

on Shickluna reef, Pelee Island, on Wednesday; the *Sherwood* sunk on Friday, but the *Campbell* was so far out as not to be injured by Friday's storm. The *Gladiator* released the propeller on Sunday, and the tug *Kate Williams* with the two steam pumps, got the schooner afloat on Monday. The schooner *Corican*, with 350 tons of coal for Mullen went ashore at Mill Point, Pelee Island, in bad shape and the *B. Everleigh* with 281 tons of coal, ran ashore at Lizard Point. The crew of the latter was rescued by the Islanders. The tug *Bob Hackett* went to her relief with a lighter, but after taking off a few tons of coal abandoned her. The schooner *Fitzgerald* went ashore on the east side of Point Pelee, on the main land and the schooner *Volunteer* ran on Kelly's Island. A large three-masted schooner, bound down the lake, heavily laden, struck on Colchester reef Tuesday night and was flying a signal of distress all Wednesday.

## Correspondence.

### THE DRY GOODS TRADE.

To the Editor of the *Monetary Times*.

SIR,—Through the keen competition of late years, profits in nearly all branches of trade have been greatly reduced, in fact, to such an extent is this the case that some have become almost unremunerative, while toil, worry, and anxiety have been much increased. Now, though it may not be desirable, even were it practicable, for traders to combine, simply with the view of raising prices in order to obtain an abnormal profit, yet it is perfectly legitimate and proper for them to seek to remove such things as are subversive of their interests.

In the dry goods trade particularly, the one practice, which above all others, works disastrous consequences to both the wholesale and retail dealer is that of having travellers constantly on the road, visiting in one eternal round every city, town, village and even cross roads in the province.

It would be quite superfluous to point out in detail the manifold evils resulting from this practice as these are patent and manifest to all. It is, for example, chiefly through this practice that goods are bought long before they are needed, and by the opportunity, and time so secured, the wholesale men are tempted to repeat months before the first delivery has reached the consumer. These repeats very often are made when quite sufficient for the demand has already been placed on the market, and the second lot has to be sold to the injury of all parties and especially of the retailer. Again, through the incessant, persistent, and importunate efforts of the drummers it is a fact that retailers are frequently led to buy contrary to their better judgment; at any rate, when goods are constantly being brought to the door buying is done with less consideration and forethought than would be the case were the tradesman visiting the market at stated intervals with a list of his requirements deliberately made out. All travellers are naturally anxious to make as many and as large sales as possible in each place they visit, and the extra sales are made chiefly to the more inexperienced and less substantial tradesmen, to the loss and injury of the prudent dealer of ample means. While it cannot be shown that the whole volume of the season's business is either increased or diminished by the system of drummers it is quite plain that the profit on all hands is most seriously affected.

The writer is fully persuaded that the leading and more substantial wholesale houses of Montreal and Toronto are thoroughly alive to the evil complained of, both as it affects themselves and their clients, but feel powerless to effect a remedy, partly owing to the need of protecting themselves against younger houses of limited capital and speculating tendencies.

The remedy seems rather to be in the hands of the retail traders and is one that can effectually be applied by them, provided that even a fair degree of unanimity can be had among themselves, throughout the Province. Let those who are engaged in the various branches of the dry goods trade form associations in the principal places throughout the country and agree together not to buy or order any goods whatever through commercial travellers, but to visit the market as may be

necessary, or order by letter to supply immediate or pressing wants. If a course like this were adopted and fully carried out there is not the slightest doubt that more satisfactory balance sheets would immediately appear in all departments of the wholesale as well as the retail. Such an association existing in every town would be of great advantage to the trade in many other ways, particularly if a central association be formed of representatives from various parts of the Dominion.

We think that most of the leading importers would favor a movement of this kind and it would certainly be in the interest of the more prominent of them actively to encourage it, as the only ones who would receive a check would be speculative young houses commencing business with small and inadequate capital. Toronto merchants, to meet their eastern customers, could have offices in Montreal or other places, and Montreal merchants could have offices in the West for their western buyers.

MERCHANT.

May 15, 1883.

### STOCKS IN MONTREAL.

MONTREAL, May 16, 1883.

STOCKS.	Lowest Point in Week.	Highest Point in Week.	Total Transacted in Week.	Buyers.	Sellers.	Average Price, like Date 1883.
Montreal .....	201	203½	1369	B.	C.	214½
" x.d. ....	196½	198½	2115	B.	C.	209½
Ontario .....	114½	115	80	B.	C.	88
People's .....		124½	79½	B.	C.	89
Molson's .....		194	6	124½		128
Toronto .....	192		644	B.	C.	186
Jac. Cartier .....						
Merchants .....	125	125½	200	B.	C.	124½
Commerce .....	135		20½	134½		150½
Eastern Tps .....						
Union .....				85	90	
Hamilton .....						
Exchange .....	115	150	153	145	160	
Mon. Tel. ....	125		63	124	125½	135
Dom. Tel. ....						
Rich. & O. ....	73	79½	501	79½	80	70½
City Pass .....	147	148	675	147	148	146
Gas .....	174	175½	1350	174	174½	174½
R. C. Ins. Co .....				55		
Toronto x.d. ....	187½	187½	225	187	187½	

### A BRIEF ESSAY ON AGRICULTURE.

The Department of Agriculture and Statistics, Winnipeg, having advertised that prizes would be given for the best essay on "Farming in the North-West" the following is the first essay received in reply:—

LINDSAY, May 1, 1883.

Manitoba Board of Agriculture.

GENTLEMEN:—I see by the papers that you are offering prizes for essays on the most judicious method of farming in your province. I beg to have the honor to write a short essay.

(1) Get up early. (2) Work hard. (3) Drink nothing stronger than tea. (4) Keep your horses in good condition. (5) Milk your cows at regular hours. (6) Plough and seed and cut your grain at the proper time. (7) Sell your grain when the prices are the highest. (8) Keep out of the law courts. (9) Do not wait your money on things that are not needed. (10) Marry your sons to rich girls. (11) Do not fight with your neighbours. (12) Always do what is write, and you be sure to succeed.

I have the honor to be, gentlemen, your obedient servant,

JOHN B. McFIR.

P. S.—Excuse spelling and write. If I receive a prize send it to Lindsay, Ont., and oblige yours &c.,

J. B. McF.

—The organization of a Lake Cargo marine insurance Pool was perfected in Chicago last week, and the following distribution of shares among the companies on the basis of one hundred was agreed to: Traders', 6; Shoe and Leather, 6; Western, Toronto, 5; United States, 4; Firemen's Trust, 3; Exchange of New York, 2; Union Marine of Liverpool, 8; Mechanics' and Traders', 5; Commercial Union, 6; Great Western, 7; New England Underwriters', 6; Greenwich, 5; Boatman's, of Pittsburgh, 3; Boston, Marine, 15; Buffalo, 5; British America, 5; Girard, 4; Boylston, 5. The officers of the pool are: W. M. Egan, president; W. B. Hibbard, vice-president; H. C. Ranney, secretary and treasurer; R. J. Smith, E. C. Hibbard, J. B. Kellogg, executive committee; H. C. Ranney, commissioner.

DRY CHAMPAGNE.—Leading medical men have for many years called the attention of Champagne drinkers to the absolute necessity of drinking only a "dry wine." The *Court Circular*, of London, England, in discussing this question says: "Hence it is that nine people out of ten should drink their Champagne dry, and, when it is so, it is, as scores of doctors have testified, a useful adjunct to the meal, affording temporary stimulus which is valuable alike in health and disease. So much for the medical aspect of the question, and as to the character of a dry wine, it stands to reason it must be purer than one the taste of which is masked by sugar.

Take, for instance, the Champagne of Messrs. Ayala & Co., which we select, seeing that it was honored the other day by the notice of *Mr. Punch*, and because it affords an excellent example of a dry wine, such as may be taken with impunity, even by persons with gouty tendencies, while its bouquet and flavor will commend it to connoisseurs. It is, moreover, a wine of thoroughly vinous character, with an exquisite flavor, and is evidently made of the finest grapes. But the great claim upon our attention which Ayala & Co's., wine has, in the present connection, is its genuine dryness, for there are scores of Champagnes advertised as "tres sec," "sec," "extra dry" and "dry" which have no claim whatever to those misleading adjectives."—*British Journal*.

James Nasmyth, the inventor of the Nasmyth steam hammer, was an example to the young mechanic of to-day. A few passages from his life may serve as a guide and a stimulus to those who aim to attain a technical education and who want to help themselves:

"My friend, Tom Smith, and I, made it a rule," says Nasmyth, "that so far as was possible, we ourselves should actually make the acids and other substances used in our chemical experiments. To encounter and overcome a difficulty is the most interesting of all things. Hence though often baffled we eventually produced perfect specimens of nitrous, nitric and muriatic acids. We distilled alcohol from duly fermented sugar and water, and rectified the resultant spirit from fusil-oil by passing the alcoholic vapor through animal charcoal before it entered the worm of the still. We produced phosphorus from old bones, &c. I regret that the same system is not pursued by the youth of the present day. A great deal is now said about technical education; but how little there is of technical handiness or head work. Everything nowadays is bought ready made to their hands; and hence there is no cause for individual ingenuity." Nasmyth had often observed in shop windows every detail of model ships and model steam engines supplied ready-made for those who are "said to be" of an ingenious and mechanical turn, and had, he says, known too many instances of parents being led by those false evidences of constructive skill, to apprentice their sons to some engineering firm; and, after paying vast sums, finding out that the pretender comes out of the engineering shop with no other practical accomplishment than that of glove-wearing and cigar-smoking.

"The truth is" Nasmyth declares, "that the eyes and the fingers—the bare fingers are the two principal inlets to sound practical instruction. The nature and properties of the materials must come in through the finger-ends; hence I have no faith in young engineers who are addicted to wearing gloves. Gloves, especially kid gloves, are perfect non-conductors of technical knowledge." Thanks to his father, drawing formed a principal part of the young engineer's education. At seventeen Nasmyth made model steam engines which were in great demand for lecturers and mechanic's institutes. He turned his bedroom into a brass foundry. He says: "My furnace in the grate was made of four plates of stout sheet-iron lined with fire brick, corner to corner. To get the requisite sharp draught I bricked up with single bricks the front of the fire-place, leaving a hole in the back of the furnace for the short pipe to fit into. The fuel was generally gas coke and cinders saved from the kitchen. The heat I raised was superb—a white heat sufficient to melt in a crucible six or eight pounds of brass." Armed with specimens of his drawings and with a very superior model steam engine the young Scotchman went to London.

—The Exchange Bank of Canada has ceased doing business at Aymer, Ont., having transferred its branch there to the Molsons Bank. It seems to be the policy of the present management to centralise the business.