

concur with the *Gazette* in thinking the arrangement, if effected, a very satisfactory one, but we well recollect the attacks made on Sir Richard Cartwright, because he effected a loan which we believe was nearer the market value of the day than 98 or 99 would be to 104½. We must beg also to differ from the *Gazette's* opinion that "there is no reason to doubt that the Finance Minister will be able to obtain par for the 3½ per cents." If we could imagine that possible we should doubt the propriety of exchanging the 4 per cents on the terms proposed. It is, we admit, possible that the "terms to be stated" may be a premium on the new fours. However, we shall not anticipate. Even if the 3½ per cents should be sold at less than par the operation will be a good one. It is proposed to place \$4,000,000 4 per cent bonds in the Canadian market, and it is to be hoped that they will be taken. There will be a saving of commission, both on the sale and on the payment of interest. We cheerfully join in congratulating the Finance Minister on the satisfactory arrangements that are contemplated, and which we sincerely hope will be carried out, but we must, at the same time, point out that the value of such securities is much higher than it was in former years. The United States securities are much higher than they ever were, and yet it cannot be said that this is "consequent upon the policy adopted by the present Government." The cause of the advance in price in London of Canadian securities is very different indeed from any specific policy in regard to taxation. The memorable saying of Sir Richard Cartwright in reference to the "fly on the wheel" is strictly applicable to the influence of the Canadian tariff on the London money market.

OVER-PRODUCTION AND OVER-SELLING.

The articles on cotton manufacture and the boot and shoe trade in recent issues of this journal have brought us a number of communications from subscribers east and west. The points contained in the following communication from an occasional correspondent in a thriving town of Western Ontario may set some people a-thinking seriously on the evils which usually result from some of the methods described:

Editor JOURNAL OF COMMERCE,
Montreal.

SIR,—I see by your editorial of last week that the cotton manufacturers have been taking steps to limit production in their special line. It would be well if the hosiery and

knitted goods makers would follow suit, as the probabilities are that if the present state of things goes on much longer, Canada will be glutted with all kinds of underwear, and complete demoralization take place in prices. The same is true of railway supplies of which there is now capacity in Canada for double the requirements of the country, after the railways now in course of construction are completed. Nothing more suicidal than the rush which has taken place in a number of these specialties could be imagined, and the effects are being felt in the travelling and pushing to obtain orders.

It may not be out of place to direct attention to the excessive competition now going on in the hardware trade and cognate branches. The same condition of affairs is coming to pass as was prevalent in 1875, 1876, 1877, when wholesale and jobbing houses had multiplied far beyond the wants of the country, and their travellers swarmed over the railroads in every direction. Then Montreal sent out a host of travellers in the hardware line, and goods were sacrificed, branch houses established, and all sorts of expedients adopted to get rid of heavy stocks. The results were disastrous. Now the same is being repeated by Toronto and Hamilton, London, Guelph, etc. Travellers from wholesale and jobbing houses are running to every blacksmith's shop and general store, selling small lots at prices which scarcely afford a shade of profit and leaving the retail hardware dealer with nothing to work upon. It certainly shows the eagerness with which business is sought, when a traveller will drive miles to secure an order for two or three bars of iron, 40 or 50 bolts, a few pounds of horse shoes, and a few little etceteras, which could have been supplied by the nearest hardware shop. But wholesalers and jobbers have multiplied to such an extent that if orders cannot be secured from the regular trade, travellers will canvass the consumers for the very smallest orders. The retail hardware men in all parts of the country complain that travellers are in this way spoiling the business, and that they are left with large stocks on hand, while wholesalers and jobbers are cutting the ground from beneath their feet. Take the carriage and waggon woodwork supplies as an example of the way trade has been taken from the retailers. By an arrangement among the manufacturers sales are not made to the makers of waggons, etc., but the wholesale and retail hardware trade are supposed to handle the goods. The facts are that jobbers have so manipulated the business that retailers have no margin of profit, and the consequence is that the trade is demoralized through dishonest practices and cutting prices. No one can now depend upon the brands of bent stuff, spokes, hubs, etc. The jobbers have adopted the simple expedients of branding to suit themselves, or rather to suit the prices obtained. The brush and branding tools are now regularly used in the jobbers' warerooms, and the manufacturers have no use for them. It is by such practices as these that trade is becoming demoralized, and honorable business men are trying to outstrip one another.

I am, yours truly,
TRAVELLER.

GRAPE SUGAR.

The success waiting upon the new glucose factory in Chicago will interest our own people, in view of the similar establishment at Walkerville, Ontario. The Chicago factory turns out some 150 barrels of refined grape sugar a day. The principal customers are said to be the wine manufacturers, who use it for the purposes of fermentation, it being stated that the properties are the same as those of the sugar which forms on the raisin. The operation furnishes four products, the starch, from which the sugar is made, the germ or 'chit,' the gluten, and the hulls. The germ contains 40 per cent of oil, which is separated and sold to oil manufacturers. The gluten is sold for feed. The hulls also make feed for cattle or hogs. The fodder refuse is equal to more than half the bulk of the original grain. The sugar brings from six to six and a half cents a pound, according to the quantity sold. Gluten meal is worth fifteen dollars per ton. An authority says that one great difficulty in the use of the refuse from some establishments is that it contains a great amount of water, making it expensive to handle, and causing it to ferment quickly. Others press it dry, increasing its value for a given weight, and enabling the purchaser to keep it any reasonable time. The "slops" have been strongly objected to by dairy manufacturers, some refusing to handle milk from cows to which it is fed. The dry product would not be objectionable. The meal or slop should not be fed alone, but good clover, hay, or some corresponding food, should be given with it. Feeding some corn, or bran, or oil-meal would be a help. The money value of this product will depend largely on its condition as to dryness. In the sloppy state it will not pay for shipping any considerable distance.

IMMIGRATION returns for August show the total number of arrivals in Canada to have been 17,369, which, added to the 121,019 previously reported, makes a total for the eight months of this year of 138,384, being 8,474 more than for the like period last year. The number of passengers who went through to the United States during August was 7,286, which, with the 48,738 already reported, gives a total of 56,024 for the eight months. The net number remaining in Canada this year was 82,363, as compared with 68,355 in 1882. It is estimated that the population of Canada by immigration this year will be increased by nearly, if not quite, 150,000 souls. Up to the close of August we had received from abroad 82,360 settlers, or 14,000 more than in the corresponding period of 1882, in which year about 115,000 persons entered the Dominion with the intention of settling here. According to the correspondent of the *Globe*, the tide of immigration passing through Winnipeg, though not so heavy as in the Spring, continues to pour into the country at the rate of one thousand per week at least, and will increase; many men who came up early in the season alone, or with one or two of the boys, will be followed in the fall by the