

a like reform in our own circle? It is true we must meet competing eastern cities in the matter of terms, but it is not impossible to confer with them on this important subject. Eastern shipping centres are as weary of long credits as we are, and might be induced to fall into line. In Canada we can boast of many stable commercial institutions among others our banking system—but our system of credit, long and cheap, is a disgrace to our commercial fabric. In the United States the reverse is the order. The recent period of depression developed many weak points in the American banking system, and hundreds of monetary institutions went to the wall, but their system of short credits saved the nation. Wholesale houses were able to carry themselves, a thing impossible in Canada if an epidemic of failure broke out among our banks."

#### COMBINATION IN COTTONS.

"I look for an improvement in cottons," said John H. Parks, the St. John cotton manufacturer. "The growers are forming a combination to reduce the acreage 25 per cent., as was done in 1892, when they brought the production down to six and a half million bales, against nine million in 1891, and the acreage to fifteen million from twenty million. If they succeed, as is not improbable, prices will advance, but, of course, not for some time. In 1892 the reduction in acreage resulted in an advance in raw cotton from 63¼ to 100c. The situation now is very much as it was in the spring of 1862, when I bought at 63¼c. This year I have bought lower than that, for

it looks as if the past season's crop amounts to over nine million bales.

"As regards our own business, we had a satisfactory year. We were not compelled to shut down, as many of the other manufacturers were." Mr. Parks spent the latter part of February and most of March in Montreal, Toronto and the west, and finds a slight improvement in the dry goods trade.

#### COURTESY IN TRADE.

Salesmen in Canada are often lacking in that courtesy towards their competitors which is very strictly observed by those who know the requisites of a gentleman.

An instance occurred recently in Toronto which illustrates this. A buyer for a retail house which had recently been burnt out was on one of the upper flats of a certain wholesale house buying goods. A salesman of another house was anxious to sell this buyer the particular goods which were being ordered. He visited the former warehouse, and went up and began to interview the buyer before the buying was finished. Apparently the object was to prevent the buyer finishing his order.

Foiled in this, he went to a neighboring warehouse and telephoned the buyer in the name of his (the buyer's) employer in order to draw him away and prevent the sale. By this time the purpose was discovered, and the meanness prevented.

These are certainly the days of keen competition, but anxiety to sell goods should not lead a salesman to forget the courtesies which should exist in trade as well as in social life.

# KNOX, MORGAN & Co.

HAMILTON, ONT.

Beg to inform the retail trade  
that they are prepared to

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WITH MERCHANTS  
ON THE NEW BASIS**

On buying small parcels,  
and when required

**TO DO THIS**

**THEIR STOCK WILL BE KEPT  
FULLY ASSORTED**

In Staple, Domestic and Imported Lines  
the year round.

**Give their Representatives a Look Through when they Visit Your Town**

—OR—

Send for **Samples and Quotations** and try their  
**Letter Order Department** this Spring.