

## Ontario's Arbitration Law.

One of the most difficult social questions that has for years been occupying the attention of economists is how to settle grievances between capital and labor. One of the means most advocated in order to secure the end is arbitration. And so strong has faith in its efficacy become that legislative bodies throughout the world are creating machinery to carry out the principle. At the last session of the Ontario legislature, it, too, fell into line, enacting what is now known as "The Ontario Trade Disputes Conciliation and Arbitration Act, 1894." The act is what may be termed double-barrelled in character. One set of machinery is for the settlement of difficulties between railway companies and their employees, and the other is for adjudicating difficulties between all other kinds of employers and their employees. There are what are termed councils of conciliation and councils of arbitration. The council of conciliation consists of four conciliators. To this body the dispute is first submitted. Should this body fail to bring about a settlement, the matter goes on to the council of arbitration. That body consists of three members, two appointed by the lieutenant governor, on recommendation of employer and employees respectively. The third, who presides, is appointed on the recommendation of the other arbitrators. Each council holds office for two years.

A claim or dispute under the act includes such matters of dispute between employers and employees of ten or more in number as these: (1) The price to be paid for work done; (2) damages alleged to have been done to work, delay in finishing same, etc.; (3) the price to be paid for mining; (4) the performance or non-performance of any stipulation or matter alleged to have been in an agreement; (5) insufficient or unwholesome food supplied to employees where there is an agreement in regard thereto; (6) ill-ventilated or dangerous workings or places in mines or unwholesome or unsanitary rooms or other places of accommodation in which work is being performed; (7) the dismissal or employment under agreement of employees; (8) the dismissal of employees for their connection with any trade or labor organization.

Both councils have power to enforce the attendance of witnesses and to examine them under oath. The report of the award of the council of arbitration is to be made within one month after the council has completed its sittings, and, provided each party to the dispute had agreed, prior to the hearing of the same, to be bound by the award, the award may be enforced by legal proceedings.

Remuneration of members of council of arbitration is fixed at \$3 for preliminary meetings, \$4 for whole day sittings. The members of the board of arbitration are to be remunerated in such manner and at such rate as the Lieutenant-Governor-in-Council may appoint. Witnesses are entitled to the same fees as in the Division Court.

There is now in the Province of Ontario the machinery for adjudicating differences between capital and labor, and if disputants fail to take advantage of it, the fault will not be with our legislators. They have done their part; and it now devolves upon employers and wage earners to do theirs when occasion demands, instead of going into open warfare, unsettling trade and inflicting injury upon themselves directly and others indirectly, as is always the case to a more or less extent where strikes obtain.—Exchange.

## "Treating" Customers.

The customer who is in the habit of taking solace out of the clay pipe may experience a beauty through a choice Havana cigar which will allay discordant feelings and put him in a good buying humor, says the Traveling Salesman. But it must be handled cautiously by the traveler, and it must never appear that he goes about with a case full of the

article; intended expressly to give him an audience with the trade. The dealer is not to be bought, and if the offering of a cigar carries with it the remotest intimation of this sort, the traveler had better pack his grip on the spot. Should he have the faculty of casually presenting the weed, and with the same air of unconcern and good fellowship that he would unconsciously assume when he hands a cigar to a friend of the inner circle, the act would do no harm.

But this is a hard thing to do, and the man you may never have seen before can hardly fail to suspect your motive when you deliberately hand him a cigar. This is especially apt to be the case when the gentleman is not a smoker. As a rule, therefore, do not attempt the cigar lay. An intimate acquaintance with the customer is, unquestionably, a very decided advantage, and the nearer the traveler can get to a customer in a dignified way, the more he enhances his chances of capturing his order. The acquaintance, however, must never degenerate to familiarity. Some travelers assume the familiar manner, and think they have made substantial progress when they can address the customer by his given name. This is dangerous ground to tread upon.

## Projects for Ship Canals in America.

The Engineering News says:—"We doubt whether the 'oldest inhabitant' can recollect a time when projects for ship canals over all portions of this continent were more numerous than at the present time. Beginning on the east, we have the perennial Cape Cod scheme, now in the hands of a new set of capitalists, or would-be capitalists, who succeeded in making quite as much stir in the Massachusetts legislature this year as any set which has preceded them, and seem no more likely, so far as we can learn, to make any stir on the sands of Cape Cod.

"Coming over to the middle states, we have on the north the projected canal from the Hudson to the Great Lakes. The House Committee on Railways and Canals has been very generous this year, and has recommended an appropriation of \$50,000 to make surveys for this canal, the alternative routes proposed being via the Erie Canal, and via Lake Ontario, the Oswego and Mohawk valleys. This latter route would involve a canal around Niagara, on the American side, as the members of the committee were strenuous that the traffic should not leave American territory.

"Coming further south, we have the proposed ship canal across New Jersey, from Raritan bay to the Delaware river at Philadelphia. It is urged as a strong point in favor of this canal that it would save time and expense to vessels entering and leaving Philadelphia, as compared with the present outlet to the sea via Delaware river and bay, but as the canal would be thirty-four miles in length, on making reasonable estimates for comparative speed in the canal and in open water, it is difficult to see how the time of transit would be sufficiently lessened by the proposed canal to attract a very heavy traffic. However, as we have already recorded, Philadelphians are said to be interesting themselves in the project, and are trying to raise funds to have surveys made.

"A little further south we have the proposed Chesapeake and Delaware canal, a scheme in which Baltimore is taking quite an interest, as noted on our engineering news page this week.

"Further south still, we have the project for opening a chain of inland waterways all along the coast, their chief purpose being as a refuge for our lighter naval vessels in time of war. Of the ship canal across the Florida peninsula we have heard nothing for a long time; yet a canal here would have much in its favor, as the chain of waterways in the lake region of Florida, would aid in its construction, and vessels using it would not only considerably shorten their voyage, but would avoid the dangerous passage up the east coast of Florida. Along

the gulf coast harbor improvements and not ship canals are the projects which attract public interest.

"Returning to the region of the Great Lakes, we have first the Lake Erie & Ohio canal, again under consideration, and the House Committee has recommended a \$20,000 appropriation for a survey. The traffic in sight for such a canal is a strong feature in its favor. So long as Lake Superior ore and coke from the Alleghenies are brought together to make Bessemer pig, a fair traffic seems assured for this proposed waterway.

"Proposals to connect the Great Lakes with the Mississippi are numerous. The Fletcher bill, which has been also favorably reported by the House Committee, appropriates \$10,000 for surveys to determine the most feasible route for a canal from some point on Lake Superior to the Mississippi river at or near the Twin Cities. Of course, even the breezy enthusiasts of the northwest do not propose to dig a ship canal over the whole 250 miles, but the plan is to utilize existing waterways, which would increase the distance to some 330 miles by the route that is really most practicable.

"We must not omit to mention that a canal is now actually in process of construction which will afford connection between the Great Lakes and the Mississippi, and that within a few years. We refer, of course, to the Chicago drainage canal.

"Of projects to shorten the present lake route there is a large number, including proposed water ways across the north Michigan peninsula to connect Lakes Superior and Michigan, and one across the south peninsula to connect the south end of Lake Michigan with the west end of Lake Erie, leaving Huron out in the cold.

"In Canada we find promoters actively at work on the proposed canal from Georgian bay to Lake Ontario, but thus far, we believe, without success in securing the necessary capital, although they have secured a franchise from Toronto for supplying that city with a water and with electric power. In fact, we believe this enterprise is now being pushed more actively than any other ship canal scheme on this continent.

"Another Canadian scheme is the proposed route from Lake Huron to Montreal via the French river, Lake Nipissing and the Ottawa river. While it is not now being actively pushed, its possibilities are among the greatest of any canal scheme which we have named.

"With respect to all these various schemes it must be said that the question of their feasibility as an engineering work is one question, their chance of commercial success is another, and the last question must be successfully met before capital can be secured. It must be shown to the satisfaction of investors, first, that any proposed canal can be constructed within the estimates made by reputable engineers, and secondly, that the benefit to commerce is sufficiently great to attract a traffic that will pay tolls sufficient to return a fair income on the capital invested.

"Even in the case of schemes where this can be fairly shown, however, we fear that promoters will find it uphill work to overcome the doubts of capitalists. The success of the Suez Canal is offset in the public mind by the fiasco at Panama, by the failure thus far of the friends of the Nicaragua Canal to secure private capital for its construction, and latest of all by the discouraging revelations with respect to the Manchester canal, just opened. The last enterprise was originally capitalized at £3,000,000. The contract for the construction of the entire canal was let to Thomas A. Walker for £5,750,000. The contract was abandoned at the close of 1890, at which time about £3,000,000 had been actually expended by the canal company, bonds having been floated to the amount of £2,407,000 in addition to the capital stock. At this juncture the aid of the city of Manchester was invoked, but the sum of £1,000,000 originally asked