

It is perhaps not altogether strange, under all the circumstances, that while there are three railroad lines in the United States across the continent, and with steamship lines from San Francisco, the Canadian Pacific Railroad and the British Mail Steamship Lines bag all this business. It is a fact, however, that from mills in South Carolina goods for China go first to Canada and thence across the continent. If our steamship lines were also subsidized between San Francisco and China this would not be the case."

THE SUGAR BEET INDUSTRY IN THE UNITED STATES.

"During the last three years," the Secretary of Agriculture says in his annual report for 1899, "extensive experimentation has been had in co-operation with most of the States of the Union to ascertain where sugar beets can be produced sufficiently sweet to justify extensive growing and manufacturing. It has been fairly well demonstrated that many States have soil and climate, fuel, water, and limestone admirably adapted for this industry. Thirty-two factories are now in operation and many more in contemplation. There is every indication that the United States will produce its own sugar within a few years. The rich valleys of the mountain and Pacific coast states find sugar-making very profitable. It is being demonstrated that the rich corn fields of the Northern States are also admirably adapted to the growth of the sugar beet. This industry will eventually be more profitable where the by-product is fed to the dairy cow and other domestic animals. The department publishes annually a report setting forth all the facts in relation to this industry and the latest developments of interest to producers."

COMMERCIAL TRAVELERS, THE RAILWAYS AND BAGGAGE.

The question of convenience, time and profit in relation to the commercial travelers and the railways, suggests a few ideas which might be considered by both interests.

The railways and their employes are, as a rule, ever ready to facilitate this part of their traffic, and it is no small part either.

The commercial travelers have rarely appreciated the trouble the railways have in the handling, checking and all the other et cetera of this immense traffic.

There are probably 10,000 commercial travelers in Canada, carrying, during the year, probably 5,000 tons of baggage, on which the railways collect no direct charges. When this is considered, together with the costs of the excess cards, prepaid certificates, tips to baggagemen, etc., it is easily seen that the balance of baggage that pays its way must also pay for that which is nominally free.

Why not make all commercial baggage pay for being carried, and formulate a price that would be known to everyone—say, 100 lbs. of baggage, 100 miles, for 10c? This sum may be too low or too high, but no doubt their mathematicians could give a price that would pay the railways.

Were this system introduced, it would save the railways the cost of excess tickets and prepaid certificates. It would save the baggagemen no end of trouble just when the train was leaving. It would end the question of a commercial traveler handing any baggage to a companion going light. The idea being still further followed out would be facilitated by books of coupon tickets, which could be issued by the railways for any mileage or weight of baggage, and interchangeable on any line of railway or boat.

So far this may read as if it was all well studied out for the railways' benefit, but an idea to be of enough value for adoption by one should be of value to both.

Were this idea adopted, the commercial travelers could have charges on their baggage all settled for before they leave for their trip. When leaving a station, the time lost in having to be there long before train time to have excess made out or prepaid certificate attended to, is well known to most every man on the road. Under this idea, commercial baggage could be checked as any ordinary traveler's trunks. On arrival at its destination it could be settled for by the commercial traveler. If he traveled fifty miles he would simply give up fifty miles in coupons. Every firm knows to a pound or two what their travelers are carrying and how long a trip they will have, so the matter could easily be calculated, and it is much satisfaction to know that baggage is all settled for. By this idea the commercial traveler has the very last moment in the town he is leaving for business, just saving enough time to pack and get to the station. Under the present system he must be there from at least a quarter of an hour before train time.

These books of coupons would have the commercial traveler's name and certificate number and his firm's name. Each coupon being numbered, belonging to a series, would easily be checked by the railways.

Should a commercial traveler send part of his baggage back to his firm before he has completed his trip, it is easy to compute the number of coupons to pay on the balance.

Should a commercial traveler not use his entire book, the balance could be used on a later trip, or used as part payment on a new book.

The amount of money saved to the railways by this method would very likely permit a reduction of the rate per mile on commercial travelers' passenger transportation, possibly bringing it to two cents a mile, and, if this were so, there would be no reason why employers of travelers should not also buy their passenger as well as the baggage transportation for their entire trip before they leave.

A COMMERCIAL TRAVELER.

Transfer Ornaments,

AMERICAN MADE.

TRADE MARKS, DECORATIONS, NAME PLATES, ETC.

Guaranteed Quality.

For HARDWARE, BICYCLES, VEHICLES, POTTERY, FURNITURE, etc.

Sketches submitted free of charge. Being home makers can deliver promptly. Write us.

THE MEYERCORD CO., Inc.,

MAIN OFFICE—

CHAMBER OF COMMERCE, - CHICAGO.

Canadian Travelling Representative,
CHAS. H. JAGGAR, Buffalo, N.Y.

Largest Makers in the World Guaranteed Decalcomania Transfers.

When writing to Advertisers kindly mention THE CANADIAN MANUFACTURER.