

Correspondence.

CANADIAN WOOLLENS.

To the Editor of the Monetary Times :

DEAR SIR,—The writer noticed two articles in the last numbers of a Canadian journal, which were criticisms on the Canadian woollen goods exhibited at the Colonial and Indian Exhibition. The criticisms in question were respectively by Professor Beaumont, of Yorkshire College, London, and Mr. Thomas Etchells, in the shape of a lecture given to the members of the Designers' Association, of Huddersfield. Both of these gentlemen appear disposed to abuse our woollen manufactures unduly. Surely it cannot be from a jealous motive. Some ignorance of what they are writing about, is certainly displayed, combined with strong free trade proclivities and antipathy to the protective policy of some of the colonies. To begin with, their statistical statements as to the history of woollen manufactures here are far astray. And evidently neither of them has been in Canada, and knows nothing of our climate or the requirements of our population.

I claim that in this respect Canadian goods cannot be beaten in the world, and as we have not yet catered for an export trade, or have done so to only a limited extent, we have a perfect right to make the goods that suit our market. Our present products I claim are honest goods, we produce no such shoddy trash as is made at Battley, Dewsbury, Huddersfield and in many parts of Yorkshire. It is reported that Dewsbury manufacturers make a boast that they can gather stuff from the middens outside a good woollen mill and make it into a cloth fit for export to "the colonies." If this is the class of designing that Huddersfield operatives are to be taught we want none of it. As to our making inferior goods this can scarcely be the case. The writer had the pleasure of showing some samples of flannels and costume cloths, in London, last summer, made by the Trent Valley Woollen Co., in this province.

On interviewing some of the largest resident partners and buyers for the Australian, New Zealand and Cape trade, they universally pronounced these first-class goods, in fact too good unless for the best city trade. He succeeded, however, in getting some sample orders for Melbourne and Port Elizabeth, and one large Melbourne merchant recommended me strongly to offer these goods to the best West End trade of London, such as Peter Robinson, Oxford st., and Marshall & Snellgrove, but for want of time I was unable to do so.

PISCATOR.

COMMERCIAL TRAVELLERS IN THE NORTH WEST.

The annual meeting of the Northwest Commercial Travellers Association was held at the Grand Union Hotel, in Winnipeg, on Monday, 27th December, 1886. The president, Mr. Thos. Johnston, occupied the chair. The first business was the election of officers for the year, which was done by ballot voting and which resulted as follows: President, Joseph Campbell, 66 votes; vice-president, E. McKay, 52 votes; treasurer, W. M. Ronald, re-elected by acclamation, secretary, J. M. O'Loughlin, re-elected by acclamation. Directors, M. R. O'Loughlin, 100 votes, Geo. Stott 82, A. Strang, 77, F. Chilcote, 76, and J. C. McLean 49. The newly elected officers being called on to speak.

The President, Mr. Campbell, made some practical remarks bearing on the interests of the association. The time he thought had arrived when the association should consider the advisability of seeking incorporation. There were many things which it might deal with in proper form if that were secured. Then the question of establishing a reading room and a library in the city was one worthy of attention. It was important that the members should have some place of resort here where ideas might be exchanged, and where benefits might be conferred. If a library were not established, the use of one might be rented. Referring to the railway privileges enjoyed on the C.P.R., he said it was desirable to retain them even though a withdrawal had been threatened.

The president then presented the annual re-

port, and the treasurer, Mr. Ronald, presented his report and financial statement, which were on motion adopted. We make some extracts: "At our last annual meeting we reported a membership of 98, and a surplus in the treasury of \$288.81, while this year we take great pleasure in reporting a total membership of 160, with a balance on hand on December 15, (at which date our financial year closes), of \$1,273.83, being an increase of 63 per cent. in membership, and 342 per cent. in assets. Your treasurer believes that this is but a slight indication of what we may expect in the near future, and would urge on the members the importance of working together for the mutual advancement of the association's interests."

FINANCIAL STATEMENT.

January 1, to cash balance on hand..	\$ 288 81
To subscriptions for active membership for 1886.....	1,350 00
To cost of active membership for 3 life members	15 00
To 20 subscriptions, honorary membership.....	100 00
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	\$1,753 81
By paid Sun Accident Insurance Company for premiums on 135 active members, 5 life members, 20 honorary members.....	\$ 427 00
By advertising.....	9 00
By postage, etc.....	3 48
By engraving certificates, 1886.....	35 00
By printing.....	5 50
By balance on hand.....	1,273 83
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	\$1,753 81

Wm. RONALD, Treasurer.

On the motion for the adoption of the president's report being put, some discussion occurred upon the difficulty referred to in the third last clause. It appears that during a fire in the mountains Mr. Carscaden, of Carscaden & Peck, had a large quantity of samples burned, and has taken an action to recover damages. The company claims that he has no right to seek to recover damages, as he was a member of the Commercial Travellers' Association, and there is a clause on the back of their certificates that no claim can be made for baggage destroyed. But there is another phase of the difficulty. The C. P. R. allow no privileges on the Mountain section of the road except an extra allowance of baggage and as Mr. Carscaden was paying full fare, he considers himself under no obligation to the company and hence brings action.

After completing arrangements for the banquet on the 29th ult., the meeting adjourned.

FIRE RECORD.

ONTARIO.—Orillia, Dec. 15th.—The Royal Hotel, occupied by Mr. Eaton and owned by F. Kean, destroyed, partial insurance.—Aurora, 15th.—Rich. Well's house occupied by G. H. Webb, consumed, insured.—Hamilton, 17th.—Jas. Johnston's furniture house in Copp's block, damaged, insured.—Simcoe, 18th.—Joseph Brooke's woolen mills totally destroyed, loss probably \$6,000.—Ridgeway, 20th.—J. Main's barn burned. Insured in B. and W. Farmers Co. \$580.—New Edinburgh, 21st, S. McNaughton's residence damaged. Insurance \$3,000.—Dunnville 24th.—Wm. Dougher's fishing tackle burned, loss \$1,000; insured in Lon. & Lanc. \$200.—Port Stanley, 24th.—J. H. Webb's grocery destroyed, loss \$2,000; insurance \$900.—Yarmouth Centre, 24th.—Thos. Olde's house damaged \$300; insured in London Mutual.—Windsor, 25th.—Mrs J. Winter's house gutted, loss \$1,200; insurance small.—Ottawa, 26th.—The Metropolitan club rooms damaged, \$300.—Toronto, 26th.—Geo. Planner's butcher store, Yonge St., damaged; insured.—Seaford, 28th.—D. D. Wilson's egg packing house damaged.—Kingston, 29th.—McEwan & Son's foundry damaged \$1,000.—Omemee, 31st.—Alex. Feir's shingle mill destroyed, loss \$3,000; no insurance.—West Lorne, 31st.—Trigger's Hall consumed. Trigger loses over \$1,000, partly insured. Foresters lose \$100.—New Sarum.—Jacob Doe's house damaged, \$150.—Strathroy.—G. G. Scott's house burned, loss \$600; insured.—Port Hope.—R. G. Milligan's house burned, loss \$4,000; insurance \$3,400.

OTHER PROVINCES.—Northam, P. E. I., 10th.—Henry J. Folland's store gutted, loss \$4,000; insurance \$3,000.—Bridgewater, N.S.—G.

Miller's store at Lahave Ferry destroyed, no insurance.—Cote St. Louis, Que., 17.—Elliott's oil works damaged \$1,000, insured.—Montreal, 18.—Nordheimer's Hall badly damaged, loss hard to estimate.—Montreal, 17.—Israel Duff's dwelling destroyed.—Pleasant Point, N. B., 24.—Warner Bros. & Spearin's saw mill destroyed, loss \$10,000; insured in Lon. & Lanc. \$2,000; Central office of Fredericton, \$2,000, and Citizens \$5,000.—Montreal, 25.—A. Turcotte & Co's dry goods house and stock damaged heavily.—Bathurst, N. B., 26.—The McCullough House and Mrs. Napier's building destroyed. McCullough House insured \$600 in Western and Mrs. Napier \$1,000 in Norwich Union.—Winnipeg, 29.—W. Wellband's shoe store and J. L. Powell's fancy goods stock burned, loss \$6,000; insurance small.—Fredericton, N. B., 30.—The Waverly Hotel gutted, loss heavy; insurance \$2,450.—St. John, N. B., 30.—The steamer "Sir John" burned, loss on steamer \$16,000; insured \$6,000; loss on cargo \$30,000.—Portage la Prairie, Man.—Ten business places burned, loss perhaps \$20,000. The losers are: B. M. Canniff, druggist; Geo. Murton, tailor; McKenzie & Campbell, saddlery; R. P. Campbell, Miss Taylor, milliner; Geo. Andrew, Mather Bros. and others.

A SUGGESTION TO SALESMEN.

SENATOR EVARTS AND THE TRAIN BOY.

It takes an artist to sell books on the railroad cars. You never see an artist slam into a car, bang the door, and start down the aisle, hit or miss, throwing a life of Jesse James down beside a minister, gems of Moody's sermons by a Texas cowboy, Allen Pinkerton's detective books to a young lady from Vassar, and Bouquets of Verse beside a sheriff taking a prisoner to Sing Sing. Your artist saunters noiselessly into a car without a book, tells the brakeman a funny story, while he sizes up the crowd, and moves leisurely down the aisle picking out "suckers." When he has studied the people long enough he determines just how he will strike each one, and gets his stock ready. Then he sits down by the minister and talks to him gravely, and in a pleasant subdued tone, about Moody's great work. He drinks some of the cowboy's cider, and tells him a story that keeps him laughing all the way to Utica. He discusses poetry with the young woman from Vassar, converses in an engaging manner about "threads" with the slim young salesman from the dry goods store. The result is that he catches every one of them. These are the men who make \$60 or \$75 a week, and throw the peanut and fruit stock out of the window rather than bother with it. Aren't they artists? The Hebrew clothing merchants down in Baxter street think it a great thing to sell a man a coat at all. But that's simply nothing to selling a man a book that he doesn't want, can't read, and has been importuned a hundred times in three days to buy. And that's what booksellers do who are artists.

Now, there was "Homely Dave," red-headed, ugly as a hedge-fence, without a single handsome feature—he could talk any man that ever lived into buying a book. Did you ever hear about Senator Evarts' experience with Dave? It was when Mr. Evarts was United States secretary of state under Mr. Hayes. He had been out to California on a kind of a jaunt, and was coming back with a number of distinguished gentlemen—senators, congressmen and officials. They struck Dave's run at Council Bluffs. Before they had gone ten miles Dave had looked the party over and determined to sell them some books. He decided that he would make his first assault upon Secretary Evarts. Mr. Evarts was not feeling very well that day, and when he saw Dave coming he turned away impatiently and motioned the porter to put him out, saying:

"I have been bored to death by news agents and book peddlers ever since I left San Francisco, and I am heartily sick of it."

"Homely Dave" was not frightened in the least. He said, with a bland smile:

"Excuse me, Mr. Secretary, but I don't want to sell you anything. I just want to read you a page or two out of a book just issued. Have you seen it?"

Mr. Evarts glanced at the title-page and said he hadn't.

"Now, just let me beguile the tediousness