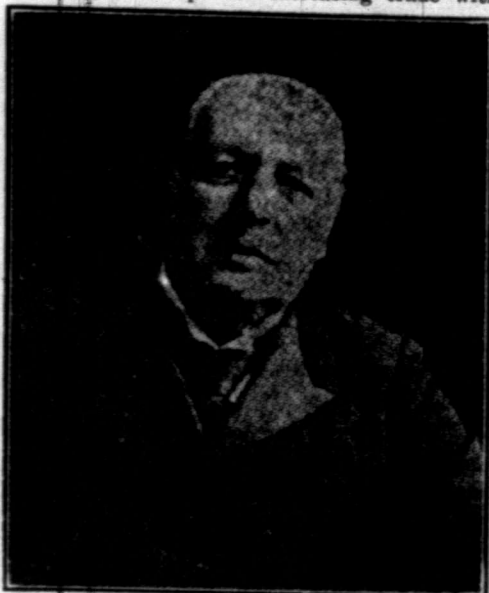


CANADIAN TRADE POSSIBILITIES IMMENSE,

Says Lord Beresford—Merchants Must Learn What Canada Wants—Italy Wants Agreement—Pacific Coast Grain Shipments.

London cables this week devote lengthy references to the pamphlet of Admiral Lord Charles Beresford regarding British trade relations with Canada. He seeks to impress indelibly upon the mind of the English merchant that he must be unusually practical if he desires to capture a large share of Canada's import trade. His Lordship bases much of his textbook's advice—his published pamphlet bears the title of "British Trade with Canada"—upon the results of his personal observations when he last year opened the Canadian National Exhibition in Toronto.

"During my visit to the Dominion," he says, "many facts came to my notice which impressed me strongly with the conviction that the time is ripe for increasing trade with the Old



Lord Charles Beresford.

Country, and that the possibilities of Canadian trade are immense. Traders of all classes, I found, were most desirous of buying British goods, and were hoping that the preferential tariff of 33 1-3 per cent. in our favor would result in increased British and Canadian trade."

"Secure the services of a first-class resident commercial traveller, one with A1 connection and experience," is the first rule laid down by the Admiral, who emphasizes the contention that British merchants should get up and hustle, and do more than distribute catalogues in the Dominion, and then sit down here at home and wait for trade to come in of its own volition. "He must know what is required by the Canadian people respecting the class of goods that he recommends. Having ascertained what the Canadian people want, he must convey the necessary particulars to the British manufacturer. He should be paid a good salary, or salary and commission. This traveller should make efforts to get directly in contact with the consumer as well as with merchants and agents."

Other proposals advanced by the Admiral recommend no delay in shipping and quick delivery. Merchants should ship their own goods instead of handing them over to forwarding agents, while every large British manufacturer should have an individual representative in Canada who is thoroughly conversant with the factory he represents as well as with the market he is endeavoring to supply.

Italy desires a trade agreement with Canada. In the Italian chamber at Rome, Premier Luzzatti spoke on Monday of the difficulties which had been encountered. He anticipated a commercial basis similar to that enjoyed by France and the United States. The Italian Government might threaten retaliation by placing a prohibitive duty on dried fish, but he hoped a settlement would be reached without resorting to threats. If this hope were unrealized, Italy would join with Germany and Belgium, with which countries she had identical interests as regards Canada. Italian representatives will leave for Canada as soon as a prompt and satisfactory settlement is in sight.

President Taft speaking at Buffalo on Monday congratulated the business men of that city in common with the people of the entire country that a tariff war with Canada has been averted. He hoped for a still closer union with the Dominion, and said he was sure both countries would benefit thereby. Within the next year, he declared, Secretary Knox would enter into negotiations with Canada to see what can be done to bring about closer commercial relations.

Mr. W. G. Fischer, now Canadian Trade Commissioner at Glasgow, will be appointed to a similar post in Germany.

The Customs receipts of the Dominion for April were \$5,054,770, as against \$3,961,678 in April of last year, an increase of \$1,093,092. May is expected to show an even greater increase owing to the immigration which is in progress, and which is keeping the factories of the Dominion busy, and consequently compelling large importations of raw materials and semi-manufactured goods.

Vancouver, B.C., May 2nd.

Shortage of cars for the shipment of lumber has been caused by the lack of storage facilities for grain in bulk, and between 200 and 300 cars of wheat have been in the C. P. R. yards during the past month, being kept therein since there was no other place to put it. Grain, like water, will find the easiest way out of the country and now that it has begun to flow via the Pacific Coast, adequate facilities must be provided. This spring a very considerable quantity has been exported, and special steamers have been chartered by the companies which have boats plying on the route between British Columbia ports and Mexico. The A. B. C. Elevator Company, which has secured a Dominion charter, has taken over the Canadian-Mexican steamship line, which is subsidized by the Dominion Government, and has already purchased one steamer and has negotiations in progress for two more specially adapted for carrying grain in bulk. Arrangements are being completed with the Tehuantepec Railway across Mexico for transportation.

The company, which has a capitalization of \$3,000,000, will erect elevators at Vancouver, New Westminster and Prince Rupert, and it will take three or five years to carry out the plans in hand. The president of the concern is Mr. E. H. Heaps, of the E. H. Heaps Lumber Company, and prominent in insurance, financial and lumbering circles. The vice-president is Mr. L. P. Strong, of Calgary, who is known perhaps better than any other man in connection with the grain trade of Western Alberta. He has been in Vancouver for a week or two. J. A. Mitchell, of Victoria, is formerly of Winnipeg, where he was also engaged in the grain trade. Mr. R. L. Reid, lawyer, and Capt. Worsnop, Vancouver, are other directors, and Mr. J. W. Heaps is secretary.

Besides handling grain, the company will construct a large waterfront cold storage plant for the handling of perishable goods.

RAILROAD ACTIVITY.

Montreal and the Grand Trunk Pacific—Atlantic-Quebec Road Will Build to Gaspé—Canadian Northern to Tap Coal Fields.

Montreal is to be linked with the Grand Trunk Pacific Railway within three years. The subsidy bill for the Montreal, Kapatchawan and Rupert Bay Railway Company has now received its three Parliamentary readings. Although the distance is 400 miles from Montreal to Rupert Bay, the subsidy, which has been voted by the Dominion Government only covers the section from the Black River to Lake Kapatchawan on the Grand Trunk Pacific or Transcontinental, a distance of 194 miles, or a good deal less than by the so-called Joliette route. The federal aid of \$6,200 per mile, and the assistance to the bridges on the proposed route, amounts to about \$2,500,000. Sir Lomer Gouin has promised substantial assistance from Quebec, which may be in the form of a land grant of 4,000 acres per mile.

The capital of the company is to be \$3,000,000, while a bond issue at the rate of \$30,000 per mile is authorized by the federal charter.

Will Seek French and British Capital.

The project will be presented to English and French capitalists. The line will pass through the counties of Maisonneuve, Jacques Cartier, Laval, Two Mountains, Labelle, Wright, Pontiac and on to the junction of the Montreal branch of the main line of the Transcontinental Railway. Mr. Gervais states that he has gone into the respective distances and he announces that over the new road Montreal will be 1,260 miles from Winnipeg, while the distance between Quebec and the Manitoba capital by the Transcontinental will be 1,350 miles. The idea is, in fact, to have the Montreal branch completed by the time the main line is finished west to Superior Junction and Winnipeg.

To Gaspé This Year.

The Atlantic Quebec and Western Railway is to be built to the Port of Gaspé by the end of the year if possible, according to instructions received from England. This statement is made by Mr. C. B. K. Carpenter, managing director of the New Canada Company, the organization formed some time ago to build the road from Port Daniel to Gaspé after the Atlantic, Quebec & Western had purchased the old Baie des Chaleurs road from Metapedia westward to Port Daniel, the whole system when completed being 200 miles in length. In a month's time the road will be completed as far as Pabos as the federal inspector has been over the road, and by July traffic will be opened up as far as Grand River 150 miles from Metapedia, leaving a fifty-mile link to be completed to the basin of Gaspé.

German Capital in This.

The Canadian Northern Railway will extend its steel into the Brazeau coal fields of Alberta, west of Edmonton in the foothills of the Rocky Mountains. The coal field has been staked out and purchased for about \$10,000,000. Its area is 10,000 acres. British and German capital is interested. The Canadian Northern Alberta Railway Company will be the road to tap the coal deposits. The Dominion Government proposes to guarantee the principal and interest of the bonds of the company to the extent of \$13,000 per mile for the first 50 miles and for the remainder of the line for the amount of \$25,000 per mile, not exceeding in all 150 miles. The interest on the securities will be at the rate of 3 1/2 per cent. per annum, payable half-yearly, the principal to be payable in fifty years.