

look for them. The manufacturers have turned their attention to Canadian finances and Canadian Governmental methods, and are forced to admit that they are sound as any free-trader will admit a country can be under a protective tariff. They do not attempt to explain in passing why the entire business fabric in free trade Australia has failed." *Toronto Empire.*

CANADIAN DESIGNATIONS.

IT is well-known that goods of British manufacture are marked with British trade-marks, German goods are stamped with a designation which shows their origin, and so with French, Austrian and other fabrics. Now, why should not Canadian goods be stamped with a Canadian mark of some kind instead of going masquerading under foreign names? Canadian manufacturers of knit underwear mark them Scotch to help their sale; but why should this be necessary? If these goods are worthy to be classed as Scotch goods, would their value be depreciated by marking them with a distinctive mark of their Canadian origin? Canadian cottons are generally marked as such, and now that these goods are being exported to such countries as Japan, it would be an excellent opportunity to demonstrate in a bold way that Canada has begun to fight her way in the industrial arena. All fabrics manufactured in Canada should be marked with a distinctively Canadian designation, so that people who get Canadian goods can tell exactly their origin and worth. The prejudice of the buying public can only be overcome by a certain bold firmness, but this prejudice for foreign goods must be overcome sooner or later, and the sooner Canadian manufacturers right about face, and boldly make the change, the sooner will the people in this and other countries recognize that Canada can produce fabrics worthy of a leading place in the markets of the world. A Canadian nomenclature is badly needed.

A CASH ON DELIVERY POSTAL SERVICE.

AT present there is a movement on foot in Great Britain for the establishment of a "cash on delivery" system—i. e., a system by which the postal authorities will not only carry goods, but collect the cash in payment of them on delivery, on behalf of the sender. A petition is now before the British Postmaster-General which states:

"That in the interests of British commerce it is desirable to introduce the "Cash on delivery" system into the General Post Office.

"That such a system is successfully working in the British Colonies, and in almost every European country.

"That it would be equally a boon to the public and the trader, and a protection to both against fraud.

(a) To the public because under the system they need not pay for goods until actually delivered.

(b) To the trader because the cash value for his goods would be insured.

"That the introduction of the "C. O. D." Post would give an enormous impetus to commerce generally, and that no opportunity of promoting the interests of trade throughout the country should be lost by the Post Office, especially when at the same time it is likely to be productive of profit to the Department."

There is no such system in use in Canada under the control of the Postal authorities, but the express companies supply this

deficiency by their C. O. D. service. The establishment of such a service might be useful in Canada for smaller parcels at a cheaper rate than is procurable from the Express companies. But one grave objection exists, when it is viewed from the standpoint of the rural retailer, which is, that it would enable the departmental stores in the cities to extend their trade into these rural districts and injure the storekeepers who are dependent upon the trade of the residents in their own locality for support. It would, no doubt, give a great impetus to advertising; but it would on the whole be as detrimental to the interests of the retailers in the towns and villages, as the adoption of a two-cent railway rate instead of the present three cent rate. The latter change has already been mooted in parliament, the former has not yet been publicly entertained by Canadian law-makers.

THAT MAN VAN HORNE.

THAT man Van Horne has a new scheme to help develop the Northwest, according to the following report from the *Textile Mercury* (Manchester). "The Government of Canada received much help from the railway authorities in the opening up of the great 'North West.' That distinguished Scotchman, Lord Mountstephen, inaugurated that policy even before he became President of the Canadian Pacific, and performed the almost miraculous feat of extending that gigantic railway system across the continent from the Atlantic to the Pacific in the course of six or seven years. And now when he has retired from active business his successor at the head of the Canadian Pacific Board is actively working on the lines that he so skilfully laid down. This spirited official sent a commissioner over the Atlantic the other day, an energetic and capable young Scotchman, to ascertain how flax is grown and dressed and manufactured in this country, especially in Ireland, and to extend his enquiries to Belgium and other places on the continent of Europe. The purpose of this is to afford guidance in the setting-up of flax-growing and dressing as a new industry in Manitoba. The soil and climate of that vast province are said to be eminently suitable for the growing of flax, and if that be so, very probably there is money in the business, and settlers will be eager to secure a share of it."

THE WORLD'S FAIR.

A CORRESPONDENT writes from Chicago giving some information which will be of interest to dry goods men.

He says: "The Sanford Manufacturing company, Hamilton, have completed a grand exhibit of ready made clothing. It is very generally admired and reflects much credit on the firm's representative, Mr. George Hamilton, who arranged it. The magnificent display of the cotton mills of Canada, represented by D. Morrice, Sons & Co., of Montreal, as selling agents, is probably the attraction of this section. It was arranged by Mr. A. W. Cochrane, and neither expense, time nor labor were stinted to make it what it is—a creditable display of the cotton fabrics of Canada. In the same handsome cases is neatly shown the attractive exhibit of the Cascade Narrow Fabric company. The Corticelli Silk Company, St. Johns, has about completed its display. Mr. Wynman has returned to Canada, but the work is in good hands, and will be finished at an early day. Messrs. Belding, Paul & Co., of Montreal, have a very attractive exhibit of silk now completed. It is really an attractive show case, and will do credit to this section."