

principal is out of town, I should esteem it a favor if he would grant me a few moments of his time." The juvenile was impressed, right enough. Of that there is no doubt, for taking my card with a polite "thank you, sir," he disappeared. Returning very quickly, I was able to read on the youth's countenance that he was the bearer of ill-tidings. With a most grave, yet dignified demeanor, he strode towards me, and offering me my card, said with studied politeness, "Mr. Dash thanks you for calling, but being very busy is unable to see you." I took the proffered card, and wrote upon the back: "It was upon the advice of your Canadian representative I made this call. I am surprised at this reception." "Hand this to Mr. Dash if you please," I said to the boy. He received the card as before with a polite "thank you, sir," and disappeared to the mysterious "beyond."

Quite five minutes elapsed before he again put in an appearance, and this time almost treading upon his heels came a bright looking gentleman of middle age and medium height. I had expected a rather warm reception after my curt note, but if he felt at all mad he was able to conceal his feelings admirably, for he extended his hand, and with a pleasant "How 'dye do," invited me to be seated. "Now what can I do for you?" he commenced, calling me by name.

Well, it did not take very long for me to state my requirements. Rarely had I felt in better trim for canvassing. I gave vent to all my pent up feelings, and served it up hot. It was perhaps a feeling of exhaustion that brought about my conclusion—and then I noticed that my auditor was smiling. He quickly explained, however, "You are really very enthusiastic, and your arguments are excellent. However, I may as well tell you candidly that it is beyond my province to contract for advertising. Do you know," he continued, "I feel rather sorry for you." Now I positively dislike an expression of that kind, so looking as ungrateful as I could I said, "I beg your pardon." * * * "Well, you see, what I mean is this. I have had quite a little experience with canvassers from American newspapers; you know some of them have even gone so far as to open offices here. Many of them were fine fellows, too, eloquent solicitors, but one by one they gave up the struggle, and now in most cases their old haunts know them no more. I wish you every success, however." "Thank you," I said, as I commenced to pack up my papers, "but can you suggest a reason for my confreres' poor success?" * * * "Ah, no, really. Perhaps you will be able to answer your own query a little later on." Prophetic words! I have almost liked that man since. But oh how I hated him at the time, polite and pleasant as he was.

ACTIVITY IN NOVA SCOTIA.

Conditions are altered in commerce of late years, and staid mercantile communities are compelled to alter in accordance with them. The new way, the modern rapid method, the up-to-date plan—we are constantly hearing of these nowadays. And it is a mistake for any man or set of men to ignore the fact that things have changed and are changing in business circles. Old use and wont are of very little account in our brisk counting-houses to-day; former customs are found cumbersome, former methods slow, former phrases of compliment and of ceremony in correspondence are disused because there is no time, (shall we venture to add no disposition) for them. Still there are here and there to be found persons who continue to find a charm in the gracious if formal letters of European houses, who still have time for the graces of life, and are little disposed to neglect them. But if we are to be polite we must not spend too much time over our compliments either in the counting-house or behind the counter.

Now, to look for a little at the new way. In our correspondence of last week from Halifax we find

mention of some features of a kind which indicate the awakening of her commercial community. One is the instituting of an Industrial Promotion Company, to encourage industries within the city. Its capital is placed at \$250,000, one-fifth of which is to be paid each year for five years by subscribers. The shares are placed at a nominal amount so as to enable small capitalists to join in the movement. This body aims to have a sort of supervision of new industries proposed to be established, and none are to be aided except those that are approved by a committee of the body. This is, we presume, to prevent the locking-up of a capital in schemes which either in character or extent are for whatever reason unsuited to the locality. The scheme may prove to be a salutary one; we have not details enough at the moment to enable us to judge of its exact scope.

Another movement strikes us as eminently practical, namely, a three days' projected excursion next week of Halifax merchants and manufacturers along the Halifax and South Western Railway, newly built, to meet in a social and friendly way the business people of Western Nova Scotia. This will give the city merchants opportunity not only to see their customers, and possibly make new ones, but to see the towns and their surroundings, the country tributary to them, and so judge of the probable progress of retail trade in certain localities. In another year or two, doubtless, they will be doing the like for the eastern end of the province, when the Nova Scotia Eastern Railway shall be completed. Bankers, insurance managers, shippers, and other business men would also be wise to take advantage of such occasions to inform themselves by observation of the state of the country, and as it were to feel the pulse of their representatives, which can often be better done by a chat than by a letter. Some of our western boards of trade and railways have promoted excursions somewhat of this character, and the results of them have been helpful.

It is significant of awakened interest to find intelligent effort being made to secure for the rich province of Nova Scotia some share in the stream of immigration that has set in towards this country from the British Islands and Europe. The Legislature is to be asked for a grant for such a purpose. But it should not be left entirely for Government to undertake this work. Nor is it a matter for Haligonians alone. There must be scores of willing individual workers all over the province, to say nothing of the Tourist Associations, Boards of Trade, and farmers' organizations, who will cheerfully assist to make known the attractions of Nova Scotia to newcomers from older countries.

Very interesting is it also to find the Mining Society and the Halifax Board of Trade taking an active interest in technical education, and matters relating to manufacture. In another place in this issue may be found a brief description of a conference of influential men to consider sheep-raising and wool-growing in the province. The union of interest and effort in matters which relate to the advancement of the country tends to produce harmony between communities formerly unacquainted, or perhaps estranged. And it rarely fails either, to broaden the vision and add to the information of the workers, under the influence of public spirit. And this is not a small thing, for none of us can know too much of the resources of our beloved Canada.

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