

the distributing merchants and in economising time and money for the country merchants. Yet not a few business men have come to regard the traveling system as too expensive, in comparison with the results obtained, besides being fraught with evil, and would be glad to dispense with it if it were possible to do so. But to abandon the system would be 'on a par with abandoning railroads and going back to stage coaches, or to rely upon the mails instead of the telegraph for the dissemination of valuable information. No, the commercial traveler system has become too important a factor in business to dispense with at this late day. The distributing merchant or manufacturer who should in these days sit down to wait for trade to come to him would have a decidedly slow and unremunerative time of it. The rank and file of traveling salesman, it is generally conceded, is composed of bright, intelligent, honorable and upright men of good address and of large experience; but it also contains not a few who are unscrupulous, or unfixed habits and without business training. The problem is how to 'separate the goats from the sheep.' In the opinion of the chairman of the Druggists' Convention, the system can best be reformed by the merchants especially educating their clerks as to their own methods of business, and then require them to strictly adhere to that system, leaving the responsibility of success or failure to the employers. In addition to which the ranks of traveling salesmen, it is said, need to be thinned out. They are becoming so numerous, so heavy a tax and burden upon the business of the country, that unless some limit is put upon the system, it must go down of its own weight. The merchants undoubtedly have it in their power to raise the standard of commercial integrity among commercial travelers, and to the credit of the Commercial Travelers' Association, be it said, it is a work which they themselves are doing.

### One Word for Another.

The *American Mail*, in a recent issue, under the designation "A Word to our Canadian Friends," says: "Ontario's commercial interests lie in cultivating the most friendly relations with the United States, instead of snarling, as is too much the case with her press and public speakers. The United States is just in the mood at present to build a wall along the frontier over which the Ontario farmer cannot peep from the tops of his tallest trees, and the American-born men of that American province may wake up some morning and find out that their Anglican friends have cut them off from their people on this side commercially and officially. Our consuls have given fair warning both to Canada and the United States, that this effort to keep the Americans on both sides of the line divided may succeed, in which event there would be nothing left for the men born on American soil but to pull up stakes and come to the United States where they can find more congeniality, instead of being tied to the wheels of European prejudices and domination. A glance at a single year's exports will satisfy our Ontario friends that the American Congress could in a single hour's legislation bankrupt their province, while as far as their market is concerned, it would not be a drop in the ocean of American commerce. According to Consul Pace, the value of declared exports from the United States Consulate at Port Sarnia to the United States during the fiscal year ended

June 30, 1882, was \$634,235.15, being an increase of \$53,341.48 over the preceding year.

It is always a pleasure as well as a duty to correct a courteous and usually well-informed journal when it is involuntarily laboring under a misapprehension. It is true that commercially Ontario is closely identified with the United States, but it is impossible to say that the metropolitan province is part and parcel of a country which is divorced from that province by a tariff on the average at least twice as high as that prevailing in the province. Ontario invites United States' product by a tariff whose basis is 25 per cent. The United States repels Ontario by a tariff whose basis certainly exceeds 50 per cent.

The United States may at present be in a mood to build the wall of tariff hostility against this country still higher, but the movement in Congress to appoint a reciprocity commission seems to indicate that the decreased market in Canada for United States' products is having an opposite effect. The effect of the national policy upon imports has been to materially decrease those from the United States and increase those from Great Britain. We are surprised that a journal so well informed as the *Mail* should talk about "European prejudices and domination" in Canada. Canada is ruled by Canadians and while there is a not unhealthy respect for the systems of the past, all of our legislation is based on Democratic principles and the current of social life sets steadily away from the aristocratic form. The only European domination that is worthy of consideration in summing up the social, political and commercial influences at work in Canada, is the domination of Threadneedle Street, and by the investment of American and Dutch capital in the North-west, this domination is in a fair way of being counterbalanced.

We beg to assure the *Mail* that the American Congress could not in an hour, nor in a century bankrupt the province of Ontario, the loss of whose American trade, while it would certainly be felt, would not cause a great commotion either in agricultural or commercial circles. If the *Mail* will excuse us we would like to say right out in meeting that Americans have too long shown a contempt for Canadians, except in positions of responsibility across the lines, which has borne its fruit in a determination to be commercially independent of Britain and the United States, let the cost be what it may.

Canadian commissioners have gone hat in hand to Washington for the last time. Canadians mean to have no more jug-handled trade arrangements. If the Americans will meet Canadians as equals and talk fair and square business, in Canada they will find every desire to live commercially as well as politically friendly. If the voice of the Americans is for commercial war the Canadians do not care how soon the Fiery Cross goes upon its mission. Their political and commercial experience has taught Canadians how to suffer, endure and conquer. In the North-west they have a Star of Hope; in themselves they feel that they have the "git-thar" and their voice is for peace, but not peace at any price. "Peace with profit" is now

the motto of Canadian commerce, and profit is not to be obtained by meeting American commerce upon any other than a reciprocally just basis.

### Crop Prospects for 1883.

The *Miller's Journal* in forecasting the crop prospects of 1883 says that they present some new features of more than usual interest, especially in Europe: "At no time for many years past have the autumn sowings in central and western Europe been prosecuted under greater disadvantages, or the subsequent weather conditions been more unfavorable to the germination of the seed and growth of the plants than in the present season. In France, England and Germany a much smaller breadth of land has been seeded than usual, especially to wheat, and this cannot fail to exercise considerable influence upon the future of the markets, since, as a rule, spring-sown grain in those countries does not yield nearly so well as that sown in the autumn. Collectively, therefore, the harvest prospect in the countries mentioned cannot be considered, at present, otherwise than rather gloomy." Such being the outlook in Europe for the domestic supply it becomes of some interest to producers on this continent to know the strength of the opposition they are likely to meet with in supplying the European deficiency. The *Journal* thus reviews the situation. "Late mail advices from British India report a plentiful rainfall in the more important grain growing provinces, with wheat, barley, oats and other so-called cold-weather crops coming forward finely. From Australia the accounts are much less favorable to a good wheat crop, but from New Zealand they indicate a fair yield. In California the rainfall has been insufficient and the promise there leaves much to be desired. In the States east of the Rocky Mountains, however, the wheat plant is generally spoken of as looking hardy and promising well." From this it may safely be inferred that there is a strong probability that the prices for the crops of 1883 will at least fully equal those now current.

### Seed Wheat.

The efforts that have been put forth by the C. P. R. managers for the securing of first-class seed grain for the North-west, will be continued during the present spring, and farmers can have hard file wheat for seeding purposes carried over the company's lines free of freight to any point. The Government at Ottawa have seconded this effort by allowing the duty free importation of hard file from the United States, when intended for seeding purposes, and an order has been issued to that effect. This is a very wise policy, as first-class hard wheat to sow the acreage that will be in wheat in the North-west this year, is not to be had in the country, and it would be rather a hardship upon struggling pioneers to make them pay duty on their seed wheat. The aim of a protective tariff should be to assist the weak, and the suspension of duty on wheat in this instance, is certainly a great assistance to a weak and struggling new country.