

### World's New Trade Routes.

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comparable to that of the Canadian northwest. When once the turmoil has subsided and the Trans-Siberian Railroad is again in a condition to do the business the area requires, great commercial development is sure, and large ocean traffic between Siberian ports and the ports of western North America will result. Similarly, a new economic life will surely follow the work of the British in Mesopotamia and Persia, and new lines of commerce will grow up. Canal and tunnel developments of the great importance are also matters of the near future. The Canadians are pushing work on the Welland Canal, completion of the improvements there having been delayed until the end of the war. The time is not far off when the Great Lakes ports of the United States and Canada will be in a considerable sense seaports.

The tunnel under the English Channel now seems almost a certainty. The exact effects of this new traffic-way cannot be foreseen, but it would seem that to a very real extent the great British ports will become continental ports. Tunnels under Gibraltar and at the Bosphorus are not impossible within the lifetime of persons now in their maturity, and these engineering works, brought into the realm of probability by the war, suggest great changes in ocean routes. The war has thus made possible an effective railway competition which, while long in the field of possibility, did not seem near enough to merit practical consideration. Railways under British control, which will connect all the area from India to Constantinople, are in contemplation. While much construction is necessary, many parts of these proposed lines already exist, such as the part of the Berlin to Bagdad line built before the war, British construction for military purposes during its progress and the present splendid British system of the Punjab, together with the Russo-Trans-Caspian lines. Thus not many years may actually see the old overland route from India, abandoned for centuries, transformed from caravan trail to railroad, an active competitor of the ocean route via Suez.

Developments in Africa will be no less striking than in Asia. The Cape to Cairo line will soon be an actuality, and the French are discussing an elaborate extension of their North African line across the Sahara into the French Sudan and thence connecting with the Belgian Congo. Such a system would certainly offer competition with those steamship lines which do a trading business on the west coast of Africa, and the combined effect of this route and the Cape to

Cairo line upon the steamship route which now goes to Australasia via the Cape of Good Hope is entirely problematical.

The war has also greatly quickened the industrial development of many countries in which much progress had already been made before it began, and this is certain to work changes in the routes of trade. Thus Brazilian manufactured goods have appeared in the South African market, and direct steamship connections between the east coast of South America and South Africa have been made, while the industrial strides made by Japan are resulting in the establishment, in increasing numbers, of direct lines from Japanese ports to Australasia and to the west coast of South America.

### Getting into South African Trade.

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tion of British trade with South Africa, are mainly responsible for the increase in trade with the United States of America and Japan during the war. Japanese imports into this country received a large measure of support as a consequence of the inclusion of the Cape Ports in the itinerary of the ports of call for Japanese steamers. So far as America and Canada are concerned, neither of these countries has received encouragement from special banking, steamship, or distributing facili-

ties. As a matter of fact, freights from the United Kingdom have been cheaper than from either of the countries named. In the case of America, the demand for cash for goods on delivery at the wharf, without guarantee of freight, compelled importers of American goods to lay out capital without any guarantee of receiving the goods, and this arrangement constituted a restraint on American trade.

### Future Demand for Imported Goods.

Generally speaking, the future demand for imported goods is not likely to be reduced, owing to increase of price, except in the case of articles which are manufactured locally. The spending power of the country has increased very considerably during the war consequent upon the high prices which have been obtained for South African products. Provided the price of wool, meat, grain and other products is maintained on a high level, the purchasing power of the country will be greater than during the pre-war period. The opinion is held that every effort will be made to obtain, regardless of cost, raw materials and finished products and in the process of local manufacture.

The demand for iron and steel manufactures will not be affected by the increase in price as the requirements for development and renovation purposes are enormous. Machinery of every description is urgently needed.



## SALE OF Military Stores, etc.

DRY GOODS, HOSPITAL FURNITURE  
BEDDING, HARDWARE, LEATHER  
GOODS, JUNK, ETC.

### SALES WILL BE MADE BY SEALED TENDER

Persons desiring to tender are requested to register their names and addresses with the  
**SECRETARY OF THE WAR PURCHASING COMMISSION, BOOTH BUILDING, OTTAWA**

stating the class of goods in which they are interested, whether new or second-hand or both.

Tender forms with full details of the goods and places at which samples may be seen, will be mailed when ready to those who have registered as requested above.

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If the salesman has unlimited confidence in the company he represents and in the goods he is offering, it will not take long to communicate that confidence to the prospect. And this applies to Life Insurance more than to any other article. Agents of the Mutual Life of Canada meet with extraordinary success for that simple reason—they devoutly believe in Life Insurance and above all in the "Mutual" Life Insurance. The Mutual Life has been conducted for fifty years exclusively in the interests of its policyholders. The result is an unprecedented demand to-day for Mutual Life policies. With the Mutual "the secret of successful salesmanship" is simplicity itself—The agent knows that he has the Company and the policy that the prospect NEEDS. The rest soon follows.

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WATERLOO - - - ONTARIO.

### Special Terms to Hospitals, Etc.

Dominion, Provincial, and Municipal departments, hospitals, charitable, philanthropic, and similar institutions which are conducted for the benefit of the public and not for profit may purchase goods without tender at prices established by the War Purchasing Commission.

**RETURNED SOLDIERS AND SAILORS AND WIDOWS AND DEPENDENTS** of Soldiers and Sailors killed in the War may obtain supplies, for their own personal use and not for re-sale, through the nearest branch of the Great War Veterans Association who will combine individual orders and forward to the War Purchasing Commission through the Dominion Command of the Great War Veterans Association. These services are rendered by the Great War Veterans Association to all parties in the classes named, whether members of the Great War Veterans Association or not.

All communications should be addressed to the Secretary, War Purchasing Commission, Booth Building, Ottawa, who will be glad to supply lists and further details to those interested.