

coveted distinction, attracts the best brains of the nation; politics, the civil and fighting services, letters, the law and the other learned professions do not there compete with it in this respect as they do in England. Finally, the American nation has been, and is still, so largely recruited from the most adventurous and independent men and women of the Old World that it has in its blood a tendency to experiment and take risks which contrasts with the more conservative tendencies of Europeans, and, while it does not make for immediate commercial and financial stability, does unquestionably make for technical progress.

DRY GOODS TRADE BETWEEN CANADA AND THE UNITED STATES.

The Dry Goods Economist for May 9th is a Canadian number, and is largely taken up with a consideration of "The Dominion of Canada as a market for American Dry Goods." It is illustrated with views of a number of the leading dry goods houses of Canada, exterior and interior, portraits of some of the most prominent dry goods business men, and other views, including a Spring Afternoon on Victoria Square, Montreal, while the front cover has the Dominion Coat of Arms handsomely produced in colors, with Uncle Sam lifting his hat to Miss Canada, and probably saying, "Will you walk into my (trade) parlor, 'said the spider to the fly.'" Dealing with trade questions, the Economist tells us that Canada is one of the best customers of the United States. During the seven months ending with January, 1903, she imported from her neighbor to the South \$67,000,000 worth of merchandise, against \$32,000,000 worth from the United Kingdom, and \$21,000,000 worth from all other parts of the world, and this despite the preferential tariff. In dry goods, however, the United Kingdom has the lead, the figures on the principal articles being as follows: Wool manufactures, United Kingdom, \$6,047,284; United States, \$251,551. Cotton manufactures, United Kingdom, \$3,203,476; United States, \$1,154,680. Flax and Hemp manufactures, United Kingdom, \$1,824,238; United States, \$238,362. Silk manufactures, United Kingdom, \$1,100,185; United States, \$322,112. Fancy articles, United Kingdom, \$715,065; United States, \$241,105. Nevertheless the imports to Canada from the United States are growing. The Economist sets forth the reasons briefly as follows:

As a general rule, the prices of dry goods in America are equal to the cost of the European article, plus a goodly portion of the duty imposed by the United States tariff. Goods that are of a staple character, therefore, can be imported into Canada from Europe to better advantage than from the United States. In the case of novelties, however, the desire of Canadian consumers for something that is new and attractive is sufficiently strong to overcome the obstacles created by higher prices. The United States producer is imaginative, inventive and progressive. He is always reaching out for something new. In this respect he has far outdistanced his European competitors. This is especially true in regard to the manufacturers of the

United Kingdom, from which country, as a result of the preferential duties, Canada draws a large portion of its dry goods supplies. It is the constant complaint of Canadian merchants that the English manufacturer is so slow to bring out new ideas and novel forms of merchandise. The Canadian, therefore, prefers to buy in the American market those classes of dry goods in which design plays a prominent part. Thus, in the case of printed cottons, considerable quantities of United States goods are bought, in addition to the supplies drawn from Manchester, solely because the United States mills are always to the front with new styles and novel patterns, while the Englishman is content to run his machinery on old designs. The same holds true of ready-made garments for women. Such merchandise can be bought more cheaply in Germany than in America, but the Canadian merchants have found that the products of Berlin workrooms do not compare in point of style and fit with those of the factories of New York, Cleveland and other United States centres. As a result, Canadian department stores, in spite of the higher cost, are now buying considerable quantities of American-made suits, jackets, coats, waists, skirts and muslin underwear. The same holds true of women's straw hats, fancy leather goods, corsets, neckwear and some other lines. The Economist urges the importance of cultivating this market by fostering commercial intercourse between the two countries.

The quantity and value of carpets and rugs exported to Canada is thus given in the Kidderminster Shuttle: For March, 1902, 356,900 yards, value £30,567; for the three months to March 31st, 1902, 1,091,100 yards, value £104,504. For March, 1903, 468,900 yards, value £44,748; for the three months to March 31st, 1903, 1,406,000 yards, value £134,979. These figures show a substantial increase in 1903 over 1902.

While the Continent of Europe has established many technical schools, and especially Germany, they are not always successful. Thus the weaving school at Embeck has been closed on account of lack of pupils, and there are others which are kept open with difficulty. This doubtless arises more from want of appreciation than because they are not necessary.

—Canada is wise in seeking to push its export trade in a systematic manner. It has resident commercial agents in France and South Africa and P. B. Ball, who has had considerable experience in business in Toronto, has been sent to open an agency in Birmingham, that city being selected because of its central location. It is probable that in a short time London and Glasgow will also have commercial agents. Mr. Ball is placing himself in communication with the various Chambers of Commerce in the Midlands, and soliciting their views as to the best way of extending the trade between the two countries, and he will also place his services at the disposal of manufacturers and consumers.