

whether the sum be large or small, without reading it. Every deed he owns has been carefully scrutinized before its acceptance, and yet the application for his fire insurance policy was signed without examination, and the policy itself, although for a very considerable amount, was quietly laid away without being read at all.

Nearly all, if not quite all the trouble, annoyance and disappointment in connection with fire insurance arises from this gross carelessness on the part of the assured. After a fire they plead that they intended this and did not intend that; that they meant this and did not mean that; their explanations are often quite true and very reasonable, but not one out of a hundred of them would begin to think of allowing a series of intentions, of which neither they nor any one else ever heard or thought, to appear after the consummation of a contract, as the rightful interpretation of its terms. Shylock stuck to his bond through thick and thin so long as its interpretation was in his favor, but would very gladly have amended it when Portia shewed him the consequences to himself. So it is with too many policy holders; when they see the results of their own acts they want to plead "intentions," forgetful of the road which is said to be paved with these deceptive materials.

There is a very large number of people who, because they have never read their policies,—or if they have read them have done it very carelessly,—rest contented with the idea that they have a certain amount of insurance against fire; but when a fire occurs, and the result of their own carelessness is that they have a very large loss with a very small proportion of their insurance applying to it, they blame the company instead of themselves, and they reply to questions on the subject in such manner as to imply that the insurance company had defrauded them. Such people are doubly dishonest, and work a two-fold damage; they not only injure the good name of a company who have dealt honestly and even liberally by them, but they lessen the confidence of the people in insurance generally, so that many are overwhelmed by calamities against which they would have sought indemnity if they had not been discouraged by their neighbor's evil tongue. We therefore repeat to all "Read your policy," read it carefully; if it is not right get it made right *at once*, if it is not clear get it made clear *at once*, as you may rest assured that every company desires its contracts to be clear and correct and self-interpreting.

RECIPROCITY WITH HAWAII.

It appears that a resolution has been proposed in the House of Commons by Mr. Homer of British Columbia, declaring that it is desirable that the Government should take measures to bring about reciprocity of trade between the Dominion of Canada and the Hawaiian Islands. Sir John Macdonald stated that "he had had communications on the subject from those high in authority in the Hawaiian Islands, and the Government were already aware that it was desirable to bring about reciprocity in trade between Canada and those Islands." Under these circumstances he asked the mover to withdraw his resolution, which he did. The imports from the Hawaiian Islands into British Columbia, according to the customs returns, amounted in 1881 to \$2,180, duty on which was \$327, and in 1882 to \$4,697, duty \$2,068.26. In 1881 the imports were exclusively molasses, and in 1882 molasses and sugar. Both articles were much more largely imported into British Columbia from the United States as well as from other countries which trade with Canada. The term reciprocity is rather vague, but has been generally understood with us to mean reciprocal free trade. By the treaty of 1854 with the United States it was agreed that certain natural products common to both countries should be admitted free of duty into each. This clearly is not what is contemplated in the case of Hawaii. Our chief exports to Hawaii are coal. Of course in the absence of more information than is contained in the brief remarks of Sir John Macdonald we can only surmise that he contemplates making some change in the commercial relations between Canada and Hawaii; and as sugar and molasses are the chief articles that the latter country can furnish we must consider the subject with reference to them. Now, as a large portion of the Dominion revenue is derived from sugar, we cannot entertain the idea that the abolition of the sugar duties is contemplated. If not, then if it were possible (and we own that we doubt even Sir John Macdonald's power to obtain the consent of Great Britain to any scheme of differential duties against the British Sugar Colonies which will demand the protection of the Empire) to abolish the duties on sugar from Hawaii, are we prepared to give a preference to one of our smallest customers over the United States? The last country in the world to which Canada ought to give just cause of complaint is the United States, and that an attempt to divert the trade now carried on by

British Columbia with that country to the Hawaiian Islands would be looked on as an act of aggression, is not open to doubt.

The subject, however, must be considered from another point of view. We are engaged in a very large expenditure of public money to establish a communication between the Pacific Province and the Eastern Provinces of the Dominion. Can any plausible reason be assigned for relieving the British Columbians from duties which are imposed on the people of all the other Provinces?—Even if it were possible to establish free trade with Hawaii, it would not affect any other Province but British Columbia, and would simply relieve its population from taxation to whatever extent the Hawaiian trade might produce it. If Sir John Macdonald's remarks may be looked on as an indication of what might be attempted if Canada had the power to negotiate commercial treaties, then we think that it is most fortunate that she has not a power which she lacks wisdom to wield.

TOO MANY STORES.—There is some reason to apprehend that the recent addition to the population of Carleton Place, Ont., through the establishment there of the Railway workshops, may result in misfortune rather than benefit. The number of stores opened meantime and in course of completion would be enough of themselves, apart from the regularly established firms, to supply all the demands of the place and vicinity. This tendency to overdo business is not confined to Carleton Place. It is assuring, however, to learn that wholesale houses are crediting with a greater degree of caution than during the last few seasons. The remedy for worthless book-debts, low compromises and the local mischief of Trade Sales is in the hands of the wholesale dealers, and we fancy that inexperienced persons who look upon storekeeping as the most desirable of callings—or men without sufficient capital of their own to guarantee against reckless trading—will have some difficulty for some time to come in getting started on the road to their own and their neighbors' ruin. In Carleton Place many of the hands—not much above 100 in all—board near the shops, and keep their families in Brockville, and the people of the latter place are not likely to neglect their own interests in the matter.

THE WHOLESALE CLOTHING TRADE.—The growing importance of the wholesale clothing trade of Montreal is becoming more and more apparent. We recently referred to the enlargement of the premises of one of the principal establishments, and their enterprise in reaching distant customers. Messrs. H. Shorey & Co. have also been obliged to enlarge their already extensive premises. An additional storey has been added to the main building, fronting on St. Joseph and St. Henry streets, and the large building adjoining, on St. Joseph street, occupied by Messrs. Cantlie, Ewan & Co., has also been acquired, the latter firm being about to