

worse, in point of form. As we pointed out last week, the question can be forced to a settlement only by appeal to a competent judicial tribunal. And in that case, the decision would almost certainly be against the Province. There remains a question for adjustment with the Pacific Railway Company; and that question can only be settled by negotiation; it cannot be advanced by the bluster of an election campaign. Nevertheless, the acceptance of the monopoly clause was a blunder, and its existence is likely to cause great future inconvenience.

Though the Pacific Railway Company has a monopoly, it fully recognizes its duty to put itself in a position to do all the business that may offer. In addition to the line between Emerson and Winnipeg, and the Thunder Bay branch, it has a line from Smugglers Point, west of Emerson on the international boundary, to St. Paul; and before long it will have a third line from the British frontier to St. Paul. With all these avenues to the North-West, there is not likely to be any want of railway facilities. The declared object of the policy of Parliament to secure the traffic of the North-West to Canadian railways may not, by this means, be attained; but till the section of the Pacific Railway north of the lakes is built, there is no alternative, and it is better that the traffic should pass freely over American railways than that the North-West should be deprived of adequate railway facilities.

Sufficient railway facilities being, in the meantime, provided by the Pacific Railway Company, there remains only the question of rates and fares. To these a statutory limit has been put: the dividend is not to exceed ten per cent. on the cost of the road. It is always difficult to exact compliance with a limitation of this kind; so various are the ways in which the net earnings of a road may be reduced. The Northern Railway affords a good example of this. The road is in the hands of the bondholders, whose interest is fixed and cannot be increased; but experience shows that things may be so managed that the share-holders shall get nothing. The Pacific Railway Company, if wise in its generation—but what monopoly was ever wise?—will not seek to fix its passenger fares and traffic rates in an exacting spirit. If the company act in a reasonable spirit and perform its duty well, it will not find the public which it serves unreasonable, or permanently hostile.

GROWTH OF POPULATION IN FACTORY TOWNS.

A correspondent suggests that it might be interesting to consider how far increase of manufactures has stimulated an increase of population in our manufacturing cities and towns. The subject has already received attention in the pages of the *MONETARY TIMES*. In our issue of the 5th August 1881 commenting upon the Census returns for that year, then newly made known, we said: "Taking a group of manufacturing towns, nine in number, viz: Brockville, Cornwall, Almonte, Oshawa, Paris, Dundas, Galt, Berlin and Smith's Falls, we find an increase in their aggregate population from 25,895 in

1871 to 39,933 in 1881, a growth of 42·5 per cent. The increase in a group of towns not especially noted for manufactures viz.: Chatham, Sarnia, Cobourg, Arnprior, Port Hope, Pembroke, Collingwood, Owen Sound, Ingersoll, St. Marys and Brampton has been from 41,263 in 1871 to 53,366 this year, equal to 29·3 per cent. It is not unreasonable to conclude that the impulse given to manufactures during the last few years has occasioned the difference." To repeat these figures in another form for convenience:

| Ontario. | Pop. 1871. | Pop. 1881. | Increase |
|-------------------------------|------------|------------|------------|
| Nine Manufacturing Towns..... | 25,895 | 36,933 | 42·5 p. c. |
| Other Towns..... | 41,263 | 53,366 | 29·3 p. c. |

Similar growth of factory towns as compared with others, is observable in the province of Quebec. Taking a group of places in that Province whose united population is twenty thousand, and which possess no special manufacturing significance, viz.: Three Rivers, Sorel, Nicolet and Aylmer, we find the number of their residents to have grown by 10·27 per cent. in ten years; while a group of like size in which factories are prominent, viz.: Sherbrooke, St. Hyacinthe, St. Johns and Longueuil show growth in population equal to 47·8 per cent.

| Quebec. | Pop. 1871. | Pop. 1881. | Increase. |
|-------------------------------|------------|------------|-------------|
| Four Manufacturing Towns..... | 12,993 | 19,217 | 47·80 p. c. |
| Four other Towns.. | 18,497 | 20,614 | 10·27 p. c. |

It is probable that the artisan population of the country has increased very considerably during the last three years. The demand for skilled labor and the high rate of wages it commands put competent machines in many lines at a premium. The immigration of the present year has been unusually large. We learn from the *Montreal Gazette* that during the ten months ended with October last there arrived in Canada 153,055 immigrants, of whom 82,482—or rather more than one-half—have settled in this country. The value of effects and money brought into the country last year by 48,000 immigrants was ascertained to be \$4,188,925, and allowing the same proportion to each, the new comers of 1882 will bring in not less than \$9,000,000. A very considerable item. The ratio of gain in population which we are now making is decidedly in advance of former years, as the following statement of the number of immigrant settlers in Canada shows:—

| Year. | 1876 | 1877 | 1878 | 1879 | 1880 | 1881 | 1882 (estimated) |
|---------------------|--------|--------|--------|--------|--------|--------|------------------|
| Number of Settlers. | 25,633 | 27,085 | 29,807 | 40,492 | 38,505 | 47,991 | 100,000 |

There had thus arrived in the country during the ten months of this year, up to the close of October, more settlers than in the three years 1876-7-8 put together, and there is reason to think, that the immigration for the full year 1882 will be double that of the largest previously recorded. The tide which is now setting in from Great Britain to our North-West, and the added inducements offered to skilled artisans in the more eastern provinces, indicate that great additions to our population may be expected year by year from immigration.

DISCOUNTS FOR CASH.

The system of buying for cash, and getting a discount off one's invoice, is one we have strongly advocated, and which we still consider a desirable one for the retail dealer. Other things being equal, the close buyer who pays cash and gets his discount, will make money faster than the one who adheres to the system of taking the longest time he can get upon his purchases.

Just now, however, the complaint is often made that the cash-discount principle is pushed by some retailers, in their dealings with dry-goods importers, beyond reasonable limits; and instances are known to us wherein discounts are demanded, on purchases nominally at 30 days but really at more nearly 60, which, if granted, would efface all profit on the goods bought. A case in point is that of an enterprising Ontario dealer, who wrote the other day to a Toronto House, desiring that his account, some months current, should be made up to date, and a discount of ten per cent. taken off the face, when he would remit cash to cover. If this trader had been living in the days of 85 per cent. advance on sterling cost, one could have seen some point in his demand. If he framed his offer as a bit of "cheek" it was a fair specimen, but it was not accepted, since no importer likes to sell below cost.

What is a fair rate of discount for cash? may be asked. The answer must depend upon the terms of purchase, and the description of goods. Some houses give 2½ per cent. off cottons, 4 off Canadian woollens and staples, and 5 off imported dress goods and small wares. Others deduct one per cent. per month, provided the maximum time does not exceed six months. And some, we are told, allow "five off all round," i. e. averaging all the different classes of goods. Yet, we hear of numerous cases wherein, none of these rates is deemed satisfactory, but the retail dealer asks for more. And so keen is competition, and so bent is the "good man" on making the most of his "good"-ness that he schemes to get an extra one per cent. off bill after bill, until "he fairly gouges all profit out of us"—to use the phrase of a wholesale dealer.

Now, it will appear reasonable to most men, that when an importer, who may be presumed to know his business, and to understand what his goods cost, and what profit they should bear, demurs to giving a greater discount, and prefers to take his customer's note, he has sound reasons for that course. Since the advantage of the nimble sixpence, and the defect or otherwise of the slow and safe shilling is pretty well known to all who have reached the status of importers. And it is just possible that the vaulting ambition of the country trader who seeks to squeeze six per cent. off where four only is proper, may overleap itself and fall—on sharp rocks. Effort is made, and always will be made, by sharp buyers, to get the most out of a transaction. But the true merchant is he who, while going as far as is justifiable in the direction of cash trade, yet declines to yield his business principles to the rapacity of a customer.

As business is done in Canada to-day by the best houses in the dry-goods line, five per cent. off all round is a reasonable, not to