

spirit of the fathers this may be accomplished. Without it, the city will literally remain between doubt and the deep sea. A leaf out of maritime enterprise may well find a place next to the front cover of Toronto's mercantile ledger, for just as the salt sea sailor is supposed to be superior to the fresh water amateur, so is the commercialist down by the sounding sea supposed to be superior to the timid and overcautious inland trader, whose environment is asserted to be bucolic. Therefore he is not in touch with the water-way commerce of the world. Neither does he enjoy the perpetual sniff of the briny breezes which is said to add zest to commerce, and like the monsoons of southern seas, give an impetus to the commercial craft that nothing else can accomplish.

There is, however, a strong suspicion current that the above and similar fictions are disappearing along with many ancient prejudices which once existed down by the roaring sea against those Upper Canadians who have been found to improve on acquaintance, and who, perhaps, are not exceeded in their love of country by the patriotic inhabitants of Mayflower land. As this acquaintance extends and the people of the different provinces begin to find that their true interests rest in the cultivation of a better feeling amongst themselves, for other reasons as well as those arising from outside enemies, there will be found means of securing an improved state of inter-provincial trade just as there is now to be found amongst the people of the various States comprising the Republic, an interstate commerce which is a marvel of the age.

According to the authority which has been already freely quoted, in 1823 not less than 300,000 barrels of flour, 50,000 barrels of pork, 12,000 hogsheads of tobacco, 22,000 of bacon, 100,000 kegs of lard, etc., valued at \$3,390,000, passed the falls of the Ohio descending. There were, in 1824, 100 sail of brigs and schooners plying between Canadian ports on Lake Erie and the upper lakes, with seven steamboats. The tonnage was increased fifty per cent. by 1825, and, in 1828, it had doubled, indeed nearly quadrupled, when the Ohio canal was finished. There were many vessels on Ontario and Champlain. Of flour there were 385,535 barrels, chiefly wheat; 17,905 peas and beans, 761 tons of clover seed, 120 of wool, 841 of cheese, 1,126 of butter and lard, 159 of hops, 143 of furs, 9,145 boxes of glass, and 1,608,000 gallons of spirits were among the articles which passed the New York canals during 1825. The tonnage of boats and rafts was 18,950. The total amount of tolls was \$771,780.10.

There was an impression amongst shippers that the canal tolls were excessive. The Board of Canal Commissioners had it in their power to reduce the tolls, which were especially high on cotton and tobacco. The reduction asked for was to \$1 per bale. This was subsequently effected. It may not be important, but it is of interest to know that the freight on a single bale of cotton from Nashville to Liverpool amounted to \$8.88, which included insurance, the latter amounting to 22c. The

freight via New Orleans from and to the same points amounted to \$3.74.

That the greatest importance was attached to inland navigation in those days there can be little doubt, after an attentive perusal of the various publications bearing on the subject. One conclusion which appears to have been unanimously reached is the following: "By the great lakes, Erie, Ontario and Champlain, by the river St. Lawrence, by a long line of inland frontier, from the point where the parallel of 45° meets the river to the source of the St. Croix, and finally by this water also, it may easily be conceived that a commercial intercourse of some value and importance is carried on between the colonies and the United States." "But it is one of which to give any definite or entire account is scarcely less difficult than it has proved vain to prescribe regulations." "Great Britain has for some years acknowledged the expediency of admitting all descriptions of wool by this channel free of duty."

It is noticeable, too, that many of the opinions which then existed amongst commercialists in relation to the trade of the lakes were subsequently modified, though one fact appears to remain unchanged, and this is the concession made by the American dealers, that in any negotiations with British Americans it should be conceded without qualification that the people of the provinces, by right of position, have the vantage point in all inland trade matters connected with the great lakes, except Michigan.

In spite of trade's "unfeeling train," this opinion has still a strong place amongst respectable Americans, so that whatever friction has arisen, and may yet arise with regard to lake navigation and commerce, there will always be a strong conviction amongst a large portion of the American commercial class that restrictive measures, which are harsh and retaliatory in character, are unwise, and are not the remedy that should be applied.

It is by no means true that the trade of the lakes, especially the Canadian trade, has reached its maximum. I have already presented what that trade was upwards of sixty years ago, at least in an approximate form, and the authorized reports yearly made do not seem to indicate that that trade is decreasing. On the contrary, they show that it is rapidly increasing and assuming proportions exceeded only by the maritime trade of the whole Dominion.

In another paper will be presented the facts and figures, more than sixty years later, of a trade which began with rafts and batteaux, and is now carried on by vessels, many of them suspiciously ocean-like in their appearance.

MAXIME MARITIME.

MODERN COMMERCIAL LITERATURE.

The modern business announcement is a very different story from its staid and uniform simplicity of old times. The advertiser of to-day is not content with the servile sort of advertisement by which his great grandfather used to woo the favor of the public. Something striking is what is

wanted; something novel to arrest the attention; it does not matter how odd, how undignified. Sometimes the humorous feature is relied upon to produce an effect, sometimes the grotesque. Almost every one can recall instances of this in the American press. Now-a-days it is the same with business circulars, examples of which have repeatedly been given in these columns. It happens that no less than three circulars of the kind have been sent us, bearing date August and September, and it may be worth while to reprint parts of these, if not as samples of American humor, then as illustrations of what length respectable business men will go, pen in hand, to create a sensation. The first circular is that of a manufacturing company whose funny man seems to have *carte blanche* to "go it." And the engraved illustrations of this production are even more odd than the rhetoric. He says:—

We are going head first into the fair business.

You are requested to exhibit your good will and any other articles of interest, whether home grown or of foreign extraction.

Provision will be made for animated recreation of every description. Rural lovers may exhibit in the usual way, but the exchange of chewing gum is forbidden on the grounds.

Couples with matrimonial tendencies will be married with our best quality umbrella ring. The groom will receive one Saratoga chip trunk quilted with tissue paper, containing

- 1 Sterling Eraser of early "best girl" memories.
- 4 feet 4 ply belting.
- 1 Gross Rubber Corks.
- 1 Set Anti-Rattlers.

THE BRIDE takes the cake and also takes

- 1 Box Assorted Rubber Bands.
- 1 Summit Atomizer.
- 1 Hunk Stamp Gum.

We shall distribute a gorgeous lot of prizes, which fall in line as follows:

RACES.

GREAT HUMAN RACE.—Seven miles and sharp turn. Prize, head ice-bag, smooth bore.

RUNNING RACE.—One mile, circular direction. Stake, flannel-covered prohibition water bottle.

TROTTING RACE.—Not far—and return. Stake, very rare.

PACING RACE.—Four times around. Prize, Hobson's choice at our specialty booth, where even your thoughts can be reproduced by leaving sample or drawing.

To the possessor of the most cash in hand, we offer special inducements, which will be named privately in our back office.

GRAND OFFER.

As a final and fetching allurements to come early and linger long, we offer prize goods and a souvenir to all. There is no limit to the prizes and we reckon our friends on the same basis.

Hoping soon to receive signs of your acceptance or regrets, delicately traced in red ink, upon the margin of an order, we remain,

Very truly,

THE _____ Co.

A Philadelphia importer sends to a prominent Canadian house a type-written epistle, whose tenor causes the house in question to write thus to the editor: "Isn't this a fine specimen of the free and easy style of business adopted by our friends across the Line 45°. Surely this is more irreverent than is to be expected from the city of propriety and brotherly love!" The epistle, we should state, was written during the hot days of August last. It says:—

Philadelphia, August 8th, 1892.

DEAR SIR,—These are truly the dog days. "Silly weather" some call it. Days wherein the dude and the summer girl flourish. Business is forgotten by the most suave business man, and one can readily picture Plato me