

for each county; New Mexico, \$250 a year, and so on, says the *Bulletin*.

In fact, nearly all the Southern and Western States have thrown up these barriers against the commercial traveller. So that if one should start from New York and go southward through all the Atlantic and Gulf States and swing round through the Western section and back by the Middle States, it would require an expenditure of something like \$25,000 for the privilege of selling his wares in the cities that lie in a circular line which could be traversed within a year.

#### SHOP-KEEPERS.

In two or three of our American contemporaries we have noticed recent references to the large percentage of failures among store-keepers. Some of them adduce various considerations to account for it. These have all more or less foundation. It is true, for example, that credit is too cheap, and the young merchant buys goods too readily; that over-buying is too common; that the commercial traveller is too much—much too much—abroad. But there is another cause of the frequency of failures which is not enough dwelt upon: it is the lack of business training. Many young men fail in business for want of this training, while others are lacking in natural abilities. "Merchants can no more be made in a day than mechanics or professional men," says the *Country Merchant*, "and it is too much to expect that the average young man can begin mercantile life as a good travelling salesman. There are few occupations which afford better opportunity for young men of energy, integrity and good habits, and yet it is greater difficulty in securing the right kind of men in this than in most other departments."

It is well known, even proverbial, in Canada at least, that young men are possessed with the idea that store keeping is good fun and that money is quite easily and naturally made therewith without previous counting house training and without a knowledge of merchandise, carefully acquired. That this is folly thousands have ascertained; but still there are thousands more who seem to have imbibed the fatal notion, and who are willing to become store keepers whenever they can obtain goods on credit. And the time has not yet come, in Canada, we are sorry to say, that such untrained, unqualified, would-be merchants cannot obtain goods on their own notes, to experiment with. Experience shows that those who are the most successful, work to build up a reputation for industry, reliability and good habits.

#### RAILWAY SHIPPING CONDITIONS.

A somewhat peculiar case came up recently for decision by the Common Pleas Division of the Ontario High Court of Justice. The suit is that of *Leader vs. the Northern Railway Co.* It appears that the Co., received from the plaintiff certain grain which the plaintiff had theretofore sold by sample. The plaintiff signed a consignment note and took a shipping receipt. The Co. carried the grain to Toronto which was not the station to which it was consigned, and

warehoused it in their elevator under, as they contended, a right conferred upon them by the conditions of the shipping contract. On demand being made for the grain in question the Company tendered to the consignee grain of the same grade which the shipper refused.

Under these circumstances it was held that although the Company had the right, for which they contended, with respect to all grain which was consigned to their elevator, they had no such right with reference to the grain not so consigned. In the latter case it was held that if a railway company for its own purposes chose to store the grain, they required to preserve its identity and deliver back the specific grain so stored. The plaintiff was consequently awarded damages against the Company for non-delivery.

#### PREFERENCES.

We have had frequent occasion to make comment upon the unfortunate effects of the absence of that good faith which ought to exist among wholesale merchants in dealing with common debtors. It is no doubt true that the present unsatisfactory state of the law in this Province places a severe strain upon the good intentions of interested parties. It would be all the more to the advantage of all, if they could be induced to further in every instance the rateable distribution of the assets of their insolvent debtors. No doubt the conduct, in this respect, of many of our leading houses is uniformly above suspicion. Unfortunately, however, there is always a sufficient number of parties interested in every failure, willing to take any advantage that can be secured, to make the administration of assets now a most unpleasant, and sometimes a scarcely reputable proceeding.

The recent failure of N. A. Perkins of Penetanguishene affords an example of the unsatisfactory course taken on the part of certain creditors here. Messrs. F. McHardy & Co., wholesale grocers of this city, some days before the making of the assignment procured a deed of certain lands in security for their account. Another house, Messrs. Hughes Bros., immediately before the making of the assignment induced Perkins to facilitate the recovery by them of a judgment, under which they are understood now to be asserting a priority over the deed of assignment. In the case of one at least of these houses, there have been cases heretofore in which it has been loud in denunciation of this sort of conduct. It is unfortunate that this house appears wanting in the moral courage to follow consistently the course it has heretofore clearly indicated as the duty of others.

Another case, we believe, is now before the courts in connection with the failure of a small trader of the name of Jarvis in the Muskoka district, in which Messrs. James Brayley & Co. of this city are endeavoring, on the ground of alleged informalities in the deed of assignment, to secure payment of their claim in full.

The wholesale houses which resort to this means of defeating rateable distribution must not complain at the publicity which is given to their conduct. If this kind of pro-

cedure is to be persisted in, it is well that all departments of trade should understand who the houses are that practice it. The houses who govern themselves by a higher standard will thus know which of their brethren are unworthy of that confidence which ought, in the general interest, to exist among business men.

—A statement of produce shipments from Calcutta to Great Britain for the thirteen years since the opening of the Suez Canal is printed by the *British Trade Journal* for August. From a total of 435,000 tons in 1870 these shipments had grown to a total of 928,147 in 1882. But the most noticeable circumstance in connection with the matter is the steady increase in the share of these shipments via the canal. In 1870 only 10.3 per cent. passed the canal and 89.7 per cent. went round the Cape of Good Hope; next year 19.26 per cent., and now more than half (52.55 per cent.) of the million tons nearly, take the canal route. We condense the table below, showing principal articles and their relative shipments:

| Tons.         | 1870.  |         | 1882.   |         |
|---------------|--------|---------|---------|---------|
|               | Canal. | Cape.   | Canal.  | Cape.   |
| Castor oil... |        | 1,225   | 3,856   | 4,200   |
| Cotton ....   | 1,874  | 9,747   | 15,796  | 6,833   |
| Cow Hides...  | 4,371  | 12,420  | 16,413  | 387     |
| Indigo ....   | 708    | 1,795   | 2,760   | 64      |
| Jute .....    | 16,635 | 148,005 | 102,320 | 206,866 |
| do. Cuttings  | 100    | 3,574   | 3,582   | 16,447  |
| Linseed ...   | 941    | 63,881  | 59,472  | 124,812 |
| Rapeseed ...  | 12,172 | 72,516  | 29,594  | 22,733  |
| Rice .....    | 1,850  | 36,387  | 42,480  | 18,659  |
| Saltpetre ... | 637    | 13,991  | 4,235   | 4,252   |
| Shellac ....  | 142    | 1,663   | 5,032   | 82      |
| Sugar .....   |        | 5,011   | 6,385   | 1,904   |
| Tea .....     | 4,498  | 8,143   | 55,437  | 705     |

The other items which go to make a total export from Calcutta to Britain of 435,261 tons in 1870 and 928,147 tons in 1882 were ginger, lac-dye, poppyseed, safflower, teelseed, turmeric and wheat. The change in the route taken by articles such as tea, rice, indigo and cotton, is very remarkable. The development of tea carriage in these thirteen years, almost five fold, is an indication, doubtless of the growth of the Indian tea trade.

—The "true inwardness" of the July strike among the South Staffordshire iron-workers is made clear by English papers just received. Five or six months ago the workmen came to an agreement with the iron-masters that both parties should abide by a sliding scale of prices of iron; and that their wages per ton should go up or down monthly, as the market for finished iron fluctuated, £7.10s. for common marked bars being taken as a basis. Very good: when the end of June came, iron was down, and the sliding scale required that wages should come down from 7/9d. to 7/6d. a ton. This the men would not stand and so they struck, twenty thousand of them, and remained "locked-out" for the whole of July, losing all that month's wages, and doing enormous harm to the great district whose other industries were suspended because of their obstinacy. Says the *Hardware Trade Journal*, of the violent intimidation and coercion of the sensible men who were disposed to work: "Such scenes had not been witnessed in this district for fourteen years; and it is to be feared that, had it