

MANUFACTURERS' NOTES.

An Ontario man, Mr. George Davison, has patented an invention called the Canadian Fabric Trimmer. It is a necessity of modern knitted goods manufacture that the edges of seams which used to be left ragged or uneven must now be cut smooth and finished with nicety. And yet, it is said, so expensive were the appliances for this purpose, when purchased abroad and the high duty paid on them, that few factories could afford to use them. Mr. Davison's machine is one which can be attached to a sewing machine and a female worker "can sew and trim from thirty to forty dozen shirts or drawers in a day" with it. Or a knitting mill or hosiery mill "can ship its seaming machines to the company which has been formed to make the new device which will fit the trimming attachment to the machines."

According to a paper by Mr. H. B. Small, of the Department of Agriculture, Ottawa, on the Phosphate Trade of Canada, read by Mr. Wilson last week before the Hamilton Scientific Association, an American company has contracted to ship the products of its mines at a freight rate of \$1.40 per ton to the cities on the south shore of Lake Erie, which have been using South Carolina phosphate. The value of phosphate exported had risen from \$64,000 in 1878 to \$453,000 in 1884, and \$362,288 in 1885.

The iron and steel trade of France, which was much depressed during 1885 is still in a very dull condition. The output of pig iron, which was 2,060,430 tons in 1883, declined to 1,628,941 tons in 1885. Of this quantity, 370,593 tons were foundry iron and the balance mill pig and Bessemer or Thomas-Gilchrist iron. The bulk was made with coke as fuel. Rolled iron, too, declined in quantity. The production of rails was 356,209 tons in 1885, against 371,432 tons in 1884 and 391,277 tons in 1883. The statistics show, as in England and America, a growing consumption of steel for other purposes than rails.

—The directors of the Bank of Hamilton have declared a semi-annual dividend of four per cent.

—Letters from Halifax, dated 17th instant, state that bank and other shares are dull. Quotations as follows:—Bank of Nova Scotia, 130; B. N. A., 122; Merchants' Bank of Halifax, 99; Union Bank of Halifax, par.; Peoples, 96; Halifax Banking Co., 102; Yarmouth, 103½; Com. Bank, Windsor, 122½; Exchange Bank, Yarmouth, 81; Pictou Bank, 67½; Starr Mfg. Co., 85.

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Correspondence.

TWO EVILS WHICH OUGHT TO BE ABATED.

To the Editor of the Monetary Times :

SIR.—The ever increasing army of drummers furnishes the sorely afflicted retailer with ample food for reflection and causes him to look forward to the future with something like dread. Just at present there is a slight lull in the business of canvassing for orders. The drummer is metaphorically resting from his labors, or may-be leisurely looking up the poor general storekeeper in small country villages, and we who have had to endure these energetic and persistent missionaries for the past three months are getting a chance to draw our breath and look over our bill books.

Now, I don't wish to denounce these very pleasant and persuasive gentlemen who have doubtless to do their best in the interest of the various houses they represent, but I submit, Mr. Editor, that the business of Commercial travelling is a good deal overdone and that the retail dealer is fast becoming the sufferer therefrom. Were this soliciting of orders confined to the wholesale trade and their customers, the regular retailers, it is possible that no harm would be done. But the jobber—that hemaphrodite wholesaler—broke the ice and started to canvass for orders among the consumers, and now we have the largest wholesale houses actually doing a retail trade.

We find that some of our wholesale hardware houses send representatives here to this town who remain several days and sell bills of house furnishings, locks, hinges, &c., to carpenters

and others. The result is that the local hardware stores are placed at a disadvantage, their trade cut up and business demoralized. In this way wholesale houses are acting disreputably as they are adopting methods which must ultimately destroy local business.

I ask permission to suggest to retail hardware merchants the advisability of holding a convention at some central point to take into consideration this and other matters in order that concerted action may be taken. No wholesale house that adopts these methods deserves the support of the trade, and if prompt steps be taken the guilty ones can be taught a sharp lesson, which will lead them to consider their ways and put a stop to the practice.

Galt, 19th
April, 1886.

Yours,
SHEFFIELD.

—Thomas C. Jenkins, Pittsburg, is said to have the largest wholesale grocery house in the world. The building occupied by Mr. Jenkins is 240 feet long, 150 feet wide, six stories high, making over five acres of floorage.

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AND

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AND

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