

TRADE WITH AUSTRALIA.

An interesting series of comparative tables on the subject of Australian trade, appears in a letter of a Sydney, N.S.W., correspondent published this week by the *Montreal Gazette*. We give below the main portion of the article, and the tabulated statements showing the growth of Canada's transactions with Australia within a year. Up to the time of the sailing of Mr. Huddart's first steamer, in April, 1893, lumber was about the only thing Australia took from Canada by sailing vessel, and there was nothing carried back. "What," asks F. W., "is the position now? The imports from Canada to New South Wales have increased from £10,655 to £33,706, and the exports hence to the Dominion have risen from a paltry £37 to £83,746. The service started in May and only eight steamers left this port for Vancouver to the end of the year, and yet this marvellous growth of trade has taken place. Since the beginning of the year four steamers will have left when this letter is despatched, and each of them has had a satisfactory cargo. And, what is better, there is a growing tendency amongst all classes here to encourage trade with Canada, the majority of people believing that, all things being equal, it would be better to purchase from Canadian manufacturers than to buy the product of American labor.

"The Government statistician of New South Wales furnishes a specially prepared statement of the trade. The statement of imports from Canada in 1893 is as follows to New South Wales:

Agricultural implements	£ 8,456
Fish, fresh	801
Fish, preserved	3,719
Hardware	464
Oils in bulk	87
Books and periodicals	78
Circulars (advertising)	49
Stationery, sundries	761
Timber, rough	16,373
Timber, dressed	330
Laths	1,410
Palings	250
Shingles	76
Wooden doors	75
Toys and fancy goods	40
Whiskey	24
Wines	40
Other articles	283
Total	£33,316
Timber entered at Newcastle	390
Grand total	£33,706

In 1890 and the two following years the imports were of timber, lath, shooks and staves, and their yearly average was £20,000 stg. In 1892 the items were: Dressed lumber, £600; rough timber, £9,700; laths, £355. But within eight months Canadian merchants have secured a footing for agricultural implements, fresh and preserved fish, hardware, oils, stationery, palings, doors, toys, whiskey and wine in a market which was closed to them previously.

"If the growth of the import trade from Canada has been most gratifying under the circumstances, the development of the exports from New South Wales to Canada has been nothing less than wonderful. In 1890 the exports to Canada amounted to £10, in 1891 to £40, and 1892 to £37. Last year they reached the sum of £8,374, the details being as follows:—

	Domestic produce or manufacture.	Other produce or manufacture.
Butter	£ 192	97
Cement	29	10
Cheese	29	72
Cocoa and chocolate	10	117
Coffee, prepared	72	98
Cordage and rope	117	46
Drapery	98	278
Fish, preserved	46	51
Flour	278	62
Fruit, dried & candied	51	16
Fruit, green	1,276	51
Glassware	16	50
Jams and jellies	50	30
Kerosene, shale	30	950
Horses	950	199
Meat, frozen	551	8
Meat, salt pork	8	21
Meat, beef	21	9
Meat, mutton	9	2

P. bacon and hams	8
Oils in bulk, castor	155
Oils in bulk, China	44
Oils in bulk, colza	12
Oils in bulk, kerosene	18
Oils in bulk, all other	126
Paints in bulk, color in oil	187
Pickles and sauces	31
Potatoes	37
Rice	18
Skins and hides, sheep	184
Skins and hides, all other	12
Spirits, brandy	42
Spirits, liqueurs	13
Whiskey	105
Other kinds	5
Sugar, raw	78
Tin, ingots	1,850
Tobacco, mi'd	85
Tobacco, cigars	32
Vegetables, preserved	20
Wines, sparkling	146
Wines, all other	53
Other articles	718
Totals	£5,606
	£2,768

"Many articles upon this list will appear very strange things to export to Canada, but there seems reason to believe that the ships' stores are included in this table, and that the cocoa, drapery, fish, flour, jams, etc., were to supply the wants of passengers and crews rather than to be offered for sale in the Dominion. The chief feature seems to be the development of the trade in green fruits, frozen mutton, skins and hides and tin ingots, lines which should be capable of great growth. Since the opening of the present year, a beginning has been made in the export of wool, some shipments having been made to Montreal and Boston by these steamers."

To the question: What can Canada send best to her Australian sister colony? the correspondent answers in the words of a leading merchant of Sydney: "Almost anything which we now purchase from the Americans." A table setting forth the chief articles of import from the United States, with which the development of her industrial life would permit Canada to compete, is given, as follows:

	1892.	1890.
Agricultural implements	£ 9,103	£17,606
Apparel, wearing	10,842	9,547
Bedsteads, iron	153	153
Blacking	1,102	3,911
Beer	1,155	3,931
Boots and shoes	3,924	1,049
Brushware	5,024	6,076
Carriages	9,977	9,242
Carriage makers' materials	24,350	20,605
Carts and wagons	1,248	1,906
Colors, dry	1,327	3,042
Confectionery	2,696	877
Doors, wooden	14,266	12,948
Drapery	6,459	3,557
Drugs	21,846	13,400
Earthenware and china	349	241
Milk foods	1,028	4,193
Fish (preserved)	27,314	40,220
Furniture	13,053	15,569
Hardware	100,203	84,412
Pianos	1,778	954
Organs	4,019	4,946
Bolts, screws, etc.	3,041	784
Nails	115	2,833
Galvanized wire	2,877	3,976
Lampware	6,771	4,220
Leather	18,973	58,522
Machinery	19,714	52,817
Sewing machines	21,182	21,725
Preserved meats	7,958	14,919
Bacon and hams	5,348	957
Paints and colors in oils	2,092	1,470
Printing paper	37,002	12,520
Paper bags	2,250	3,478
Perambulators	322	506
Preserves	12,386	3,858
Saddlery	3,734	8,624
Shooks and staves	123	721
Slates	4,426	4,674
Soaps, fancy	6,201	4,275
Stationery	6,664	8,675
Timber, dressed	9,197	5,558
Timber, rough	107,493	66,587
Laths	2,495	2,631
Shingles	929	55
Tobacco, mfd	24,734	39,054
Toys and fancy goods	4,699	6,701
Varnish	806	440
Vegetables, preserved	894	792

"It should be clearly understood that, before any great advance in trade relations be-

tween the two countries can take place, something must be done to secure proper representation of Canadian interests in Australia, and preferably at Sydney, because the bulk of the business must be done at this port. The United States have their consular representatives in each of the colonies, men who are active in watching the course of events, and who have their hand upon the public pulse. Something of that sort must be done if Canada is to reap the advantage of the opportunity. Trade must be encouraged. Merchants who have been dealing for years with American houses will not change their course without persuasion and assurance that Canadian goods are equal to those made south of the line 45. Canadians know that they are. Why not let the world know, also?"

FRUIT PESTS INSPECTION.

The Provincial inspector of fruit pests, R. M. Palmer, was in the city recently en route to Chilliwack, where he will remain until the 15th, inspecting the many orchards in that vicinity. Afterwards he will visit the upper country, and, in company with Mr. Thos. G. Earle, of Lytton, who represents the interior of British Columbia on the Board of Horticulture, will make a tour of the Okanagan country, where a series of meetings will be held to encourage fruit-growing generally. At these meetings the best methods of dealing with fruit pests will be explained, and, as it will be impossible for the inspector to visit every farm, fruit growers will find it advantageous to hear what the officials have to say. The amended rules and regulations of the Board of Horticulture have been printed and will be distributed at once.—*B. C. Columbian*.

LIFE INSURANCE AN EQUALIZER OF WEALTH.

Life insurance enables the many to share in common the aggregate labors of life, which belong to the many; but the individual shares can be rendered certain only through the aid of the life insurance contract.

No one can foretell with any certainty whether he will be found among the living or the dead a year or even a day hence. He cannot, unaided, insure himself, because of this uncertainty of life; but he has at hand a means of investing his money so that, living or dying, the sum he may desire to leave for the protection of his family can be guaranteed to them after his death. And this means is an insurance policy in some standard office.

There is no human enterprise so beneficent and far-reaching in its intent and so certain in its results to the individual as life insurance founded upon sound principles. It relieves its possessor of all care and responsibility as to the future of his family, and leaves him free to labor with a lighter heart in the duties of the present, conscious that should death come upon him at any time his foresight and prudence have provided for his loved ones at home a solid security against misery and want.

Nor is this all. While life insurance provides for the future of the loved ones, it enables the insured to more heartily enjoy the amenities of life, free from uneasy thoughts concerning the veiled future. The policy is a protecting shield, guarding the loved one at home. Savings banks and government bonds and other investments are good in their way. But they do not offer the advantages of the life insurance policy, which creates capital available at once, and of a known quantity, when most needed.

To be of service insurance must be genuine—insurance that insures—something more than a mere promise to pay "if the money can be collected." The insurance policy should be worth its face value whether death occurs within one year or forty years. There must be assets to meet liability and honesty to pay honest claims without quibble or deduction. Any kind of so-called "insurance" which falls short of being the real article, like the apples of Sodom, will turn to ashes when most needed.—*Chronicle*.

—"And you say you will not have a cork leg?" asked the doctor, after cutting off the leg of a man who had met with an accident. "Sure, that's p'fwhat I said. And don't you forget it." "Why not?" "Why not, sure? You don't know me, sorr. A cork leg, and me a Connaght man!"