

## MAKING CANADA BETTER KNOWN.

The idea now being put into practice by a Scotch firm of publishers, of sending out a party of British artisans to make observations and take pointers on the industrial methods employed on this side the Atlantic, is a good one, both from the British and the American standpoint. Such a course is apt to broaden the minds of the visitors themselves and to take off a little of that insularity of outlook which so often characterizes the average Britisher, who has not left his own country; and it is liable also to lead to an increase in the right sort of immigration. It is to be regretted, however, at least from our point of view, that so large a share of the time of the visitors has been occupied with studying the United States, and the conditions there, rather than those obtaining in this country. And the explanation for this procedure is naive, to say the least, and speaks volumes, not only for the ignorance still existing in the Motherland, concerning one of her most important off-shoots, but also for the lack of eagerness which has for a long time distinguished Canadian methods of advertising the manifold resources of this country.

We make these statements bearing in mind the fact that of this party of twelve British artisans, no less than five remained in the States, without visiting Canada, under the idea that the "industries of Canada would not so well repay inspection." One of those who remained behind, we understand, was a mining expert, who knew nothing of Canada, except as a "lumbering and agricultural country." So the average Englishman does not know that we have here in Canada quite a quantity of gold and silver, iron and coal, nickel and apatite, not to mention several other mineral products of rather more than local importance. Lumber and farm produce, forsooth! Yes, we have both in enormous abundance, but our manufacturing interests, are they so infinitesimal? Yet a spokesman of this party of visitors states that "the people of Scotland do not know that Canada has any industries." Have the people of Scotland, then, lost their boasted intelligence? We are not exactly finding fault with our visitors for not having a better knowledge of these things. We only regret that in this matter the United States, owing, perhaps, to the very overwhelmingness of its population, but possibly in large measure to its greater advertising energy, should be so much better known than ourselves in a country where we should be first.

## DRY GOODS AND CLOTHING MATTERS.

The last two weeks were such a busy period with wholesale dry goods houses that it has been difficult to gain from them a clear idea as to whether the rush was due to merely casual visitors on account of millinery openings and cheap rates, and of exhibition time in Toronto, or to the fact that buying was particularly vigorous. The latter surmise has proved to be the correct one, and the number of purchases actually made of all sorts of goods probably beat the record in both cities for this time of the year quite easily. Indeed, it looks as though many intending purchasers had been saving up their visits until such time as cheap railroad fares and additional attractions should tempt them to come in a body, for this is what they did.

We hear of no probable reduction in price of staple goods on the Canadian market. If anything, the tendency is in the opposite direction. Even in cottons, the brighter prospects for the southern crop of which would lead one to look for less firmness, there is a very firm feeling, due partially to the idea that no fear is to be felt regarding American competition, the energies of which are likely to be occupied in supplying the improving Chinese and South African markets.

One department of the trade which is now attracting most attention, especially from the fair sex, is the display of coats and mantles. The newest tendency in coats seems to be towards length, though there are still plenty of the old style shorter variety from which to select. In color, black seems to be the favorite, while many samples show the inlaid vests which have recently become popular. Velvet is a material in some evidence. A pleasing feature among prevailing styles is the new rain-coat, which has all the advantages of a waterproof without its heat and weight and ungainliness.

Maturing September paper was met in a better manner than was anticipated. Many retail customers being away from home at this time of the year, the requests for renewals are generally quite frequent but this year payments were very satisfactory. The general trade of the whole country is in a very prosperous condition and this is helping every individual industry.

Even so great a lumberman as Mr. Booth has been fined, under a recent law, for throwing refuse into the Ottawa river. He is reported to have said that his mill might have to close, if prosecutions continued. This would probably be only till provision was made for consuming the refuse. Somehow, little saw mills on the Muskoka lakes do manage to consume their refuse, as they go along, and it is to be hoped that this will not be found impossible at Ottawa.

## OUR AUSTRALIAN LETTER.

THE SPLURGE OVER THE ROYAL PAIR AND THE NATIONAL HEADACHE AFTER IT.—THE DEBT OF THE COMMONWEALTH AND NEW ZEALAND SOCIAL LEGISLATION.—CANADIAN ITEMS.

The Houses of the Commonwealth Parliament have sat for three months, and are still talking on the machinery bills of the nation, and not one of them has become law. The tariff, which is the item of special interest—and only the passage of it will make the Federation a useful fact—is delayed. There are signs that patient Australians are becoming impatient, and newspapers are demanding that there shall be less talk and more action, and that the tariff shall be produced even though machinery bills be delayed. It should be remembered by Canadians that although the difficulties in the way of Federation were greater in Canada than in Australia, the difficulties in the way of putting the Federal machine into operation are greater here. Here there are six separate tariffs and differing state methods to be harmonized, in Canada there were but two. Experts prophesy that the tariff will be introduced in September.

Australian trade is suffering from the expenditure and holidays created by the feasts and functions that began with the Commonwealth festivities on the 1st of January, and ended with the recent departure of the Duke and Duchess of York from Western Australia. Sales are slow and payments slower. You can't eat your cake and keep it too. However, Australia has had a merry time, and the dislocation of trade is not serious enough to last long.

The after feast sore-head is helping to attract attention