

TRADE HINTS FROM AUSTRALIA.

We have found it of interest to go back over our files for two or three years and recall the information and advice given by our correspondent in Sydney with respect to the development of trade between Australasia and Canada. Doubtless our readers too, will find something interesting in such a review. The notes we have made are brief and suggestive, mainly having reference to Canadian export trade. Much valuable information about the Australian continent has come to us from this source during the past three or four years:

July, 1897.—An agent in Sydney trying to sell Yankee oatmeal. Why should this be when the best oats in the world are selling in the Canadian Northwest at 12 to 15 cents a bushel? In window shades, both Menzie, Turner & Co., and Geo. H. Hees & Co., of Toronto, who make them, sent principals over and laid the foundations of a large trade.

Sept., 1897.—New York State butter selling at 20 to 25 cents per pound to the trade in N.S.W., which is about 4 cents below local rates. The Canadian article has got the name of not keeping.

Orders sent to Canada for axles, paints and varnishes; also sample orders to a New Brunswick tanner for carriage leather, and to an Ontario packer for hams. Likewise for pulp for paper mills. "Paper will follow in the wake of the pulp."

The agent of J. & T. Bell, of Montreal, takes orders for boots and shoes; and the Welland Vale Company, of St. Catharines, for tools, implements and carriage wheels. The North American Bent Chair Company also opens a warehouse to compete with German chairs. Colin McArthur & Co., of Montreal, who formerly employed a commission house here, sent their own man to Australia. The result was a lot of orders for wall paper.

November, 1897.—Complaints are made by New South Wales merchants that Canadians do not pay attention to orders as to filling and shipping them; also that they are not prompt enough in delivery, and that they persist in sending goods such as they have been asked not to send.

February, 1898.—Mainly about New Zealand, which voted a subsidy to Canadian steamers calling at Wellington, and did away with a tax of £50 per annum on commercial travellers visiting the colony. Our field implements and bicycles are known, and our cotton goods will sell.

March, 1898.—Canada, with her variety of woods, ought to sell furniture out here. But bulky lines will have to be shipped in the "knock-down" state, and finished in Australia. The freight on iron and carriage goods from Gananoque (\$30 per ton, as against \$10 via New York), almost kill their chances.

May, 1898.—An indignant Queensland merchant writes: "Goods are all right, but the charges on them abominable. They were ordered to come by the cheapest route, and have come by the dearest." Canadian merchants once more warned to pay strict attention to shipping instructions.

July, 1898.—Australian importers now seeking Canadian flour, wheat, potatoes, onions, beans, peas, apples, bacon and hams, butter and eggs. A potato shipper made a loss because he did not follow shipping instructions.

Mr. Gardiner, of the Tool Company, Sherbrooke, Que., visited Sydney to look after the prospects of business. Mr. Larke, the Canadian Commissioner at Sydney, reported that a trade in house doors could be done from Eastern Canada. But the Quebecers were slow, and a New York house got the trade.

September, 1898.—A shipment of 750 tons Queensland sugar goes to Canada per "Miowera"—more to follow. Freights outward from New York are put down to 8 cents per cubic foot instead of 18, because of the advent of anti-monopoly steamers.

October, 1898.—Messrs. Hendry and Sisson, of Vancouver, timber dealers, appear in Sydney. A Quebec man sells 100 tons asbestos in New South Wales. The four-story warehouse of the Massey-Harris Co. opened. This firm has in seven years built up a trade of \$2,000,000.

June, 1899.—The number of Australian business men who visit Canada is increasing.—American chairs and woodenware landed in Sydney from New York at a rate 4½ cents (or \$2 per ton) lower than the best rate that such goods have paid from Canada. "Look after the nickels," in shipping.



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