

occasion. If they are once allowed to perceive that you are afraid of them you are liable to be under their thumb for the rest of your life.

The Toronto Globe argues for a railway commission. By all means let us have one. Not a body that trembles for its life every time a railway manager appears before it, not a sham tribunal to which Governments can relegate awkward questions without settling them, but a real force, a strong commission of able men, who would be as independent as our judges and possessing the power to bring corporations to time. The smallest firm in the country ought to be able to lay its grievances before an independent railway commission, and get justice cheaply, quickly and effectually.

As matters stand, the Railway Committee of the Privy Council is the tribunal for settling railway questions. It is composed of two or three Ministers—fine fellows (when they want our votes), ready to listen (when a general election is coming on), and always—of course—perfectly free of railway influence. This committee was quite sufficient for all purposes as long as people believed that the railways had a special permit from Providence to charge us a scale of rates that the officials were kind enough to draw up. But we are not so green as we were. The average merchant is beginning to realize that, under keen modern competition, he must look out for every leakage. He cannot afford to pay the railways more in freights or passenger rates than the business situation will stand. His profits are cut down by competition; why shouldn't a railway's be?

BUSINESS AND DISHONESTY.

I" A MAN has acted dishonestly in business transactions he must, in every case, expect to pay the penalty of his conduct. Crooked methods are sure, sooner or later, to bring their punishment with them. If his actions have brought him within reach of the law it is right and fitting that he should be prosecuted.

In no other way can we hope to maintain the integrity of business life than by punishing dishonesty and rewarding honesty. By letting men escape the consequences of evil conduct we give the impression that as long as a merchant is sharp, wide-awake and impudent—keeping just within the line dividing robbery from trickery—he has nothing to fear from justice. We ought to see that he gets justice every time. Otherwise the tone of the commercial community will be lowered, the honest man will be crowded out, and ultimately the business world will be left as a scrambling-pit for rogues and second cousins of rogues. A merchant who is struggling along with severe competition, dull times and slow collections, trying to be honest, desiring to be honest, will say to himself: "There is *he*, who is notoriously tricky, who has done his creditors several times, and who has always got started in business again by some means or other; how can I hope to compete with him? The best thing for me is to be tricky too." This is a most dangerous temptation, and we ought to see that the way of the transgressor is made hard for him.

There is an idea in England that a good many Canadian traders have treated their creditors badly. You have only to read the English papers to see how strongly this is felt. There is great danger that we shall get a bad name there—if we have not got one already. The English houses want to be treated frankly and fairly: they want twenty shillings in the pound. All the preferential tariffs in

existence will never make Canada and Canadian merchants as popular in Great Britain as honorable dealings and payment in full. For Canada to offer British houses a lower rate of duty on their goods and let some of her merchants do their creditors out of what is rightfully theirs would be the vilest hypocrisy, and would give us a malodorous reputation abroad.

We cannot afford to earn such a reputation. Hard things have been said of the dry goods trade by European firms who believe that they have been unfairly dealt with by customers here. It is not right that for the misdoings of a few we should all rest under evil imputation. We believe the dry goods trade in this country is in the hands of men as honest and well-principled as in any country under the sun. But a few cases will often blacken a whole community unjustly, and when British creditors are interested in an estate and find that most of the assets are bagged in Canada and that there is little or nothing left for creditors, they get first suspicious and then thoroughly disgusted. We cannot turn aside this disgust by a preferential tariff. We must have a law which sets undue preferences aside, and from such a law honest insolvents, who have been unfortunate and no discredit to them, will have nothing to fear.

TRADE NOTES.

The Gault Bros. Co., Limited, have a full line of fingering and saxony yarns; "Fireside" saxony a strong specialty.

John Macdonald & Co. have two special numbers in loom damask. Special drives are noted in towelings.

The Gault Bros. Co., Limited, have received two special lines in fast black percaline dress linings—just the thing for best trade.

S. F. McKinnon & Co. claim that their colored silk velvets are unsurpassed by the trade, having a brilliancy of finish which few velvets possess.

James Johnston & Co. have received a new line of ladies' leather belts in black, assorted colors and tans. These are in active demand for present trade.

If you were disappointed by Brophy, Cains & Co., through not having your May and June orders for low-priced handkerchiefs filled, they will make amends now. All numbers are in stock, including white, mourning, turkey reds and navys.

With Wyld, Grasett & Darling there has been an active trade in all lines of cotton stuff. Flannelettes, too, have been moving lively. There is now a fair demand for flannels and blankets for the early fall trade. Owing to the scarcity of linings that has prevailed in the market, those that have lately come forward are being actively seized upon. They report a bright outlook.

The trade in men's wool sox is one that has to be carefully looked after to hold it. W. R. Brock & Co.'s "Watnow," "Beatsall" and "Blizzard" heavy wool sox hold their connection wherever they get a footing, while "Acme" and "No. 74" retain their reputation of good value in the cashmere makes. Large ranges are also to be seen in Brock's men's furnishings, kept in plain and ribbed goods of every kind and description, their principal recommendation being "value."

Revival in trade is strongly in evidence in the dress goods department, say Caldecott, Burton & Spence. In their sales room you see the rich broche effects of Germany, the choice designs of France, the substantial and wearable fabrics of Scotland and England, united with a great make of shot effects, two-tone effects, serges, henriettas and similar goods, dyed and finished in Toronto, and going into the entry-room you find cases labeled for every part of the Dominion of Canada, from Halifax in the east to Victoria, that ride so pleasantly upon the mild blue waters of the far-off Pacific.