

The Canadian Manufacturer.

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FREDERIC NICHOLLS, *Editor.*

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This Journal has won for itself an acknowledged position amongst Trade Journals and is recognized as the representative industrial paper of Canada. All the various industries of the country are represented in its columns, and it has been for years the fearless and consistent advocate of those reforms which were indispensable to the success of the Manufacturers. It now reaches nearly every mill and factory in the Dominion, and its influence is constantly increasing.

As a medium for advertisements of machinery, steam appliances, mill and factory supplies, etc., it is unequalled, and our rates will be furnished on application.

Communications from Manufacturers, Exporters, and others, are respectfully invited.

Any association of manufacturers who may desire to hold meetings for organization or other purposes, are invited to avail themselves of the meeting room adjoining the office of the CANADIAN MANUFACTURER.

MR. FREDERIC NICHOLLS is Secretary of
The Canadian Manufacturers' Association,
The Woolen Manufacturers' Association, and
The Tanners' Association.

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AUSTRALIAN TRADE.

In October last the editor of this journal addressed a letter to Mr. A. Woods, Agent of the Dominion Government in Australia, requesting information about that country as a market for Canadian manufactured products. A few days ago a reply was received from Mr. Woods, and the information he imparted was of such great and general interest, that it was thought better to give it the wider publicity by publication in the columns of the *Empire*, which reaches all classes of readers in the community, rather than in this journal, for which it was written. The letter was accordingly published in the *Empire* of February 1, and occupies nearly three columns of solid matter, and to which we ask those interested to refer. It is a plain, business-like statement of the possibilities of Canadian trade in that quarter of the world, and supplies precisely the information which Canadian manufacturers stand in need of; and the facts presented show not only how strong a grip England and Germany have upon the trade of Australia, but also the opportunities which Canadian manufacturers will no doubt be quick to avail themselves of. Mr. Woods is fully convinced that Canadians can compete successfully in many lines of manufactures now largely imported by the Australasian colonies, and that, with proper enterprise, assisted by the proposed Pacific line of steamers from Vancouver, a trade may be built up in that country second only to the home consumption.

Regarding some of the lines of goods in which Canadian

manufacturers are specially interested, Mr. Woods says that agricultural implements are for the most part imported from England, although the United States sends considerable, and the home production is quite extensive. The United States supply about all the axes used, and the quantity is very large. Boneless and other fish is a large item of imports, the prices of salmon being regulated by the values on the Pacific coast of the United States. Large quantities of barb wire are used, the supply being distributed between Canada, the United States, England and Germany. The importations of boots and shoes are very heavy, chiefly from England and Germany. There is a large and remunerative demand for cheap buggies and other wheeled vehicles, also for carriage woodware, nearly all of which latter is supplied from the United States. A good article of dry earth closets, well advertised, would meet with a large demand particularly in the cities of Melbourne, Victoria and Brisbane, where sewerage is an unsolved problem. The iron safes imported from England are inferior in style, finish and general excellence to those of Canadian make, and are too expensive for general use. India rubber and gutta-percha goods are extensively used, supplied chiefly from England, though the United States has been recently making some shipments. Mr. Woods says that there is a good opening in that country for an agency for a really first class quality of very cheap oil-skin goods. Lawn mowers from the United States are preferred to those of English make. The trade in organs is a growing one, Canadian organs being shown much favor, the trade being divided between Canada and the United States. Canadian office and school desks would compete more successfully with those from the United States if the prices were slightly reduced. The United States controls the trade in perambulators, and there is a large demand for a well made cheap article. England supplies the whole demand for paints and colors in oil. Silver-plated ware is imported from England, Germany and the United States. The sewing machine business is overdone, although extensive advertising would probably create trade. An English and an American manufacturer of scales have the call of the market, and it would require considerable tact and expenditure to introduce a new make. There is a large demand for small portable oil stoves, but little or none for the larger kinds; and the demand for large cook stoves is quite limited. There is a good demand for good saws, the trade now being divided between England and the United States. England and Germany now control the laundry starch trade; but attractive packages, well advertised, would sell readily. Canadian soaps have a good reputation and sell readily. Orders have been placed in Canada for extensive shipments of soap monthly, and a cable order was recently sent for a shipment to go by steam to Bremen, thence by steam to destination. German cigars glut the market and are cheaper than Canadian, and will probably hold their own against all America. There is a good trade done in cheap trunks and travelling bags, most of which are made in England and the United States. A superior article of wire mattresses would meet with good favor, but poor goods are not wanted at any price. Canadian horse shoe nails are largely used, and are equal to any on the market. Woodenware, generally, including washboards, clothes pins, brooms, etc., are in large demand but at comparatively low prices.