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Bulletin

OF

The Canadian Manufacturers' Association.



THE MORE A COUNTRY PRODUCES THE RICHER IT BECOMES.

THE NATION THAT MANUFACTURES FOR ITSELF PROSPERS.

COMPILED FROM OFFICIAL SOURCES.

J. J. CASSIDEY, - Editor.

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BY

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These Bulletins are published monthly, or oftener as occasion may require, by the Canadian Manufacturers' Association, from the offices of the Association at Toronto, Canada.

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Their purpose is to make known the character and progress of the work being done by the Association, and to supply to the members, without charge, reliable information regarding the home and foreign trade of Canada.

BULLETIN OF INFORMATION

FOR

CANADIAN MANUFACTURERS.

CANADA'S PREFERENTIAL TARIFF.

The Editor of the Bulletin is in receipt of a letter from the Minister of Finance as follows:

DEAR SIR,—In BULLETIN No. 1, I notice an error in the statement respecting the preferential tariff on sugar, which, perhaps, you would like to correct.

“At the head of page 13, I read, ‘the preferential rate on sugar will also apply to New Zealand, Fiji and Mauritius,’ etc. It would be more correct to say that the preferential rate applies to sugar imported from any part of the British Empire. Mention was made of Queensland, Fiji and Mauritius as colonies which might send raw sugar to Canada, but the tariff was so worded that it applies to sugar from all parts of the Empire.”

Yours faithfully,

W. S. FIELDING.

THE SOUTH AFRICAN EXHIBITION.

The BULLETIN is informed by Mr. W. G. Parmelee, Deputy Minister of Trade and Commerce, that, re the forthcoming South African exhibition, the A 1 first-class iron sailing ship “Arcadia,” will be ready to load at Quebec about September 1st and will sail about the end of the month for Cape Town direct, due to arrive there in ample time for the exhibition. Space has been secured in the ship for goods intended for the exhibition, and any parties wishing to avail themselves of the opportunity, or wishing to ship goods for other purposes can make application to and get full information by addressing D. R. McLeod, Quebec. The Dominion Government will arrange for a responsible agent at Cape Town who will take charge of consignments on arrival.

METRIC CONGRESS AT PARIS IN 1900.

Mr. H. W. Gilbert, United States Consul at Liege, France, writes to his Government of the proposed Metric Congress at Paris as follows:—

The uniform numbering of textile fibers is of great importance to the spinning mills and textile manufacturers of the world. At present, many different rules are in use, all absolutely dissimilar.

In France, the cradle of the metric system, the numbering "kilométrique"—that is to say, based upon the relations between the weight in demikilograms and the length in kilometers—is only in use for cotton thread and "bourre de soie." Chaos reigns in the international numbering. In fact, few persons can distinguish in the many complicated modes of numbering the exact number of thread intended.

Uniformity in this matter would immensely simplify the technique of the textile industry, but, to accomplish this object, it will be necessary to establish an invariable rule to be applied to all countries.

This question has for a long time occupied the attention of those engaged in this industry. It was the subject of investigation at five successive congresses, held at Vienna in 1873, at Brussels in 1874, at Turin in 1875, and at Paris in 1878 and 1889. It is intended to study this subject again at the international exposition to be held at Paris in 1900.

At all the former congresses progress has been made, but no practical result has yet been obtained. There are two reasons for the failure—uniformity in this matter has not become general, even in France, and the metric system has not yet been adopted by all countries. England places goods in foreign markets that are not numbered and manufactured according to the metric system, and it is also permitted to be done in the United States. Our country is making strenuous and successful efforts to compete with other nations for foreign trade in merchandise, and, as our capacity to produce is almost unlimited, it would seem that our textile manufacturers should be well represented at the above-named congress in Paris in 1900.

DANISH COMPLAINTS OF AMERICAN BICYCLE TIRES.

The United States Vice-Consul at Copenhagen, Denmark, reports that American bicycle tires sent to that country are of a very inferior quality, a mistake that Canadian exporters should studiously avoid. He says:

Danish importers contracted in December last for enormous quantities of American bicycles, and the goods ordered are now coming. They are mostly of the lower grades, and therefore cheap. The bicycles themselves look very smart, and are no doubt good. Nobody complains about them, and the importers who have been wise enough to buy without the

American tires are doing well ; but the others repeatedly lodge complaints at this consulate about the miserable quality of the tires, which, while they look well, will not hold the air and necessitate constant repairs. If American tire manufacturers do not immediately remedy the evil, which I know to exist from personal experience, as I am often called upon to examine the articles, I fear this important bicycle market will be lost.

BUILDING MATERIAL FOR SOUTH AFRICA.

The quantity of builders' material which is being bought in the United States for the South African market is said to be quite satisfactory and unusual. Not only does this business include transactions in the iron line, but also in woodwork, such articles as doors, blinds, flooring, etc., to a very large extent having recently been contracted for. Metal ceiling is meeting with some demand also ; nearly \$10,000 worth was shipped in one week and new orders are reported in the market. An order was placed a day or two ago with a manufacturer for \$11,300 worth of mining machinery, and upward of \$20,000 worth of such machinery went out to various parts of South Africa in one ship. Extensive shipments have also been made in car material, \$15,000 constituting the value sent to one port. In iron pipe the present transactions are considered good, purchases being constantly made. In one week upwards of \$22,000 worth of harvesting machinery was shipped to South Africa. In contractors' supplies several good-sized orders have been placed which include such items as road-scrapers, wheel-harrows, shovels, picks, etc. The general condition of the South African trade is said to be good.

AGRICULTURAL MACHINERY IN SOUTHERN RUSSIA.

According to a British Foreign Office report (annual series 2076), sales of English machinery amounted to 35 portable engines and steam threshers, valued at £18,617 (\$90,599), in 1897, against 50, with a value of £26,596 (\$129,429), in 1896. United States machinery was sold as follows: Reapers, 300, valued at £7,181 (\$34,946); binders, 30, worth £957 (\$4,657); mowers, 200, valued at £3,191 (\$15,529); hayrakes 300, at a value of £2,074 (\$10,093). In the preceding year there were sold 600 reapers, 50 binders, 200 mowers, and 300 hayrakes, of a total value of £24,415 (\$118,816). There was a decrease in value during 1897, on account of the large stock of machinery on hand. Three hundred plows, mostly of

German make, representing £1,117 (\$5,436), were sold during the year; and 40 horse-gear threshers, valued at £2,340 (\$11,328).

CHEAP WATCHES AND BICYCLES WANTED IN CHINA.

The United States Consul in Chefoo, China, reports a great advance in the demand for imitation gold watches. In a letter to him written by a well-informed American resident of Wei Hieu, Shantung, it is mentioned that while that province has little demand for canned goods, wheat and the like products, it has an unlimited capacity for watches and clocks; and it is estimated that the sale of bicycles might, if pushed by proper agencies, reach a couple of millions, the demand being, as usual, for the cheapest type produced. We quote the following passage from this gentleman's letter:—"Our chief imports into China to-day are kerosene oil, clocks, watches, canned goods, wheat, etc. Shantung has usually no demand for wheat, canned goods, and the like; but it has an unlimited capacity for cheap watches and clocks, and with a little adaptation to its use and financial ability (or inability) it could absorb a million or two bicycles with ease. . . . A wheel made strong and cheap, without too many luxuries such as pneumatic tires and easy saddles, that could be sold for twenty-five or thirty dollars (gold) would go like wildfire over this province. . . . So also might the importation of cheap watches be increased indefinitely by proper agencies at the coast."

TRADE IN EAST AFRICA.

The British Consul at Beira, East Africa, writes:—Under-mentioned are a few of the more common lines of goods with sale prices, as sold here:—Matches, Japanese, about sixty-five in a box, 2s. 9d. per gross; European, Ship brand, seventy-two in a box, 3s. 6d. per gross; European, Lion brand, ninety-eight in a box, 3s. 6d. per gross; duty on all kinds, 6d. per kilo.; candles, Belgian, 15s. per case, duty, 3½d. per kilo.; cotton blankets, Belgian, about 2 lbs. weight, at 3s. 4d. each; cotton blankets, Belgian, about 1 lb. weight, at 1s. 8d. each; duty, colored, 1s. 6d. per kilo.; white, 10d. per kilo. Piece-goods, fifty by seventy-two, at 1s. 8d. each. These sell in different patterns. They should be well starched. Duty, 1s. 6d. per kilo.; lamps, twenty-five line, are quoted from Germany at 7s.; from England at 9s. 6d.; thirty line, Germany at 8s.; England, 13s. German lamps, therefore, sell in preference to British. The glasses come with the lamps. The better class of boots come from Portugal, selling at 20s. to

25s., against 30s. to 40s. for English boots. The common boots used by workmen and a little by natives come from the Cape Colony. Duty, hobnailed boots, 10d. per kilo.; not hobnailed, 4s. 5d. per kilo. Shirts, cotton, for natives, at 1s. 8d. each; duty, 10d. per kilo; umbrellas, multi-colored, at 1s. 8d. each; duty, 3d. each. The price of 1s. 8d. attached to so many articles of native trade, represents 500 reis, the coin for which is that most often in the hands of natives and best understood by them.

STEAM FIRE ENGINES WANTED IN FRANCE.

Several cities in the consular district of Cognac, which at present have no effective fire department, anticipate purchasing steam fire-engines. Cognac already has a fund for this purpose. Manufacturers should address M. E. Jouard, No. 1, rue Louise de Savoie, Cognac, Charente, France.

PAPER IN GUATEMALA.

Germany stands first in the paper trade of Guatemala, but France takes a good second, and would do better still if attention were paid to the tastes and requirements of the country. The chief demand is for wood papers coming from Germany, Austria and Belgium, of a strength of 3, 4 and 5 kilos. (this latter weight being in great demand); the usual size is that known as Sittriss $\frac{1}{4}$ and $\frac{1}{8}$ foolscap. Ruled paper is not in much demand owing to the dearness of hand labor and the scarcity of ruling machines. Unruled paper constitutes 25 per cent. of the total trade. Ruled paper comprises "office," 50 per cent. of the total trade; "margin," 15 per cent., and "invoice," 10 per cent. Plain unruled paper is used largely in 3 kilos. weight, and laid paper is used by cigarette factors. Current prices to sample are frcs. 65 per 100 kilos. in reams of 480 sheets, packed in half-reams; ruling is included in this price. Drawing paper comes from France and straw packing paper from Germany. Tissue paper comes from Austria; white kinds, 4 frcs. per ream, colored, from 10 frcs. per ream according to color. Cigarette paper comes from Spain. Bardou rice paper is imitated and sold at a low price in Austria and Germany; a lot of it is sold in Salvador. Printing paper comes from Germany, Austria, Belgium and the United States (especially). Envelopes.—The usual Italian, French and German sizes are employed, but those coming from the United States are preferred. Prices are 24 by 10 $\frac{1}{2}$, frcs. 6.25, and 28 by 12, frcs. 8.15. Wall Papers.—These come almost exclusively from France. The Customs duties per kilo upon paper are as follows, in piastres; cotton paper, colored and of all classes,

not ruled, gross weight, 0.15; without borders, unglazed, gross weight, 0.15; papers of all kinds, ruled in any way, gross weight 0.30; wall papers of all kinds, but without gilding, silvering, or velveting, weight, with cover, 0.20; papers of all kinds, without borders, for cigarettes, gross weight 0.30, tracing paper, weight with envelope, 0.20; tissue papers; weight with packing, 2.00; colored papers for flowers, weight with packing 0.20.

BICYCLES IN STRAITS SETTLEMENTS.

The importation of cycles into Straits Settlements would appear to be profitable under certain conditions. Last year Great Britain sold about \$70,000 worth of cycles there. High-class cycles would alone have any chance of success.

TASTES OF PURCHASERS SHOULD BE OBSERVED.

Year in and year out have we been told that the English manufacturers will not conform to the wishes of buyers; but what does the United States Consul-General at Cape Town say? He makes the same complaint as regards American exporters:—"Our manufacturers," he remarks, "object to carrying out the wishes of foreign customers when such views conflict with their own; they dislike to change methods, and consequently do not cater to foreign wants as do the manufacturers of other countries, particularly England and Germany. If the foreign trade desires nails packed in kegs of 112 pounds, instead of the American keg of 100 pounds; if it desires certain cheap cloths dyed in the yarn instead of the piece; if it wants vehicles with seats six inches wider, and with no wider 'track'; if it desires the boxes in which goods are shipped dovetailed at the corners or strapped with iron; if it wants goods sent in bags of a certain quality, when barrels have previously been used; if it desires a change of style of package—all these wishes should be complied with."—British Trade Journal.

ORNAMENTED POST CARDS.

Sir Charles Oppenheimer, British Consul-General at Frankfurt-on-the-Main, in the course of his last report refers to the great increase in the number of post cards passing through the German post office. This is attributable, he says, mainly to the fancy people have taken for sending post cards with views as souvenirs. The number of these cards posted from spots frequented by visitors is enormous—in a single season

148,000 from the Kyfhauser monument, 128,000 from the national monument on the Niederwald, 36,000 from Heidelberg Castle; while the cards posted from the Berlin Trade and Industrial Exhibition were over a million and from the Hamburg Floricultural Exhibition 572,000. This new trade not only affects the post office, but also the paper industry and those concerned in illustrating, as well as various branches of the stationers' trade. Elegant albums are made for collecting these souvenir cards, and are favorite presentation articles. Quite recently the Government of Saxony offered a prize for the best series of about twenty souvenir post cards, with views of Saxony, and German manufacturers have helped on the craze by producing handsome cards in the greatest possible variety, and the Consul-General fears that, when it reaches Great Britain, German exporters will monopolize the manufacture and sale of these cards in that country unless British manufacturers take up the matter promptly

THE RUSSIAN TARIFF.

On September 13th a new regulation went into force in Russia which permits, for five years, or until December 31, 1903, the importation, free of duty, of a number of agricultural implements and machines not now manufactured in Russia. This announcement ought to be of particular interest to Canadian implement manufacturers, as the list includes articles brought to a high state of efficiency in Canada, such as harvesting and stacking machines, sheaf binders, steam plows, complex threshing machines with double drums, tedders, horse rakes, assorting machines for grass seeds, assorting machines for potatoes, manure spreaders, pulverizers for sprinkling vines and trees, injectors for sprinkling sulphurous carbon under the roots of the vines in order to destroy the phylloxera, uninterrupted grape presses, centrifugal cream separators and their parts, etc. It is to be hoped Canadian manufacturers will take full advantage of the opportunity afforded them by the Russian Finance Department.

RECIPROCAL TRADE BETWEEN CANADA AND AUSTRALIA.

Speaking of the actuality and the possibility of trade between Canada and Australia, the Financial Adviser, of Sydney, N.S.W., says:—

The development of the trade between Canada and Australia as exemplified by the results of the past four years is an illustration of the direct effort to secure it. Prior to the

depression caused by the collapse of the Australian Banks, Canada did an irregular but rising trade with the Australian colonies, principally in timber and fish. In 1889 the exports to Australia amounted to \$661,208. From that year it began to decline, and in 1893 the volume had dwindled to \$281,352. This in part was attributable to the diminished demand of the colonies, but as the decrease in Canadian exports was very much greater than the lessened demand in the colonies it is clear the Canadians were being shouldered out of their former market.

In 1893 the Canadian-Australian line of steamers were put on the route between Sydney and Vancouver. The Hon. Mr. Bowell, one of the members of the then Government, came here to spy out the land, and on his return home in the latter part of 1894, Mr. Larke was sent out to look after the interests of the Canadian people, as resident commissioner. From that period the trade has advanced steadily. The Canadian returns show it to have been :

1894.....	\$346,641
1895.....	428,267
1896.....	518,233
1897.....	1,422,426

The character of the trade has changed, as well as increased in volume. The two items which largely composed the trade of 1893 do not show great extension. The exports of fish and fruits were: 1894, \$68,302; 1897, \$77,698; and of timber, 1894, \$139,552; 1897, \$202,192. The largest increase is in breadstuffs, \$445,000 due to the deficiency of the Australian harvests. This is an exceptional business, but some of it appears likely to continue. The remainder of the increase, amounting to over half a million dollars, is made up of manufactures, the large items being in cottons, agricultural implements, bicycles, carriage maker's materials, organs and pianos, drugs and chemicals, boots and shoes, and other leather and rubber goods, paints, varnishes, etc. In a number of these lines the Canadians have been very successful, and the establishment of branch houses shows they have come to stay.

The Australian side of the account is not so rosy. The direct exports from this continent have fluctuated, and with no great advance. They are as follows :

1894.....	\$156,534
1895.....	117,941
1896.....	213,683
1897.....	147,900

The steamship line offered rather better facilities to Australia than to Canada for the export of goods. During 1897 the steamers were filled from Canada, frequently cargo was

rejected, and the freight rates were increased. No such hindrance occurred with respect of goods shipped from Australia to Canada. In many lines of Australian produce, the returns show the Canadian demand has increased. Thus the Canadian importations of hides, skins, and horns increased by over half a million dollars from 1894 to 1897, while the exports from Australia only amounted in 1897 to five thousand dollars. British Columbia, our nearest Canadian market, increased its consumption of non-sparkling wines, and the United States has increased its exports to that province, but Australian exports appear to have fallen from \$1,802 in 1894 to \$107 in 1897. The same fact appears in regard to British Columbia in regard to butter, meat, etc., but with an increased demand the Australian exports fell from \$43,809 in 1894 to 13,764 in 1897.

The explanation for the difference between the two colonies can be accounted for only by the fact that Canada has made a direct and persistent effort to get into this market and has succeeded, while Australia has let the trade take its haphazard course, with the natural consequence that it has fallen off. Should not these figures give us a good practical lesson, and show those interested in the advance of Australasian commerce, the necessity of having a resident representative in the various foreign commercial centres, to look after our interests and push the introduction of our natural and national products?

CEMENT IN CHINA.

Cement is an article which deserves the special attention of our manufacturers, as the demand is very large for it in China, one firm here alone selling about 10,000 casks a month. Besides this, paper (cigarette paper especially), llama braid, cloth, wire nails, white metal and Gablonz wares could be profitably imported from Austria-Hungary.—Austro Hungarian Consulate at Hong-Kong.

AGRICULTURAL IMPLEMENTS IN ENGLAND.

How comes it that the American makers have got such a grip on our rural districts with their agricultural machinery? Living a good deal in the rural districts of Derbyshire during the summer, it is my custom to look at the machinery and implements used on the farms. These usually are quite up-to-date, for, as a rule, the Derbyshire man is a poor farmer, and not at all prone to extravagance in buying new things in machinery. But what they do get appears to be American. During the present hay season this was particularly notice-

able. The hay-cutter was American. The tedding machine at work in the hay-fields was also American, and even the rakes and hay-forks were, in several instances, from across the Atlantic, though forks, rakes and graips are made by various large firms in the city of Sheffield, not half an hour's railway journey off.—British Trade Journal.

Canadian manufacturers of agricultural implements should win a large part of this trade.

BARBED WIRE IN NATAL, SOUTH AFRICA.

Galvanized barbed wire comes from the United States. Special brands are in favor, as the "Iowa," quality generally satisfactory, and prices usually lower than English rates. Average cost 20 per cent. below English price.—Colonial Governor's Report.

CHILE.

According to a law recently published, cotton yarn and machinery, which are imported by manufacturers of cotton goods for employment in their industry, may be imported free from Customs duty up to the year 1920. The freedom from duty on materials for manufacturing lucifer matches for a term of ten years has been proclaimed, and a further law stipulates that the cost of unloading, paying duty, identification and removing the goods, admitted by the Customs authorities of the Republic, is to be paid by the importer.

JAPAN.

According to the latest reports received from Her Majesty's Minister at Tokio, the date at which the new Japanese tariffs will come into action still depends on the ratification of the treaty between Japan and Austria-Hungary. It is also stated that the Japanese Government will give three months' notice of the application of the tariffs.

MUST HAVE A PASSPORT.

The British Secretary for Foreign Affairs has received from Her Majesty's Minister at Berne a despatch, recommending strongly that all British subjects who are proceeding to Switzerland, including minors, who, unaccompanied by their parents, are going thither for educational purposes, should be provided with Foreign Office passports. The production merely of a certificate of birth or baptism will not be sufficient under present regulations to obtain from the local authorities the "permis de sejour," or ticket of residence, without which no foreigner is allowed to remain in a canton.

BICYCLES IN GERMANY.

The importation of American bicycles into Germany increased by 850 per cent, in the first few months of this year compared with 1897. It is stated that a Munich agent has undertaken to purchase cycles to the value of £7,500 annually from one American maker alone. English bicycles, it is stated, are unfortunately not so much in request, partly owing to their reputation for heaviness, especially compared with American machines, though lately English makers have discovered that most cyclists on the Continent demand a very light and highly-gearcd bicycle.—British Report from Munich.

FARM MACHINERY IN CAPE COLONY.

American agricultural machinery has become very popular in South Africa. The five years ended 1894 show a very large increase. American harvesters and reapers are coming into very general use, and British manufacturers will have to exert themselves to counteract this. Until lately the best plows were of British manufacture, though as regards numbers, more of the cheap American plows, such as the Eagle, 75, 55 and 25, were imported into this colony, especially into the Eastern province; but of late years the Americans have introduced their best plows, and these, both with regard to workmanship and efficiency, are equal to, and in some cases excel, the British. A few German plows are imported; these are of cheap make, and there is but little demand for them; they are suitable only for loose soils.—Colonial Governor's Report.

CONDITIONS OF TRADE IN AUSTRALIA.

Agents of German houses are reported as being extremely active in endeavoring to secure Australian orders, and are promising, if sufficiently encouraged, to thoroughly study the requirements of customers. It is a cause of grave complaint among many storekeepers there, that British shippers too frequently give more attention to inferior low-priced goods than to superior articles at moderate rates. Especially is this the case with tools and implements, in which English manufacturers continue to hold their own, despite the large consignments of inferior wares continually finding their way into the Australian market. The great competitor of Britain is the United States, which, in 1897, exported to New South Wales miscellaneous trade to the value of £45,833, the value of the British imports into the Colony during the same period being £47,366, and of those from Germany £1,841. In

agricultural implements (spades, forks, axes, etc.), the United States furnished articles to the value of £9,731, and Britain to the value of £5,582. The United States also headed the list with ploughs, reapers, and binders, and the United Kingdom with plough materials. America, in addition, possessed the largest share of the trade in guns, rifles, and pistols the United Kingdom and Belgium coming next. In watch-makers' tools the New South Wales imports were:—United Kingdom, £2,613; Germany, £1,429; United States, £23.

AUSTRALIAN FRUIT FOR LONDON.

The representative of a large London firm recently arrived in Sydney with a commission to purchase oranges and lemons for export to London. It is suggested that the fruit growers should establish a series of special sales in Sydney, leaving buyers to make their own export arrangements, as in the wool trade. This would lead to many necessary improvements being effected. To secure a ready sale at top prices, growers would have to devote more attention to quality, the possibility of disposing of large quantities at a time forming a strong inducement. It would also be requisite to convey the fruit to London in artificially-cooled, not chilled, chambers as in the case of shipments from Mediterranean ports. In fact, the whole of the work from the orchard to the market would have to be remodelled and done well. These are hints that Canadian fruit growers should remember.

WHAT SWITZERLAND BUYS THAT CANADA CAN SUPPLY.

Zurich is the great distributing point in Switzerland for most of the imports that come from the North American continent. Following are some of the articles that within the past year have found their way to the Swiss market, in which trade Canada is well prepared to share:

Lumber and logs in cargo lots, wood and iron-working machinery and tools, emery wheels, iron wheels and wheel-barrows, desks and other office furniture, cigarettes, smoking tobacco and chewing tobacco, ironing machinery for laundries, agricultural implements and machinery, phonographs, ice-cream freezers, road carts and wagons, picks and shovels, tools of all kinds, street-sweeping machines, rubber goods, canned vegetables and fruits, dried fruits, all kinds, honey, wheat, grass seed, cast iron, porcelain-enameled sanitary appliances, as bath tubs, lavatories, sinks, water-closets, etc., steam, water, and gas fittings, steel ceilings, ladies' and men's

shoes, sole and other leathers, machinery belting, leather and rubber, pianos, organs, cash registers, provisions (hams, sides, lard and sausages), inks and mucilage, bicycles, tires, and other accessories, typewriters, collars, cuffs, and shirts, writing bond, and ledger papers, blotting paper, coffee mills, corn-cob pipes, photographic supplies and apparatus, tubular lanterns, picture hooks and wire, picture frames and mouldings, furniture and other hardware.

There are many other articles, at present not important enough to mention, but the sale of which may develop considerably in future.

BICYCLE TRADE AT MALTA.

The roads of Malta, as a rule, are hard and smooth, and, with the exception of the period from May to November—during which time most of the people who ride wheels are away—are well patronized.

The wheels are chiefly of English manufacture. There are a few American bicycles used, but they have been specially ordered, and their presence is not due to any influence of the manufacturers. American wheels are well regarded, the fact that a wheel is from the United States being sufficient guaranty of its reliability. By a little enterprise it is possible to gain a good market there for Canadian wheels. At the beginning of the season, October 1st, people are returning for the winter months, and from that time on there is quite a brisk business done, both in the way of new wheels and in sundries, the assortment of the latter being somewhat limited.

It is advisable to select a local dealer as an agent, giving the best of terms in order to encourage him to push the goods. After a market has been secured arrangements may be made of a more permanent nature.

The kind of tires most in use is that known as the Dunlop Tropical, an English product, which costs the dealer \$15.80 per set, including all charges. Another make is known as the "Clincher," which costs the dealer \$12.16, including all charges. An Austrian concern has lately been trying to introduce its goods, but thus far it has not met with much success, notwithstanding cheapness, owing to inferiority of articles. Malta wants well-made goods and at as low prices as is consistent. Therefore, it is not advisable to attempt to introduce inferior goods. Very few single-tube tires are used. The demand seems to be for rough-tread double tubes.

The twenty-eight inch wheel seems to be the favorite. Lamps are not much used, but this may be due to the reason that there has been a poor assortment from which to select.

Quick-mending kits should find a good market. In the matter of pedals the American article is almost wholly used.

The average retail price at which bicycles are sold in Malta is \$50.

Among firms in a position to handle goods are Melita Cycle Company, 27 Strada Mezzodi, and C. Breed Eynaud & Co., 17 Marina Barriera.

One of the chief obstacles to the increase of trade at Malta is the lack of direct communication, and it would be advisable for manufacturers not to rely upon their foreign agents to push their goods at Malta, but to send samples and price lists directly to the Maltese dealers.

HAWAIIAN TRADE.

Hawaii bought last year over \$8,000,000 worth of goods from all parts of the world, of which over 75 per cent. was from the United States. The following table shows the total importations, including specie, into the Hawaiian Islands by countries during the year 1897, with the percentages contributed by each country :

	Amount.	Per cent.
United States, Pacific ports.....	\$6,502,936	73.73
United States, Atlantic ports.....	297,091	3.36
Great Britain.....	865,781	9.80
Germany.....	192,932	2.18
China.....	260,417	2.94
Japan.....	292,316	3.31
Australasia and New Zealand.....	122,453	1.39
Canada.....	58,674	.66
Islands of the Pacific.....	5,864	.07
France.....	30,997	.35
Other countries.....	208,738	2.36
Totals.....	\$8,838,203	100.00

Canada should enjoy more than two-thirds of one per cent. of this trade.

SHOES IN THE PHILIPPINES.

The latest customs statistics of the Philippines show that the imports of footwear for the year 1894 were valued at \$94,306. The kinds of these goods are classified as boots and shoes of leather and canvas ; boots and shoes of patent leather and calfskin, slippers and common shoes such as are worn by Chinese, and footwear for children.

Heretofore Spain, protected by laws that discriminated against all foreign products, furnished nearly all the footwear consumed in the Philippines. Now that that discrimination no longer exists, Canadian manufacturers should be prepared to obtain a fair share of the trade.