

concur in such a reference it would necessarily follow that Canada must act on that interpretation which has always been given to the treaty by the Government of Great Britain, and which has been admitted to be correct by several distinguished American statesmen. It seems improbable that the Government of the Dominion is wholly neglecting this question, but the time for the termination of the old treaty is drawing to a close, and we need scarcely observe that there is always a good deal of delay in effecting satisfactory arrangements with foreign Governments. It will be recollected that after the termination of the old reciprocity treaty the New England fishermen were in the practical enjoyment of all the rights of fishing in Canadian waters, pending a satisfactory settlement of the points in dispute, which was finally postponed, owing to the new agreement entered into at Washington. We hope most sincerely that our Government will be firm in insisting, as a preliminary to any further negotiation, on having the text of the treaty of 1818 submitted to the arbitration of some friendly power. It is hardly conceivable that any valid objection could be raised by the United States to such a solution of the difficulty.

#### PUSHING COLLECTIONS.

Under the heading of "Views on General Business by an 'old Fogey,'" the San Francisco *Grocer* publishes the following report of a conversation supposed to have taken place recently between two village store-keepers out West:

Last week while putting up a little order for a customer I found I had run out of some of the stuff he wanted, so I stepped over to Bradshaw's to see if I could borrow it from him. While there I thought I would pump him a little, and find out if he had heard of the new tack the jobbers at the Bay had taken to push collections.

"Well, Brad," says I, after he had got the goods together, "I suppose you have been favored with one of these invitations to walk up to the captain's office and settle; don't you think it will catch some of us in the door?"

"Yes," he replied, taking it rather cool, as though he didn't mind it much. "I believe they have remembered me, but I reckon it's only a matter of time, so I wouldn't feel bad if I was left out of the deal and could keep posted on what was going on. The fact is, Uncle Asa, I'm able to pay my bills when they're due, and for that reason I ain't so confounded touchy when I'm asked to pay my honest debts when the time's up as some store-keepers are. As for that matter, they don't have to waste much pen and ink on me. I generally fix things so as to pay cash on the spot; but when it isn't convenient I always settle on the day I agree to."

"That's all very nice," said I, "and sounds first-rate, and although I don't go much on the pay at convenience plan myself, I don't see how we are all going to pay our bills prompt if our customers don't pay us."

"I used to be of the same mind myself," he replied. "When I first put out my shingle in the Gulch, I was green enough to think that the only thing I had to do was to shove off goods, and that it wasn't no trick at all to get my money back for them. There wasn't anything mean about me, so I tucked on big profits, gave liberal tick to Tom, Dick and Harry, right and left, and stuffed every long-winded granger that came into my place full of goods. Of course I did a land office business for a while, and felt mighty part at the big strike I had made. This kind of pay dirt didn't last very long, for I soon found that though the goods went out like greased lightning the pay came back slower than cold molasses. I had bought almost all my stock for cash, and didn't owe much; but when the time came round when I needed more goods, I found that my money was spread here and there all through the county, and the chaps that owed me seemed to think I was a mean cuss if I didn't let them have a dollar's worth more tick for every two bits they paid on the old score. By thunder, Asa, many's the night I've laid awake thinking whether I had better take a coat of insolvency whitewash and try it again, or just put her through and pay one hundred cents on the dollar. Being a new hand, I suppose, and not up to the dodge of busting up and buying my own stock for 50 cents on the dollar, I concluded to stick to it. I got old scores settled as fast as I could, wiped the old sogger's names off my books, worked hard, sold close, collected close, and now I've got my business just where I want it. You don't hear old Buster down at the Bay say when he gets stuck on something or other, 'Put that by, Bill; we'll shove it on to Bradshaw when he comes down; he's mighty slow, but I'll take the risk of his paying for it.' No, Sir! When they see me all the salesmen in the house tumble over each other, trying to get me to look at the slap-up bargains they've been saving up. They know I am a cash man and although I don't buy free nor pay big profits, I tell you what it is, Uncle Asa, when the boys see Jabez Bradshaw's name on the Russell House register, they rustle around lively to shake him by the hand."

#### THE WEST INDIAN TRADE.

United States Minister Foster arrived from Spain the 8th inst. In its present shape, he said, the new commercial treaty is highly favorable, even generous, towards their commercial interests. Its immediate application is confined to Cuba and Porto Rico, but indirectly it will prove of wider benefit to the United States in relation to trade generally. The treaty opens as follows:—"His Majesty the King of Spain and the United States of America, animated by a common desire to strengthen and perpetuate the friendly relations which happily exist between the Spanish nation and the United States, and recognizing particularly that the Spanish isles and provinces of Cuba and Porto Rico, being in close proximity to the coasts of the United States, frequent and constant commercial relations exist between the two territories to the advantage of their inhabitants, and both powers, considering also that the community and harmony of their interests demand that these same relations be encouraged and favoured to the greater extension and protection of their commerce and its prosperity, both in the provinces and islands above mentioned, and in the United States of America, have decided to adopt a treaty of commerce that shall attain this special object. The high contracting parties reserve to themselves the right of framing such laws and regulations as may appear advantageous to them to protect their revenues and prevent fraud in declarations and manifests relating to articles or merchandise enumerated. In the Spanish isles and provinces of Cuba and Porto Rico no

new or higher export duty or tax than is established by the tariffs now in force shall be imposed. Manufacturers and merchants and commercial travellers of Cuba and Porto Rico who visit the United States for account of firms in said Spanish provinces, and, reciprocally, manufacturers, merchants and commercial travellers of the United States who visit Porto Rico and Cuba, can, without being subject to any duty, make the purchases required by their calling, and take orders with or without sample, without however, carrying merchandise. The treaty shall endure seven years, and continue effective until one of the contracting parties make known one year in advance to the other its intention to abrogate the same. The articles to be admitted free of duty into the United States are horses, cocoa, coffee, fish, fresh fruits, cotton, hemp, flax, hides, skins undressed, amalline and mineral dyes, palm oil, sugars not above No. 16 Dutch standard, loaves of crystallized syrup of sugar cane, Molasses, seeds, woods, cast-iron, eggs, honey, wax, sponges, bones, guano manure, cocon, esparto, horse-hair, rushes, osiers, straw and coins of gold or silver. The following will be admitted subject to duty:—Cigars, cigarettes, begueros, \$1.25 per pound and 12½ per cent. ad valorem; tobacco leaves requiring more than 100 to the pound; if having stems, 37 cents per pound, and without stems 50 cents; other tobacco in leaves having stems 17½ cents per pound; tobacco manufactured of every kind, tobacco without stems, 20 cents per pound; snuff powdered tobacco, 25 cents per pound; tobacco not manufactured, 15 per cent. ad valorem. The articles which will be admitted free of duty into Cuba are beer, fresh meats, bacon, fruits, fish-shell fish, grain and other cereals, excepting rice, flour of cereals other than rice, lard, swine, beef, cheese, eggs and bread, woods of all kinds, staves, knees, timber, pipes, boxes of wood, cattle, sheep and goats, hogs, stones and earthen employed in construction and in the arts and industries, clay, tiles, bricks and tiles unglazed, hides and undressed skins, minerals or metals, coins of silver and gold, useful tools, agricultural implements, agricultural apparatus, industrial and scientific motors of all classes and materials, raw cotton, hemp, flax, jute, and all other raw vegetable fibres, wool, hog's hair, raw horsehair, asphalt, refined, bitumen, tar, pitch and resin, petroleum mineral and vegetable coals, mineral waters, trees, plants, vine shoots and seeds, manures, marble, jasper, alabaster, minerals and metals, ice, cast iron, and all forms of waste steel and iron, cast iron, malleable iron and steel in bars, and all classes of wire in copper and iron, nails, screws, rivets, wrought-iron tubes, wires gauzy, unmanufactured substances used in chemical industries, drugs, seeds of cotton and all oleaginous products of the same except oil, tanning liquids, grease and all other animal oil substances unmanufactured.

**THE WILSON (SIMCOE) FAILURE.**—The public would not have been surprised if the troubles of the Potts' estate and their influence on the Federal Bank had developed further troubles in and around Simcoe, but only a very few were prepared to hear that William and John Wilson should become involved, although brother-in-law of the now celebrated Potts. William Wilson carried on a large business as a general merchant until some four years ago, when he sold out to Messrs. Cope & Young. His brother, Dr. John Wilson, has carried on a drug store for many years also and built largely in Simcoe and was several times mayor of the town. A few years ago a number of enterprising townsmen purchased large pine tracts near Wilmington in North Carolina. Among them the Wilsons were the largest investors; they purchased a saw-mill, and wharf, besides a ship