

unanimously agreed upon this point. The retailer must recognize that the wholesale merchant is in much the same position when dealing with the manufacturer as the retailer himself. A few years ago the wholesale boot and shoe men of Ontario petitioned the Quebec manufacturers that cases should be supplied with goods free of charge. But with the exception of one Montreal house we believe none of the prominent Eastern manufacturers acceded to this request and followed this practice. "Cases Nil," will simplify book-keeping and remove a trade nuisance. If traders insist that cases shall not be separately charged for, we have no doubt their request will be granted. We strongly suspect, however, that the price will be added to the cost of the goods, and from a standpoint of cost the retailer will really gain nothing.

### TRUSTS AND FREIGHTS.

A suggestion is made by an influential American trade journal as to a possible effect of concentrating power in the hands of consolidations. It is one which we have not hitherto seen noticed, but it may be a menacing one, for it grows out of the possibility of special rates of freight being secured by trusts. The Iron Age comments thus upon the subject: "In large transactions these [freight rates] are naturally subject to special negotiations, and there are good reasons why low rates are granted. A shipper who is in a position to deliver on the tracks of a road, day after day, whole trainloads of material by doing his own switching, performs a valuable service for which he is entitled to consideration. In some instances shippers have gone even further. A conspicuous instance may be cited from the anthracite coal trade, where one large individual operator owns all the rolling stock needed, and hauls his own cars with his own locomotives and train crews from the regions to tidewater, under a simple trackage contract."

The warning comment is natural that what is thus done in one branch of the mineral traffic may be done also, possibly in a modified form, in other branches and in certain departments of the crude or finished iron and steel industries. The important thing is that small producers with limited capital would find it difficult to meet such competition. This is one of the directions in which thinking men perceive a menace to moderate proprietors in the huge proportions and scale of transactions of the trusts.

### AMERICAN AND CANADIAN PINE LUMBER.

Lumber operators in Michigan and Wisconsin, who are of course business opponents of Ontario lumbermen, and by no means delicate ones, are assuming airs of superior virtue or late. In fact they desire credit to be given them for delicacy. Here is the way in which the matter is put in a special telegram of July 24th from Washington to The Detroit Free Press, which bears very strong marks of inspiration. It is premised that since it became apparent that the joint high commission would not meet in August, and, indeed, might never reassemble, the Michigan lumbermen interested in Canadian stumpage, which they had bought prior to the recent act prohibiting the exportation of logs from Ontario, have begun to flood the treasury department at Washington with demands that the administration shall now carry out the project announced several weeks ago of retaliating upon Canada by imposing a prohibitory duty on all items of the lumber schedule, going into the States from Canadian territory.

Says the despatch: "It is pointed out in these communications, which are addressed to the secretary of the treasury, that the lumber interests affected have refrained from any agitation of the subject so long as it seemed possible that the joint high commissioners might reconvene. There was no disposition, it was asserted, to permit private interests to embarrass the administrations in its negotiations, and the lumbermen owning Canadian stumpage have patiently permitted their mills to lie idle, and their capital to remain unproductive, through semi-diplomatic negotiations. It is now maintained, however, that there is no longer any prospect of an agreement by the joint high commission concerning either the lumber question, the Alaskan boundary, or any other of the numerous disputes relegated to the commission for consideration. It now seems apparent, therefore, that if the lumber interests is to secure relief it must be through the adoption of a policy of retaliation that shall touch Canada in her most sensitive point—her pocket. The secretary has therefore been urged to lose no time in imposing the proposed prohibitory duties, which it is held only need to be promulgated by the president to become a law of the land."

It goes without saying that the powers that be at Washington do not welcome these demands just now. Indeed their effect, superadded to the declarations in Canadian Parliament by both the premier and the leader of the Opposition, must tend to convince the American Executive, if they needed convincing, that the situation in which the United States, Great Britain and Canada are becoming involved is one of some gravity. The Free Press correspondent admits that retaliation on the part of the United States by the imposition of a prohibitory duty on Canadian lumber might bring about the passage of the measures presented by Sir Charles Tupper providing for an all-Canadian railroad to the Klondyke, and the restriction of miners' licenses in the Klondyke region to British subjects. And he resorts to the familiar threat that the United States would retaliate by repealing the bonding privileges covering the transit of Canadian merchandise through the United States to and from the Atlantic seaboard. Such acts by the two Governments would simply mean the waging of a commercial warfare which would injure both parties. But we are not seriously alarmed at the prospect. The executive officers at Washington are meanwhile discreetly silent on the subject.

### OUR MANUFACTURING INDUSTRIES.

There can be no doubt about the activity of manufacture in Canada in the mind of anyone who visits the works of the Dominion Radiator Company, on Queen street west, Toronto. Their orders for heating apparatus, whether for home or foreign trade, suffice to keep employed to the fullest extent the extensive facilities that this concern enjoys, and their commands for Germany and Scandinavia are uncommonly large. A feature of the nature of a novelty that merits notice is the variety of wall radiators that this company produces. These wall radiators, for water or steam heating, can be fitted in spaces which have hitherto not been supposed available for such purposes. For example, in shops, in school rooms, in offices, in staterooms of vessels, either high up or low down; and the testimonies to their value are many and strong. The latest catalogue of this well-known Canadian company is numbered "D." It contains 128 pages, 80 of which are illustrated, and is a most creditable specimen of compilation and printing. An attractive feature of it is the list of sizes and styles of radiators, furnished with code words for the convenience of architects and contractors. We should have noticed sooner the erection by the company this summer of a storehouse 100 feet by 54 feet for the accommodation of the steadily extending output.

At the Gendron works on Ontario street, Toronto, they are preparing for stocktaking, which usually occurs about August 1st. Besides their well-known bicycles, this company turns out quantities of tricycles and children's carts and wagons. Not only these but wood goods and reed goods, such as rocking chairs, parlor chairs, verandah chairs, children's chairs, perambulators and baby go-carts. Now that the bicycle has become so universal there is a "fashion" in them and novelties in their style and shape which change with the seasons; and it is probable that this company's catalogue will have various new designs which it will task the ingenuity of the manager to find names for. The quality of their goods has been well tested, and