

the many fertile tracts of country surrounding her. This makes her dry goods market easy of access, and offers to the country merchant every facility for frequent purchases. By every endeavor to keep up a constant influx of fresh and seasonable goods to select from, she enables herself to compete, in many cases successfully, against the larger stocks and more extensive market of Montreal.

Hamilton next claims our attention. No inconsiderable portion of the dry goods trade of the Dominion finds its way to this centre, and Hamilton has reason to feel proud of the few leading spirits to whom she owes the existence of this trade. The principal wholesale houses there are:

McInnes Bros. & Co.	Sanford, Vail & Bickley, (clothing.)
Furner, Livingstone & Co., (fancy and millinery goods.)	Thomson, Birkett & Bell.
T. O. Kerr & Co.	Munroe, Henderson & McKenzie, (clothing.)
McLellan, Hyslop & Russel, (gents' furnishings.)	James Walker & Co.
John I. Mackenzie & Co.	

The dry goods trade of London was, till comparatively recently, confined almost entirely to one firm, but the fertile district of which she is the centre, could not in these go-ahead times escape the attention of her other enterprising citizens. She now, with a fair number of well assorted stocks to select from, bids fair to hold her own, and encroach on other districts. Her principal firms in this trade are:—

John Birrell & Co.	Green & Peters.
Laing, Sutherland & Co.	Wm. Boyd & Son, (fancy goods.)
Robinson, Little & Co.	

We now turn our attention to the other principal trade centre of our own Province, Quebec. Her principal wholesale dry goods importers are:—

Thibaudeau Frères & Co.	P. Garneau & Frère.
McCall, Shehyn & Co.	Hamel & Frères.
	Wm. McLimont.

Partially cut off from a western trade by her own natural position relative to that of Montreal, and more still by want of efficient railway communication during her long and rigorous winters, with a sterile country east of her and navigation closed in her ice-bound gulf for five months of the year, Quebec has yet held her own in spite of these disadvantages. Fully awake, however, now to these difficulties, she is straining every nerve to overcome such as are possible to conquer, and with the development of Railway communication will yet find the western territory opening up to the competition of her dry goods merchants.

St. John, N.B., is the natural port of entry for that province, to which her trade was necessarily confined previous to confederation. Now she has our markets thrown

open to her competition, and she is showing herself both able and willing to take advantage of it. The over-crowding of her markets by our importers a few years ago was not altogether an unmixed evil. If our merchants caused her bad debts, they also saved her some losses by taking them on themselves and allowing her to escape. Experience, if it has not already worked a cure, is rapidly doing so. The principal wholesale dry goods importers there are:

Daniel & Boyd.	Thos. R. Jones & Co.
Everett & Butler.	John Vassie & Co.
Steeves Bros.	

Halifax is the old and revered father of our trade. There it is still conducted on safer principles perhaps than in any other city in the Dominion. Her magnificent harbor is rapidly coming to be utilized for the whole Dominion, and she can, if she will, control a much larger portion of the trade than she has yet attempted. We subjoin a list of her principal dry goods importers:

Burns & Murray.	Doull & Miller.
Duffus & Co.	S. Howard & Son.
T. & E. Kenney.	John Macdonald & Co.
Patrick Power & Co.	John Silver & Co.
Smith Bros., (millinery and dry goods.)	

Now that we have become established into one Dominion, and the cry for a "National Policy" is re-echoed from all quarters, it is of vast importance that each branch of trade should become intimately acquainted with the extent and nature of the business done in each of its principal centres. If a sound business be aimed at, full information and reliable statistics of the trade of each of the cities we have mentioned will become valuable to all. With so many influential centres for trade, the day has gone by when one city could confidently expect to be left in peaceable possession and control of the trade of the district immediately surrounding it, and it is only by adaptation of our imports to the special wants of each section of the country that any one can expect to control a trade and encroach upon territory which naturally first seeks its supplies from its nearest trading centre. Without travel and the interchange of information this cannot be effected. And yet we contend that such interchange of information and mutual and extended competition is the best for all. We see no reason why Halifax should not, in the future, find an outlet for her goods, whether manufactured or imported, in every town between there and Sarnia; while London and Hamilton may equally find customers for their specialties in our Province as well as in and around St. John and Halifax. This has, in some measure, been realized in the past through individual enterprise alone, and will be more so in the future. Progress in this direction could, however,

we are convinced, be largely accelerated, in the dry goods trade at least, by the formation of a trade society whose business it would be to collect and afford to each of its members quarterly statements of the exact quantities of each article imported at those principal centres. This would help prudent and careful merchants to foresee and prevent the disastrous effects of over importation in any one article and the consequent loss of profit which is the inevitable effect. It could also be made of use in the matter of Insolvencies to supply the deficiencies which must ever exist in any Insolvent Act, however perfect, by exposing dishonest practices to all the trade who are interested, and thus prevent the possibility of a dishonest insolvent obtaining credit from that trade in any part of the country. Government may do much, but private enterprise must do the rest.

One result of the inflation and over-trading by which we have so recently suffered will, we think, be a further development of the tendency of the dry goods trade to divide itself into specialties. Certain houses, for instance, will turn their attention chiefly to the importation of woollens and the controlling of home manufactures of such goods. Others will make cotton goods their specialty. Others will adopt other branches. Each, aiming for a share of the trade of the whole Dominion, in its special line, will be enabled to attain success by the large quantities of one article it will thus be able to bid for and control, and the consequent advantages it can offer to purchasers. Our expectations in this respect are based on the self-evident benefits such a system would confer on both buyer and seller in lessening cost. It would also enable an importing firm while still doing a large business to spread its risks more, and make it easier for it to restrain any temptation to abuse of the supply account system; while it would compel the retail dry goods merchant to depend for his supplies on no one house, but to maintain his credit with five or six houses, each trading in different classes of dry goods, and make it easier for him to escape control and buy his goods in the best market.

We commend those hints to the attention of the dry goods trade with some diffidence, yet confident that at least some of our readers, both among importers and their customers, will find them worthy of their serious consideration.

— It would take \$37,000 to re-insure all the Royal Canadian Insurance Co.'s outstanding risks in the State of Michigan. The business of the Company in that State shows a surplus of \$90,000.