

utterly lacking in acute perception, but that there was the lavish exercise of those christian virtues of which I have spoken, unworthily bestowed and shamefully abused.

"Besides the sentiment of the community we have, in the gradual development of the arts and sciences in our midst, the activities of our christian churches and their workers, the various charities of which we are so proud, the educational institutions and the literary men of world-wide reputation. In these we have, I say, not only incentives to a high standard of probity and honor, but powerful aids in forming that broad, liberal, rounded, tolerant character, which contributes largely to the amelioration of our laborious duties, and renders us better members of society.

"Let us remember, however, that if our association together, in this Board of Trade, is to be fruitful in its highest degree, it will mean a restraint upon us for good, and an encouragement to what is high and noble, not only for its own sake, but because we shall fear to bring discredit upon this body as a whole.

#### IS THE (COMMERCIAL) SCHOOL-MASTER ABROAD?

We are accustomed to regard ourselves as an educated people. Our school-system is one of the boasts of the land. If a person should suggest that Canada is not in the foremost files of time with regard to schooling, and a high average of intelligence, he would be himself deemed an ignoramus. Well, we are proud to think that, barring a good deal of cramming, and, of late, a disposition to teach a smattering of too many things, our common schools are, and have for many years, been very creditable to the country. But there is something wrong with our spelling. And while we show no lack of self-esteem there is clearly something loose in the average idea of what constitutes a knowledge of business. Witness the following entertaining correspondence just sent us from Montreal by a long established wholesale grocery house:

DEAR SIR,—“Some little time ago we had occasion to advertise for a salesman, according to enclosed advertisement. We now hand you some specimen replies, and hope you may be able to draw even more than a moral from them. When we think on these things we refuse to be comforted with the hope of a revival in trade, to say nothing of letters. Not one of the over seventy answers was suitable.”

The advertisement was as under:

WANTED, a Grocery Traveller, for the Eastern Townships and Huntingdon districts. One who understands the quality and value of goods, and is active and pushing. A young and unmarried man preferred. Address Drawer —, Post Office, Montreal.

Among the applications that came, in response to this, was the following:

HUNTINGDON, Que., Feb. 22, 1886.

GENTLEMAN,—Having learned that you want an Agent in Huntingdon and the Eastern Townships, I have traveled those districts for five years, know all the merchants well, especially Huntingdon, as I belong there. If you have not engaged an Agent as yet I think I could handle it for you to satisfaction; I will venture to say I can sell as much for you in those places as any one you can put on the road; you can engage me either on commission or salary, you can send me any place you like. For reference enquire of Doctor —.

P.S.—You can try me and if I prove not satisfactory I will not blame you. I remain your truly.

A telegraph operator, 22 years old, who has been four years with the G. T. R., “and haven given up the situation,” admits that he has “no experience in traveling but understands the different quality, and would accept traveling if wages suitable.” A Montreal man, who has very simple ideas as to what constitutes a

salesman on the road, and who espies the advertisement, writes that he has “a son 17 years old who has been a while in a grocery shop in town, I think he possesses good judgment for a boy of his age, and is of steady habits. If you think the description I have given you, that he would answer your purpose, he might go on a trip by you bearing his expenses.”

Another applicant thus offers himself, scrawling on a post card, in a hand which we despair of being able to describe: Sir, as I seen into this morning's paper you want a grocer traveller, please leave your number in at the post office and I will call in person.” One who writes a clean, legible hand, applies in very modest terms, closing with the curious request: “Do not judge my abilities by my writing.” Among the applicants is a very earnest fellow, who argues the matter in this wise: “Although being married and not having much experience in groceries, yet I feel confident that if you give me as good samples as cheap as any other house I can do the rest; I will work cheap; and last but not least, I have been ten years in the organ and piano business and any one who can sell organs and pianos can sell groceries.”

The following is unmistakably from some one of the species known as a commercial dude. He is too quite awfully accomplished, however, and his ‘outselling,’ proposed, might turn out to be underselling:

MONTREAL, Oct. 6, '86.

GENTLEMAN,—In answer to your advertisement in the “Star” I very respectfully submit to you my application to fill up the vacancy. I am twenty-three years of age, single, and have travelled the world around, began travelling when 18 years old; steady, sober, industrious; speak several languages and understand business in all its branches, would be happy to take out your samples and become connected to your establishment. I would devote myself and do my utmost to outsell all competitors.

We have a dozen or more letters, all more or less odd and almost every one misspelled; but we must be content to give, in conclusion, one from a French Canadian, the peculiar idiomatic diction and spelling of which drive one to conclude that the author of the shipwreck legend of the Lac St. Pierre, or of “Jean Baptiste Perault” is, as many already think him to be, a very accurate imitator of the broken English of the *habitant*:

6TH OCT 1886

DEAR SIR I seen on the Wetnes that you wanted a trivler so I tote I Wood do as I ave only one harm but I ondrestan that besenes, so if you tinck that I Wel do let me no and I Well go and see you and pleez let me no the Wagaes that you Wel gave I do speck frinche and english Write to Edward — St Cune-gonde

A good American writes, in a quaint strain, from Franklin, Vermont. He uses the small “i” instead of a capital (but his spelling is nearly O.K.), seems to have good stuff in him and “makes application for the job” in these terms:

“I think that I know Something About goods And Would like to try if You Will give me Chance I Will go on And try You Can See At once What I Can do I Will Not Ask Nothing for the first month if I Cane Not git traid And I think my Chance is good for I have Good backers I Can give bonds if You Want And Am Not Afraid to Say So I Am Not marred I Am A Single man And have to Work for A living And Am Not Afraid of hard Work, if I Am to late for the Job but I hope I Am Not Please Refere me to Some one that Needs help.”

In France, the new assurance issued in 1886 reached a total of £17,193,906. This is £2,917,875 less than in 1881. The largest business was done by Les Assurances Generales, £2,860,000.

#### COTTON MILL STOCKS.

That there is scarcely a “bonanza” in the cotton manufacturing business in the United States may be gathered from a statement of the earnings of those at Fall River, Mass., in two years last past. Out of twenty-eight mills in that manufacturing town, five declared no dividend in 1886, while those of a number ranged from 1½ to 7 per cent. The highest paid being 16. Statistics published by Haffards & Co. show that the cotton mill corporations declared, during 1886, dividends to the amount of \$1,047,550 on a total capital of \$16,118,000, or an average dividend of about six and a half per cent. for the year, which is a very fair earning, as such things go now-a-days. The highest annual dividend on the par value of the stock was 16 per cent. declared by the Union Cotton Manufacturing Co., and the lowest dividend was 1½ per cent. declared by the Slade Mills. The stock of the Granite Mills, which declared a twelve per cent. dividend in 1886 and one of seven in 1885, sold during last year at a higher price above par than that of any other mill, viz.: \$250 with a par value of \$100. The most depressed stock, taking the highest and lowest bids made in the course of the year, was that of the Slade Mills, which sold at \$50 and \$65 with a par value of \$100. The Granite and Robeson Mills reduced the par value of their stocks from \$1,000 to \$100, so that now all the mills in that place have the same par value for their stock.

Something of the success or otherwise of these concerns depends probably upon the class of goods they turn out. Some novelty which yields a good profit, or some line in staples made by one mill may capture the market and bring a round price. As may be seen elsewhere, a number of the Canadian cotton mills have held their annual meetings, and the financial results have been better, apparently, than there was reason to expect. The Canada Cotton Co. whose works are at Cornwall, much of whose extensive machinery was submerged by the flood, has adjourned its annual meeting to a late date in March, and the meeting of the Merriton mills is not, we believe, yet held. The Lybster mills have held theirs, so also have the Ontario and the Stormont, all of them in the province of Ontario. Then the shareholders of the Valley-field mill, which makes colored goods, and the Hudon and Merchants' mills at Montreal, which make bleached goods, have already met to consider the results of the year and the prospects ahead. We believe we express the position of affairs when we say that the results of the year on the whole are unexpectedly satisfactory, and that the feeling among shareholders is a decidedly hopeful one. Some dividends have been declared, we believe, but we don't hear many boasts about dividends, just yet.

#### IMPROVED DAIRYING.

To teach the average farmer in Canada how to make good butter, and so to improve the quality of an important product of this country, is a worthy aim. If the butter produced in the Dominion were of as good relative quality as the cheese produced therein, the country would be richer by hundreds of thousands of dollars. It is with satisfaction, therefore, that we observe that a large edition (100,000 copies) is proposed to be issued, in English and French, of a work entitled “Scientific Dairy Butter Practice.” This publication is under auspices of the Dominion Gov-