

OUR TRADE WITH THE STATES.

NATURALLY enough, the United States manufacturers are enquiring into the possible trade openings afforded in Canada for their goods owing to the change of Government here. The Industrial Record, of Boston, an able advocate of the interests of the textile manufacturers in the States, says.

"Previous to 1878, and before the Canadian cotton mills had become such extensive producers as they now are, our manufacturers of coarse sheetings, ginghams, denims, ticks, chevots, low grade prints and other similar productions, found quite an extensive market across the border for 'job lots,' even against English competition. On prints and other colored goods this preference was accorded the American article more on account of style than price, although there was little, if any, difference as against the States. As to woollens for men's or women's wear we never had, and probably never will have, any chance at all at the Canadian market. Our northern neighbors are great wearers of tweeds, and if they did not themselves beat us at the manufacture of that class of woollens, we should stand no show whatever against the English. On woollens, then, we have little to hope for in the coming change of tariff duties. On cottons, too, the situation has changed considerably since 1878, owing, as above intimated, to the great growth of domestic cotton manufacture in Canada. On the other hand, our southern mills have nearly all been built since 1878, and in the lines formerly sold Canadian merchants by northern mills, have distanced the latter in economy of production. Even as the Canadian tariff now stands, our shipments of cotton cloth to that country are not entirely insignificant. In the first nine months of the present fiscal year ending March 31, 1896, our exports across the border amounted to 13,451,385 yards, valued at \$812,502. With the present 40 per cent. duty reduced to 10 or 15 per cent. the probable result seems very obvious. It looks to us, therefore, as though the mills of the south had the fair prospect of a somewhat larger market being shortly opened to them, although the 5,000,000 of Canadians are by no means such large consumers of cotton goods as the same number of Americans would be. This fact is partially due to a colder climate and partially to a smaller purchasing capacity. Wages are much lower in Canada than in the States, although there is less difference now than before the protective tariff of 1878 stimulated Canadian industries to such a large extent. We think our northern neighbors will realize within the next year or two that, in returning their free trade party to power they have made the same tremendous mistake which we did in 1892. But it behooves our manufacturers to take advantage of their economic and political error none the less. That is something the foreign manufacturers have not been at all slow to do in our own case, and we should have learned the lesson by this time."

From our contemporary's last remark we infer that it favors protection. But protection, as such, was hardly as clear an issue in the campaign as an outsider might imagine. The new Government in Canada has stated definitely that no sudden shock to trade need be expected. No change in duties will be made this year, and those decided on eventually will only be enacted by Parliament after careful inquiry. If this investigation, as THE DRY GOODS REVIEW hopes and advocates, assumes the form of a thorough business enquiry, conducted by business men, the trade of the country stands in small danger of injurious disturbance.

It is quite true that during recent years imports into Canada from the United States, in certain lines of manufactured articles subject to duty, have tended to increase. We have compiled a few of these which may prove interesting at the present moment :

DUTIABLE IMPORTS FROM THE U.S.

	1891.	1892.	1893.	1894.	1895.
Cotton manufactures, ...	\$731,407	\$518,230	\$419,225	\$249,115	\$422,483
Curtains, made up ...	39,831	57,457	64,111	71,971	62,151
Flax, hemp and jute goods ...	35,751	44,897	42,661	45,355	55,831
Leather goods ...	675,131	805,576	943,651	743,637	1,016,231
Trunks, purses, carpet bags, etc	33,974	34,210	46,749	42,306	46,121
Woolen goods ...	106,593	159,564	151,659	180,338	145,602

There is no doubt at all that freer trade in manufactured goods—supposing both countries decided to try a measure of

reciprocity—would greatly benefit United States mills and factories, for, though the Canadian market is only 5,000,000, while the United States have one of over 60,000,000, their competition is keener. In fact, the wonder is that so shrewd a business nation have not long ago seen the value of the Canadian market, which is so much nearer to them than a number of petty South American republics.

THE CONDUCT OF CLERKS.

IT is a fact familiar to all merchants that there are clerks who are continually changing their locations and are out of work a great portion of the time. It has often been stated that a good workman can always secure a job and we think this same is true of clerks, except perhaps under extraordinary conditions when a great depression in trade compels the curtailment of help.

No doubt every purchaser of goods has had experiences with clerks which explain clearly why the services of some are dispensed with. Even in the great department stores, says The Dry Goods Reporter, where it is supposed the clerks are under the eye of some floor-walker, a buyer is met with the most complete indifference by a clerk who seems to be without any desire to sell goods. Only a few days ago the writer was in one of the departments of a big store. While waiting for a clerk three young women stood unconcernedly chatting, no doubt about their adventures of the preceding night, and, after waiting a reasonable time, the writer left without making any purchase. Some years ago we remember going into a hardware store in a New Jersey town to purchase some necessary article and the only inmate was a clerk who was sitting with his feet upon the counter reading a paper. He continued reading without asking if anything was wanted. We started to leave the store; he made a motion as of getting up. We told him to excuse us, that we had no desire to interrupt him in his amusement, that we only wished to purchase some small article and we supposed that he did not consider it his duty to wait upon us.

We have no doubt that every purchaser at retail stores has met with any number of cases where clerks are singularly careless as to the wants of customers. Yet these same clerks who find themselves without work complain of not receiving just treatment at the hands of their employers. The fact is, the trouble is wholly with themselves. An employe who shows that he is interested in his employer's business and anxious to advance his interests and is willing to take hold and do hard work, is not apt to be out of a job. While there are hard employers, they yet are not indifferent to real merit in anyone in their employ and they do not like to dispense with the services of any first-class help. Permanence in any position depends upon whether the labor is profitable or not. If it is not profitable he should not expect to be retained.

DEATH OF MR. DAVID FLEMING.

David A. Fleming, one of the oldest commercial travelers on the road, was found dead in his bed in Belleville July 24. Mr. Fleming, who was 56 years of age, was born in Stanley, Perthshire, Scotland, coming to Canada twenty-five years ago. After being in the employ of several prominent Montreal firms, some twenty years ago he engaged with Messrs. Gault Bros. as commercial traveler, in which capacity he continued until his death, being highly respected by all with whom he came in contact.