



THE COTTON INDUSTRY.

WHILE the domestic cotton industry is thriving it is also creating a good deal of commendatory and adverse criticism. The latest criticisms are here presented, and will be found worthy of perusal, but must be taken for what they are worth.

WHITE GOODS MANUFACTURERS.

The Toronto manufacturers of ladies' underwear called upon the ministers when in this city for the purpose of testifying to the importance of their comparative new industry, and to ask reduction of duty on their raw material. Three houses were represented by R. H. Gray, A. W. Allen and J. W. Gale, which employ 500 hands. They are not satisfied with the tariff. They receive 35 per cent. protection upon their finished product. On the other hand, they pay 30 per cent. upon embroidery, which is a very important item of their raw material, while the cotton which is used in the manufacture of their garments is the finished products of highly-protected cotton mills. This being the case, they claim that they have a right to be protected from English underwear manufacturers, who pay no duties on their embroidery and can buy their cotton cheaper. The 30 per cent. duty, they told the ministers, is too high, and should be reduced to 20 per cent. They also agreed with the dry goods importers that the cotton duties are too high, that the specific duties should be abolished for a 20 per cent. ad valorem rate. The manufacturers say that their 35 per cent. protection protects them against American competition, because the duties over there are higher than here. But the English manufacturer, with untaxed embroidery and cheap cotton, can make goods which, after paying the Canadian duty, can compete with Canadian-made goods as to price. So far, however, the Canadian manufacturers have been able to develop the trade with the help of the 35 per cent. by more successful styles and patterns of garments.

MR. GAULT SPEAKS.

Mr. A. F. Gault, president of the Dominion Cotton Mills company, writes denying the newspaper report that he stated at the annual meeting that, "Even if the government should come back to the tariff which was in force during the Mackenzie regime, the company would be in a position to compete with the whole world, not even excepting England." He says that this statement, which was attributed to him regarding possible tariff changes, is so much at variance with his well-known opinion that he feels it necessary to make a correction, and that what he really did say was: "A good deal of agitation has been going on in and out of parliament with regard to tariff reform, which would probably be viewed by many of our shareholders with some apprehension, but I have reason to believe that no government would allow any very large reduction to take place or do anything to jeopardize an industry that had given such profitable employment to so many of our working-people. There would, doubtless, be some change, but it was hoped they would be of such a light nature that this company would be able to go on as heretofore, paying its usual quarterly dividends." Mr. Gault also adds that certain of the figures given with respect to the position of the company are inaccurate, but he does not make any correction in that regard.

AN ENGLISH CRITICISM.

We have had a good deal to say during the past few weeks regarding the syndicate which have taken over the cotton factories of Canada, says the *Textile Mercury* (Manchester), and, following the lead thus set, other authorities have discussed the subject, so that the trade in this country is pretty well posted as to the real condition of the industry. Unfortunately, however, newspaper comments, which, in connection with such matters, appear to be inseparably connected with the publication of any news which may be used as a text for the dissemination of the doctrines of a certain school of political economists, have given rise in this district to a widely-spread, though erroneous, impression. In other words, a contemporary, basing its views purely on theory, with no knowledge of the practice followed in this particular case, has informed its readers that Dominion buyers are likely to make larger purchases than usual this season, as "prices" (to quote a view expressed to us on Thursday) "have been forced to an artificial level by those who control the 'corner.'" "This," says, in effect, one of the 'authorities' quoted, "is what may be expected whenever an industry is controlled by a combination owing its existence to the prevalence of protectionist ideas." As a matter of fact—and we give the information as news, and as nothing more—the combination has kept prices down to a very low level. Its managers are men of experience, whose ideas on such matters are based upon knowledge extending over a wide period. The visits of the buyers referred to are not due to a feeling of fear on the part of Montreal and Toronto houses that the "corner" is going beyond proper limits, but to the confidence engendered by the fact that a large influx of buyers throughout British North America may be expected after the opening of the World's Fair. The lists we have published from time to time show that the number of Canadian buyers here this season is above the average.

The Canadian cotton syndicate is divided amongst two organizations, to outsiders independent of each other, but really working together. Speaking broadly, one set may be said to have taken over the plain trade, while the second half of the syndicate controls mills which are engaged in the production of colored goods. Certain branches of the Manchester trade have been injuriously affected by the growth of the Canadian cotton industry. Low ticks and prints, for instance, are now produced extensively on the other side, but for new designs Canadian buyers still patronise the English market. The number of calico-printing machines in the Dominion is very limited, and they are run chiefly on "bread-and-butter" styles. A comparatively small population affords very little encouragement to calico-printers who wish to introduce new designs, as the "runs" on a novelty must of necessity be limited. This is the case with Canada.

QUALIFICATIONS FOR A SALESMAN.

John Wanamaker addressed the Travellers' club in Philadelphia recently. "You want to be successful and you can. I don't believe that God ever ordained that one man should be successful and another not, but it lies with the man himself. One comes stumbling into your store, does not shut the door, and his breath smells of whiskey. You want nothing to do with him. Right after him comes another bright, smart fellow. He walks briskly, shuts the door behind him, and is cleanly attired; a dirty man can't be a salesman. The fellow makes an impression and sells his goods."