

sometimes liable to be betrayed by a misdirection of force; and the consensus of the world's opinion, based on ripe experience, will applaud the wisdom of Australia in seeking a remedy, through a second chamber, and on appeal to the sober, second thought of a Democracy that has had time to review its first conclusions.

HOW DO YOU SELL YOUR GOODS?

A Canadian merchant was asked during a conversation to give his opinion about a manufacturer, Mr. X, and the man who asked it remarked that Mr. X was a good buyer. "He may be a good buyer," was the reply, "but he is a no good seller; he is afraid to let the public know what he has got. You don't see his advertisements anywhere, and he keeps no travellers. He will never build up a business in that way." The conversation set us thinking of a mistake that is sometimes made by manufacturing or importing concerns among us. They are most careful in perfecting the machinery of production, but to the machinery of distribution they pay little, if any, attention, often thinking, apparently, that their goods will "sell themselves."

A case was cited by one of our American contemporaries, not very long ago, of a Chicago firm, one of whose members had invented a Yankee notion for household use, a thing which everyone who saw it said would sell "like hot cakes," when people had it explained to them. The firm spent what little money it had in erecting premises and machinery, and produced the first lot. Then they sat down to wait for customers. But they had made no arrangements for creating a market; did not advertise, thinking that advertising was not needed for such a "sure thing;" nor did they send out travellers, for all their money was spent. The result was that their goods remained in their shelves; rent and wages, fuel and light, and other expenses ran on, and in less than a year the firm was bankrupt. The goods would not sell themselves.

Referring to the unhappy experience of this firm, the Chicago Journal of Commerce says: "To turn out a product and not sell it, means bankruptcy. To try to sell it before a demand is created is nonsense. Many patented articles, ingenious and useful, stop in the factories where they are made because unknown to the public." Possibly the experience of this American firm may suggest to such manufacturers as Mr. X, cited above, that it pays to give attention to the machinery for distributing goods; and that to give all one's time and money to the buying side of a business, to the neglect of the selling side, is a mistake.

COMPROMISING WITH IMPORTERS.

Intelligence reached us yesterday from Montreal that the Canadian Government has agreed to a settlement of the suit, the Crown against Fitzgibbon, Schaffelin & Co., which has been so long pending, and which has been on trial before the Exchequer Court for days. The firm accused of importing goods from Germany, at an undervaluation, and thereby defrauding the Government, we are told, agrees to pay \$10,000 and costs, while Theuret, Fitzgibbon & Co., pay a like amount and costs, the Crown waiving all further proceedings. This settlement is arrived at amicably

between counsel on the two sides. It seems that the defendants offered this settlement, "without admitting any fraudulent practices, but for the purpose of avoiding the expense and loss of time which would be involved by continuing to contest the case."

An adroit lawyer can do a good deal to get a troublesome case settled without a pronouncement by the court, either one way or another. In the present case, it is very much to be desired that the Government should have persisted, and that the law should have been vindicated, rather than that a payment should have been accepted that looks like a compromise of a wrong. From the information sent us, we cannot but believe that irregularities were practised by the firms in question, which not only cozened the Government of Canada out of large sums of money, but prevented other importers from doing business in certain lines at a profit. It sounds "large" for the accused to explain that they pay something like \$30,000 rather than undergo a further loss of time over this matter; but is this a likely reason? If their Canadian transactions were quite straight, what means the reference by a witness, who it appears had a knowledge of their books, to the firm's "Montreal secret account?" The indignation felt in Montreal over this case, now several years pending, will not be allayed by this compromise settlement.

WHAT NATIONS DO THE WORLD'S BUSINESS.

According to German statistics of trade, recently issued, the aggregate value of the import and export trade for 1898 of all the commercial countries of the world was \$19,500,000,000—nineteen thousand, five hundred millions of dollars. The share of the leading nations in that trade may be shown by a table, thus:

| | Amount. | Per cent. |
|---------------------------|------------------|-----------|
| Great Britain | \$3,276,000,000 | 16.8 |
| Germany | 2,203,500,000 | 11.3 |
| The United States | 1,891,500,000 | 9.7 |
| France | 1,618,500,000 | 8.3 |
| British colonies | 2,476,500,000 | 12.7 |
| All other countries | 8,034,000,000 | 41.2 |
| Total | \$19,500,000,000 | 100.0 |

Comparing former years with the year 1898, the statistics show that while the percentage which fell to Great Britain in 1882 was 19.7, and to Germany, 10.3, Great Britain's share had fallen to 16.8 per cent. in 1898, while Germany's portion rose to 11.3 per cent. The United States remained practically stationary—about 9.7—during that period, but the portion which France secured decreased from 11.1 to 8.3 per cent. The British colonies exhibit an increase since 1882, for the percentage of that year—12 per cent.—had risen, with fluctuations, to 12.7 in 1897, the amount for 1898 not being given.

It is, furthermore, shown by the figures that, though the mercantile marine of Germany is far from approaching that of Great Britain, it stands second on the world's list, there being 878 steamers of over 1,000,000 tons, and 1,000 sailing vessels of more than 500,000 tons total register. The total number is about the same as that of the United States, but Germany has about twice as many steam vessels. The world's output of steam and sail shipping is from 1,500,000 to 1,800,000