

Manufacturers

Let us tell you about the industrial opportunities offered by the City of

REGINA

Saskatchewan's Capital

Twelve railway lines radiate from Regina, making it one of the most important industrial centres in Western Canada.

FREE—Booklet of views will be sent on request. ENQUIRIES will be promptly answered by:

As to industrial opportunities—

**Industrial
Commissioner**

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Commissioner**

REGINA, SASKATCHEWAN

St. Boniface (Manitoba)

requires

Manufacturers and Distributors to Occupy Sites

that can be bought at considerably less than the price asked for in Winnipeg.

St. Boniface is divided from **Winnipeg** by the Red River only

The 3½ mile Circle from Winnipeg's Business Centre embraces EVERY foot of land of St. Boniface City.

Light, Power and Water at exceptionally low rates.

Liberal inducements offered to manufacturers and others by City Council.

For information, write, Secretary Board of Trade.

L. COFFEE & CO.

GRAIN MERCHANTS

THOMAS FLYNN Established 1845 Board of Trade Building,
Toronto, Ontario

J. G. G. KERRY W. G. CHACE N. R. GIBSON
KERRY & CHACE, LIMITED
ENGINEERS

Associates A. L. MUDGE, A. L. MIÉVILLE
Steam and Hydro-Electric Developments. Steam and
Electric Railways. Irrigation and Water Supply

TORONTO AND WINNIPEG

CANADA PUSHING EXPORTS

Good Results in Motor Cars in Australia—South African Markets

In the weekly reports received from the Canadian trade commissioner and issued from Ottawa weekly, growth in Canada's export trade is indicated. At this time when manufacturers are giving more attention to export channels, the valuable trade commission service of the Dominion government is in great demand.

The trade commissioner at Melbourne, Mr. D. H. Ross, has gathered information regarding the automobile trade. In some of the states of Australia, he says, there is no government registration of motor cars and hence it has only been possible to ascertain the number of cars and the names of the manufacturers registered in Victoria, New South Wales and South Australia. The total number of cars in the three states together with the proportion of Canadian cars, down to recent dates, is shown thus:—

Motor cars in	Total number.	Canadian share.
Victoria	8,339	1,350
New South Wales	13,901	2,065
South Australia	4,512	1,029

Canada Made Good Record.

Aggregating the three states, 26,752 cars were registered, of which 4,444 cars were of Canadian manufacture. Excellent direct representation, combined with the undoubted value of the leading lines of Canadian cars, is responsible for these encouraging results in face of competition in the Australian market of motor cars from all parts of the world.

In South Africa.

Mr. D. M. McKibbin, Canadian trade commissioner for South Africa, reports that results recently accruing to the enterprise of certain Canadian manufacturers have been very gratifying. In two instances specimen products have been shipped entirely at the expense of the manufacturer. The one, an agricultural implement, was immediately taken up by a leading Johannesburg house, with connections at the coast and throughout the Free State and the Transvaal. The other (a machine employed in irrigation) was found to be inadequate to local requirements. But the same firm submitted specifications of a similar machine that would be entirely suitable to South African conditions, and the manufacturer was asked to quote on it. His further response has proved equally gratifying, his quotations being satisfactory; and considerable business can confidently be expected.

Gasoline Engines and Boilers.

There has been an increasing demand in South Africa for gasoline engines. In certain parts of the country fuel of any description must be transported long distances, and there the gasoline engine has come to stay. In other sections, however, it has been found that motive power that can be generated on locally obtained fuel will prove more economical than gasoline produced energy. Wood is plentiful in certain districts and there the wood burning portable boiler is the favorite. But over considerable areas in the north-east of the Cape province and throughout Natal, Transvaal and Rhodesia, open coal seams can be found where the farm owner and his neighbors help themselves to excellent fuel at a minimum of cost. Here a lucrative trade could be found by the manufacturers of portable boilers (vertical) and engines of 2 to 8 horsepower, that will comply with the boiler regulations of the Union and yet can be sold at a low price.

If you meet two men with slouch hats, armed with revolvers and rifles, bowie knife in belt and sword swinging to heel, glancing around suspiciously, eschewing conversation, avoiding company, carrying a bulky suitcase, eating meals by the wayside,—you will know they are Alderman E. H. Riley and W. J. Tregillus, of Calgary, on the way to England with \$500,000 of Calgary's bonds. They are on active service and are saving the city \$12,000 war insurance on the securities. Before they went, the city fathers discussed all that might befall the bond carriers, including gunmen's attacks and sunken ships. But the aldermen did not pale and they are taking the bonds to Europe on a personally conducted tour.