

## PREFERENTIAL TRADE.

While it is greatly to be desired that preferential trade should be established between Canada and the Mother Country we should not be over sanguine that that event lies in the near future. We know that a sentiment adverse to that of free trade has crystallized in Great Britain into what might be called a political party, but we should not ignore the fact that the adherents to it are comparatively few in numbers, and that there is a long road, toilsome marching and fierce fighting to be encountered before any change can be hoped for in the fiscal policy of that country. No doubt the McKinley tariff in the United States and the newly inaugurated tariffs of other countries, together with Mr. Blaine's new system of reciprocity with the States of South America, are telling heavily against British mercantile and manufacturing interests, but these interests are not yet in a condition of collapse, and it may be a long, long time before Britain will abandon her present system. We believe that that change will come—that it is inevitable—but the progress of it will be marked by demands for concessions from the colonies which we are not now prepared to recommend to Canada. We are convinced that Canada's best interests do not lie along lines which lead in the direction of free trade with any country, and that for many years to come it will not be to our advantage to abate in any degree the policy of protection which we have adopted. We cannot imagine any terms which Britain might be willing to adopt in consideration of Canada discriminating in her favor to the extent of twenty or even ten per cent. in tariff charges, which would really be to our interest; and the only practicable scheme for us would be to retain our present tariff substantially as it now is, against Britain, and increase it against the rest of the world. In other words, it would never do for Canada to sacrifice her manufacturing industries even for preferential trade with Great Britain. We do not hear the advocates of Imperial Federation suggesting increasing our tariff duties against all the rest of the world as an inducement to Britain to grant us preferential trade, the idea being rather that Canada should either greatly reduce her duties, or abandon them entirely as her concession to bring about this change of British policy. As far as Canadian manufacturers are concerned, if they are to be slaughtered and destroyed, it would matter but little to them whether the destruction was in the interests of British or of American manufacturers. But any material reduction in our tariff in favor of Great Britain would produce this very result. With some few exceptions, our imports from Great Britain are of classes of goods which are manufactured largely in Canada. The domestic goods are equal in all respects to the imported, and they are quite as cheap in price, the N. P. giving the home market to the home producer, the imports being generally of finer and more expensive goods intended for the use of the wealthy. A reduction in duties, therefore, would destroy our manufacturing industries and force us to become the producers of raw materials for British

manufacturers; and this is a condition which Canadian manufacturers will resist to the last. On the other hand, a great need of Canadian manufacturers is an increase of duty upon such manufactured articles as are imported from the United States. An increase of these duties would stimulate their production in Canada, a thing to be most devoutly wished for; and it would transfer a very large portion of our import trade from the United States to Great Britain, a thing which our Imperial Federation friends tell us they wish for most devoutly. Therefore, if Imperial Federation or preferential trade is to be desired, it can only be accomplished by increasing our tariff duties against the rest of the world, not by decreasing them in favor of Great Britain.—*The Canadian Manufacturer.*

## THE SHIP-RAILWAY SCHEME.

The work on the construction of the Chicoutimi ship-railway has come to a standstill. Lack of funds is the cause. This is the more to be regretted since about three-quarters of the whole work has been completed. The stockholders will be under the necessity of advancing more money, or of losing all that they have already invested. The railway was estimated to cost \$5,000,000. There have been advanced to the contractors securities to the face value of nearly \$1,000,000. What these securities realized in cash we have no means of knowing, but quite a large sum of money must have been raised on them, else the work would not have made the great progress which it has. The contractors are in arrears with the interest due in January last on the £300,000 preference capital. What makes matters worse is that there is very little prospect of the road's paying more than its working expenses. Many who believed in the ship-railway when it was projected have lost faith in it, although its promoters believe in it still. The only redeeming feature of the enterprise in its present condition is the subsidy of \$170,000 per annum to be granted it by the Dominion. This sum, if the road were finished and paid its working expenses, would be available to divide among the stockholders, and thus prevent their investment being entirely barren.—*Canadian Trade Review.*

## CANADA'S MINERAL WEALTH.

As an illustration of Canada's mineral wealth and an unintentional proof of the advantage of which a moderate, fair reciprocity in natural products would prove to the United States, we quote the following from a speech at Detroit, delivered by Erastus Wiman, August 27, 1887:—

"In the matter of coal both in the Territories and throughout Canada the deposit is something remarkable. Throughout the Northwest there is hardly any place more than 100 miles from a coal bed. The whole coal area of Canada is very extensive, an approximate estimate placing it at no less than 97,000 square miles. The magnitude of the interests involved in this question of supply of coal, its contiguity and economy of handling, are of enormous importance to the United States, and it is a significant testimony to the important position which Canada holds on

that question when it is recalled that away down on the Atlantic the manufacturing coal of Nova Scotia should, without doubt, supply the manufacturing centres of New England at a minimum of cost, while away out on the Pacific the great anthracite supplies of British Columbia are an absolute necessity for San Francisco and contiguous cities, and which they are now absorbing at the rate of \$300,000 a year."

## WINDOW DISPLAYS.

As an advertising medium for a retail establishment, a good window display is second only to newspaper space, says a writer in an eastern exchange.

By a good window display, I do not mean a miscellaneous lot of merchandise jumbled together indiscriminately, but something original, something which will attract the attention and cause people to stop for a closer inspection. It is not at all necessary that the display should be of merchandise; in fact the most attractive window exhibits I ever saw had nothing in them to indicate the nature of the business of the establishments, but it is a good plan, when you have a special exhibit, to have in the adjoining window a tastefully arranged display of merchandise.

It is not always the most expensive or elaborate exhibit which attracts the most attention. The most attractive display I have ever seen was very simple and inexpensive, costing less than \$10 actual outlay. It was a representation of a coasting scene, and can be easily constructed in any window of twelve or fourteen feet in width, the wider the better, as the wider it is the longer slide you can have.

You first build an incline about two feet from the front, to extend nearly across the window; it should be about four or five feet high at one end, and at the point where it touches the floor there should be an opening or trap door about two feet square and a corresponding one at the other end.

Paint the top of the incline white and fill in the space in front and at the ends with cotton batting plentifully sprinkled with diamond dust to represent snow. Put in the necessary pulleys and an endless belt, to which is fastened a sled with a dummy of a boy upon it in the position called "belly-whopper;" attach a small electric motor, and the sled will slide down the incline as naturally as on a snow-covered hill, will disappear through the trap-door and the belt will bring it up again at the other end as regularly as clock work.

The pulleys, belting, shafting and motor can be hired at small expense from any electrical supply company, and the cost of the other items is insignificant.

This is only one of many ways in which you can make your windows attractive, and no matter what your exhibit may be you will find that anything animate in the window will more than double the attraction and cause people to comment upon it, all of which is good advertising, for if you get people to talking about you they will, sooner or later, remember you when in need of goods in your line.

Good progress has been made on the construction of the Nanaimo and Comox telegraph line.