

what is in some cases true—that the consumer of cheap goods pays a higher rate than the consumer of higher grades. There can be no doubt that domestic manufacturers are not taking full advantage of these high rates; but if they are not doing so, why are the rates there? By all means let them be removed if they are useless and are causing unnecessary trouble. A straight duty of 30 or 35 per cent ad valorem should be ample for all purposes. This is the verdict of the dry goods trade whose sentiments *THE DRY GOODS REVIEW* attempts to voice. We have shown reasons why the duty cannot be abolished altogether, but by all means let it be placed in a position to do the greatest amount of good with the least amount of harm.

#### ANOTHER ATTACK.

Another attack has been made this month on the Colored Cotton Mills Co. by a Montreal trade paper. Here is the article:

"There is a general impression that one of the chief ostensible objects of the colored cotton combine was to prevent the cutting of prices and to establish a more uniform basis of value. How well this has been carried out may be inferred from the fact that certain lines of colored goods were pushed upon firms last December, January and February, and now before these houses have had a chance to work them off, the combine is supplying other houses with the same class of goods at 13 to 15 per cent. less money. In regard to one line especially, that of St. Croix gingham, we would ask the combine whether it did not unload all it could of these goods upon the trade for spring delivery at 8c., and then turned round and sold them to one house some time afterwards at 6½c., so that the latter was in a position to sell them at less money than the other wholesale houses bought them for. This action on the part of the combine has invoked a considerable amount of ill feeling in the trade, and it is understood that quite a number of the combine's best customers have asked for a reduction on their purchases made some time ago at the high figures complained of, more especially as they have not, nor had, sufficient time to work off their stocks. If the combine is going to treat its customers in this unfair manner it will prove a curse instead of the blessing it promised to bestow upon the whole trade by its consistent regulation of prices."

The gingham here complained of are cheap goods and the patterns and colorings are poor, and consequently the sale of these goods even at the reduced price must necessarily be limited. Another mole hill made into a mountain. Toronto buyers are not worrying about the matter.

#### A SUGGESTION.

TO the large body of dry goods retailers in Canada we make a suggestion which seems worthy of consideration, at least. The suggestion is simply that they should form Provincial Associations. This is an age of combinations, and unless the retailers combine they are going to be ground down more and more. Such an association would be productive of many good results; but its greatest influence would be the educative one. The advantages of such an association would be as follows:

1. All matters of interest to the trade would be discussed at semi-annual meetings; papers on important subjects having been prepared beforehand.
2. These meetings could take place at spring and fall millinery openings, when all dealers would be in the city anyway.
3. Cheap rates could be obtained over all the railroads, and

thus a greater number would attend the meetings, and the expense of a trip to the city at such a season would be lessened.

4. Such an association would voice the sentiments of the great body of retailers on such all-important matters as trusts, duties, railway rates, trade discounts, etc.

5. It would cultivate an esprit du corps among the retailers of Canada which would do much to improve and benefit all concerned.

6. The annual fee would be more than saved from railway fares.

The advantages of such associations in each of the provinces are indicated above. Every thoughtful retailer can elaborate them for himself. But *THE DRY GOODS REVIEW* would be pleased to have opinions from the leading retailers of the country as to the value of the suggestion. All replies should reach this office by July 1st, and should be addressed to:

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Toronto.

Since the foregoing was written we have seen a retailer's letter, in the jewellery trade journal, showing that a provincial or national association of retailers to protect the honest dealer, prevent dishonest compromises, and rid the trade of many cancers which are eating into its vitals is desirable in the jewellery trade. We are glad to see this suggestion, which comes from the Northwest Territories. What is good for the jewellers should be doubly beneficial to the dry goods dealers. What do the latter say?

#### CANADA AND AUSTRALIA.

THESE two sister colonies are being drawn closer together. A new Steamship Line now carries goods between the two countries, and as the service promises to be most efficient there can be no doubt that trade between the two should increase. In 1891 the United States exported \$13,017,132 worth of goods to Australasia, Canada exported only \$589,100 worth. In the same year the Republic imported from Australasia \$6,239,021 worth of products, Canada imported almost nothing. This order of things should disappear with the new service. Another proposed improvement is the establishment of a second cable route via the Pacific to Vancouver. This with a new postal service should enable both countries to profit by better trade relations. It is unfortunate that just at the moment when these arrangements were being well developed, there should have been a collapse in Australian money markets, and the development hoped for will necessarily be retarded. But though the trade may be of slow growth, it should be certain.

All the boards of trade in Canada have been supplied with a precis of the tariffs of Australia in order that exporters may know what duties are imposed upon products which may be shipped from Canada by the new steamship line. In a circular which the department has sent out it is stated that the Government considers the present an opportune time for opening up trade with the Australian colonies, and has entered into arrangements with Huddart, Parker & Co. in full confidence that the mercantile public will second its efforts and contribute by its patronage to the success of the undertaking and warrant its continuance on a scale in no way inferior to that of its inception. For the information of those who may desire to open up a trade, the customs tariff rates now in force in New South Wales, Victoria, Queensland and New Zealand are given on a number