

The Canadian market for raw products must in the meantime be sought in Eastern Canada, although the propriety of taking advantage of the facilities of importing hemp which I have been able to demonstrate has caused many of my visitors to discuss the advantages which would follow from the manufacturing of cordage here. The New Zealand rugs drew many commendations, and they will doubtless prove a much acceptable article of commerce in the colder East. What is snow in the Eastern winter is changed to rain in British Columbia.

I regard the prospects of trade between Western Canada and New Zealand as very promising indeed. In more than one instance it has been suggested that retail stores should be opened by the New Zealand Government. In such instances I have found it necessary to point out that the New Zealand Government are not traders, but that the object of the Government is to assist traders in New Zealand to find outside expanding markets, and by subsidising steamboats and also by other means to endeavour to put the traders of New Zealand in a position to compete successfully with their competitors in other countries.

T. E. Donne, Esq., Industrial and Commercial Department, Wellington.

SIR,—

Winnipeg, 15th December, 1906.

I have the honour to report that I have now finished my mission in Winnipeg. This is a city of great development, in five years the population has doubled; in a corresponding period the population of the Province of Manitoba has increased from 255,211 to 365,848. The total population of the three north-west provinces of Manitoba, Saskatchewan, and Alberta in 1901 was 419,512, and in 1906, 806,928. Winnipeg now has a population of 90,204; Calgary, 11,967; Edmonton, 11,163; and Brandon, 10,411.

The merchants here apparently believe in combination, and so arrange their businesses that one man controls the market. The methods of payment are generally spot-cash.

The quality of New Zealand canned goods gave every satisfaction. I am convinced that there is a large trade to be done in canned meats and jams, if our manufacturers can successfully compete in prices against local competitors, and obtain cheap rates for conveying their goods to this market; but I am afraid that Winnipeg is too far inland to obtain very cheap transportation by rail.

As regards mutton and tallow, they will find here a large outlet if New Zealand merchants can deliver the goods as cheaply as do the Australian merchants, because New Zealand mutton has a good reputation among Canadian butchers, who are aware of the price it fetches in London.

As regards quantities, a leading meat-importer in Winnipeg writes me that if there were sufficient refrigerating-space the local consumption of mutton could be 25,000 more carcasses for immediate shipment than at present. During the past two months he bought 25,000 carcasses of frozen Australian mutton. He thinks that 100,000 carcasses could easily be imported for use in Eastern Canada.

As Winnipeg is yet little more than a handling centre, with but few factories, there is no local demand for flax, wool, &c.

During my stay much space has been devoted to my visit by the local papers, and visitors have been numerous. Many have made inquiries about New Zealand with a view to visit it as tourists, or to settle in the Islands as permanent residents.

T. E. Donne, Esq., Wellington.

SIR,—

Toronto, 9th January, 1907.

This is rather an awkward time to travel through Canada, the weather being very severe. In the West, snow is 8 ft. deep. I have been delayed here for the want of my samples, but the Railway Department have been very obliging, and they have done their best to assist me. I sent away my samples from Winnipeg on the 20th December, but the train got snowed up somewhere. The manager wired to all the principal stations on the line to find out the car that contained my samples, and they found it after a lot of trouble, and brought them in yesterday by the express train.

I have kept myself busy, visiting and being introduced to the members of the Manufacturers' Association. I think there will be a great development of business between the two countries. The merchants appear to take a great interest in my work, and state that they would assuredly prefer to do business with us than with the United States.

Mr. Oliver Brainbridge gave a lecture here on his trip to the Southern Seas. He opened his address by referring to New Zealand, and exhibited by lantern a good many pictures of New Zealand, and since that night I have had visitors inquiring about New Zealand.

I shall have my samples on view to-morrow, and the reporters are all very eager to see them. They are astonished that we can produce and expect to export products to Canada.

T. E. Donne, Esq., Wellington.

SIR,—

Toronto, 26th January, 1907.

I am still in Toronto, and I have now the honour to report that I am kept very busy. The Canadians are generally very much interested in our country, owing to so many articles appearing in the newspapers. The Toronto *Sunday World* published an article taken from *Everybody's Magazine*, by a Mr. Russell, and it occupied a full page of the paper. Mr. Oliver Gainbridge has also given several lectures throughout Canada on New Zealand.

Toronto is the headquarters for the wool-importers, and I am glad that the assortment of samples is considered a very representative one. At any rate, the Yorkshire men say so.

I have had several people inquiring about the kauri-gum. This they buy mostly from New York. I am afraid there is no market for our tinned goods here, this city being too far inland, and also being a great beef and fruit centre.