway administration have been a sore point to the English manufacturers for some three years; they have been furnished by Belgian and Italian firms at lower prices than the English files.

Almost the whole of the cotton piece-goods trade is in the hands of German and French firms. These firms, resident in Manchester, have branch houses in Egypt or are represented by German agents. Their travellers, principally German, are sent out every year and remain for from three to five months in the country. There is at present a strong and increasing competition from Germany in the lower qualities of cotton prints. In woolen goods, there is a growing competition from France, Italy and Germany, although at present England predominates.

The demand for paper boards is growing from year to year. In former years, Austria was the chief importer of this class of goods. During the past few years, Germany has been gaining in the trade in this and other lines of paper.

A careful study of the possibilities of the Egyptian market for the introduction and sale of manufactured articles suggests the following:

Articles of carpentering, such as door frames, wood frames, sash, and venetian blinds, wooden ware, tools, hinges, bolts, wire nails, wood screws, door and window furnishings, wood moldings for picture frames and other purposes — plain, gilt, and colored; agricultural implements and tools, such as shovels, plows, hoes, cornshellers, etc.; mining, milling, and hydraulic machinery, sewing machines, typewriters, wagons, carriages; wheelbarrows, wood and iron; novelties, boots and shoes, coal-oil lamps, gas meters, gas and electric light fixtures of good design and low cost, stoves and ranges that burn soft coal, petroleum, or gas, dental appliances, fire extinguishers, furniture, patent medicines, photographic apparatus, including kodaks; steam and hot water heating apparatus, rubber hose and rubber goods, cigarettes, chewing gum, confectionery, canned goods and fancy groceries, cereals, such as rolled oats, wheaten and corn grits, etc.; baked beans, meats, canned and cured, flour, soap.

AGRICULTURAL IMPLEMENTS—A POINTER.

Consul Fleming, at Edinburgh, Scotland, in writing to his Government states some facts to which careful consideration should be given by Canadian manufacturers of agricultural implements. He says:—

American-made agricultural machinery is widely used on the farms of Scotland. Most kinds of machinery for farm purposes manufactured in the United States have long been preferred by farmers here, on account of price, quality and design. While the obvious merits of their machines have been the essential recommendation, it is nevertheless true that American manufacturers in this line have obtained the market by the readiness with which they met the special requirements of the Scotch farmer. They adapted their machinery to the market. I refer to Scotland in particular, but the same thing may be said generally of the United Kingdom.

The old style American reaper or harvester cut on the right side. This did not suit the Scotch farmer, he wanted a machine that cut on the left side. Therefore, he would not buy the American machine, and the English-made reaper was practically without a competitor. When the self binder

was invented, it commended itself at once as a labor saving device, besides cutting on the left side, but it encountered difficulties in Scotch fields. There is here a heavier stand of grain than in most parts of the United States. Moreover, the farmers sow grass seed with the barley, so that after the barley has been cut the sheep may feed on the field. This grass is exceedingly fine and also dense. The new reaper was a failure at first, owing chiefly to the fact that the undergrowth of grass in the barley interfered with its working. The blade of the machine was too light, and the canvases were not properly adjusted. No sooner were these defects—from the Scotch point of view—ascertained, than a heavier blade was introduced and the canvases were altered. In less than two years the American self binder was an established favorite; it still holds the market. British manufacturers of reaping machines have not been able to make any headway against it.

The chilled plow was not at first suited to the needs of Scotch farmers. They prefer a narrow furrow and do not deem it a good plan to throw the furrow over; they wish, rather, to set it on edge. The plow was changed to meet their ideas as to the proper way to turn up the ground, and the result was that the American plow has gained almost universal favor.

American farm machinery of nearly every description has had to be altered in some important respects, to adapt it to the different conditions found here. Most manufacturers have been quick to make the necessary changes, and their enterprise has been abundantly rewarded. Not only are there great and increasing sales annually of these classes of machinery, but any new American invention is readily taken up by the farmers on this side.

Self binders and chilled plows have been mentioned as instances where our manufacturers have captured the Scotch market by considering the needs of the consumer. Threshing machines may be mentioned as an instance of the failure of American manufacturers thus far to exactly meet the requirements of farmers in this country. Owing to the rank growth and humid atmosphere, the weight of straw (and of grass mixed with it) to be thrown off is much greater than is the case in the United States. A much heavier and stronger machine is necessary for general use. It has not yet been provided by American manufacturers.

CANADA'S AGRICULTURAL RESOURCES.

Mr. George Johnson, Dominion Statistician, is the author of a most interesting and instructive article, "Canada's Agricultural Resources and Her Opportunity," that appeared in the recent holiday edition of *The Farmers' Advocate*; and we are sure that those of our readers who did not see it in the pages of our contemporary will thank us for reproducing it here. The article is as follows:—

The world is becoming more and more densely peopled. The population is not standing still. The "hatches, matches and despatches" do not balance each other. The natural increase of the peoples of the world may be estimated to be six per cent. in ten years. It may possibly be greater. Improvement in sanitary conditions and reduction in the destruction of life by war may overbalance that general disposition to put reproduction under bonds which some of our clerical friends believe that they have discovered. The food requirements of the world are, therefore, increasing yearly. There are more mouths to feed. Further, as the owners of these mouths grow in the grace and knowledge of civilization they require better food. Content with rye or rice during the formative period of their life, the nations become in their later stages of development more and more desirous of wheat products as the highest form of vegetable aliment. The world at large, and the black, yellow and red races, as well as the white race, are doing very much as the people of Canada