

be absorbed. Such arguments fail to show Java bark as a factor of the situation already playing a most important part in determining the cost of quinine, and is destined to become the leading factor in the situation in the near future.

COMMANDS FROM THE BOOK OF BUSINESS.

All goods but six days of the week, month take a rest.

Observe thy competitor's business, be nearer bankruptcy than thyself.

Put more sail onto thy business than the east wind to fill.

Blame thy clerk for thine own error, or tax him for thine own neglect.

Sell goods for less than cost, the market has gone back on you.

With a just balance, or a way will thy punishment.

Find a man to whom thou wouldst not sell.

Use thy business capital to speculate, borrow from thy friends for that.

For—and here, with apologies to the *Grocer*, we substitute the name *Monetary Times*—for therein lies the loss.

ATING BILLS AHEAD.

Independent writing to the *Boston Shoe Reporter* on this subject says: "ago one of our large manufacturers decided that 'dating bills ahead' was the greatest drawback to a business, and firmly took the stand that bills should be so dated. This decided question was questioned; competing manufacturers claimed it was impolitic and impracticable, believing they would reap the benefit by adding volume to their business by manufacturer making such a practice would lose his trade.

What is the result? The manufacturer has not lost his trade, but has obtained a substantial benefit by receiving prompt payment when others were obliged to borrow. He had a large amount of cash in hand, and his customers had an opportunity of making the system of mutual credit lose a customer, we shall work to get a new one, and in doing so we benefit of cash. There are a number of manufacturers making this practice coming spring season, who will be attracted where any dating ahead is practiced.

CONNECTICUT MUTUAL.—While the extent of the insurance by an Indianapolis agent in comparison with the Connecticut Mutual Life Insurance Company, the directors, with a view to set aside any shadow of doubt that might exist in the policy-holders as to the position of the company, engaged the well-known actuary, to prepare a report. This has been under the supervision of the Insurance Commissioner, and the result has been a pamphlet form bearing date July 18, 1886, we state that the total assets are \$57,500,000, against which are liabilities of \$240,000, leaving a surplus of up to \$40,000, it will be seen at once that of this old company is unquestion-

able. For the information of Canadian policy-holders we might say that the deposit held by the Dominion Government is in United States six per cent. bonds to the value of \$100,000, which, of course, will be held until the company's liability in this country is paid off. The amount of the Canadian policies in force is \$2,660,796, the net liability under which is \$950,000. During last year Canadian policies to the value of \$80,000 were paid.

Nearly every large American city has its safe deposit company which provides, for a stated annual charge, a receptacle for valuable securities, wills, deeds, coin, bank bills, plate, jewellery, and other treasures of a portable nature. The success attending a business of this description in the States has moved several Toronto capitalists to undertake a similar venture here, and with this end in view a company has been organized under the style of the Bankers' Safe Deposit Warehousing and Loan Co. (limited), with a capital of \$1,000,000. The prospectus includes the names of thirteen well-known citizens as directors, with Messrs. W. D. Matthews and H. W. Darling president and vice-president respectively, and Mr. Wm. Kerr manager. Particular attention is to be given to the safe deposit and warehousing branch, and for the proper conduct of the first-named a huge safe is to be constructed by Messrs. J. & J. Taylor, of this city. It will weigh, when complete, about 85 tons, and is to be provided with all the latest improvements in burglar-resisting devices. This, with other smaller strong boxes available for an annual rental of \$10 and upwards, will be located in premises now being prepared for the company in the new building of the Canadian Bank of Commerce. With the co-operation of the railroads entering the city the company hopes to afford complete and extensive warehousing accommodation whereby cars may be unloaded in, or at the door of, the warehouse, thus avoiding the accumulation of loaded cars of merchandise and household goods on the Esplanade. This will be in addition to the storing of articles in buildings not adjacent to the railroads. We are told that the president of one of the largest safe deposit companies of New York, when in the city recently, assured the promoters that in taking for their model the system as practised in the States they would be supplying advantages which will be quickly availed of by the banking and business community in Canada.

A special meeting of the St. John, N. B., Board of Trade was held last week, to listen to an able and interesting address by Sir Somers Vane, who explained the aim and object of the proposed Imperial Institute, founded to commemorate the Jubilee of Her Majesty. It is intended that the institute shall contain a perpetual exhibition of the products and resources of the British Empire. Canada has already contributed \$100,000 toward the erection of the institute building, which is to cost \$1,000,000. The Prince of Wales, president of the institute, has given Sir Somers permission to visit all the colonies and endeavor to get them to contribute to the success of the undertaking. He has already visited about fifty colonies, almost all of which will help out the design. If, in the opinion of the *St. John Globe*, the work of the Imperial Institute as sketched by Sir Somers Vane is carried out, good service will be done. Not only is the institute to be a permanent exhibition of the natural products of each colony, but it appears to be a place from which exact information

can be procured as to the capabilities, production, resources, climate, and like matters, respecting each colony. Now this is really important. Despite the most strenuous effort to spread correct information, some English newspapers are of the opinion that the Bay of Fundy is the original fog factory of the Atlantic Ocean, that the tides are so fierce that the unhappy mariner caught between them is on the edge of destruction, that shoals abound, and that property and life in large quantities are annually swallowed up by its waters. If the Imperial Institute will dispel ideas like these, the one hundred thousand dollars already given to it out of the Canadian treasury will, the *Globe* thinks, be money well expended.

We have, writes our Montreal correspondent, at last had a week of continuous fine settled weather, of which the farmers are making use to the fullest extent, and grain crops are being harvested in good order. Latest reports as to the hay are to the effect that although there is no doubt a considerable amount of damaged hay in this district, yet that the crop as a whole has yielded well. Corn has suffered much from the continued wet and cool weather, and we hear further reports from many sections that rust and rot are working sad havoc with the potatoes; apples also will be a short crop. Wholesale trade may be called good for the season. The very cheap excursion rates by rail have caused quite an influx of visitors, the millinery openings being largely attended, and all lines of trade benefiting more or less. The general tendency of the market is towards firmness in the majority of lines. Boot and shoe manufacturers are still chary about buying stock, though apparently generally well employed. Dry goods show a very satisfactory degree of activity, and a fair business is reported from Central Ontario, the Ottawa Valley, and Eastern Townships, where trade has hitherto been somewhat backward. All descriptions of domestic fabrics are very firm, with signs of a further advance, and raw cotton shows an upward movement. Repeat orders of European goods cannot be accepted unless for delivery after the first of January, when they will, of course, be unseasonable. Money is backward but relief is expected when harvesting is finished.

This is the way the sage of the Bobcaygeon *Independent* reasons it out. He had suggested to the Hamilton Convention the question: "How can the number of merchants be reduced?" "Anyone," he says, "who will give the subject a brief consideration will perceive that all the merchants in Ontario have to be maintained, and fed, and clothed by the people of Ontario, of whom seven-tenths are farmers. The more merchants there are the greater is the tax on the people. That is quite plain, is it not? Now do you not think that the whole business of any of our towns, say Lindsay or Peterborough, could be transacted by half the number of persons who are engaged in it? If there are fifty dry goods stores, would not twenty-five be equal to doing the whole business, without involving the twenty-five in excessive labor? Why you know such to be the case. Very well, then, the people are maintaining twice as many merchants as are required to do the business, and to that extent are being deprived of the product of their own labor. Very respectfully we suggest to the convention of merchants assembled at Hamilton that it should carefully consider what plan to adopt to get rid of one-half of themselves."

Inquiries made by a representative of the *Spectator* at the wholesale houses in Hamilton elicited the information that in dry goods the orders personally placed by merchants who attended the carnival exceeded the expectations of some firms. Old customers called at the warehouses who had not been seen for twelve years. The manufacturing establishments were thronged every day with merchants intent upon inspecting the processes of manufacture, and the wholesale warehouses were filled with visitors most of the time. The grocery, boot and shoe men, and, in fact, nearly all of the wholesalers say that the carnival will do them much good in an indirect way. Most of them have formed new connections which may result well in future. The retailers are a little disappointed with the volume of business transacted. Visitors seemed to be too much engrossed in the pursuit of pleasure to think of anything else. The hotels, confectioners, fruit dealers, and tobaccoists got the larger share of the money spent.

The most noticeable sign of our progress as a city is, says a New Westminster (B.C.) journal, the large amount of building going on this year as compared with any previous year, and particularly of residences and business blocks of a substantial and costly character. A very satisfactory feature is that no buildings are being erected on a speculative basis, that is in advance of the actual and certain demand. Everything is on the most solid basis. The lumber industry is on the eve of greatly increased development in our midst; the salmon canning business of the Fraser is an assured and immense success this year. The crops throughout the district are fairly good, and both the immediate and more remote effects upon the city, district, and province must be considerable, and of the most hopeful and satisfactory kind.

The Hamilton *Spectator* feels pretty certain that the Merchants' Convention will be held there not only next year, but every year. Why not in Toronto for a change? The merchants it says have had no parades, no fireworks, no illuminations; but they have done good work. They have thoughtfully considered many of the evils which attend business as now conducted, and have taken action calculated to correct some of them. Their work is not finished, it is only begun. They must meet from time to time—at least once a year—to compare ideas on matters affecting their guild, to take such action as they can take to promote their welfare, and to prepare legislation calculated to benefit themselves without injuring others.

Notwithstanding the great activity in gold mining in Nova Scotia of late years, it will, says the *Chronicle*, surprise most persons to learn that more gold was taken out of N. S. mines in each of the years 1865, 1866, and 1867 than in any year since. In the first two years the yield was upwards of 25,000 ounces each, and in 1867 it reached upwards of 27,000 ounces. No year since that date has reached 23,000 ounces, although the current year bids fair to reach, if not surpass, this figure. During last month eleven mines produced about \$15,000 worth of gold.

The distress at Labrador still continues, and a missionary named McKenzie advocates that the people be removed to the Canadian North-West. This would seem to be good