

money out of their vessels. The reasons for this state of affairs are somewhat complex. Judging from the balance sheet of a north country steamer, published recently by the *Newcastle Chronicle*, it is, as that journal remarks, not the low freights that render ships unprofitable, but the enormous charges for insurances, port dues, bunker coals and brokerage. The balance sheet referred to is for a period of seven months, ended in July.

"During the period named, the steamer earned over £4,800, yet no dividend is available, and she carries forward only £155 as a balance in hand. What has become of her earnings? She has been running in the Mediterranean and Baltic trades, and had fair freights. She has carried rails to Venice from Antwerp at 18s. 6d.; coals from the Tyne to Stockholm at 5s.; and deals from Sulea to Plymouth at 40s. Why then is there no dividend? The reason is easily discoverable on inspecting the balance sheet. No less than £1,010 has been paid for insurance premiums during the seven months! No less than £760 was paid in port charges, £506 for bunker coals, and £521 for crews' wages, stores, &c., in proportion, during the voyage from Antwerp to Venice. Furthermore during the seven months, brokerage and commissions to charterers and brokers footed up to £217, and again there were various sums deducted from the freights for address commission amounting to £84. With regard to the price of coals £1 per ton was charged at Malta, £1 16s. at Adra, and £1 1s. at Dover."

After perusing this balance sheet it is no longer wonderful that freight ocean steamers so often fail to pay any dividends to the owners. The only matter of surprise is how they earn enough money to pay current expenses. As to floating craft on the great lakes, owners of these are, many of them, in despair as to the prospect of profit. Steam-craft are hard enough to manage profitably, even the numerous tow-barges and their consorts; but sailing vessels are more hopeless. Iron and copper ore from Lake Superior yields a bare enough livelihood for freighters, but grain and lumber carriage is done at marvelously low rates, so numerous are the craft.

FAIR AND UNFAIR CO-OPERATION.

It is an attractive idea to divide with employes profits of manufacturing or merchandising if those employes have shown skill and faithfulness and have made it clear that by their efforts they contributed to the success of the business done. But many a factory would make shipwreck if it agreed in advance to any such bargain with its employes at large. Too many of these are mere time-servers, unfit to be rewarded in the same ratio with the conscientious and devoted workman who does his best every day and all day. Hence the experiment must be made with care. It appears to be a favorite idea of the Knights of Labor that "workers" ought to have, in addition to wages, part of the manufacturers' profits. The *Philadelphia Ledger* has this to say upon the topic:

"We have in mind two manufacturers who started about the same time with about equal capital, and who were compelled by trade-union rules to pay equal wages to their hands. One man carried on his business in a happy-go-lucky fashion, and obtained from it little more than a fair living for himself and family. The other made a close, scientific study of the materials with which he had to deal; all his waking hours were devoted to efforts to improve processes and open fresh markets, and the net result of this push and energy was that, in the course of years, he had acquired a fortune. The men who worked for B had no more to do with his exceptional prosperity than A's workmen had to do with the slowness of B's business. If a division should be made of the extraordinary profits due to B's business energy and forethought, it would be quite as reasonable to include his rival's workmen in the scheme as his own; indeed, the logic of 'brotherhood' would require this to be done. Sometimes men reap who do not sow; but not very often. If a close study is made of individual cases of manufacturing prosperity, they will generally be ascribed to some unusual inventive or administrative talent, combined with industry and thrift on the part of the owners; and these qualities, far from depriving others of their fair share of the fruits of labor, have helped to give work and wages to scores of men who without it might have been unemployed."

—The practice of giving bonuses to manufactories, either by way of cash payment or in the shape of exemption from taxation, receives merited opposition from the *Hamilton Times* in the following remarks: "The proposal that Hamilton should grant bonuses, free lands or exemption from taxation, to induce manufacturers to locate within the city limits, which was casually discussed at a meeting in the Royal Hotel, is a bad one. The craze has taken hold of Woodstock, St. Thomas, Ingersoll and several other towns of late, to such an extent as to call forth a remark that one of the towns might better keep its bonus and give the town to a manufacturing company. A manufacturer chooses his line of business because he thinks he can do better for himself in that line than in any other line. Incidentally, his industry is beneficial to the whole community, and to the country at large; that is, if it is a self-supporting industry, adapted to the conditions of the locality in which it is established. But pauper industries are a gray horse of another color. Hamilton is better without them. The discrimination in their favor is a rank injustice to all industries which pay their way. Not only the workingmen, but the established manufacturers of Hamilton, will be heard from when any bonus or exemption schemes are proposed."

—Dry and pickled fish are in demand in Lower Province ports for shipment to the United States, West Indies, and South America. New England papers are deploring the small catch of mackerel by their fishing vessels and many skippers contemplate retiring from the business altogether.

THE STATE OF TRADE.

From the influential wholesale house of Messrs. Daniel & Boyd, Saint John, an intelligent view of the commercial situation is always to be expected. The view taken on this occasion is anything but a pessimistic one, as may be gathered from this letter, which doubtless embodies the opinions of the genial Senator Boyd: "1886 has been one of the best for business of some years past. There has been no 'boom,' but a quiet steady gain from month to month. In the absence of what was, in the past, our chief business of shipbuilding, and in view of the lessened exports of wood from New Brunswick, had it not been for the many factories which have sprung up; and some much enlarged of late, trade would have been dull indeed. The streets of St. John on a Saturday night, when the busy workers come out for their weekly promenade and purchases, reveal the numbers which are employed in these establishments, and from what part of our population the large expenditures come. The prospect, too, of having the Short Line railway from Montreal to us finished next year, making St. John one of the termini and winter ports of the C. P. R., finding its most direct route to the Atlantic here, is most encouraging."

The manufacturing firm of Harper & Webster, at Shediac, N. B., say: "Our trade for the year now closing has been about as usual in volume, and payments have been quite as prompt as in the last two or three years. We think—judging from correspondence with our customers—that a more hopeful tone prevail amongst them, and they look forward with anticipation of better trade in the immediate future. Our farmers have just saved—upon the whole—a large crop, and they feel quite jubilant; and as a consequence, traders depending on them also feel well. Our lobster fishermen did not have a very bountiful catch this season, but upon the whole it was about equal to that of last year. Mackerel fishing was very profitable owing to the high prices ruling in the U. S.; nearly all of our catch was sent forward fresh-packed in ice, and our people were well rewarded for the venture. Should the fishery question remain as at present, it is likely this trade will be extensively prosecuted next year. We are sorry to have to report that the lumber business is still very much depressed, and manufacturers are sending very little to Europe, confining their operations to local requirements as much as possible."

The following is the opinion of a banker in the Annapolis Valley of Nova Scotia: "There has, I think, been a slight improvement in business in this locality during the past season; and the fruit crop having been very abundant, with the prospect of good prices in the English market, a large amount of money must find its way here, to the relief of the farmer."

A grain dealer in the county of Grey, Mr. William Cook, of Meaford, says "I believe that trade is better than last year, crops are better, while prices are not so good. Grain is moving more freely this season, and the same may be said of cattle and sheep. Farmers do not seem to be doing much trading in the stores, which is an indication that liabilities were not met very well last year, and now they have to be met instead of buying fresh goods. I am looking forward to a pretty lively trade this winter."

This from a general dealer in Fort Erie: "Business is and has been very dull and