

tions in different classes of manufactured goods; yet on the whole the imports for last year showed a decided increase.

Another Canadian commercial agent, Mr. D. H. Ross, stationed at Melbourne, Victoria, speaks of the very promising openings presented in Australia for furniture from this country; also for acetylene gas generators, for which there seems to be much enquiry. Obsolete goods will be of no use; the Australians want machines with all the latest improvements. Another line in request, of which manufacturers here would do well to take note, is enamelled and porcelain-lined baths. One apartment-house shortly to be erected in Melbourne will need no less than forty-seven of these conveniences, together with all the appliances which usually go with them. But it is now, no doubt, too late to do anything with this particular order; the instance is merely given to point out to Canadian manufacturers of all kinds the desirability of making their goods known in Australia, by means of circulars, advertising, the appointment of agents, etc. But quality has always to be up to the mark. Many examples are recorded where merchandise supplied from Canada has been very inferior, or otherwise unfitted for the requirements it is expected to fill. Nor is it untimely to remind Canadian exporters of what the Monetary Times correspondent in Australia has for years been pointing out: that Canadian houses have a reputation in that country for being loose in their business methods, inattentive to shipping instructions from Australian houses, and careless as to quality and proper packing of their goods. All our export houses do not deserve this character, for some do their business properly. But the recklessness of others has done much to injure Canadian repute and to hinder Canadian trade with the Australian Commonwealth.

#### CANADIAN SAVINGS.

A. Laing, Wyoming, Ont., writes under date 30th November, as follows: "In one of my business circulars from Chicago, I saw a statement of the amounts on deposit in the banks of the leading countries of the world, in which Canadian depositors were stated to have a total of sixty million odd dollars. I wrote the editor about it, but he said the figures he quoted were from Washington, and he assumed they were (or must be) correct. Now I think it would be too bad to let that figure go uncorrected, and I believe you can tell to a nearness how much Canadian deposits were lately; that is in banks, loan companies and the Post Office Savings Bank, etc. It seems to me the amount should be perhaps (600) million."

[The figures in the circular described are the same as those quoted by the Literary Digest from a recent bulletin of the United States Department of Commerce and Labor. This document gives a comparative statement of savings bank deposits in various countries, the number of depositors, the aggregate of deposits, the average deposit and the amount per head of population. The United States heads the list, with 3,060 millions of dollars; Germany having 2,273 millions; the United Kingdom, 996 millions; Canada, 60 millions. Even with this showing, Canada stands well, having an average of \$289 per depositor in savings banks alone, and thus ranking next to the United States, which has \$418. But it would be a great mistake to suppose that this 60 millions odd, which is the total of the Government and the post-office savings banks, represents all Canada's savings. She has \$438,975,000 deposited in the chartered banks; \$62,216,000 in the Government savings banks; \$21,000,000 in Ontario loan societies, and \$23,507,000 in other savings institutions—in all, \$545,698,000, which makes the average deposit \$91 per head instead of \$11, which is allowed her by the compilation above referred to. In arriving at a knowledge of the comparative standing of different countries in this respect, it is essential to know what has been included under the term "savings bank deposits." We suspect that the basis alters

in different countries mentioned in this bulletin.—Ed. Monetary Times.]

#### COMMERCIAL TRAVELLERS' ASSOCIATION.

The impending changes in the affairs of this important association, embracing some 6,400 members, and which is closely allied to the commercial interests of the country, are sufficient to warrant an examination of the proposals which are being made. In our last issue we showed the fallacies and inconsistencies of Mr. E. Fielding's shallow reasoning, and now we refer briefly to Mr. Hopwood's amendments to by-laws. This gentleman proposes to make up the deficiency in the funds by a flat assessment, limited to \$5 per \$1,000. This surely is a most original idea. The thirty years' traditions of the association, limiting the fee to \$10 per annum, are to be rudely swept away, and the members compelled to pay an assessment which would increase the cost by 50 per cent. What a pity that Mr. Hopwood has kept hidden for so long such a bright proposal as this, an application of which might have prevented the demise and disaster attendant upon the numerous assessment societies.

But what about the members who refuse to pay this added assessment, but are willing to continue to pay their \$10 fee, which the by-laws and the past thirty years' custom have practically made absolute. Mr. Hopwood's scheme proposes that not only shall all their interest in the Mortuary Benefit Fund absolutely cease, but that their transportation privileges shall also be taken away. Here surely is despotism! And what will the merchants and manufacturers who employ the commercial travellers, and who, for at least 85 per cent. of the members, pay the annual fee, say about this? Will they be prepared to pay 50 per cent. more for transportation privileges than heretofore? Again, what effect will this have upon the Association. Will new members be attracted to it when the same transportation privileges can be secured from other associations at the normal rate of \$10 per year.

The reform of the mortuary benefits of the Association is a matter which can only be treated with by those who have had special actuarial training, and any attempt which may be made by others, is almost sure to lead to serious trouble and dire consequences. Mr. Hopwood is, we believe, a good commercial traveller; he probably means well, but his endeavors to solve the difficulty, which the association is at present in, clearly indicate that he is incompetent for the task. Better follow the advice of such men as Dr. J. Howard Hunter, the Registrar of Friendly Societies for Ontario, or the Dominion Government actuary, Mr. A. K. Blackadar, F.I.A., both of whom have spent a lifetime wrestling with such problems. Their reports, which have just been published and sent to the members, should be read by every one who desires to see the association continue and succeed.

#### OUR HALIFAX LETTER.

Rumor says that the Dominion Coal Company has in view a plan for placing its coal on the Ontario market, which involves a Government bonus towards the expense of carriage, and a remittance in whole or in part of the provincial royalty of twelve cents per ton.

The Halifax City Council some two years ago decided to accept the offer of Andrew Carnegie of \$75,000 for a public library, the city to expend a like sum for the same purpose. There was a great deal of opposition on the part of citizens, which became intensified when Mr. Carnegie expressed his opinion as to Canada's destiny, and this feeling culminated in a vote of the council at its last meeting, rescinding the acceptance of the offer. This finally disposes of the public library matter.

The Halifax Electric Tramway Company met with quite a reverse in the courts ten days ago, when Dr. Mader obtained a verdict of \$7,372.40 for damages sustained last winter through being thrown out of a sleigh. It was held that the accident was caused through the negligence of the company in not properly clearing the snow from the streets through which its line runs. The company will probably appeal.

The Halifax Board of Trade, which a few weeks ago took up the grievances of the local flour merchants, has succeeded