

TRAVELLING.

FIELD OF TRADE

BETWEEN CANADA AND

SOUTH AFRICA

Manufacturers Examining the Conditions—Some Interesting Trade Facts Are Presented to Canadians.

From the Department of Agriculture, Ottawa, Sept. 22.—The pacification of South Africa, and the establishment of a direct line of steamers, has naturally caused the Canadian manufacturers and shippers to examine the conditions which surround the new field of trade and commerce, and many inquiries are being made. It is desirable that those conditions should be generally known, and it is not amiss to recall the fact that two years ago a Dominion agent was sent to the Cape to examine and report. W. W. Moore has reported to the Department of Agriculture that he has conversed with leading importers at the great centres, and that the outlook is most promising. It is now too soon for Canadians to wake up and do their utmost to obtain a good footing in the newly-annexed country.

At the very moment when the song of peace thanksgiving was being sung in Pretoria, the publication branch of the Agricultural Department was issuing an article manifesting the wants of Great Britain's newly-acquired subjects, and describing how Canada can opportunity meet many of them more economically as well as more expeditiously than any of her competitors. This manifesto was necessarily lengthy but not more so than the exigencies of the occasion demanded.

The Canadian Department of Agriculture has received many inquiries as to what South Africa requires and how it may best acquire it.

In the first place, South Africa requires everything that Canada has to offer; and it requires it in two grades—the best that can be supplied in over competition of market price, and the best that can be supplied irrespective of price.

Naturally, the first must receive pri-

mary consideration, especially when the fact is recalled that in the very year that war was proclaimed the South African market turnover to the United States of America was eighteen million dollars. This was not the result of spasmodic effort, but the outcome of direct personal commercial representation for a series of years on the spot. To quote W. W. Moore, of the Dominion Department of Agriculture, who was sent by the Hon. Sydney Fisher to ascertain all the details of South African trade relations, and practices, "the magnitude and value of the South African market has been recognized by the business houses of the United States for years past; and by persistent efforts and good business tactics they have there built up a substantial trade."

Business cannot be done in South Africa by proxy any more than it can in India. Catalogues, circulars, pamphlets, bills, letters, soliciting business without a personal canvass and fair samples are as useless as mustard without meat. To do anything there a firm must know the conditions of trade and the local manner of conducting business; and local traders must know the standing and business methods of any firm before they will do business with them. Once get in the thin end of the wedge and the entire factory may follow; but getting the start in is the difficulty.

The United States, New Zealand, and Australia are all doing well in South Africa; but why should Canada be less successful? Now the tide is at the flood, and if Canada neglects so great an opportunity to her apathy and indifference must be attributed future failure. The government of the dominion, in her minister of agriculture, and her Commissioner of Agriculture and Dairying, has acted promptly its part; it only remains for her commercial men to act well their part, and South African patronage will not fail to appreciate the bold and patriotic part the sons of Canada have taken in the war to uphold the right in the Transvaal and in peace to supply the domestic wants of her populace.

What does South Africa require that Canada can supply by our newly-organized direct steamship line?

The colony of Natal, of which Durban is the chief city and port, re-

quires annually \$1,123,435 worth of

FROM MONTREAL.

*Manxman..... Sept. 27th

Ottoman..... Oct. 11th

STEAMER NORTH KING ROCHESTER ROUTE

Steamer leaves Sundays at 5 p.m., for Rochester, N.Y., calling at Bay of Quinte ports.

1000 ISLANDS RAMBLE

Steamer leaves Sundays at 10:17 a.m., for tour of 1,000 Islands, calling at Alexandria Bay, Rockport, and Gananoque.

BAY OF QUINTE ROUTE STEAMER ALTHEA

Commonly Sept. 2nd, leaves week days at 3 p.m., for Picton and intermediate Bay of Quinte ports. On Tuesdays, Thursdays and Saturdays steamer calls at Deseronto and Belleville.

For full information apply to

J. P. HANLEY, Agent, Ticket Agents.

James Swift & Co., Freight Agents.

Lake Ontario & Bay of Quinte Steamboat Co., Limited.

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DOMINION LINE MAIL STEAMERS. LIVERPOOL SERVICE

Newman..... Sept. 27th

*Turonian..... Oct. 11th

Colonial..... Oct. 18th

Irishman..... Sept. 25th

Californian..... Nov. 1st

*Norwegian..... Oct. 18th

Rates of Passage—Sailors, \$65 and upwards, single according to steamer and service, Second Cabin, \$37.50 and upwards, single, to steamer and service, Third class, \$26.

FROM MONTREAL.

*Manxman..... Sept. 27th

Ottoman..... Oct. 11th

FROM BOSTON.

New England..... Sept. 24th

Commonwealth..... Oct. 8th

NEW SERVICE Boston to the Mediterranean.

Cambrian, Sept. 27th; Vancouver, Oct. 18th.

Midship, Saloon, Electric light, spacious promenade decks.

J. P. Hanley, J. P. Gildersleeve,

Act. G.T.R. Station, 42 Clarence St.

D. TORRANCE & CO., Gen. Agts.

Montreal and Portland.

Allan Line Liverpool and Londonderry Royal Mail Steamers.

From Montreal. From Quebec.

Turk..... Sept. 27th

Corinthian..... Oct. 4th

Princess..... Oct. 11th

Irishman..... Oct. 18th

Californian..... Oct. 25th

First cabin, \$65 and upwards, second, \$40, third, \$25.

Second cabin, \$35 and upwards, second, \$20, third, \$15.

Third cabin, \$20 and upwards, second, \$15, third, \$10.

Steamer leaves Sunday at 10:17 a.m., for tour of 1,000 Islands, calling at Alexandria Bay, Rockport, and Gananoque.

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MONEY AND BUSINESS.

TWO HUNDRED THOUSAND DOLLARS IN

sums from one thousand ten thousand

and dollars. For particulars apply to

GODWIN'S INSURANCE EMPORIUM,

over Express Office, Marks Square.

MONEY TO LOAN IN LARGE OR SMALL

sums, rates of interest on city and farm property. Loans granted on

S. C. MCGILL, manager of Frontenac

Loan and Investment Society. Office opposite the Post Office.

LIVERPOOL, LONDON AND GLOBE FIRE

Insurance Company. Available assets,

\$10,000,000. In addition to which the

policy holders are for security the im-

limited liability of all the stockholders.

Farm and City Property insured at lowest

possible rates. Before renewing old or

getting new business get rates from

STRANGE & STRANGE, Agents.

ANYTHING TO SELL, MAM?

This is what the second-hand dealer

says when he calls at your door, and

you promptly say no, without a thought.

The Kingston Rag and Metal Co. only ask you to drop them

a card to 389 Princess street after you

have sorted over all your old stuff

and they will pay you highest cash

prices.

TO COIN COLLECTORS.

CABINET OF U.S. SILVER COINS FOR

sale. Address at Whig Office.

EDMUNDSON, Bates & Co., Toronto.

MONEY AND BUSINESS.

Two hundred thousand dollars in

sums from one thousand ten thousand

and dollars. For particulars apply to

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