

# COMMERCIAL TRAVELLERS' ASSOCIATION.

The annual meeting of the Commercial Travellers' Association of Canada was held in Shaftesbury Hall, Toronto, on the 27th December last. The attendance was large. Mr. J. C. Black, president, occupied the chair. Mr. T. B. Hayes was appointed recording secretary.

The secretary having announced that at the nomination for the coming year the following gentlemen were elected by acclamation:

President—A. A. Allan, Toronto.

First Vice-President—John Burns, Toronto.

Treasurer—R. H. Gray—

proceeded to read the annual report.

From this we gather that the association is now in possession of a surplus of \$152,729.63. The present directors are glad to be able to report continued improvement in the resources of the association despite the heavy mortality bills which have been met during the past two years.

The receipts amounted to \$27,232; besides interest, \$7,016; balance carried to capital, \$16,138.26, being an increase over last year's balance of \$513.71. The membership also shows an increase, the total now being 2,718.

Under the provisions of by-law 67, the annual benefit allotment was ascertained as being \$16,704.95 for 1888, and the maximum mortuary benefit fixed at \$1,200.

The total sum paid under the insurance by-laws amounted to \$12,614.66. The amount received for interest on investments was \$7,016.52.

The calls upon the relief, or charitable fund have been more frequent than last year, although the directors have been able to grant assistance to every deserving case placed before them.

"Our relations with the transportation companies are harmonious, the privileges being continued upon the base of the settlement approved of by the adjourned annual meeting of May 12th."

An animated discussion arose regarding privileges enjoyed from railway companies by travellers. The basis of the settlement arrived at after the last meeting was that in future the association would have on the back of the certificate not only the release given by the traveller himself, but also a release in respect to the baggage. A member raised the old question of cases of palpable negligence; the chairman replied that no matter what hard-and-fast rules the railway companies might lay down they would not be saved from responsibility in cases of negligence. Mr. Warring Kennedy dwelt upon the present satisfactory standing of the association with the transportation companies of the Dominion. He said the 2½ cents a mile rate increased the membership of the association so rapidly after it had been fixed that they could scarcely find doors enough to admit the crowds who came. They then found out that when the financial interests of travellers were touched it had a much more powerful effect than the influence of loyalty to the Association. In reply to Mr. Mansfield, the chairman stated that the association had not power to undertake a scheme of insurance on baggage.

A discussion arose upon a subject of some importance, namely the propriety of buying land for a building to be erected by the association, and the method of investing its funds in other dividend-paying forms of investment. The proposal to look up a site was shelved for the present.

The report of the scrutineers declared that the following officers had been chosen for the coming year:

Second Vice-President—C. C. VanNorman, Toronto, 391; R. H. Cosbie, Toronto, 382.

Directors for Toronto Board—Joseph Kilgour, R. J. Orr, H. S. Davidson, James Haywood, Joseph Devaney, John Orr.

Directors for Hamilton Board—W. G. Reid, E. A. Dalley, F. A. Ashbough, Geo. E. Hamilton, H. G. Wright, R. F. Steele, J. S. Reid, J. H. Herring.

Directors for London Board—M. P. Lester, P. J. Watt.

Directors for Brantford Board—J. S. Hamilton, D. G. Waterous.

Messrs. R. L. Patterson, John F. Ellis and Warring Kennedy were re-elected representatives on the Industrial Exhibition Board, and Messrs. Wm. Anderson and James E. Day were again appointed auditors.

The retiring president, Mr. J. C. Black, was requested by the association to sit for his portrait, which will be placed in the rooms. After some further discussion, motions and counter-motions on the vexed question of railway privileges, Mr. A. A. Allan, the president-elect, was installed in the presidential chair. Mr. Allan, in his address, confessed himself indebted to the association for the honorable position to which he had been elected. He regarded it as one of high responsibility and one which would require great watchfulness. While he occupied the chair he could not alienate himself from the policy of his predecessors, but there were one or two points on which he would like to dwell. With reference to the earning powers of the association its claims were increasing from year to year, and it would not do to lose sight of the matter of revenue. As business men they should not look to security alone, but equally to security and good investment. He insisted on the desirability of loyal support to the Relief Committee's work, and amid loud applause said he would do his utmost to get quietly from the railway companies the two cent rate.

A very hearty expression of thanks was given to the retiring officers, and Mr. Black, the outgoing president, replied, declaring that he was leaving a work in which he took a great deal of interest, and he was glad from the expression of the meeting to see that his services had been appreciated.

## COMPARATIVE STATISTICS.

A great deal of labor has been put into small compass in the compilation of part VI. of the Annual Report of the Bureau of Industries for Ontario, a pamphlet of 46 pages, printed by Warwick & Sons, Toronto. The contents consist of Statistics of Schools, their number and average attendance, whether separate, public, or high schools; ditto of timber limits and public lands in the province, their area and value; receipts and expenditures of agricultural and horticultural societies, all these for a series of years; imports and exports of grain and breadstuffs by all Canada; exports of the various products of Canada, according to the arrangement of the Trade and Navigation Returns of the Dominion. But the most interesting, at present, of the contents of the pamphlet probably consists of Tables Nos. 6 and 7, which are devoted to "International Commerce," and give Canada's exports to the United States for 1886 and 1887, and the exports of the United States to Canada for the same years, compiled from the Trade Tables of the Dominion and the States respectively.

The first dozen pages of the report are devoted to remarks and synoptical tables referring to the fuller statistics given as above. These represent a deal of most laborious work, and are, after the Trade Tables of the late Mr. W. J. Patterson of Montreal, the only attempts we can recall to reduce to a pamphlet form, more easily grasped by the busy men of commerce, the bulky volumes of the Trade and Navigation Returns of the Dominion. In the year just past, 41 per cent. of Canada's exports of her home products, measured by value, went to the United States, and nearly 50 per cent. to Great Britain. During the seven years ended with 1887, over \$561,570,000 worth of our products were exported; and of this total, 42 per cent. and 48 per cent. went to the United States and Great Britain respectively. Prefaced to a Summary table on page 13 of the Report are the following remarks:

"Owing to the inadequate facilities for registering all exports these returns are necessarily very incomplete, and a comparison based upon the statistics thus obtained is not strictly reliable. The amount short returned at inland ports and exported to the United States is estimated by the Dominion authorities at \$2,996,889 for the fiscal year 1887, while the officials of the United States for the same period estimate that their published reports of exports to Canada alone are below the actual figures by \$20,000,000."

The following summary of Table No. VI. gives, by values, the exports in the several classes of produce for the three years, 1885, 1886, and 1887:

Classes of Products.	United States' exports to Canada.			Canada's exports to United States.		
	1885.	1886.	1887.	1885.	1886.	1887.
The Mine.....	\$ 4,482,635	\$ 3,948,524	\$ 4,450,260	\$ 2,808,518	\$ 3,115,696	\$ 3,085,431
The Fisheries.....	244,935	222,824	156,909	3,560,731	2,587,548	2,717,509
The Forest.....	1,561,280	1,241,418	1,070,189	9,355,736	8,545,406	9,353,506
Animals and their produce..	8,515,679	7,343,106	7,071,498	6,789,562	6,742,789	7,291,369
Agricultural products.....	11,699,822	10,591,520	12,342,880	8,395,370	8,756,667	7,969,716
Manufactures.....	7,556,029	7,238,660	7,159,115	1,133,497	1,203,835	1,285,584
Miscellaneous.....	51,874	58,233	77,185	485,179	551,351	569,918
Totals.....	34,112,254	30,644,285	32,328,036	32,618,593	31,503,292	32,273,033

Thus, then, according to what is stated above, Canadian exports to the States were last year of the value of \$35,270,000, while those of the States to Canada were worth \$52,328,000. One may be disposed to doubt that there is so great a shortage as \$20,000,000 in the exports sent hither by the Americans, upon comparison of certain items of the foregoing list with the Dominion return of imports.