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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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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.

The information contained in them is compiled from the reports of the Consular and Commercial Agents of Canada, Great Britain and the United States in all parts of the world, and from other official sources.

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.

IRISH MACKEREL FISHERY.

Consul Swiney writes from Cork, June 2, 1898:

Mackerel fishing in Ireland is practically confined to this district, on the coasts of counties Cork and Kerry, and is done in the spring and autumn. The fish taken in the spring are generally sent to the English market fresh, but, owing to the present demand in the United States, those caught this spring are being largely cured for that market. The mackerel cured in Ireland in 1897 amounted to about 40,000 barrels, nearly all being sent to the American market. The autumn fishing is principally done near shore by small six-oared boats, of which there are some 1,600 engaged. Besides these, there were, last year, of large boats, 24 English, 6 Scotch, 195 Manx (Isle of Man), and 93 French.

The development of the mackeral-curing industry on the southwest coast of Ireland is one of the greatest boons that could have come to the country. On the coasts of Cork and Kerry alone, about £30,000 ($145,995) is paid each year, between the months of August and December, as wages to the families of the fishermen, and about £100,000 ($486,650) to the fishermen for fish. When it is remembered that this money is put in circulation in a very poor district, it can easily be seen to be a boon to the poor people which can not well be overestimated.

APPLES IN GERMANY.

The opening for Canadian apples and other fruit in Germany appears to be excellent this season. The American Consul at Chemintz writes:

"This is a good year to send American fruits, especially apples, to this Empire. Europe's fruit crop is anything but good. If our merchants will not repeat the folly of former years, by sending poor fruit that decays easily, they can command these markets for years, against all efforts to dislodge them. If Baldwins, Greenings, Russets, and other hardy winter apples are sent, the results will not remain

doubtful. Other apples will not pay for transportation. Had our apple merchants made even a half-hearted effort to enter this market in 1896 they would now be beset with orders. So serious is the situation here, because of the dullness in grain markets, and so decided is the downward tendency of profits in the Empire's wheat production, that farmers are turning to fruit to eke out an existence. The General Union of Agricultural Societies has set itself the task to bring about better methods of handling fruits. Germans, as a rule' have gone in for quantity rather than quality, letting their fruit trees run to wood rather than to fruit."

DEMAND FOR DOVETAILING MACHINES IN FRANCE.

The United States Consul at Nantes, France, writes :—

"One of the leading business men' of Nantes informs me that certain American woodworking machines used in dovetailing lumber for packing cases would find a market here. The gentleman was unable to give the name of the manufacturer, or the exact name of the machine; but said he saw them working in England, and that they did their work neatly and rapidly. An immense amount of lumber is constantly used here in making the cases in which small sardine boxes and packages of conserves are packed for shipment. Not only could the machine be used in Nantes in dovetailing lumber for boxes, but also at Brest, Lorient, and Concarneau, where other large sardine factories are located, and at Samur, where quantities of fine wines are packed for shipment. Thousands of cases are also used by the extensive biscuit factories of Nantes. Manufacturers wishing to place the machines on the market in this part of France, will do well by corresponding with Mr. Edward Kerr, 3 rue Gresset, Nantes."

Here is an opening for Canadian manufacturers of woodworking machines.

RIVETING PLANTS WANTED IN RUSSIA.

Messrs. Wossidlo & Company, St. Petersburg, Russia, inquires for riveting machines as follows :—

By one of our friends we were asked to give him some detailed particulars about electro-hydraulic riveting plants. He has read about this new invention in one of the technical papers (he does not recollect any more which particular one it was), and finds that the new system would perfectly answer his purpose. It is much cheaper than the old rivet installations, as the heavy and expensive pressing plant, which is necessary for hydraulic and pneumatic riveters, is quite omitted here. Instead of those in electro-hydraulic plants is

attached direct to the riveter a small glycerine pump which gives the pressure to the plunger.

The sizes of riveters he wants special quotations for are the following:

Portable riveter giving a pressure of thirty tons on rivet, and fifteen tons on plate-closing arrangement; gap about thirty-two inch; maximum size of rivets, three-quarter inch.

Fixed riveter, giving a pressure of forty tons on rivet and twenty tons on plate-closing arrangement; gap about 88½ inches; maximum size of rivets, one inch.

Except the aforesaid, the mentioned system has the advantage of being perfectly safe against frost, which means a good deal for our country.

Perhaps you might be able to offer us such riveters. In the affirmative case we should be glad to receive from you a detailed quotation, with sketches, drawings and description of machinery.

FAULTY TRADE METHODS.

United States Consul Halstead, at Birmingham, Eng., writes of the faults of American trade methods of which Canadian manufacturers should make note. He says:—

"The jewelry and fancy goods manufacturers of Great Britain make articles on a 'forty-line scale,' an arbitrary system of measurement, the origin of which is lost somewhere in an early period of the trade. In the measures for the common metals and articles a 'line' is one-twelfth of an inch, but in the fancy trade a 'line' is one fortieth of an inch.

"To-day, a declaration of 'returned American goods' was sworn before me, meaning, of course, a big loss to an American manufacturer, and due to his failure to make the goods in accordance with the exact specifications of the order. A Birmingham manufacturer ordered from an American manufacturer a lot of 'indestructible pearl,' giving the measurements he required in 'lines.' Not knowing what 'lines' meant to the fancy trade, the American, without making inquiry, had recourse to the metric system, and his goods are by this time on the way back to him.

"Two weeks ago $500 worth of fountain pens were sent back to a manufacturer in an interior American city. The Birmingham purchaser said: 'They are without question better pens than I ordered, but they are not like the sample, and I am not in the business of educating the public to new things, but sell them what they want, and these goods go back.' I know the town of the manufacturer very well, but do not remember his name so assume that his factory is small and his capital limited enough for the return of goods amounting to $500 to hurt him; but he did not obey orders.

"A few days ago I was shown sixteen letters from sixteen firms, all well known in their line in America. On twelve of these letters there was insufficient postage; most had only a two-cent stamp to carry them. This meant that the Birmingham man who wanted to buy from some of these American firms had to pay double the deficiency in postage, and his frame of mind and opinion of American business methods can be imagined. Steamer mails from the United States frequently arrive after business hours on Saturday, and if there is deficient postage, letters will not be delivered at hotels, etc., until Monday, and the travelling representative loses time waiting for home instructions much oftener than could be realized by anyone not aware how general is the failure of American firms to pay full postage. One American house tells its agent that a deficiency of postage is a guaranty that a letter will be delivered to the right party, as no one else would pay the postage penalty in order to get the letter.

"If an English or a continental house sends a telegram, a letter always follows, even to points near by, containing a copy of the telegram. Very few United States houses do this, even with cablegrams, and a failure to deliver means loss of valuable time. If a letter is sent to a foreign point, a letterpress copy follows by the next steamer as certainly as the second of exchange follows the first.

"Very few American houses are as systematic, and it is conceivable that a letter may be more valuable than a money draft.

"With bills of lading, the European house does not depend on the triplicate copy forwarded by the shipping agent, but itself sends the duplicate copy to the consignee, retaining the original. American houses are constantly neglecting this, and American goods are constantly being held up in foreign custom-houses.

"If a United States house wishes to be successful in foreign trade, it must place its business in the hands of some responsible member of the concern who will look after the details. It should not be merely an incidental part of the regular business transactions."

THE PRODUCTION OF CAMPHOR IN JAPAN.

The production of camphor in Miyazaki, Kagoshima, Oita, and Wakayama prefectures, which amounted to 1,000,000 kin (5,333,333⅓ pounds)* in 1894 and 1895, the price being quoted at from ninety to 100 yen ($47.69 to $52.99) per picul (133⅓ pounds), has been considerably reduced of late. This year's output so far only amounts to 1,200,000 kin (2,133,333⅓ pounds), quoted at from forty-one to forty-three yen ($21.70

*1 kin=1⅓ pounds avoirdupois.

to $22.75) per picul. This decline is evidently due to the growing dearth of camphor trees, while the rate of wages and the expense of manufacture in general have been greatly increased of late. Under these circumstances, most of the local manufacturers have suspended work and have abandoned the field almost entirely to the Formosan product, which is the best to be found in Japan.

AMERICAN BICYCLE COMPETITION IN ENGLAND.

The following communication recently appeared in the Birmingham Daily Mail:

"I think it is about time some of our cycle manufacturers woke up from their slumbers and realized the state of the cycle trade. It is all very fine for them to go on in this old-fashioned way, and say that they don't fear American competition. But America can and does compete with them in their own markets. Many Birmingham firms to-day have expensive automatic machines standing idle, waiting for the next season to come round. Now, when the cycle season is over in America, they start these machines on such components as small screws, nuts and bolts, washers, rivets, adjustments, steps, lock washers and various screws used in the trade. Just when the season is coming in again, they pack these off to England at very low prices and start their automatic machines on the ordinary cycle parts just in time for their markets. By doing this they not only keep the best of their workmen together, but make profits while the English firms are idle. No maker in Birmingham can deny that ninety per cent. of the smaller parts come from America and Germany. English firms have plants just the same, and if they would go in for making these things in the winter, they would make a small profit, then, when the season comes in, they have not so much lost time to pull up. I should like to point out that there is a vast quantity of American hubs and pedals sold in Birmingham even at the present time."

COOLGARDIE EXPOSITION.

The following circular, relative to next year's exposition in Coolgardie, West Australia, has been issued by President Hugh Craig, of the Chamber of Commerce of San Francisco, who is also acting as special commissioner for the United States:

"It has been decided to hold an international mining and industrial exhibition in Coolgardie, the principal city of the Western Australian gold fields, and suitable buildings are being erected, ready for March 21, 1899.

"The scope of the Exhibition, which was at first intended to

be entirely confined to mining, has been enlarged, and now embraces arts, industries, manufactures, implements, food products, etc., being, in fact, thoroughly comprehensive.

"This exhibition offers the opening up of a trade on what are undoubtedly the most extensive and the wealthiest gold fields of the world. It is under the patronage of the Western Australian Government, and granted the privileges of free railage to the exhibition and free bond, except where exhibits are sold. They have also placed upon the estimates sums of money for the exhibition of the country's products; and, more important still, have asked the Imperial Government to appoint a Royal Commission.

"A charge for space is made of fifty cents per square foot floor or ground space and twenty-five cents per square foot wall space. By taking a full bay, which is fifteen feet by fifteen feet, exhibitors have the floor and wall space for the sum of $125. A deposit of twenty-five per cent. of space money is required with the application, the balance being payable on January 1, 1899.

"Special show cases or trophies not exceeding four feet wide may be placed in the centre of the avenues on payment of $5 per square foot.

"United States mails for Coolgardie leave San Francisco every twenty-eight days.

"Freight by steamer from San Francisco is landed at Sydney, thence by steam to Perth, W.A., thence by free rail to Coolgardie.

"Rates of freight and through bills of lading can be had on application to John D. Spreckels & Brothers, San Francisco."

We are informed by the Department of Trade and Commerce that the Dominion Government has made no arrangements for offering facilities or inducements for Canadians to exhibit at Coolgardie, nor is it at all probable that it will do so.

BUTTER IN PARAGUAY.

Appearances would indicate a promising market for butter in Paraguay. There is very little of it to be found in the country, although everyone likes it and wants it.

The scarcity may be due to the small number of dairies and factories. There are no butter factories in the country, and all of the dairies are located in the small town of San Bernardino, whose population is almost exclusively German.

During the year 1897 there were introduced about 2,500 pounds, mostly from Italy, coming in pound cans. The small importation would seem to be due to the fact that no attention is paid to the butter trade. The butter produced in the

country is retailed for thirty-five or forty cents gold per pound.

The duty on imported butter is fifty per cent. ad valorem, and the revenue collected from this source last year amounted to $421 gold.

The best butter to be found comes from the German colony at San Bernardino; that which is imported from Europe is very good, but not equal to what is made by American factories. The superior quality of the American butter would insure its rapid sale.

Butter is but little seen on tables generally, and those hotels which use it charge extra for it.

Let butter manufacturers cater to the whims of the people by placing on their small cans, pictures of the President of Paraguay, or of some of the leading statesmen, which would catch the eye of the people and cause it to be talked about. This would give popularity to the brand, and ought to lead to quick and profitable sales. Nothing of this sort exists in the country.

THE TRADE OF THE AMAZON REGION.

The British Consul at Para reports that the exports of rubber from the Amazon region through the port of Para last year had a value of nearly £3,500,000, of which Great Britain took over £1,750,000, while nearly all the remainder went to the United States. The quantity was 15,226 tons, the total sent from the Amazon being 20,981 tons. That which did not pass through Para was sent almost entirely from the city of Manaos, which is about 1,000 miles up the river.

The Consul makes the statement that the rubber supply of the region is regarded by competent authorities as inexhaustible, because the tree is being continually reproduced by nature. Some areas have become exhausted, but after being abandoned for a time they recover, and many districts have never been tapped at all. The area producing Para rubber is estimated at a million square miles, and it is probable that further exploration will show this estimate to have been too small. The richest zones now worked are along the banks of the southern tributaries of the Amazon, and on the islands of the main stream.

During the thirty years that the Amazon has been open to navigation by all nations, many lines of steamers have been established to carry on river traffic. The boats of the Amazon Company, running from Para, go up the main stream 2,000 miles to Iquitos, in Peru, and even 500 miles higher when the water permits. The company operates a fleet of thirty-five boats, and in addition to the line on the main stream they

make branch runs for 1,600 miles up the Madeira, from 2,500 to 3,500 miles up the Purus, and from 2,000 to 3,600 miles up the Jurna.

In addition to rubber, the chief exports from the Amazon country are cocoa and Brazil nuts, although the value of these is far less than that of the exports of rubber. The region formerly produced rice of good quality, but nearly all the inhabitants now devote their time to rubber culture, and are content to live almost wholly on imported food.

BRITISH HONDURAS.

The United States Consul at Belize, British Honduras, reports the completion and opening of a new post office in Belize, a handsome two-story building which has been erected at an expense of $8,000 by an American contractor and largely by American labor. The brick, lumber, roofing, and all materials were from the United States; and the boxes, desks, and fixtures furnished by an American company, and are a good advertisement of American office furniture, which, he says, is gradually displacing the massive mahogany desks, chairs, and tables so much in use there. Another fine brick edifice there, St. Mary's School, is nearing completion, and will probably be equipped with American school furniture. This will be an innovation there, for all the schools are fitted with the old-fashioned desks and "forms," as used in the English schools. All the above enumerated materials are produced in Canada, and Canadian manufacturers would do well to investigate the Belize market.

FURNITURE IN SOUTH AFRICA.

The American Consul-General at Cape Town, South Africa, reports as follows regarding the openings for the sale of furniture in that country, which applies with equal force to Canada:

"There is no reason why the trade in American-made furniture should not materially increase in South Africa. For 1897, the value of American furniture imported into South Africa was $254,979.90, being second only to that of the United Kingdom, Germany standing third. American manufacturers should send their furniture 'knocked down,' and so made that it can be put together here with ease, each part numbered correspondingly. The trouble is that furniture from the United States comes largely 'set up,' and what is sent knocked down has not been assembled or put together before being knocked down, or not numbered after being knocked down. The freight is, say, 20s. 6d. ($4.98) per forty cubic feet, and when sent knocked down there is a

saving of from fifty to 100 per cent. Germany and Sweden have a large trade in chairs, both in South Africa and South America, and the trade in "bent work," as it is called, is also large. The chairs are light, strong, are shipped knocked down, occupy but little space, and are easily put together, each part being plainly numbered. They have been set up before being knocked down, and are put together, not with glue, but with bolts and screws. I venture the assertion that if American manufacturers will adopt the German methods in packing, the market is theirs.

"The same may be said in reference to all other classes and kinds of furniture. The sale of tables, bedsteads, bureaus, washstands, sideboards, etc., can be increased several hundred per cent. by shipping in small compact packages, with the furniture so made that on arrival here the parts can be assembled easily and correctly.

"There is no fault with the prices charged by American manufacturers, even with the duty added; but it is the excessive freights on account of bulk, and the difficulty of putting together, if shipped knocked down, of which the dealers complain.

"The imports for 1897 into South Africa were:

Country.	Value.
United Kingdom	$1,611,649
Hongkong	7,631
India	4,419
Belgium	11,120
France	4,161
Germany	149,897
Holland	20,799
Japan	998
United States	255,321
Sweden	50,037
All other countries	24,167
Total	2,140,199

TARIFF CHANGES IN THE ARGENTINE REPUBLIC.

According to a law recently passed by the Argentine Congress, in force until December 31st, customs duties are increased as follows: Ad valorem duties of five per cent. and under, doubled; those above five per cent. subject to ten per cent. additional, and ten per cent. on customs law, value of article added on all specific duties.

The following are among the articles that come under the five per cent. ad valorem classification, in the Argentine tariff: Cork, jewelry, wine, twine, tin in sheets, iron, zinc and lead in ingots or bars, sewing machines and parts, tar

oils, quicksilver, machinery for installation of electric plants or waterworks (except meters and electric fixtures), fire bricks and clay, wool-clipping machines, steam motors, gold and silver watches and plate, agricultural machinery and wool yarn. Under the 2½ per cent rate come cotton in bales, zinc in sheets, wood pulp, hops, rabbit hair, gelatin, etc. Specific duties are charged on provisions, drinks, tobacco, collars and cuffs, hats and hat felts, matches, kerosene, grain bags, playing cards, stearin, linseed oil, etc.

GERMANY'S EXPORT UNIONS.

England, France and other continental countries can not help comparing Germany's giant strides in foreign commerce with their own. An English writer in the Bibliotheque Universelle says the Empire owes much to her wonderfully well-directed export unions, and of these one of the very best is the Saxon Export Union, whose methods of doing business have served as a model for others. The yearly fee is twenty marks, a trifle less than $5, for which one gets the union's publications, and a square meter of space at the union's annual exhibition in Dresden. Its agents are sent all over the world. They collect and send home samples, study goods, tastes, methods of transportation, systems of payment, credits, etc. No. are these agents sent out without any definite aim, or simply to see what is going on. First of all, the territory is investigated. If necessary, agents will be sent to reconnoiter, so to speak. For such purposes, 380,000 marks ($90,440) were expended between 1886 and 1895. The first trip was to Venezuela, Peru, Bolivia, and Chile; the next to eastern Europe; the third covered Mexico, Canada, the West Indies and Cuba; the fourth, Japan; the fifth, Africa.

All this is as true of other unions as it is of the Saxon. In Berlin, a number of unions work hand in hand with the Government to aid exports. Even the Central Union for Commercial Geography, a semi-scientific institution, works to aid German exports. There are export banks and export journals, and, more important still, the colonial societies, which have agents in many of the world's leading cities. There is a union for international markets that holds two meetings annually. To the work of the unions must be added that of the Government in aid of Hamburg, Bremen, Kiel, Stettin, Lubeck, etc. Hamburg alone does more business in a year, to-day, than did all the old Hanse towns in a like period of time. Only London, among European cities, surpasses Hamburg in the amount of its shipping.

The German agent is sui generis. If in Hamburg, he has huge houses full of samples. If a stranger comes to Hamburg he finds not only what he wants at the commission merchants,

but men able to explain to him in his own tongue and with astonishing fluency. The agent himself is often master of five, six, seven or more languages. Boys born in Germany that have never been beyond the walls of Hamburg, speak English, Spanish, French, etc. To this, as much as to any other factor, this Empire owes its wonderful success in recent years.

CANNED GOODS IN DENMARK.

The crop of fruits and vegetables in Denmark in 1898 must be considered a complete failure, and there are, therefore, good prospects for the sale there of canned goods.

Large orders have been recently sent to American firms. The largest importers and dealers in Copenhagen are Ad Trier & Goldschmidt, Styhr & Kjar, Gulbrandsen Andersen & Co., A. T. Moller & Co., Jacob Deuntzer, S. M. Salomonsens Eftfi, V. Bockelund, Ferd Andersen & Co., C I. Caroe, and Michael Bulow.

The commercial agency of P. V. Fournais & Co., in Copenhagen, can rate these firms.

POTATO FLOUR IN AUSTRIA.

This article is used as an ingredient in many lines of bakery and confectionery work, and as corn starch is unknown in Austria, potato flour serves.

Potato flour makes a beautifully white and light cake, and is better than corn starch, in lines where this would be used, because of the absence of the peculiar taste.

Potato flour is cheaper than wheat flour. It sells in the Austrian market at eighteen to twenty florins per 100 kilograms (about $3.50 per 100 pounds), while the price of wheat flour is twenty-eight florins per 100 kilograms (about $5 per 100 pounds). It is also cheaper than corn starch would be if sold in that market, as the duty would make the price of the latter materially greater than it is in Canada, to say nothing of the added expense of freight.

There is no material difference between the ordinary process of extracting the starch from vegetable substances and that used in Austria in making potato flour. The potatoes, after being washed, are placed on rapidly rotating machines set with teeth, and crushed in such manner that the starch is separated from the cells which contain it. Water is freely used in this process, sweeping away the extracted starch and carrying it into vessels, to the bottom of which it settles. The starch is then put through a refining process, to remove all foreign particles and to thoroughly cleanse it. The final step is to dry the starch, usually in a special drying machine.

The analysis of potato flour is as follows, excluding water; which, of course, is a considerable element:

	Per cent.
Pure starch flour	98.98
Mineral substances	0.4
Albumen	0.28
Starch covers, etc.	0.34
	100

What is left of the potatoes after the starch is extracted is fed to cattle and swine, and is said to be available also for sundry uses in distilleries, breweries, and sugar factories.

BUTTER IN JAPAN.

The imports of butter into Japan for the year 1897 amounted to 136,863 catties, or 182,484 pounds, at a declared value of about $37,500 gold. Of this quantity, the United States furnished 73,000 pounds, France 32,000 pounds, and Austria, Denmark, Germany, Holland, Italy, and Switzerland the rest. The larger quantity imported from the United States comes from California. The average price is about seventy sen per pound, or some thirty-five cents gold. A small quantity is imported from Canada, and Danish and Dutch brands are quite popular.

The demand for butter is chiefly confined to the foreign population and vessels touching at Japanese ports, and is, of course, somewhat limited. Creamery butter, properly prepared for table use and put up in attractive packages in such a manner as to preserve its sweetness and keep it fresh, would speedily control the market.

There is no trouble in procuring sweet butter from October to March or April, but during the rest of the year all butter in Yokohama seems to become more or less rancid. Butter carefully wrapped in cloth and packed in tins, and seemingly sweet when first opened, becomes rancid when exposed to the air. The native output is quite limited.

DRIED APPLES IN FRANCE.

During the year 1897 upwards of 12,000 barrels of dried apples were received by the merchants of Nantes. These apples are chopped into slices just as they come from the trees, including stems, seeds, and skins. After being dried or evaporated, they are packed into barrels ready for shipment. They are used for making cider. The apples are soaked in water, to which a little sugar is added. They retail for from sixteen to eighteen centimes a kilogram, which is a little more than seven cents a pound. In nearly every grocery in Nantes,

one can find these dried apples for sale. Owing to the light crop in France last year, there was no doubt a special demand for the foreign product. Dried apples from Germany are also used in making cider; but they are very inferior to the American product, which is much preferred. Shippers can make shipments in cargo lots direct to St. Nazaire and Nantes, which would place the goods on the latter market at a much lower price than by sending them to Havre and and having them reshipped thence.

OPENINGS IN SOUTH AFRICA.

The Chartered Company of Rhodesia are contemplating the formation of a bicycle corps.

East London seeks tenders for electric lighting and street-car system.

Durban desires estimates for an electric street railway.

Delagoa Bay is contemplating the lighting of the bay by electricity.

The harbor board of Cape Town talk of using movable electric cranes, consisting of engine, cranes, and locomotives.

Cape Town is discussing the advisibility of using automatic gas meters.

England has been receiving orders from South Africa for agricultural machinery, blowers, cranes, bicycles, electrical plants, engines, flour-mill machinery, pumping machinery, furniture, rifles, mining machinery, railway material, telegraph and telephone material, road rollers, tile and pipe making plants, water drills, etc.

There has been a considerable falling off in the value of goods shipped to Natal during the first quarter of 1898 from all the principal exporting countries.

THE EGYPTIAN MARKET.

T. S. Harrison, United States Consul-General at Cairo, Egypt, sends to the State Department a full and suggestive review of Egyptian trade conditions, with the purpose of stimulating American manufacturers to find a market there. While Egypt increases her imports from year to year, having now reached the sum of $50,000,000, she takes from the United States only $215,000, or less than one-half of one per cent. England gets thirty-five per cent. of the Egyptian exports, which amount to $68,000,000, and consists of cotton, cotton seed, cane sugar, beans, wheat, onions, skins and natural wools. American imports from Egypt in 1896 reached the sum of $4,632,000, consisting almost entirely of cotton. In the first eleven months of 1897 cotton imports

into the United States from Egypt were $4,277,618; sugar imports, $3,034,273—trade carried on British vessels. The public is reminded that only ten years ago Egyptian cotton was introduced into the United States. The trade has increased with marvelous rapidity, the larger part of the Egyptian cotton having been consigned to Boston commission agents and sold to New England mills. In 1896 the exports from the United States were largely agricultural implements, iron, steel, machinery, oil, perfumery, distilled spirits, woods and manufactures of the same. The Consul-General says that if Americans would send back with the vessels which take out the Egyptian cotton, cargoes of such goods as are in demand in Egypt the trade would be profitable. Egypt has not only doubled her cotton exports in twenty-one years, but new sugar factories and great engineering works have been erected there. The trade in iron, steel, tin, etc., is in the hands of Syrians and Arabs, whose stocks are brought from Belgium and England or through German commission houses. Almost all the cotton piece goods trade is in the hands of German and French firms. Mr. Harrison suggests a long list of articles, embracing bolts, door frames, carriages, boots and shoes, gas meters, confectionery, flour, sewing machines, wagons, typewriters, etc., which he thinks would be preferred in Egypt to those manufactured and sent thither from England, France and Germany. There should be a good market in Egypt for such Canadian manufactures as are above enumerated.

BICYCLES IN MEXICO.

No bicycles are manufactured in the Republic of Mexico. Several firms buy all the component parts of machines and put them together afterwards, but the complete wheel is not manufactured in Mexico. All the parts are procured from the United States, and almost all the machines manufactured in the United States are represented in Mexico. The chief importers of bicycle parts are Messrs, Howe & Co., of Monterey; Messrs. Moler & Degrees, of Mexico City; and Messrs. Pomery & Co., of Guadalajara. The prospects for increased traffic in goods of high quality are promising. The entire component parts of each wheel, however, are demanded, owing to the number of different makes in the country. The duty on parts of bicycles not nickel plated is two cents per kilogram (2.2046 pounds); on parts nickel plated, it is twenty cents per kilogram.

With reference to the future of bicycles in Mexico, it may be interesting to state that for the last four years the demand therefor has increased each successive year more than five per cent. over that of the preceding year.