

book and ledger.—Arguing on village corners with this blue-bellied Tory or that nasty Grit about the glory (and success) of Protection or else the decay of the country according to Cartwright, when perhaps your neighbor merchant is getting the start of you, buying the freshest butter and eggs, the heaviest pork, the cleanest wool or grain out of the farmers' waggons. This sort of waste is worth thinking about, but it is not what I started to write about.

Goods are wasted and money is lost for want of system. And a hint on this point may come in well. You want to take care of your stock, not to squander it. I for one don't believe in "ragging out" in front of my shop a piece of everything I have got, any more than putting everything indiscriminately in the windows. People want to buy fresh goods:—they also want them to look fresh. And how are you going to keep dress fabrics looking fresh if they are exposed day after day to dust, and rain, and accident? What milliner does not know better than to keep delicate ribbons or trimming silks displayed in long festoons day after day? The sunshine will take the color out of them, fly-specks will get on them, and—down goes their value 10 to 25 per cent. Another thing: if colored muslins or pieces of colored delaines are kept on shelves exposed for months to a strong light, fold after fold will have the color taken out of it. Mourning goods, too, are injured by dust.

Again: don't arrange your goods so as to be a temptation to the thief. I may be blunt in my language, but it is true as gospel that some customers are *thieves* if they get half a chance. "Kleptomaniacs" is the polite word for this sort of people, but that's Greek I guess, and I don't know any Greek. The word isn't in Worcester's dictionary, anyhow. Lots of nick-nacks for example are put on top of show cases that might as well be in the show-cases, and better, too. A druggist in a city told me once that he kept losing goods off the top of his show-case every week: valuable things or pretty things like cut-glass bottles, Lubin's perfumery, small hand-mirrors, fancy confections, and so on, until, as he said himself, he got so mad that he quit displaying them so openly and put them behind the counter or under glass. He saves a dollar or two a week by the move. Of course there are some things you are bound to lose until you get some sort of by-law passed by your Reeve to change human nature. I mean that grown-up folks as well as youngsters will grab a handful of currants or a mouthful of sugar as they pass the barrels. I mean that your most intimate friends will help themselves to your apples or your tobacco as long as you live and keep store. And I mean that every other man—I was going to say, or woman, but I won't—Christian or loafer, thinks he has an "inalienable right" to cut a piece off the cheese that stands invitingly by, and put it into his mouth. But here is a hint for you, Mr. Storekeeper: you can lessen this kind of loss by keeping such eatable things in places not quite so handy to get at; or, better still, by keeping them in drawers, or covered up.

Reading in the papers lately about so many burglaries of stores in Ontario, recalls to my mind the fact that many country stores are very poorly protected against these midnight mechanics. My observation is that the world is not growing more industrious, but that the folks who want to live by their wits are getting more plentiful, and that swindlers and burglars are thicker and bolder than they used to be. If a storekeeper cannot sleep in or over his own store or get a clerk to sleep there, he may perhaps keep a dog on the premises. Or if

not, then he had better get his shutters lined with iron inside, and put bars across them with inside fastenings. I have heard them saying, "Oh, pshaw! If a burglar makes up his mind to get in he will get in—so where's the use?" But I don't take any stock in this sort of thing as a reason why a man should not do what he can to make it hard for Mr. Burglar to get an entrance.

Perhaps, Mr. Editor, you are thinking by this time that there are quite words enough in this letter, and maybe you are right. So if you think I have said anything in these two letters worth the attention of yourself or your readers, just let me know, and perhaps my next may tell you some anecdotes or experiences, if I don't feel like preaching.

Perhaps it may turn o't a sang,
Perhaps turn o't a sermon.

AN OLD CLERK.

CANADIAN MANUFACTURERS' ASSOCIATION.

The fifteenth annual meeting of the Canadian Manufacturers' Association was held on Monday last, 7th instant, in the Club Chambers, in this city. The president, Mr. W. H. Storey, of Acton, in the chair.

The treasurer, Mr. George Booth, presented and read his annual report, which was adopted.

Among the resolutions passed by the meeting was the following, moved by Mr. Thomas Cowan, seconded by Mr. Joseph Simpson, respecting the National Policy, which, as is to be expected, the manufacturers firmly uphold:

"That at this annual meeting of the Canadian Manufacturers' Association we desire to express our confidence in the fiscal policy of the Dominion Government and in their adherence to the principles involved in the National Policy—a policy adopted and sustained by the people of Canada, and one which, by giving a home market to Canadian manufacturers and a larger field for their products, has enabled them to devote their energies to special lines of products, with the result of a reduction in prices to consumers of every article of Canadian manufacture. It is also a policy which has given increased employment to both labor and capital, and it has certainly provided a home market for the products of the field, the garden, and the dairy, not otherwise obtainable."

It was resolved that on and after 15th October next the admission fee to membership in the Association shall be \$25 and the annual dues \$10.

Votes of thanks were passed to the retiring president, Mr. Storey, who has held office for two years; to the treasurer, Mr. George Booth, who is to receive an illuminated address; and Mr. Frederic Nicholls, the secretary.

The officers of the Association for the ensuing year are as under:

President—Bennett Rosamond, Almonte.

First Vice-President—W. K. McNaught, Toronto.

Second Vice-President—Adam Warnock, Galt.

Treasurer—George Booth, Toronto.

Secretary—Frederic Nicholls, Toronto.

Executive Committee—Chairman, R. W. Elliot, Toronto; Edward Gurney, Joseph Simpson, William Christie, P. W. Ellis, John F. Ellis, John Taylor, J. J. Cassidy, Herman Heintzman, Samuel May, F. Crompton, H. B. Warren, R. T. Watson, Robert Crean, E. C. Boeckh, Daniel Lamb, P. Freysing, Carl Zeidler, H. E. Clarke, M.P.P., John Fensom, Thos. McDonald, H. N. Baird, Frank J. Phillips, Charles E. Pease, C. D. Massey, Toronto; James Watson, S. Greening, C. A. Birge, A. E. Carpenter, Hamilton; W. H. Storey, Acton; Wm. Bell, J. B. Armstrong, Charles Raymond, Guelph; C. Shurley, Thomas Cowan,

Galt; Isaac Waterman, London; M. B. Perrine, Doon; John Cowan, Oshawa; John Bertram, Dundas; T. D. Craig, M.P.P., Port Hope; Wm. Chaplin, St. Catharines; J. R. Barber, Georgetown; W. H. Law, James Kennedy, Peterboro'; Geo. Pattinson, Preston; J. E. McCarvin, Berlin; Robert Mitchell, Geo. W. Sadler, Montreal; Louis Cote, St. Hyacinthe, Que.

Representatives to Industrial Exhibition Association—R. W. Elliot, George Booth, W. K. McNaught, Samuel May, and Frederic Nicholls.

The address of the retiring president was strong in approval of the policy of protection to manufacturers, and equally strong in favor of "Canada for the Canadians." We refer to it elsewhere, but meanwhile give here some extracts:

"It is everywhere evident that the vigorous young life of this country is becoming more aggressive and self-reliant. I would do injustice to the good sense of my American friends, many of whom are members of this association and our brethren, to suppose they would feel offended at my remarking that the abrogation of the old Reciprocity Treaty by the United States was the birthday of Canadian self-reliance. I regard it a memorable event in our national history, the abrogation of that treaty; and if the American people respected us then, they have not been slow in according us unstinted praise since, because of our pluck and enterprise, qualities which have always commanded their admiration and respect."

"The average population of these four years [i.e., of the United States in 1798, 1806, 1817, and 1819] is 7,339,750, and the average emigration 15,000. Now if you take our own country at 5,000,000 of population in 1888, with an increase the same year from emigration of 88,766, I think it effectually disposes of this population theory, and clearly exhibits the favor in which this country is regarded by the emigrants of Europe."

"I am convinced of the importance and utility of well-directed industrial combinations, in which are involved the material interests of employer and employee. The principle of mutual co-operation by all concerned is essential to the success of any enterprise, more especially of an industrial character."

"Let no utterances to the contrary deceive us, or the labored attempts to create a sentiment in favor of political union, or absorption, with a foreign power. We are here and have come to stay. Do not the enterprises we have inaugurated and carried out point to substantiality? Let it boldly be proclaimed of us, as an association, that we do not join fealty to any party that does not carry the flag of our country and keep step to its music."

IMPROVEMENT IN NEW GLASGOW.

The mayor of New Glasgow, Nova Scotia, is stirring up the people of that place in the direction of municipal improvement. At a public meeting held last week, Mayor Sinclair in the chair, proposals were considered to increase the capacity of the water system of the town, to improve the streets, and to construct a system of sewerage. The cost of these projects to be defrayed by an issue of bonds. It appears that the present capacity of the reservoir is limited to a few days' supply, so that if the pumping machinery should get out of order the supply of water for general purposes and for fire purposes would be dangerously limited. The town council thinks that the present machinery of water supply should be duplicated.

A series of resolutions was submitted to the meeting, which unanimously gave assent to the borrowing of \$50,000 for the purposes above mentioned. So now application will be made for the necessary legislative permission. Mr. Bell, the mover of the resolutions, complained of the muddy condition of the streets and the