

whether the charges for registration are not too high, but even at present rates we believe manufacturers and merchants would do well to more generally adopt this means of protecting their wares from imitation.

### THE MANTLE INDUSTRY.

Canadian manufacturers of mantles, who have been steadily increasing their turnover each year, look for a marked expansion in business this autumn. The orders received for these goods to date have been in excess of expectations and fully confirm the ideas of those who predict the nearness of a return to the "good old days." There are several reasons why this branch of trade ought to succeed in Canada. Few stocks, even in the dry goods trade, are carried with greater risk than cloaks and capes. The whims of fashion are so quickly changeable that it was not an uncommon thing in the days of heavy ordering to carry the greater part of the goods purchased in the autumn through a mild winter only to sacrifice them in a special sale the next fall. Vigilance and care must be exercised in buying coats and capes, as every successful dry goods merchant knows. The wholesale houses have not been willing to take the risks of carrying large stocks from which orders can be made; and repeats can be filled by the agents of foreign houses only after delay which, in many cases, renders trade impossible. The Canadian manufacturers are in a position to obviate the difficulties of this trade. After September 1st their letter orders are usually sufficient to keep them fully employed. Although it is far more convenient to the manufacturer to receive large orders in advance of the season, the interests of the retailer as a rule lie rather in the other direction. It pays him to see what styles are going to take the public fancy before exhausting the best part of his buying power.

The Canadian manufacturer should be able to give the retailers of the Dominion more stylish goods than competitors across the sea. This proposition may appear, at first sight, a little strange. New conceptions are constantly coming from the designers. Ideas are brought across the Atlantic by cable, goods by steamer. When the delay in purchasing is taken into account, the German manufacturer, for instance, must make up his goods for this market a month in advance of his Canadian competitor, so that the latter has this valuable time in which to obtain more recent information of designs.

The development of the mantle industry in Canada means advance in domestic woolen manufactures. The Canadian woolen factories are recognizing the future of this trade and are commencing to cater for it. Kersey cloths have shown a marked improvement in quality during the past few years, while Canadian friezes are obtaining a good reputation. In the same way the manufacturers of buttons, braid and other materials are benefited by the mantle industry and will likely receive greater advantages in the course of time.

### COOL ADVICE ABOUT FREE LOGS.

It was suggested by one of the speakers at the lumbermen's convention on Tuesday, Mr. Potter, of Detroit, that those who were trying to secure the keeping of the logs of Canadian forests for Canadian mills, aimed to lower the value of American holdings in these forests so that Ontario lumbermen might secure their stumpage at cheaper rates. That is to say, if we understand him rightly, that persons here are using a patriotic cry in order to injure the American owners of Ontario limits, and thus secure these limits cheaply for themselves. This is a very serious insinuation.

We should be very sorry to believe that there is truth in the innuendo. It is quite possible that Mr. Potter may be one of these men who "have no use for patriotism when dollars are in question;" and indeed his remarks altogether tend to show his inability to understand patriotic feeling. But he was answered in a spirited manner by Mr. Rathbun, who went so far as to say that he heartily agreed with the resolution of Mr. Coulson, of Thorold, that no sawlogs should be allowed to be exported to the United States, although for the sake of peace and comity he moved the compromise resolution which was eventually carried *nem. con.* It is assuredly true that we owe nothing to those Michigan lumbermen who are understood to be responsible for the feature of the Dingley bill which imposes \$2 per thousand feet upon Canadian lumber. In any case the Ontario Lumbermen's Association have gone far enough in agreeing, by the resolution which they passed, that the minimum equivalent of free logs and timber exported to the United States would be the free entry of Canadian manufactured forest products into that country.

### THE PREFERENTIAL TARIFF.

On the 1st August, the abrogation of the Zollverein treaty came into effect. As a result, goods made in Germany and Belgium have to pay 25 per cent. more customs duty in Canada than British-made goods. Beginning with Monday last, the preferential tariff as extended by Canada, applies only to British goods, i. e., to articles, the growth, produce, or manufacture of Great Britain and Ireland, Bermuda, British West Indies, British Guiana, British India, Ceylon, Straits Settlements, and New South Wales.

The regulations provide for a new form of certificate of origin, which must be written, printed or stamped on the invoice of all goods claiming preferential treatment, and which declares among other things, that a substantial portion of the labor of one or more of the countries entitled to the preferential treatment has entered into the production of every manufactured article included in the invoice, to the extent on each article of not less than one-quarter of the value of every such article.

Although the Montreal Custom house was kept open till 6 or 7 o'clock on Saturday night last, for the accommodation of those who might wish to make late entries, not many were made. The cargo of the steamer "Vancouver" arrived only on Sunday, one day too late. A number of importers were disappointed at the non-arrival of the steamship "Sylvania," which left Hamburg on July 16 with several thousand tons of German and continental goods. Up to the time of closing, the customs officials had received no report of her, and it was concluded she had been delayed by fog.

### FURTHER WARNING TO MERCHANTS.

Since the publication of the article in last week's issue, entitled "A Dishonest Scheme," we have had the opportunity of reading Mr. Justice McMahon's judgment in the matter of Larmonth vs. Doherty. This throws further light upon the matter, and our readers will doubtless be interested in additional particulars of this noteworthy case.

Isaiah Pratt had failed in business in December, 1895, owing \$12,000 more than he had assets for, and his wife bought the stock and began in Ottawa under the old firm name of I. Pratt & Co., the husband managing for her by power of attorney. It is alleged that the firm of Pratt & Co., had loaned money to Doherty regularly, indeed from February, 1896, to December, 1897, had lent \$1,500. Yet this firm, said to be thus lending money to Doherty, was indebted all this time to T. H. Pratt for over \$3,000, and the real proprietor of the business, Mrs. Pratt, had no knowledge of any loans to Doherty. Therefore, the judge infers, it is incredible that she would not have known it if the alleged loans to Doherty were true.