

reserved for special correspondence which had failed to turn up. The subject chosen was not a fishy one; it could hardly be in the *Record*, but the beaver, as the next best thing, was taken, and imagination given the reins. We learn that "the establishment of beaver ranches is a stock subject in Canadian newspapers." We are grateful for small mercies. If it had been announced that "the stocking of beaver ranches in Canada was a fertile theme of British journalists," we would have felt a loss—the subject would have been beyond us as it were, but when it comes to Canadian newspapers, why we have seen some of them and can discuss the subject. The only cause of complaint against this very newsy article is that the local color stops short just where you expect it to be most complete. You are not given the name of the place where these beaver ranches lie. They are not in Canada, alas! no, but only in Canadian newspapers. The ranches themselves are "in a remote corner of the States, on the upper watershed of the Missouri River. There the beaver is bred, and so generally as to be the local industry, because, so it is said, the land is so sterile as to make any other industry impossible." We learn that these farms are of from ten to fifteen acres and are surrounded by wire netting fences. It is very complete. One could almost start one's self after reading the sketch, granted the wire fence, the fifteen acres and the imagination of the "Old Draper." We wish, however, that we had the post-office address of one of the proprietors, as we would sooner buy him out than go to the trouble of stocking a ranch ourselves. The cultivation of certain fur-bearing animals, more common than popular in America, under artificial conditions, has been much talked of lately, but they are not beavers. We fear the aged draper's senses have failed, or that when he projected his astral body to that far clime on the head waters of the Missouri he left his nose behind, or he would have been able to distinguish between *putorius* and *castor*.

A \$5,000 Gift.

A step in the right direction and a long one, was taken by J. C. Wilson, the well-known paper manufacturer, of Montreal, when he offered to contribute \$5,000 towards an institution for the technical education of working men in Montreal, providing the city and Government contribute the sum required to erect and equip the school. As a man who has met with a very great success in a business in which success requires not only abilities of the highest class, but thorough technical education, Mr. Wilson has had an opportunity to observe widely, and his conclusions are worthy of much attention. Canadian trade is not to-day suffering very appreciably, perhaps, through the lack of technical education; but Mr. Wilson's foresight assures him that eventually we will suffer from that lack if we do not take active measures to prevent it, and he nobly steps forward to render the taking of such measures possible. The trade papers of Great Britain would not be one protracted wail from cover to cover,

to-day, if there had been a few men of such generosity and clear-sightedness in England a few years ago. The English manufacturers would not have to send their superintendents to Germany to learn manufacturing, as they are doing at present.

Closer Trade.

Joseph Chamberlain, Secretary of State for the Colonies, has sent a despatch to the governors of the different colonies, with a view of investigating thoroughly the extent to which in each colony foreign imports have displaced, or are displacing, similar British goods, and the causes of such displacement. Mr. Chamberlain asks them to furnish a tabulated return, showing the value and price for 1884, 1889 and 1894, of foreign articles imported, and the reason why they are preferred to British imports. He also desires to receive a return of any products of the colonies that might with advantage be exported to the United Kingdom or other parts of the British Empire, and he asks for information as to their quality, price and freight charges that would be useful to British importers.

Increased Production.

The indications point towards a material increase in the output of Canadian mills in the near future. Already we hear of some advances in wages, and a number of our mills are working overtime in some departments. It is greatly to be hoped that when the increased demand produces a more noticeable effect on the market, the result will not be the entry of much new capital into the business, but rather the employment to the best advantage of what is already invested. Too little attention is given to the facilities for increased output which working two sets of operatives affords. The product of a mill may, in this way, be doubled, and as fixed charges, *i.e.*, taxes, insurance, salaries, etc., remain the same or nearly so, the advantage is enormous. In the meantime, people with money in their pockets will do well to think twice before they decide to build a factory merely because they see in the newspapers that "the blank mills may be running overtime for the next three months, to fill orders," etc. Blank mills may be running overtime to make both ends meet. The fact is well established, we believe, that there are enough mills in Canada to do the Canadian business.

There is a marked change in the dry goods business in the past few years; not only is the margin between manufacturers', wholesalers' and retailers' prices in each case narrowed, but the expenses of handling are vastly increased. This condition is not confined to Canada, though its results have been disastrously brought to the public notice in Toronto lately, but is markedly present in the United States and Europe. The evil may be directly traced to the constriction of trade which culminated a short time ago. Retailers bought more sparingly as the stringency increased, and the jobbers, of course, in their turn found themselves unable to buy freely of the manufacturer. A